

News

Invacare Corporation Acquires Bargmann Management, LLC

Invacare News Release

10/01/08

ELYRIA, Ohio (October 1, 2008) - Invacare Corporation (NYSE: IVC) announced today that it has acquired Bargmann Management, LLC. Based in Akron, Ohio, Bargmann is a leading diversified patient management service organization for the home medical equipment (HME) industry. The Company will now be a part of Invacare iPartner Solutions, a growing suite of programs and services designed to simplify business for HME providers, reduce their costs, optimize their resources, and improve their bottom line. Started in 2003 as an education, training and consulting firm, Bargmann Management will now be branded as Invacare HCS.

Invacare HCS operates through three primary business segments offering an entire suite of cash flow enhancement products and services to its customers. The segments include:

- Billing & Collection Services - An outsourcing agency for provider private pay billing and collection services for the HME industry. The goal is to improve a HME company's cash flow and profitability.
- Sleep Success Services - A business focused on helping providers drive increased revenues through patient supply management in the growing sleep industry.
- Specialized Services - Consulting for HME business operations ranging from order intake through cash collection.

"We are very excited to welcome Invacare HCS and its associates to the Invacare team. They will be a strong addition to the Invacare iPartner Solutions portfolio. Our goal is to help providers become efficient and increase their bottom line. These consulting and revenue generating services will do just that," said Chris Yessayan, vice president, Invacare iPartner Solutions.

Invacare Corporation (NYSE: IVC), headquartered in Elyria, Ohio, is the global leader in the manufacture and distribution of innovative home and long-term care medical products that promote recovery and active lifestyles. The company has 5,900 associates and markets its products in 80 countries around the world. For more information about the company and its products, visit Invacare's website at www.invacare.com.