

MEDCHI, THE MARYLAND STATE MEDICAL SOCIETY  
HOUSE OF DELEGATES

Resolution 17-17

INTRODUCED BY: Baltimore County Medical Association

SUBJECT: Unethical Business Practices by Medical Supply Companies

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Whereas, medical supply companies are attempting to secure sales in an increasingly competitive market;  
and

Whereas, they utilize direct to consumer advertising and pressured telephone solicitation to achieve sales,  
particularly targeting the Medicare population; and

Whereas, sales pitches can contain misleading information regarding products, services and insurance  
coverage thereof; and

Whereas, physician offices are being flooded with faxes and telephone requests from medical supply  
companies to verify medical necessity and prescribe these products; and

Whereas, on review many of the product requests are not medically necessary or, frankly, fraudulent;  
therefore be it;

Resolved, the MedChi will work to track patterns of unethical business practice by medical supply  
companies and seek to bar offending companies from doing business in Maryland.

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As amended and adopted by the House of Delegates at its meeting on September 23, 2017.