

# Industry Spotlight

## Regional Map for Diabetes Incidence Released

For the first time, the U.S. Centers for Disease Control and Prevention (CDC) has issued in effect a map of the regional incidence of diabetes. Although national survey data have shown that the overall incidence of diabetes has grown in the United States dramatically in the past decade or so, data now show a geographic distribution of the disease. The CDC looked at data from 1995 to 1997, and from 2005 to 2007. Thirty-three states and territories had the data needed to conduct statistical analysis for the two different three-year periods. Forty states had enough data to analyze during the most recent period.

For perspective, in March 2007, the CDC reported on chronic kidney disease (CKD) between 1999 and 2004. The CDC analyzed the most recent data from the National Health and Nutrition Examination Survey (NHANES). Researchers determined that 16.8 percent of the U.S. population aged 20 or older had CKD, according to 1999–2004 data, compared with 14.5 percent from the 1988–1994 NHANES survey, an increase of 15.9 percent based on crude estimates of prevalence. People with diabetes or cardiovascular disease had a greater prevalence of CKD than those without. Thus, the diabetes study means even greater vigilance is needed to prevent or stem the increased prevalence of kidney disease.

The regional diabetes study uncovered some clear trends:

- By U.S. Census region, the average age-adjusted incidence was greatest in the South (10.5 per 1000 people), followed by the Northeast (8.6), West (8.5), and Midwest (7.4).
- By state, age-adjusted incidence ranged from 5 per 1000 population in Minnesota to 12.8 per 1000 in Puerto Rico.
- Of the 10 states with the highest diabetes incidence, nine were in the South: Alabama, Florida, Georgia, Kentucky, Louisiana, South Carolina, Tennessee, Texas, and West Virginia. The remaining state in the highest quartile was Arizona.
- Age-adjusted incidence rates were significantly higher for 2005–2007 than for 1995–1997 in 27 of the 33 states.
- Between 2005 and 2007, the states with the greatest number of annual new cases were California (approximately 208,000), Texas (156,000), and Florida (139,000).

The CDC concluded that effective population-based approaches to prevent obesity and increase physical activity might help to reduce the incidence of diabetes. In high-risk individuals, a 5 percent to 10 percent reduction in body weight coupled with 30 minutes of moderate physical activity five days a week resulted in a 58 percent reduction in diabetes over a three-year period, the CDC report noted. ●

## Third Largest Dialysis Firm Keeps Growing

Renal Advantage of Brentwood, Tenn., has several new dialysis centers in its national circle, thanks to the completion of an acquisition by its parent company. RA Group Holdings acquired National Renal Alliance, based in Franklin, Tenn.

The combined company, number three in the field after Fresenius and DaVita, will now operate 136 dialysis centers in 18 states, and serve about 11,000 patients.

“We are pleased to announce the completion of our acquisition of National Renal Alliance,” said Michael D. Klein, chief executive officer of Renal Advantage. “We remain confident in our belief that the combination of our two companies’ cultures, philosophies, and standards of excellence will serve as a basis for our success in the future, and we look forward to working with National Renal Alliance’s management and employees to accomplish a smooth and seamless transition for patients and physicians.”

In 2008, Renal Advantage added a freestanding dialysis center, giving it a position in Florida, on Merritt Island. At that time the company served 8100 patients in 87 centers. Renal Advantage also delivers laboratory services through RenaLab, an independent clinical laboratory located in Jackson, Mississippi. ●

## In Bleak Year, Fresenius Revenues Up

During the first three quarters of 2008, Fresenius Medical Care, a renal services company, had a strong showing in its international markets and in the United States. Chief Executive Officer Ben Lipps gave an optimistic assessment for the company in the near future: “Despite cost pressures, an uncertain economic environment, and volatile currency developments, we are confident of achieving our midterm financial targets for 2010.”

As of late 2008, Bad Homburg, Germany-based Fresenius Medical Care had treated 181,937 patients worldwide, mostly in Fresenius-owned clinics, a 6 percent increase compared with a similar period in 2007. The North American market provided dialysis treatments for 125,356 patients, an increase of 4 percent. Including 34 clinics managed by Fresenius Medical Care North America, the number of patients treated in North America was 127,172. The international segment of Fresenius served 56,581 patients, an increase of 10 percent over the prior year.

By late 2008, the company operated 2349 clinics worldwide. Of this total, 1666 clinics were in North America (1700 including the clinics that Fresenius only manages), an increase of 5 percent, and 683 clinics operated within its international division, an increase of 8 percent.

Fresenius Medical Care delivered approximately 20.7 million discrete dialysis treatments worldwide during the first nine months of 2008. This number is an increase of 5 percent over the same period in 2007. Of the total, 14.2 million treatments were delivered in North America, an increase of 4 percent. The international segment delivered 6.4 million treatments, an increase of 9 percent over last year.

The company expected to close 2008 with revenue of more than \$10.4 billion, an increase of more than 7 percent over revenue in 2007. ●

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