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Mike Bollinger  
910.212.4953  
mike.bollinger@liveoakbank.com
Dear Readers,

For the second straight year, America’s Pharmacist is devoting an entire issue to a comprehensive listing of the companies that provide the goods and services independent community pharmacy owners and managers need to grow their businesses and serve their patients. This Buyer’s Guide is an accessible print and online resource (available at www.americas-pharmacist.net) that busy professionals will quickly turn to—and return to—now and in the coming year. That’s a feature in which advertisers in the Buyer’s Guide sagely invested.

More than 150 companies and their products are listed. Enhanced listings include a description and company logo. I would especially like to thank NCPA’s many corporate sponsors for their continuing support of the $88.8 billion independent community pharmacy health care marketplace.

NCPA plans to update this guide next year and make it available again in print and online. Your feedback on how to improve it would be greatly appreciated.

Best,

B. Douglas Hoey, Pharmacist, MBA
Chief Executive Officer
National Community Pharmacists Association
NCPA’s prescription disposal program Dispose My Meds™ offers you a low-cost, turn-key program to help consumers in their desire to safely dispose of unused medications while promoting your business. This program is managed by the NCPA Foundation.

As part of Dispose My Meds, NCPA members receive a nearly 20% discount on the Sharps TAKEAWAY™ Environmental Return System, a safe, easy method to dispose of unused patient medications. Along with the discount, NCPA members will receive free access to customizable flyers, counter cards, bag stuffers, and posters to promote their collection activities and a listing on the national website: www.disposeymeds.org

NCPA developed this program to encourage community pharmacists to consider voluntarily initiating medication disposal programs. More than 1,600 pharmacies are participating, and so far they have collected over 200,000 pounds of unused and expired medications.

Some restrictions may apply, including the acceptance of controlled substances.

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<table>
<thead>
<tr>
<th>Weeks</th>
<th>% Change +/- SEM</th>
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<tr>
<td>0</td>
<td>0</td>
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<tr>
<td>4</td>
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<tr>
<td>8</td>
<td>22%</td>
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<tr>
<td>12</td>
<td>37%</td>
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*These statements have not been evaluated by the Food and Drug Administration. These products are not intended to diagnose, treat, cure, or prevent disease.

‡Supportive, but not conclusive, research shows that consumption of EPA and DHA Omega-3 fatty acids may reduce the risk of coronary heart disease.


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NCPA activities and our advertisers.

The National Community Pharmacists Association (NCPA®) represents the interests of America’s community pharmacists, including the owners of nearly 23,000 independent community pharmacies. Together they represent an $88.8 billion health care marketplace, dispense nearly 40% of all retail prescriptions, and employ more than 300,000 individuals, including over 62,000 pharmacists. To learn more, go to www.ncpanet.org, visit Facebook, or follow NCPA on Twitter.

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Product Category: Automation, Patient Safety, Technology, Workflow Software

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Fort Worth, TX 76103
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Saint Louis, MO 63141
www.ldmgrp.com

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Tallahassee, FL 32308-4580
www.learnsomething.com

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Product Category: Front-End Merchandising, Technology

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NCPA Corporate Member
Shelley Mouledous
2085 I49 S Service Rd.
PO Box 500
Sunset, LA 70584-0500
337-945-3303
shelleylwd@yahoo.com
www.lwdrx.com

Product Category: Wholesaler

Description: LWD is owned by independent pharmacists that feature consolidated purchases, unparalleled prices, wholesaler equity and optimum investment, thereby enhancing representation and control in the marketplace.

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NCPA Corporate Member
661 State Route 3, Unit C
Plattsburgh, NY 12901-6531
800-932-1039
sales_us@medisca.com
www.medisca.com

Product Category: Compounding, Distributor, Rx Containers, Packaging, Speciality Pharmacy, Wholesaler

Description: MEDISCA is a leading FDA-registered supplier of the highest quality compounding products, such as Active Pharmaceutical Ingredients (APIs), Bases, Equipment, Devices, Oils, Colors and Flavors.

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www.medisca.net

Product Category: Compounding, Service, CE Training, Consulting, Standard Operating Procedures

Description: Medisca Network offers a comprehensive portfolio of pharmacy compounding training activities through the use of accredited providers and offers technical support services geared toward the practice of pharmacy compounding.

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Marty Paulus

770 Summeytown Pike UG 2A-68
North Wales, PA 19454
267-305-1503
martin_paulus@merck.com
www.merckengage.com

Product Category: Adherence, Pharmaceutical-Brand

Description: Merckengage.com is a website for consumers designed to help them make healthy choices and to help improve adherence to their treatment plans.

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www.mts-mt.com

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www.mutualdrugcompany.com

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Product Category: Adherence, Oral Care, OTC, HBA, Pharmaceutical-Brand, Therapeutics

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esogol@pharmacyquality.com
www.pharmacyquality.com

Product Category: Adherence, Patient Safety

Description: Pharmacy Quality Solutions is the provider of EQuIPP, the leading platform for quality measurement services to community pharmacies in collaboration with health plans.

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Product Category: Pharmacy Software, Point of Sale

Description: PioneerRx delivers weekly, cutting-edge improvements that are designed to provide speed, simplicity, consistency and flexibility to help pharmacies make more money and have more fun. See our ad on page 19.

PLEIO, INC.
NCPA Corporate Member
Beth Bell
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617-209-3923 x1007
beth@pleio.com
www.pleio.com

Product Category: Adherence, Health Care Compliance, Messaging Services, Pharmacy Services

Description: Pleio, a leader in patient performance, collaborates with pharmacies to deliver the Pleio GoodStart® patient adherence program using artfully scripted, peer-to-peer live, non-clinical conversations.

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Product Category: Adherence, Communications, Marketing, Pharmacy Software, Pharmacy Systems

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877-557-5707
jcline@ppok.com
www.ppok.com

Product Category: Audits, Pharmacy Network, Pharmacy Services, Technology

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- <797> Pharmaceutical Compounding—Sterile Preparations
- <1160> Pharmaceutical Calculations in Prescription Compounding
- <1163> Quality Assurance in Pharmaceutical Compounding
- <1176> Prescription Balances and Volumetric Apparatus

All supporting general chapters are referenced and hyperlinked in the compounding chapters; more than 40 in all! Supporting chapters include

- <71> Sterility Tests
- <85> Bacterial Endotoxins Test
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Product Category: Nutraceuticals, Nutritional Supplements, Supplements, Vitamins

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Product Category: IVR, Patient Messaging, Long-Term Care, Pharmacy Services, Pharmacy Software, Point of Sale

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Product Category: Pharmaceutical-Generic

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815-600-4039
mike.kozin@rb.com
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Product Category: OTC, HBA, Supplements, Vitamins

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Description: TeleClinic system offering online medical examinations/consults, from pharmacists or referring physicians to consumers. Increase revenues and affordably provide telemedicine competitive with in-house retail clinics.
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Product Category: Long-Term Care, Pharmacy Systems, Software, Technology, eMar Technology

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Product Category: Financial Services, Pharmacy Acquisitions, Service, Software

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Long-Term Care Is Evolving:  
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The world of long-term care is rapidly expanding and changing beyond just nursing homes and skilled nursing facilities. Although you may not think of yourself as an LTC provider, if your pharmacy provides services to group homes, correctional facilities, assisted living facilities, nursing homes, board & care (residential care homes), or hospice, you need to belong to NCPA’s LTC Division. This division was created by independents, for independents to strengthen and sustain your business and ensure that your long-term care business needs are represented in Washington, D.C.

Members receive:

- Monthly newsletter providing timely updates on legislative and regulatory activities.
- Advocacy on critical issues like short-cycle dispensing, controlled substance issues, LTC nurse-as-agent, and medication waste in the LTC setting.
- Year-round educational and networking opportunities, ideas, and more, including LTC 101 and 102 home-study courses and **High Performance Strategies for LTC Pharmacies** programming.

**NCPA’s LTC Division:** your resource and advocate for long-term care.

The Division is open to NCPA members only and is $195 per year. **Join today by visiting www.ncpaltc.org and clicking “Join Now.”** Please call 800-544-7447 if you have any questions.
PATIENT CALL TO ACTION!
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Your patients know firsthand the valuable role you play in their health care. Their voices are critically important to policymakers in understanding that role and the services you provide to the community. Ask your patients to stay informed on issues affecting their pharmacy choice by signing up for a bimonthly newsletter and action alerts from Fight4Rx. Simply have them fill out the form below and return it to NCPA, or register online at www.Fight4Rx.org.

Find us on Facebook at facebook.com/Fight4Rx

Fight4Rx Patient Newsletter Form

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PHONE    FAX    E-MAIL

Any data you provide herein is confidential and will never be sold to a third party.

Thank you for your participation!
To continue helping independent community pharmacies across the nation damaged by tornadoes, flooding, and destructive storms, the NCPA Foundation is requesting donations to the Disaster Relief Fund.

Be sure to download the Disaster Preparedness Checklist on the disaster relief page at www.ncpafoundation.org, where you’ll find useful tips to help you reduce the consequences of an unexpected event.

Through donor support, the NCPA Foundation preserves the legacy of independent community pharmacy through scholarships to pharmacy students, research and programs to improve the success of independent pharmacy and patient care, community pharmacy-based health awareness programs, and aid to community pharmacy owners for their recovery in the event of disaster, illness, or other adverse circumstances.

Visit www.ncpafoundation.org to donate today.
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LOOKING FOR A NEW SUPPLIER

Check out NCPA’s comprehensive Community Pharmacy Supplier Guide at www.ncpanet.org

For more information, email info@ncpanet.org.
Please donate generously to the NCPA Foundation Scholarship Fund, which helps offset escalating pharmacy school tuition costs.

Scholarships help many NCPA student members in their quest to pursue an entrepreneurial pharmacy career path. NCPA student members with a demonstrated interest in independent pharmacy are eligible to apply for scholarships.

**J.C. and Rheba Cobb Memorial Scholarship Fund**

*Excellence in Government Affairs* — The recipient of this award demonstrates a strong interest in civic and government activities, possesses leadership qualities, and has achieved academic success.

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**Willard B. Simmons, Sr. Memorial Scholarship Fund**

*Pharmacy Management* — The recipient of this award has a clear commitment to entrepreneurship/pharmacy management, recognizable leadership attributes, and scholarly excellence.

**Dennis L. Ludwig Memorial Scholarship Fund**

*Government Affairs* — This award promotes pharmacy students’ participation in the NCPA Legislative Conference to enhance their understanding of the political process and to keep them abreast of the evolving legislative issues that will have a dramatic impact on the way health care is delivered in the coming years.

To make a tax-deductible contribution to the student scholarship fund of your choice, please email ncpaF@ncpanet.org to request a donor form, or visit the Donation page at www.ncpafoundation.org. Individual and corporate contributions are welcomed.
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Every prescription that a patient fails to refill is a prescription that the pharmacist is unable to dispense. To put a price tag on this missed opportunity, NCPA looked at how community pharmacy medication synchronization programs like Simplify My Meds® affected patient adherence:

- Medication synchronization led to an additional 20 prescription refills per patient, per year.*
- Patients in medication synchronization programs averaged 103 additional days on therapy per year and were 30% percent more likely to take their medication as prescribed compared to those not enrolled.

* Those enrolled patients received an average of 3.4 more refills per prescription over a 12-month period than non-enrolled patients. The average enrolled patient was taking 5.9 synchronized medications.

Now, community pharmacists have a solution to improving medication adherence among their patients and helping them live healthier lives. By participating in NCPA’s exclusive Simplify My Meds program, you can reduce the potential for gaps between refills and provide mechanisms to identify non-adherence and other medication-related problems.

Stay ahead of your competition. Learn how a medication synchronization program can improve your patients’ adherence, transform your workflow, and boost your pharmacy’s profits.

Exclusive NCPA Member Benefit
Learn more about this NCPA member benefit that includes customizable tools and a FREE marketing kit at www.ncpanet.org/smm.
Help your patients safely clean out their medicine cabinets with Dispose My Meds™

NCPA’s prescription disposal program Dispose My Meds™ offers you a low-cost, turn-key program to help consumers in their desire to safely dispose of unused medications while promoting your business.

As part of Dispose My Meds, NCPA members receive a nearly 20% discount on the Sharps TAKEAWAY™ Environmental Return System, a safe, easy method to dispose of unused patient medications. Along with the discount, NCPA members will receive free access to customizable flyers, counter cards, bag stuffers, and posters to promote their collection activities and a listing on the national website www.disposemymeds.org

NCPA developed this program to encourage community pharmacists to consider voluntarily initiating medication disposal programs. To date, over 1,600 pharmacies are participating and so far they have collected more than 200,000 pounds of unused and expired medications.

* Some restrictions may apply, including the acceptance of controlled substances.

To access FREE members-only marketing materials and sign up, visit www.ncpanet.org/disposemymeds
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Don’t let the PBMs dictate how you should run your business. Come to Washington and tell Congress about the value you and your pharmacy bring to your patients and local community.

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MAKE YOUR VOICE HEARD!
QS/1 always keeps us ahead of the curve as far as technology and the law, but it was their response when our store was decimated by Sandy that we really found invaluable. With four and a half to five feet of water in the store, we lost over 60 percent of our stock. We brought in a trailer as a temporary store and called QS/1. They responded immediately with someone onsite to get us back up and running. Thankfully, we used their off-site backup and disaster recovery system, so we had our data restored as it was before the storm.

“After Superstorm Sandy, QS/1® had us back up and running in no time.”

– Richard Longo

QS/1 always keeps us ahead of the curve as far as technology and the law, but it was their response when our store was decimated by Sandy that we really found invaluable. With four and a half to five feet of water in the store, we lost over 60 percent of our stock. We brought in a trailer as a temporary store and called QS/1. They responded immediately with someone onsite to get us back up and running. Thankfully, we used their off-site backup and disaster recovery system, so we had our data restored as it was before the storm.

Learn how QS/1’s products and services can help you. Call 866.234.6965 or visit www.qs1.com today.