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Since 2014, *America's Pharmacist* has dedicated an issue to a comprehensive listing of the companies and organizations that provide the goods and services independent community pharmacy owners and managers need to delight, and at times, amaze, your patients.

The 2019 *America's Pharmacist Buyer's Guide* is an accessible print and online resource (available at [www.ncpanet.org/ap](http://www.ncpanet.org/ap)) that busy health care professionals will quickly turn to — and return to — now and throughout the year. Time is a precious commodity. Having one central place to find crucial trading partners is a feature that will have you coming back time and time again to reference the *Buyer's Guide*.

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Best,



B. Douglas Hoey, Pharmacist, MBA Chief Executive Officer  
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# Back where it started

Photography: Erin Schrad



*Pictured from left are NCPA CEO Douglas Hoey, Washington State University team members Chad Schmitt and Frank Nenninger, team advisor Linda Garrelts MacLean, and team member Peter Tang.*

## Washington State University wins 15th annual Good Neighbor Pharmacy NCPA Pruitt-Schutte Student Business Plan Competition

by Chris Linville

In 2018, the Good Neighbor Pharmacy NCPA Pruitt-Schutte Student Business Plan Competition came back to where it all started, way back in 2004, the last time NCPA held its annual convention in Boston. That October, a few weeks before the hometown Red Sox would end an 86-year World Series championship drought and George W. Bush would win a second term as president, the business plan competition was born. Now, believe it or not, the event is now a teenager.

In 2004 a team of students from Mercer University won the inaugural competition. Last fall, Washington State University won the 15th annual edition with its plan for Howard's Pharmacy, Selah, Wash. The team received permission from Howard's Drug and Medical Supply in Selah to base its business plan on their pharmacy.

WSU has been a perennial contender, being a finalist in that first competition and winning several times in the

intervening years. WSU's winning team was comprised of captain Frank Nenninger, and members Chad Schmitt and Peter Tang. Team advisers were Dr. Damianne Brand-Eubanks and Dr. Linda Garrelts MacLean, and the dean is Dr. Gary Pollack.

Finishing second to WSU was the University of Missouri Kansas City School of Pharmacy, with Ohio Northern University taking third place.

The first national competition of its kind in the pharmacy profession, the Pruitt-Schutte Student Business Plan Competition was named in honor of two champions of independent community pharmacy, the late Neil Pruitt Sr., and the late H. Joseph Schutte. In the following interview, the team members discussed how their plan for Howard's Drug came together, what they learned about the business, and what pharmacy ownership means to them.

**Q: Why did you decide to enter the competition?**

**A:** "The three of us are on a new satellite campus in Yakima and something like this has never been done here before. One thing that stood out to us about the competition is that it provides a unique learning experience. The more we got involved in the competition, the more interesting we found it. Entering this competition is definitely one of the best ways to learn pharmacy business as students."

**Q: How did your team come together?**

**A:** "Peter knew there was an opportunity to create a business plan team at the club fair. He started to recruit team members by spreading the word and reaching out to ideal candidates. He asked Frank to join the team be-



## Don't miss out on the 2019 Business Plan Competition

Think you have a business plan that will wow the judges and chart a career course toward community pharmacy ownership? Then you don't want to miss out on the opportunity to compete in the 16th annual Good Neighbor Pharmacy NCPA Pruitt-Schutte Student Business Plan Competition, to be held in October at the NCPA 2019 Annual Convention in San Diego.

Applications and business plans must be received by 11:59 p.m. ET on May 30. Business plans should be emailed to [Diana.courtney@ncpanet.org](mailto:Diana.courtney@ncpanet.org). Plans are limited to 70 pages, not including all reference information. Finalists will be announced at the American Association of Colleges of Pharmacy Annual Meeting in July. Team participants and advisors will be notified by NCPA via email after the announcement has been made at AACR, and a press release will be sent out from the NCPA Communications Department. For more information, visit [www.ncpanet.org/students/chapter-operations/business-plan-competition](http://www.ncpanet.org/students/chapter-operations/business-plan-competition).

cause he was working on his MBA, and Chad joined the team around the same time as well. Ultimately we made a great team because we were able to communicate well, and held each other accountable."

### **Q: When did you start developing your plan?**

**A:** "We began working on our business plan during our first year of pharmacy school. However we initially had a lot of trouble getting started. During the first year, a lot of our work focused on doing research and meeting with many current pharmacy owners, managers, and experts. We were trying to narrow down our ideas and find the ones that could potentially be feasible and realistic. The actual plan started to be clearer around the start of our second year, and since then we've had our specific assignments and parts of the plan to work on."

### **Q: How was the plan formulated?**

**A:** "Yakima is an underserved community that is in critical need of progressive health care services. Finding access to basic health care services is difficult, and patients often need to drive long hours for advanced care. In our business plan, we are purchasing Howard's Drug to reimagine the prescription drug service to improve the customer service experience, while adding a diabetes clinic and a specialty pharmacy. The plan was specifically formulated to meet the local needs. We knew central Washington is rural and health care is extremely scarce."

### **Q: What was addressed first?**

**A:** "The first things we addressed were deciding on which services we wanted to offer or improve in our pharmacy. After doing some research on patient needs in the Yakima Valley and assessing our own interests, we decided to focus on adding a diabetes clinic and specialty pharmacy. From there, we split up the work on the business plan based on skills and interests."

### **Q: What would you consider to be the primary keys for success?**

**A:** "The support we received from our faculty, alumni, and peers has been absolutely amazing. We received a lot of great feedback from people who have built successful businesses or have been involved in services similar to what we were building in our business plan. With each meeting we kept improving our plan until we had a final product we were proud of. It is also key for each team member to be accountable to each other because it can definitely be a lot of work."

### **Q: How did you calculate finances?**

**A:** "Most of the financial data was used from the *NCPA Digest* [sponsored by Cardinal Health] which was a tremendous resource for us. We calculated financial data for the diabetes clinic and specialty pharmacy through online research and talking to industry experts in those fields."

### **Q: What was the most important thing you learned from the process?**

**A:** "The experience of meeting and networking with our future colleagues was absolutely invaluable. We met so many people in the pharmacy profession during the whole process. We learned a lot about pharmacy business from them, and more importantly we made so many connections which we are able to take with us into the future."

### **Q: What advice would you give to potential entrants?**

**A:** "It can be very intimidating looking at past plans that have been in the top 10, but don't get discouraged. Just go for it and don't be afraid of asking questions! There are definitely many things that seem confusing and there will often be more than one correct answer." ■

Chris Linville is managing editor of *America's Pharmacist*® magazine.

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Houston, TX 77041  
580-307-5049  
tracy@perrypharmacy.com  
www.medellasciences.com

**Description:** Cannaba RX is a unique full-spectrum THC-free CBD oil. We are American as well as pharmacist owned. We want to help pharmacies thrive!



**CardinalHealth**

**CARDINAL HEALTH**  
**NCPA Corporate Member**  
Kate Hare  
7000 Cardinal Place  
Dublin, OH 43017  
614-757-0677  
kate.hare@cardinalhealth.com  
www.cardinalhealth.com

**Description:** Access a leading product portfolio delivered through a best-in-class supply chain, expert consulting and solutions designed to improve patient adherence and pharmacy operations.

**CARE PHARMACIES COOPERATIVE, INC.**  
**NCPA Corporate Member**  
857 Elkridge Landing Rd. Ste 650  
Linthicum Heights, MD 21090  
www.carepharmacies.com



**CAREPOINT, INC.**  
**NCPA Corporate Member**  
Morgan Landon  
215 E Bay St. Ste 304  
Charleston, SC 29401  
800-774-1361  
sales@carepoint.com  
www.carepoint.com

**Description:** Whether you are a retail, mail order/ home delivery, or specialty pharmacy, our systems can meet all of your unique dispensing needs.



**CBDMD**  
Pancho Mangual  
800-973-3984 x706  
pancho@cbdMD.com  
www.cbdMD.com

**Description:** cbdMD offers a

comprehensive line of 100 percent natural, hemp-derived CBD oil products including tinctures, capsules, gummies, vape oils, bath bombs, topicals, and pet products.

See our ad on page 1.

**CELESTE STEIN DESIGNS**  
**Front-End Marketplace**

7801 Bayside Ave.  
Galveston, TX 77554  
www.celestestein.com



**CENTOR**  
**NCPA Corporate Member**

Evan Arnold  
1899 N. Wilkinson Way  
Perrysburg, OH 43551  
800-321-3391  
evan.arnold@centorrx.com  
www.centorrx.com

**Description:** Centor is the world's largest supplier of regulatory compliant prescription containers for medication dispensing. Centor meets CPSC standards for child resistant packaging and USP standards for light transmission and moisture vapor resistance.



**Chadwick & Davidson**  
**CHADWICK & DAVIDSON CORP**  
**NCPA Corporate Member**

Kari Williams  
3861 NW 124th Ave.  
Coral Springs, FL 33065  
954-224-7626  
kari@chadwickdavidson.com  
www.chadwickdavidson.net

**Description:** We are a full-line wholesaler. We not only offer pharmaceutical purchasing but also business logistics. Ask us how we can save you money and time.



**CHILDLIFE ESSENTIALS**  
**NCPA Corporate Member**

Karen Wong  
645 S. Allied Way  
El Segundo, CA 90245  
310-305-4640  
marketing@childlife.net  
www.childlifefood.com

**Description:** ChildLife Essentials is the #1 selling complete line of all-natural children's nutritional supplements. Doctor-formulated, ChildLife supplements are alcohol free, gluten free, and GMO free, and contain no artificial colors, flavors, or sweeteners.

**COMPLIANT PHARMACY**  
**ALLIANCE COOPERATIVE**  
**NCPA Corporate Member**

170 Business Park Cir.  
Stoughton, WI 53589  
www.compliantrx.com

See our ad on the cover tip-on and back cover.

**COVER MY MEDS**  
**NCPA Corporate Member**

22901 Millcreek Blvd.  
Beachwood, OH 44122  
www.covermy meds.com



**CPESN NETWORKS**  
**NCPA Corporate Member**

Jay Williams  
2300 Rexwoods Dr.  
Raleigh, NC 27607  
jwilliams@cpesn.com  
www.cpesn.com

**Description:** CPESN® is a clinically integrated, nationwide organization of pharmacy networks organized to advance community-based pharmacy practice. To learn more about CPESN networks, please visit [www.cpesn.com](http://www.cpesn.com).

**CUTIS PHARMA**

841 Woburn St.  
Wilmington, MA 01887  
www.cutispharma.com

**D**

**DAKOTA DRUG, INC.**  
**NCPA Corporate Member**

4121 12th Ave. NW  
Fargo, ND 58102  
www.dakdrug.com



**DATARITHM, LLC**  
**NCPA Corporate Member**

Dan Sullivan  
7037 Fly Rd.  
East Syracuse, NY 13057  
877-273-5112 x4031  
sales@datarithm.co  
www.datarithm.co

**Description:** Datarithm's custom software applications help pharmacies streamline tasks, reduce inventory, recoup inventory dollars via balancing, increase cash flow, improve customer service levels, and grow profits.



**DERMSOURCE**  
**NCPA Corporate Member**

Bahrum Siddiqui  
50 Glen St. Ste #327  
Glen Cove, NY 11542  
833-476-3376  
info@DermSource.com  
www.DermSource.com

**Description:** DermSource negotiates on behalf of the independent pharmacy for competitive prices, availability of highly sought-after dermatology products, and the guarantee of a fair deal. #TruthinPricing





**DESIGNER GREETINGS**  
**NCPA Corporate Member**

Lou Cerritelli  
11 Executive Ave.  
Edison, NJ 08817  
732-662-6700  
info@designergreetings.com  
www.designergreetings.com

**Description:** Designer Greetings produces more than 22,000 designs and is one of the most extensive and award-winning card lines in the United States.



**DIGITAL PHARMACIST INC.**  
**NCPA Corporate Member**

Susan Barrett  
4315 Guadalupe St., Ste 200  
Austin, TX 78751  
877-959-7550  
sbarrett@digitalpharmacist.com  
www.digitalpharmacist.com

**Description:** Digital Pharmacist Inc. is a rapidly growing digital health company that powers the digital, communication and adherence solutions for 7,500 pharmacies and hospital brands. Pharmacists can securely interact with their patients through IVR systems, branded pharmacy websites, mobile apps and marketing tools.



**DOCSINK**  
**NCPA Corporate Member**

Linda Powell  
232 Casueway Dr., Ste D1  
Wrightsville Beach, NC 28480  
888-577-7409  
lpowell@docsink.com  
www.docsink.com

**Description:** DocsInk's chronic care management and communication platform automates the

administrative, tracking, and billing processes necessary for pharmacists to get paid for clinical service they perform.



**DROGUERIA BETANCES, LLC**  
**NCPA Corporate Member**

Carmen Jusino, RPh  
PO Box 368  
Caguas, PR 00725  
787-653-1200 x453  
cmjusino@dbetances.com  
www.drogueriabetances.com

**Description:** Drogueria Betances is the largest locally-owned drug wholesaler in Puerto Rico. With 90,000 square foot warehouse and 20,000 SKU's. Members of HDA, NCPA, and Optisource.

**DRYPRO**  
**Front-End Marketplace**

349 Military Cutoff Rd.  
Wilmington, NC 28405  
www.drycorp.com



**ELON- HAIR, NAIL, SKIN & NURTITIONALS**  
**Front-End Marketplace**

Kelly Bartonicek  
1828 Touby Pike  
Kokomo, IN 46901  
800-414-3566  
info@elonessentials.com  
www.elonessentials.com

**Description:** We offer unique products in nutritional supplements, hair, nail, and skin care that dermatologists and podiatrists recommend throughout the U.S. under our brand name: ELON.

**EPIC PHARMACIES**  
**NCPA Corporate Member**

5024 Campbell Blvd., Ste R  
Nottingham, MD 21236  
www.epicrx.com



**EPICOR SOFTWARE CORPORATION**  
**NCPA Corporate Member**

Bill Gallucci  
804 Las Cimas Parkway  
Austin, TX 78746  
925-241-3662  
bgallucci@epicor.com  
www.epicor.com/pharmacy

**Description:** Epicor is powering independent pharmacies with Eagle N Series, a leading retail management solution proven to help you compete, thrive, and grow in today's demanding retail environment.

**ERX NETWORK**  
**NCPA Corporate Member**

100 Lexington St., Ste 400  
Fort Worth, TX 76102  
www.ernetwork.com



**FAGRON, INC.**  
**NCPA Corporate Member**

2400 Pilot Knob Rd.  
St. Paul, MN 55120  
800-423 6967  
info@fagron.us  
us.fagron.com

**Description:** Fagron, Inc., is a leading developer and supplier of innovative delivery vehicles (creams, syrups, and lotions), bulk pharmaceutical ingredients, excipients, and high quality compounding equipment.



**FDS, INC.**

**NCPA Corporate Member**

Sales  
4224 North Freeway  
Fort Worth, TX 76137  
877-602-4179  
sales@fdrsrx.com  
www.FDSRx.com

**Description:** At FDS, we strengthen the health of pharmacies and their patients by enabling their business to successfully transition to providers of community and population health.

**FEDERATION OF PHARMACY NETWORKS**

**NCPA Corporate Member**

30131 Town Center Dr., Ste 100  
Laguna Niguel, CA 92677  
www.fpn.org

**FIRST BANK SBA**

**NCPA Corporate Member**

550 Continental Blvd, Ste 120  
El Segundo, CA 90245  
www.firstbanksba.com



**FIRST FINANCIAL BANK**

**NCPA Corporate Member**

Larry Alexander  
214 North Washington Ave.  
El Dorado, AR 71730  
832-244-9656  
lalexander@ffb1.com  
www.ffb1.com

**Description:** Whether you're buying, selling or refinancing, we'll work with you, one-on-one, every step of the way to provide financing solutions for your community pharmacy business needs.



**FISHERBROYLES, LLP**

**NCPA Corporate Member**

Brian E. Dickerson  
2390 Tamiami Trail North Ste 100  
Naples, FL 34103  
202-570-0248  
brian.dickerson@fisherbroyles.com  
www.FisherBroyles.com

**Description:** Your choice for health and phannacy law. Our health and pharmacy law team offer significant experience across the broad scope of issues facing the industry.



**FLAVORX**

**NCPA Corporate Member**

Kevin Etter  
9475 Gerwig Ln.  
Columbia, MD 21046  
443-276-7827  
ketter@flavorx.com  
www.flavorx.com

**Description:** Are you looking for innovative ways to market your pharmacy and grow your business? With FLAVORx in your pharmacy, you can become the go-to destination in your community for children's health and wellness. FLAVORx is a great way to generate social media buzz, and our new Fillmaster AUTO automates reconstitution/flavoring, allowing more time with patients.

**FOUR ELEMENTS ORGANIC HERBALS LLC**

**Front-End Marketplace**

111 E Walnut St.  
North Freedom, WI 53951  
www.fourelementsherbals.com



**FRANKLIN EYEWEAR**

**Front-End Marketplace**

Al Underwood  
PO Box 13887  
Jackson, MS 39236  
877-766-0321  
alunderwood@gmail.com  
www.franklineyewear.com

**Description:** Great quality Reading Glasses with STYLE for only \$6.99. Sunglasses & sun-bifocals too – \$6.99 & \$9.99, 50 percent profit! Color coded for easy merchandising ... Free shipping with minimum order. We're a small business working for you! Call us!

**FRUNUTTA (PAAM NUTRAVITE)**

**Front-End Marketplace**

9056 Rosencrans Ave.  
Bellflower, CA 90706  
www.frunutta.com

**G**

**G-SCIENCE**

**Front-End Marketplace**

5500 Highlands Parkway  
Smyrna, GA 30082  
https://g-pur.com/

**GARDEN STATE PHARMACY OWNERS INC.**

**NCPA Corporate Member**

44 W Taylor Ave. PO Box 4190  
Hamilton, NJ 08610  
www.gspo.org

**GEORGIA ACADEMY OF INDEPENDENT PHARMACY**

**NCPA Corporate Member**

101 N Main St.  
Moultrie, GA 31768  
www.gpha.org/aip



**GERIMED/  
GERIMED LTC NETWORK  
NCPA Corporate Member**

Lauren Kingsolver  
9707 Shelbyville Rd.  
Louisville, KY 40223  
800-456-4374  
info@gerimedgso.com  
www.gerimedgso.com

**Description:** Customer-driven company that for over 35 years has been providing independent (combo and closed-door) LTC pharmacies nationwide with profitability and technological solutions to weather present and future challenges.

**GLAXOSMITHKLINE  
NCPA Corporate Member**

5 Cresecent Dr.  
Philadelphia, PA 19112  
www.gsk.com



**GUARANTEED RETURNS (GRX)**

Donna Bliss  
100 Colin Dr.  
Holbrook, NY 11741  
631-822-1343  
dbliss@guaranteedreturns.com  
info@guaranteedreturns.com  
www.guaranteedreturns.com

**Description:** GRx is driven to ensure pharmacies receive financial optimization using actionable, decision-critical data garnered from three decades of experience in the reverse distribution industry.

**H**



**H AND H BUSINESS  
SOLUTIONS, LLC  
NCPA Corporate Member**  
Tom Honeywell

248 E Elmhurst Ave.  
Elmhurst, IL 60126  
800-278-7075  
tom@RXInkandToner.com  
www.RXInkandToner.com

**Description:** 100 percent satisfaction guarantee, 1,200+ ink and toner SKUs, all brands, free freight, 2 year warranty, 14 North American distribution centers for fast delivery.



**HAMACHER RESOURCE GROUP  
NCPA Corporate Member**

Tom Boyer  
N29W22769 Marjean Ln.  
Waukesha, WI 53186  
800-888-0889  
info@hamacher.com  
www.hamacher.com

**Description:** HRG focuses on improving results across the retail supply chain through assortment planning and placement, retail execution strategy, fixture coordination, item database management, brand marketing, and analytics.

**HEALTHSOURCE  
DISTRIBUTORS  
NCPA Corporate Member**

7200 Rutherford Rd., Ste 150  
Baltimore 21244  
www.healthsourcedistributors.com

**HEMP HEALTH, LLC  
Front-End Marketplace**

2434 30th St.  
Boulder, CO 80301  
hemphealthinc.com

**HERCULES  
PHARMACEUTICALS, INC.  
NCPA Corporate Member**

27 Seaview Blvd.  
Port Washington, NY 11050  
www.hemphealthinc.com



**HEALING TREE  
HT2, INC. DBA  
HEALING TREE NATURALS  
Front-End Marketplace**

Hollis Witherspoon  
PO Box 338  
Carlton, OR 97111  
646-710-0629  
hollis@healingtreenaturals.com  
www.healingtreenaturals.com

**Description:** Healing Tree makes a complete line of natural topical products for a variety of skin, nail, and muscle conditions using natural ingredients and smart pharmaceuticals.

**HUMBLE BRANDS, INC.  
Front-End Marketplace**

102 Dona Luz  
Taos, NM 87571  
www.humblebrands.com



**HUMCO  
NCPA Corporate Member**

Maddie Guayante  
201 W. 5th St., Floor 12  
Austin, TX 78701  
512-474-7400  
mguayante@humco.com  
www.humco.com

**Description:** Humco, founded in 1872, is a diversified global pharmaceutical company focused on developing, manufacturing, and commercializing innovative pharmaceuticals and high-quality over-the-counter medicines.



**HYGEN PHARMACEUTICALS, INC.  
NCPA Corporate Member**

Ralph Young  
8635 154th Ave. NE, Ste. 100



Redmond, WA 98052  
877-630-9198  
purchasing@hygenpharma.com  
www.hygenpharma.com

**Description:** HyGen Pharmaceuticals, Inc. is an independent wholesaler, technology, and services company benefitting our nationwide customers with additional savings and manufacturer contracts administration since 1993.

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**IDEAL PROTEIN**  
3135 St. 580 Ste R  
Safety Harbor, FL 34695  
www.idealprotein.com

im·bue botanicals™  
*for those who know...*

**IMBUE BOTANICALS, LLC**  
Chris Jurist  
870 E. Research Dr., Ste #4  
Palm Springs, NY 92262  
917-597-0339  
chris.jb@imbuebotanicals.com  
www.imbuebotanicals.com

**Description:** Imbue Botanicals provides a comprehensive selection of clinical-grade full spectrum hemp CBD products, beautifully packaged, perfect for independent pharmacies and provide an extensive educational training program with materials.



**IMCO HOME CARE GPO**  
**NCPA Corporate Member**  
Keith Boivin  
129 Executive Circle  
Daytona Beach, FL 32114  
386-258-6393  
kboivin@imcohomecare.com  
www.imcohomecare.com

**Description:** IHC is a Home Care GPO specific to the needs of retail customers that need help with deeper discounts or access to specific brands.

**INDEPENDENT PHARMACY ALLIANCE**  
**NCPA Corporate Member**  
3 Cedarbrook Dr.  
Cranbury, NJ 08512  
www.ipa-rx.org

**INDEPENDENT PHARMACY BUYING GROUP, INC.**  
**NCPA Corporate Member**  
The Lafayette Building  
Media, PA 19063  
www.ipbgrx.com

**INDEPENDENT PHARMACY COOPERATIVE**  
**NCPA Corporate Member**  
1550 Columbus St.  
Sun Prairie, WI 53590  
www.ipcrx.com

Independent  Consulting

**INDEPENDENT RX CONSULTING**  
**NCPA Corporate Member**  
Owen BonDurant  
7333 Paragon Rd., Ste 160  
Dayton, OH 45459  
937-522-0175  
info@independentrxconsulting.com  
www.independentrxconsulting.com

**Description:** Independent Rx Consulting are advisers to the independent pharmacies and entrepreneurs who need peer counseling to successfully navigate the complexities of buying, starting, and operating pharmacies.

**INDIVIOR INC.**  
**NCPA Corporate Member**  
10710 Midlothian Turnpike Ste 430  
Richmond, VA 23235  
www.indivior.com



**INMAR, INC.**  
**NCPA Corporate Member**  
Lari Harding  
635 Vine St.  
Winston Salem, NC 27101  
866-440-6917  
solutions@inmar.com  
www.inmar.com

**Description:** Inmar offers the Independent Pharmacy Bundle to help maximize your profits. Solutions include: Rx Returns, RxRecon + collections, LifeInCheck consumer drug take-back and MyRxCard discount program.



**INNOVATIX**  
**NCPA Corporate Member**  
John Jordan  
555 West 57th St. 12th Floor  
New York 10019  
888-258-3273  
info@innovatix.com  
www.innovatix.com

**Description:** Innovatix, a subsidiary of Premier, is a national group purchasing organization that provides strategic purchasing solutions and operational support to help pharmacies thrive.

**INNOVIDA PHARMACEUTIQUE CORPORATION**  
**NCPA Corporate Member**  
1018 Kanawha Blvd. East Ste. 200  
Charleston, WV 25301  
www.innovidarx.com



Integrity  
Pharmacy  
Consultants  
Integrity-Rx.com

**INTEGRITY PHARMACY  
CONSULTANTS**

Sean Duffy  
2925 E Riggs Rd, #8 PMB 116  
Chandler, AZ 85249  
480-855-3584  
sean@integrity-rx.com  
www.integrity-rx.com

**Description:** We are comprehensive pharmacist consultants; that represents independent pharmacy owners to maximize their "selling price" when they consider selling; from onset to post-closing.



**INTERNATIONAL ACADEMY  
OF COMPOUNDING  
PHARMACISTS**

Scott Brunner  
4638 Riverstone Blvd.  
Missouri City, TX 77459  
281-933-8400  
iacpinfo@iacprx.org  
www.iacprx.org

**Description:** The International Academy of Compounding Pharmacists represents over 4,000 members of the compounding community with a mission to protect, promote and advance pharmacy compounding.

**IPG Pharmaceuticals**  
**IPG PHARMACEUTICALS**

**NCPA Corporate Member**  
Pino Bocchino  
455 S. 48th St., Ste 109  
Tempe, AZ 85281  
1-888-210-0766  
pbocchino@ipgpharmaceuticals.com  
www.ipgpharmaceuticals.com

**Description:** With more than 75 years of pharmaceutical business experience, IPG Pharmaceuticals branded generics portfolio offers first to market generic prescription products in the major therapeutic areas.

**IQVIA**  
**NCPA Corporate Member**

200 Campus Dr.  
Collegeville, PA 19426  
www.iqvia.com

**J** \_\_\_\_\_

**JOHNSON & JOHNSON HEALTH  
CARE SYSTEMS, INC.**

**NCPA Corporate Member**  
1000 Route 202  
Raritan, NJ 08869  
www.jjhcs.com



**JOJOBA DERM LABS**  
**NCPA Corporate Member**

Susan Brown  
291 E. El Prado Ct.  
Chandler, AZ 85223  
482-212-0049  
sn@snbrownsbaby.net  
www.blisterbalm.com

**Description:** Natural cold sore treatment. Ingredients from the desert botanical Jojoba. Provides safe, effective, and fast acting relief. Ninety-percent of respondents prefer Blister Balm over leading brands.

**K** \_\_\_\_\_

**KANSAS INDEPENDENT  
PHARMACY SERVICE  
CORPORATION**

**NCPA Corporate Member**  
125 N Commercial  
Mankato, KS 66956  
www.kspharmserv.com

**KEYCENTRIX, LLC.**  
**NCPA Corporate Member**  
2420 N Woodlawn Blvd.  
Wichita, KS 67220  
www.keycentrix.com



**KEYSOURCE**  
**NCPA Corporate Member**

Dave Hoffman/LeeAnn Manning  
7820 Palace Dr.  
Cincinnati 45249  
800-842-5991  
marketing@keysource.com  
www.KeySource.com

**Description:** KeySource is a leading direct wholesaler of generic prescription medications for pharmacy purchasing. We provide personalized, one-on-one customer service to independent and chain pharmacies nationwide.

**KEYSTONE PHARMACY  
PURCHASING ALLIANCE**

**NCPA Corporate Member**  
2200 Michener St., Ste. 10  
Philadelphia 19115  
www.kpparx.com



**KLOUDSCRIPT, INC**  
**NCPA Corporate Member**

Ashley Toland  
17W755 Butterfield Rd., Ste. 102  
Oakbrook Terrace, IL 60181  
630-785-6477  
info@kloudscript.net  
www.kloudscript.com

**Description:** KloudScript, Inc., is a digital health network focused on providing technology and support services to independent community pharmacies for specialty medications.



**KOWA PHARMACEUTICALS AMERICA, INC.**

**NCPA Corporate Member**

Jim Teegarden  
530 Industrial Park Blvd.  
Montgomery, AL 36117  
913-579-4533  
jteegarden@kowapharma.com  
www.kowapharma.com

**Description:** Kowa Pharmaceuticals America, Inc., headquartered in Montgomery, Ala., is focused primarily in the area of cardiometabolic diseases.

**L**



**LETCO MED**

**NCPA Corporate Member**

1316 Commerce Dr.  
Decatur, AL 35601  
800-239-5288  
info@letcomed.com  
www.letcomed.com

**Description:** With a dedicated focus on the U.S. compounding market, Letco provides a wide and comprehensive portfolio of safe and consistent top-quality chemicals, compounding supplies, and equipment at highly competitive prices.



**LIBERTY SOFTWARE**

**NCPA Corporate Member**

3205 E. Southlake Blvd.  
Southlake, TX 76092  
800-480-9603

sales@libertysoftware.com  
www.libertysoftware.com

**Description:** Pharmacy software for pharmacy success. Liberty Software helps pharmacies improve profitability, increase patient safety, and enhance patient care.



**LIFE FILE**

**NCPA Corporate Member**

Mitch Farmer  
501 W Broadway, Ste. 800  
San Diego 92101  
800-902-6048  
contact@lifefile.net  
www.lifefile.net

**Description:** Life File: integrating your pharmacy's business systems in one place. Now a full pharmacy management software platform. Life File: your formula for success.



**LILLY, LLC**

**NCPA Corporate Member**

The Lilly Answers Center  
Lilly Corporate Center  
Indianapolis 46285  
1-800-545-5975  
www.lilly.com/the-lilly-answers-center

**Description:** Lilly is a global healthcare leader that unites caring with discovery to create medicines that make life better for people around the world. We were founded in 1876 by a man committed to creating high-quality medicines that meet real needs, and today we remain true to that mission.



**LIVE OAK BANK**

**NCPA Corporate Member**

Mike Bollinger  
1741 Tiburon Dr.  
Wilmington, NC 28403  
504-453-9726  
mike.bollinger@liveoak.bank  
www.liveoakbank.com/pharmacy

**Description:** Achieving your pharmacy business goals is rewarding, but also has its challenges. Live Oak Bank goes the extra mile to make sure you're positioned for success. Partner with a lender who knows your business the way we do.



**LOL - ZOLLI CANDY, THE CLEAN TEETH CANDY**

**Front-End Marketplace**

Tom Morse  
PO Box 1351  
Walled Lake, MI 48390  
888-450-3639  
sales@zollipops.com  
www.zollicandy.com

**Description:** ZolliPops, ZolliDrops & Zaffi Taffy are the after you eat treat for a healthy smile! Created by Kids, loved by moms. Delicious, natural, sugar-free, allergy-free, vegan candy. Made in USA.

**LOUISIANA INDEPENDENT PHARMACIES ASSOCIATION**

**NCPA Corporate Member**

543 Spanish Town Rd.  
Baton Rouge, LA 70802  
www.lipanow.org



**LOUISIANA WHOLESALE DRUG CO. INC.**

**NCPA Corporate Member**

Shelley Mouledous  
2085 I-49 S. Service Rd.  
Sunset, LA 70584



800-960-3784  
shelleylwd@yahoo.com  
www.lwdrx.com

**Description:** LWD offers independent pharmacists unparalleled pricing, optimum investment, wholesaler equity, and industry expertise.

## M

### **MAGNA PHARMACEUTICALS INC.**

#### **NCPA Corporate Member**

10801 Electron Dr.  
Louisville, KY 40299  
www.magnaweb.com



### **MAINPOINTE PHARMACEUTICALS**

#### **NCPA Corporate Member**

Steve Denovchek, RPh  
333 E Main St., Ste. 200  
Louisville, KY 40202  
502-709-7544  
sdenovchek@mainpointepharmaceuticals.com  
www.mainpointepharmaceuticals.com

**Description:** MainPointe Pharmaceuticals specializes in wide variety of OTC consumer health products and prescription medications; providing high quality, technologically advanced formulated products that improve patient outcomes.



### **MASON VITAMINS, INC.**

#### **NCPA Corporate Member**

Charles Thompson  
15750 NW 59th Ave.  
Miami Lakes, FL 33014  
800-327-6005 x6812  
charles@masonvitamins.com  
www.masonvitamins.com

**Description:** Established in 1967, Mason Vitamins has become known for providing quality dietary supplements consumers can trust.



### **MATCHRX**

#### **NCPA Corporate Member**

Alana DeMorris  
210 E. 3rd St., Ste. 100  
Royal Oak, MI 48067  
877-590-0808  
info@matchrx.com  
www.matchrx.com

**Description:** MatchRX is a private web-based inter-pharmacy marketplace used daily by 6,000+ member pharmacies to buy and sell small quantities of non-controlled, non-expired overstocked prescription drugs. Free registration.

### **MCKESSON**

#### **MCKESSON CORPORATION**

#### **NCPA Corporate Member**

Chris Cella  
6535 N. State Hwy 161  
Irving, TX 75039  
800-266-6781  
rxownership@mckesson.com  
www.rxownership.com

**Description:** RxOwnership is your complete, confidential and no-fee resource for buying, starting, or selling your independent pharmacy. We're your comprehensive resource to plan and reach your ownership goals.

See our ad on page 41.

### **MEDICINE-ON-TIME**

#### **NCPA Corporate Member**

11461 US Hwy 301 N  
Thonotosassa, FL 33592  
www.medicineontime.com



### **MEDISCA**

#### **NCPA Corporate Member**

Customer Service  
661 Route 3, Ste. C  
Plattsburgh, NY 12901  
800-932-1039  
mus-customerservices@medisca.com  
www.medisca.com

**Description:** Founded in 1989, MEDISCA proudly celebrates 30 years of providing turnkey solutions to the pharmaceutical compounding industry and allied health care professionals worldwide.



### **MERCK & CO., INC.**

#### **NCPA Corporate Member**

Phil Lowery, RPh  
351 N. Sumneytown Pike  
North Wales, PA 19454  
484-744-3577  
phillip.lowery@merck.com  
www.merck.com

**Description:** Inventing for life.

See our ad on page 30-32.



### **MICRO MERCHANT SYSTEMS**

#### **NCPA Corporate Member**

Ketan Mehta  
6800 Jericho Turnpike, Ste 203E  
Syosset, NY 11791  
516-408-3999 x 7204  
sales@micromerchantsystems.com  
www.micromerchantsystems.com

**Description:** Micro Merchant Systems develops pharmacy software solutions helping pharmacies fill prescriptions swiftly, securely, and profitably while meeting the challenges of today's pharmacy market.

## MILLION DOLLAR SMILE LLC

### Front-End Marketplace

881 Kuhn Dr., Ste. 205  
Chula Vista, CA 91914  
<https://milliondollar-smile.com/radiantsmile>



## MOBILE MEDICLAIM, INC.

Monique Pettigrew  
PO Box 602  
Lake Villa, IL 60046  
855-426-6245  
[mpettigrew@mobilemediclaim.com](mailto:mpettigrew@mobilemediclaim.com)  
[www.mobilemediclaim.com](http://www.mobilemediclaim.com)

**Description:** Mobile MediClaim is the ONLY certified EHR for pharmacists! We get you credentialed. You bill medical services, earning you more money, while having more fun.

## MOON VALLEY ORGANICS

### Front-End Marketplace

3288 Valley Hwy.  
Deming, WA 98244  
[www.moonvalleyorganics.com](http://www.moonvalleyorganics.com)

## MORRIS & DICKSON

### NCPA Corporate Member

1776 Woodstead Ct., Ste 125  
The Woodlands, TX 77380  
[www.morrisdickson.com](http://www.morrisdickson.com)

## MUSHROOM REMEDY

### Front-End Marketplace

921 N. Harbor Blvd., Ste 211  
La Habra, CA 90631  
[mushroomremedy.com](http://mushroomremedy.com)



## MUTUAL DRUG

### NCPA Corporate Member

Steve Friedman  
816 Ellis Rd.  
Durham, NC 27703  
919-596-2151

[sfriedman@mutualdrug.com](mailto:sfriedman@mutualdrug.com)  
[www.mutualdrug.com](http://www.mutualdrug.com)

**Description:** Mutual Drug members are successful through strong group buying power and business support solutions. We are shaping a better future for independent pharmacies through technology and a focused approach to product distribution.



## MYLAN PHARMACEUTICALS INC

### NCPA Corporate Member

Deanna Guenther  
5005 Greenbag Rd.  
Morgantown, WV 26501  
304-554-6988  
[deanna.guenther@mylan.com](mailto:deanna.guenther@mylan.com)  
[www.mylan.com](http://www.mylan.com)

**Description:** Mylan is one of the world's leading global pharmaceutical companies with a portfolio of more than 7,500 marketed products, including generic, brand, and OTC medicines.

## N



## NANTUCKET SPIDER, LLC

### Front-End Marketplace

Nancy Jack  
PO Box 536  
Wilton, CT 06897  
203-423-3031  
[orders@nantucketspider.com](mailto:orders@nantucketspider.com)  
[www.nantucketspider.com](http://www.nantucketspider.com)

**Description:** Nantucket Spider Natural, DEET-free insect repellents. Made with organic essential oils. Proven effective. Non-greasy and fresh-smelling. Can be sprayed on hair, clothing, skin, and gear.



## NATIONAL COMMUNITY PHARMACISTS ASSOCIATION

Stacey Loflin  
100 Daingerfield Rd.  
Alexandria, VA 22314  
800-544-7447  
[membership@ncpanet.org](mailto:membership@ncpanet.org)  
[www.ncpanet.org](http://www.ncpanet.org)

**Description:** Founded in 1898, the National Community Pharmacists Association is the voice for the community pharmacist, representing 22,000 pharmacies that employ 250,000 individuals nationwide. Community pharmacies are rooted in the communities where they are located and are among America's most accessible health care providers. NCPA helps its members thrive by providing legislative and regulatory advocacy, practical training, business tools and best practices.



## NCPA FOUNDATION

Max Daniel, MSW  
100 Daingerfield Rd, Ste. 100  
Alexandria, VA 22314  
703-838-2653  
[Max.daniel@ncpanet.org](mailto:Max.daniel@ncpanet.org)  
[www.ncpafoundation.org](http://www.ncpafoundation.org)

**Description:** Established in 1953, the NCPA Foundation is sponsoring a number of activities during the convention that are designed to advance independent community pharmacy and recognize volunteers, students, pharmacy school faculty, and pharmacists who have exhibited exemplary leadership or have made exceptional contributions to independent pharmacy. These include the Good Neighbor Pharmacy NCPA Pruitt-Schutte Student Business Plan Competition;

fundraising auction; John W. Dargavel Medal Award; Preceptor of the Year Award; NARD Ownership Award; and an awards ceremony honoring NCPA student chapters, Outstanding NCPA Faculty Liaison of the Year, and scholarship recipients.



### **NCPA LONG TERM CARE DIVISION**

Bri Morris  
100 Daingerfield Rd, Ste. 100  
Alexandria, VA 22314  
800-544-7447  
bri.morris@ncpanet.org  
www.ncpanet.org/ltc

**Description:** As the primary source for advocacy and information for community pharmacies, NCPA recognizes the need for these services in the growing field of long-term care pharmacy as well. Sharpen your competitive edge with ongoing training featuring webinars, live programming, and newsletters, and have access to a library of contracts to help save you time and money!

### **NORTHEAST PHARMACY SERVICE CORP.**

**NCPA Corporate Member**  
1661 Worcester Rd., Ste. 405  
Framingham, MA 01701  
www.northeastpharmacy.com

### **NOVAGENESIS, LLC**

**Front-End Marketplace**  
77 Norwood St.  
Sharon, MA 02067  
www.recoveryskinrelief.com

### **NOVARTIS PHARMACEUTICALS CORPORATION**

**NCPA Corporate Member**  
One Health Plaza, Bldg 310  
East Hanover, NJ 07936  
www.novartis.com

**NUMED PHARMA**  
**NCPA Corporate Member**  
2004 McDonald Ave.  
Brooklyn, NY 11223  
www.numedpharma.com

## **O**



### **OMNICELL, INC.**

**NCPA Corporate Member**  
Krystal George  
2003 Gandy Blvd. North  
St. Petersburg, FL 33702  
1-800-845-0053  
suremed@omnicell.com  
www.omnicell.com

**Description:** Now more than ever, pharmacies are positioned to play an important role in improving patient outcomes, that's why we're introducing the Autonomous Pharmacy vision.

### **ONE MINUTE MANICURE**

**Front-End Marketplace**  
16439 Hollister St., Bldg A  
Houston, TX 77066  
www.oneminutemanicure.com

### **ORTHOZONE**

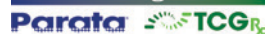
**Front-End Marketplace**  
2951 100th Ct NE, #140  
Blaine, MN 55449  
http://www.orthozone.com/

## **P**

**PAAS NATIONAL**  
**NCPA Corporate Member**  
160 Business Park Cir.  
Stoughton, WI 53589  
www.paasnational.com

**PACE ALLIANCE, INC.**  
**NCPA Corporate Member**  
5200 Bob Billings Parkway  
Lawrence, KS 66049  
www.pacealliance.com

Better Together.



**PARATA/TCGRX**  
**NCPA Corporate Member**  
106 Roche Dr.  
Durham, NC 27703  
888-727-2821  
info@parata.com  
www.parata.com/tcgrx.com

**Description:** Joined in 2018 as Parata Systems, TCGRx and Parata have combined as the new industry leader offering the most comprehensive pharmacy automation portfolio.

### **PAWFECTON BAKERY**

**Front-End Marketplace**  
14706 Compass Dr.  
Jacksonville, FL 32226  
www.pawfectionbakery.com

### **PBA HEALTH/TRUECARE PHARMACIES**

**NCPA Corporate Member**  
6300 Enterprise Rd.  
Kansas City, MO 64120  
www.pbahealth.com



### **PCCA**

**NCPA Corporate Member**  
PCCA Membership  
9901 S. Wilcrest Dr.  
Houston, TX 77099  
800-331-2498  
memberbenefits@pccarx.com  
www.pccarx.com

**Description:** PCCA is the complete resource for the independent compounding pharmacist, providing the highest-quality products, education, and support.

See our ad on page 10.





**PD-RX PHARMACEUTICALS INC.**  
**NCPA Corporate Member**

Trevor Whitehead  
727 North Ann Arbor  
Oklahoma City, OK 73127  
800-299-7379  
sales@pdrxpharma.com  
www.pdrxpharma.com

**Description:** PD-Rx Pharmaceuticals, Inc, a VAWD accredited full line wholesaler, celebrating 30+ years as a licensed manufacturer, packager, and wholesaler offering select brands, generics, specialty, injectables, vaccines, OTCs, medical and surgical supplies.



**PHARMACY DEVELOPMENT SERVICES**  
**NCPA Corporate Member**

Craig Presser  
1926 10th Ave. North  
Lake Worth, FL 33461  
561-275-2645  
cpresser@pharmacyowners.com  
www.pharmacyowners.com

**Description:** PDS has been helping pharmacies win in an unfair game for 20 years. PDS' strategies helped members earn \$100+ million in extra profits in 2018.



**PerceptiMed**  
**PERCEPTIMED**  
**NCPA Corporate Member**

Mark Reynolds, PharmD  
365 San Antonio Rd.  
Mountain View, CA 94040  
650-941-7000 opt. 1  
sales@perceptimed.com  
www.perceptimed.com

**Description:** PerceptiMed advanced technologies eliminate prescription

errors. scripClip wireless will-call locator systems improve workflow, safety and inventory management while producing a fast ROI.

**PFIZER, INC.**  
**NCPA Corporate Member**  
235 E 42nd St.  
New York, NY 10017  
www.pfizer.com

**PHARM ASSESS, INC.**  
**NCPA Corporate Member**  
10540 Marty St., Ste. 110  
Overland Park, KS 66212  
www.pharmassess.com



**PHARM FRESH**  
**NCPA Corporate Member**  
Liz Tiefenthaler  
5515 Catfish Ct.  
Westport, WI 53597  
888-327-4276  
liz@Pharmfreshmedia.com  
www.pharmfreshmedia.com

**Description:** Pharm Fresh offers marketing services including brand consulting and strategy, design, web and digital (websites and digital ads), social media strategy, and promotional materials.



**PHARMACEUTICAL DIMENSIONS**  
**NCPA Corporate Member**  
Tyla Schoeppner  
4215 Tudor Ln.  
Greensboro, NC 27410  
877-297-4851  
returns@phdreturns.com  
www.phdreturns.com

**Description:** A progressive returns provider servicing community

pharmacies and chains. We are a tech-savvy company with outstanding customer service that leverages industry knowledge to put our customers ahead. We are committed to working for and with community pharmacies nationwide.



**PHARMACISTS MUTUAL INSURANCE COMPANY**  
**NCPA Corporate Member**  
Laurie Harms  
808 Hwy. 18 W | PO Box 370  
Algona, IA 50511  
800-247-5930  
info@phmic.com  
www.phmic.com

**Description:** Pharmacists Mutual is a nationally recognized leader in providing insurance products and risk management solutions for pharmacists, pharmacies, student pharmacists, and associated businesses and professionals.

See our ad on page 4.



**PHARMACY CONSULTING BROKER SERVICES**  
**NCPA Corporate Member**  
Dan Lannon, RPh  
984 Spring Hill Draw  
St. Paul, MN 55125  
888-808-4774  
dan@pharmacycbs.com  
www.pharmacycbs.com

**Description:** Nationwide service — Put my knowledge and experience to work for you. Sold over 140 pharmacies in 42 states. Licensed and insured. Call for a free consultation.



**PHARMACY CURE ALL (PCA)**  
**NCPA Corporate Member**

Tony DiRico  
63 Rock Ledge Dr.  
Chapel Hill, NC 27516  
214-295-5237  
TonyDiRico@ProfitHunters.biz  
www.JoinPCA.com

**Description:** PCA is an online, one stop shop, membership organization dedicated to helping pharmacies improve profitability while reducing the hassle and time required to run a pharmacy.

**PHARMACY FIRST/  
WHOLESALE ALLIANCE LLC**  
**NCPA Corporate Member**

11880 College Blvd., Ste. 420  
Overland Park, KS 66210  
www.pharmacyfirst.com

**PHARMACY FRANCHISEES  
AND OWNERS ASSN**  
**NCPA Corporate Member**

10944-B Gravois Industrial Ct.  
Saint Louis 63128  
www.pfoai.org

**PHARMACY PROVIDERS  
OF OKLAHOMA, INC.**  
**NCPA Corporate Member**

PO Box 16430  
Oklahoma City 73113  
www.ppok.com



PHARMACY QUALITY SOLUTIONS  
**PHARMACY QUALITY  
SOLUTIONS (PQS)**  
**NCPA Corporate Member**

Mary Sexton  
5015 Southpark Dr., Ste. 250  
Durham, NC 27713  
919-451-2353  
marys@pharmacyquality.com  
www.pharmacyquality.com

**Description:** Pharmacy Quality Solutions is the provider of EQUIPP, the leading quality information management platform for pay-for performance for community pharmacies.



**Pharmsource, LLC**  
Value, Experience, Integrity

**PHARMSOURCE**  
**NCPA Corporate Member**

David Schnettler  
123 Newman Dr.  
Brunswick, GA 31520  
912-235-0480  
dschnettler@  
pharmsourcewholesale.com  
www.pharmsourcewholesale.com

**Description:** Competitively priced generic pharmaceuticals; from sales professionals you like to work with.

**PhRMA**  
**NCPA Corporate Member**

950 F St NW, Ste. 300  
Washington, DC 20004  
www.phrma.org

**PHYSICIAN 360**  
**NCPA Corporate Member**

5100 Eldorado Pkwy  
Mc Kinney, TX 75070  
www.physician360.com



**PIONEERRX PHARMACY  
SOFTWARE**  
**NCPA Corporate Member**

Sales  
600 Las Colinas Blvd. E, Ste. 1600  
Irving, TX 75039  
800-850-5111  
sales@pioneerrx.com  
www.pioneerrx.com/Web

**Description:** PioneerRx's mission is to save and revitalize independent pharmacy, making patient care competitive and profitable. PioneerRx

delivers weekly, cutting-edge improvements for speed, simplicity, consistency, and flexibility.



**PLUSCBD OIL BY CV SCIENCES**  
**NCPA Corporate Member**

CV Sciences Wholesale Team  
10070 Barnes Canyon Rd., Ste. 100  
San Diego 92121  
855-PLUS-CBD (758-7223)  
wholesale@cvsciences.com  
www.pluscbdool.com

**Description:** PlusCBD Oil (by CV Sciences) is the leading brand of hemp extracts containing cannabidiol available across the nation. The high quality products come in a variety of delivery systems to suit customer preferences.

See our ad on page 46.

**POINTY**  
**NCPA Corporate Member**

102-103 Amiens St. North Dock  
Dublin, D01 X858  
Ireland  
www.pointy.com

See our ad on page 36.

**PPSC**  
**NCPA Corporate Member**

3375 Capital Cir. NE, Ste. I  
Tallahassee, FL 32308  
www.ppsconline.com



**PRESCRIBEWELLNESS**  
**NCPA Corporate Member**

9701 Jeronimo Rd., Ste. 300  
Irvine, CA 92618  
800-960-8147  
sales@prescribewellness.com  
www.prescribewellness.com

**Description:** Our solutions expand the role of community pharmacy

to provide enhanced services, document encounters and submit billing to improve adherence, loyalty, and outcomes.



**PRS PHARMACY SERVICES**  
**NCPA Corporate Member**

John Watkins  
201 Depot St., P.O. Box 852  
Latrobe, PA 15650  
800-338-3688  
info@prsr.com  
www.prsrx.com

**Description:** Full-line pharmacy and consulting services company — buying, selling, opening, ownership transfers, valuations, operating check-ups, 12 compliance programs, and much more for the independent retail pharmacy owner.

See our ad on page 43 and 44.



Nothing But Pure®

**PURE ENCAPSULATIONS**  
**NCPA Corporate Member**

Jason Lockhart  
490 Boston Post Rd.  
Sudbury, MA 01776  
800-753-2277  
jlockhart@atrium-innovations.com  
www.pureencapsulations.com

**Description:** Our hypoallergenic products are nothing but pure, formulated with premium raw ingredients, and are scientifically tested to ensure that they meet our quality standards.



**QS/1**

**QS/1**  
**NCPA Corporate Member**

Steven Ihrke  
201 W St John St.  
Spartanburg, SC 29306  
800-231-7776  
sales@qs1.com  
www.qs1.com

**Description:** QS/1 provides premiere pharmacy management systems created from unrivaled industry experience. Our solutions help community, chain, outpatient pharmacies, and HME businesses remain profitable and proficient.

See our ad on the inside front cover.

**QUIDEL CORPORATION**  
**NCPA Corporate Member**

12544 High Bluff Dr. #200  
San Diego, CA 92130  
www.quidel.com



**R.J. HEDGES & ASSOCIATES**  
**NCPA Corporate Member**

Jenny Schell  
163 9th St., PO Box H  
New Florence, PA 15944  
724-357-8380  
sales@rjhedges.com  
www.rjhedges.com

**Description:** Our customized compliance solutions help you pass audits and inspections, complete credentialing and attestation requests, and insure sound practices with our policies and procedures. Now completing Medicare applications!



**RANGER READY REPELLENTS**

Evan Kesten  
155 Woodward Ave.  
Norwalk, CT 06854  
203-957-3555  
evan@rangerready.com  
www.rangerready.com

**Description:** Ranger Ready Repellents works exclusively with independent pharmacies whose clientele are concerned about mosquito and tick-borne diseases, but are looking for effective alternatives to DEET.



HEALTH • HYGIENE • HOME

**RB HEALTH US LLC**  
**NCPA Corporate Member**

Michael Kozin  
399 Interpace Parkway  
Parsippany, NJ 07054  
630-383-8417  
mike.kozin@rb.com  
www.rb.com/us

**Description:** RB\* is driven by a purpose of providing innovative solutions for healthier lives and happier homes, RB has operations in over 60 countries. From the foundations of wellness and infant nutrition, to the fundamentals of hygienic homes, its global brands help people live healthier, happier lives.

\*RB-trading name of Reckitt Benckiser group of companies.



**REAL VALUE RX**  
**NCPA Corporate Member**



Annmarie Cirbus  
5100 Commerce Parkway  
San Antonio 78218  
1-855-681-7201  
Annmarie@RealValueProducts.com  
www.RealValueProducts.com

**Description:** Real Value Rx is a privately owned, manufacturer-direct, national pharmaceutical wholesaler. It is San Antonio based with 33+ years of distribution excellence and commitment to product integrity.



**RELAYHEALTH PHARMACY SOLUTIONS**

**NCPA Corporate Member**  
Pharmacy Connections  
1564 Northeast Expressway  
Atlanta, GA 30329  
800-868-1309  
pharmacy.connections  
@relayhealth.com  
www.relayhealth.com/pharmacy

**Description:** RelayHealth helps more than 50,000 U.S. retail pharmacies improve financial performance, increase operational efficiencies, and reduce audit risk through real-time prescription claim editing and routing.



**REMWOOD PRODUCTS**

Bill Robertson  
4649 S 83rd E Ave.  
Tulsa, OK 74145  
800-345-3925  
sales@remwood.com  
www.Grandmaslyesoap.com

**Description:** Absolutely the best soap you've ever used! Designated 100 percent SkinSAFE by Mayo Clinic dermatologist. Make your skin feel the best it's ever felt.



**RETURN SOLUTIONS, INC.**

**NCPA Corporate Member**  
Adrienne Vandergriff  
10635 Dutchtown Rd.  
Knoxville, TN 37932  
1-800-579-4804  
newaccount@drugreturns.com  
www.drugreturns.com

**Description:** One check. More choices. Receive a single check, for all credit due through the OneCheck Select program, within your choice of 30, 60, or 90 days.

**ROBOTIK TECHNOLOGY**

**NCPA Corporate Member**  
8400 Esters Blvd., Ste. 140  
Irving, TX 75063  
www.robotiktechnology.us

**ROCHESTER DRUG COOPERATIVE, INC.**

**NCPA Corporate Member**  
PO Box 24389  
Rochester, NY 14624  
www.rdcdrug.com

**ROCKTAPE**

**Front-End Marketplace**  
1610 Dell Ave., Ste. B  
Campbell, CA 95008  
www.rocktape.com

**ROOTREE KOREAN SKINCARE (HANSUNG)**

**Front-End Marketplace**  
92 Argonaut, Ste. 205  
Aliso Viejo, CA 92656  
www.rootreeglobal.com



**ROSE HEALTH CARE LLC**

**NCPA Corporate Member**  
Don Mann  
224 Rose Dr.  
Brunswick, GA 31520

800-454-7648  
rosecare@bellsouth.net  
www.rose-healthcare.com

**Description:** We are a leading manufacturer and importer of home health care products. Rose=cash sales=profit.



**RX FUND ASSIST**

**NCPA Corporate Member**  
Robert Denton  
10101 W Sample Rd., Ste. 323  
Coral Springs, FL 33065  
561-404-0526  
Rob.Denton@CorpCapDirect.com  
www.RxFundAssist.com

**Description:** Rx Fund Assist specializes in providing financing solutions and consulting services for pharmacists and independent pharmacies. Our company consists of seasoned pharmacists that are experts in the fields of pharmacy practice and management teamed with financial professionals with over 50 years of financial expertise. Together we bring a well-rounded team that is focused on the success of your business.



**RX SYSTEMS, INC.**

**NCPA Corporate Member**  
Jennifer West  
121 Point West Blvd.  
St. Charles, MO 63301  
636-925-0041  
sales@rxsystems.com  
www.rxsystems.com

**Description:** Family owned manufacturer of Rx labels, bags, vials, and pill cards, plus distribution of the eye con pill counter. Let us show you how to improve your bottom line by branding these products.



**RXINSIDER**

Samantha Pirraglia  
1300 Division Rd., Ste. 103  
West Warwick, RI 02873  
401-398-2717  
samantha.pirraglia@rxinsider.com  
www.rxinsider.com

**Description:** RXinsider is a multimedia publishing and technology company offering print publications, digital platforms, events, and content creation services to the B2B pharmacy market.

See our ad on page 6.

**RXPLUS PHARMACIES, INC.**

**NCPA Corporate Member**

3660 Wadsworth Blvd.  
Wheat Ridge, CO 80033  
www.rxplus.com



**RXPREFERRED BENEFITS**

**NCPA Corporate Member**

Meagan Williams  
2520 N. Mount Juliet Rd.  
Mount Juliet, TN 37122  
888-666-7271  
info@rxpreferred.com  
www.rxpreferred.com

**Description:** RxPreferred Benefits is a PBM and 340 administrator solely owned and operated by independent pharmacy representatives who understand what true transparency means.



**RXSAFE, LLC**

**NCPA Corporate Member**

Dianne Ahlquist  
2453 Cades Way, BLDG A

Vista, CA 92081  
877-797-2332  
info@rxsafe.com  
www.rxsafe.com

**Description:** RxSafe delivers automated adherence packaging, storage, and retrieval systems for retail and outpatient pharmacies, enabling them to improve patient safety and profitability.

**S** \_\_\_\_\_



**SAFE CHAIN SOLUTIONS**

**NCPA Corporate Member**

822 Chesapeake Dr.  
Cambridge, MD 21613  
855-437-5727  
info@safechain.com  
www.safechain.com

**Description:** A quality pharmaceutical distribution partner dedicated to providing medicines and medical devices to clinicians and centers of care nationwide.



**SAV-MOR PHARMACY SERVICES**

**NCPA Corporate Member**

Anthony Codrean  
25625 Southfield Rd., Ste. 206  
Southfield, MI 48075  
800-554-8188  
Anthony.Codrean@sav-mor.com  
www.mysavmorpharmacy.com

**Description:** Sav-Mor Pharmacy Services provides independent pharmacies in 26 different states with "corporate-like" management services such as contracting, reconciliation, and audit services.

**SCIMERA**

**Front-End Marketplace**

8250 N.W. 27th St., Ste. 306  
Doral, FL 33122  
www.scimera.com



**SCRIPTPRO**

**NCPA Corporate Member**

5828 Reeds Rd.  
Mission, KS 66202  
800-673-9068  
info@scriptpro.com  
www.scriptpro.com

**Description:** ScriptPro provides a comprehensive, integrated platform of robotics-enabled systems to optimize retail and ambulatory pharmacy operations, promoting safe and effective medication use and adherence.



**SERVRX, INC.**

**NCPA Corporate Member**

Breck L. Rice  
14400 N 87th St., Ste. 120  
Scottsdale, AZ 85260  
480-646-4931  
breck@servrx.com  
www.servrx.com

**Description:** The preferred processor for workers' compensation prescriptions. Improve patient care, better pharmacy workflow, and more pre profit for the pharmacy. No affiliation to PBMs or mail-order pharmacies.



**SHARPS COMPLIANCE**

**NCPA Corporate Member**

Sarah Overstreet  
9220 Kirby Dr., Ste. 500

Houston, TX 77054  
800-772-5657  
sharps@sharpsinc.com  
www.sharpsinc.com

**Description:** Sharps Compliance is a leading provider of medical, RCRA pharmaceutical, and medication disposal services, offering affordable, compliant solutions for retail pharmacies.

#### SMART-FILL

**NCPA Corporate Member**  
905 N Main St.  
Austin, MN 55912  
www.smart-fill.com



**SMITH DRUG COMPANY**  
**NCPA Corporate Member**  
DeWayne Benson  
PO Box 1779  
Spartanburg, SC 29304  
800-572-1216  
dbenson@smithdrug.com  
www.smithdrug.com

**Description:** Smith Drug Company is committed to exceptional customer experiences. We offer a full array of products and services to deliver healthier business and patient outcomes.

#### SOFTWRITERS, INC.

**NCPA Corporate Member**  
5800 Corporate Dr. 4th Floor  
Pittsburgh 15237  
www.softwriters.com

#### SOUTHERN PHARMACY COOPERATIVE

**NCPA Corporate Member**  
750 Old Hickory Blvd., Bldg. 2, Ste. 150  
Brentwood, TN 37027  
www.southernpharmacycooperative.com



#### SPECTRUM PHARMACY PRODUCTS

##### NCPA Corporate Member

Richard Dilzer, RPh, FACA, FIACP  
777 Jersey Ave.  
New Brunswick, NJ 08901  
800-370-6231  
info@spectrumrx.com  
www.spectrumpharmacyproducts.com

**Description:** Spectrum Pharmacy Products manufactures and distributes compounding chemicals and pharmacy supplies – with quality and delivery you can count on every time.



#### SPEED SCRIPT

##### NCPA Corporate Member

Shaun Cramer  
14207 W 95th St.  
Lenexa, KS 66215  
800-569-1175  
sales@speedscript.com  
www.speedscript.com

**Description:** Speed Script provides a flexible pharmacy management system and adaptable technology services, enabling pharmacies to effectively achieve their business goals.

#### SUNRX

##### NCPA Corporate Member

3220 Tillman Dr., Ste. 100  
Bensalem, PA 19020  
www.sunrx.com



#### SURESCRIPTS

##### NCPA Corporate Member

Heather Martin  
2800 Crystal Dr.  
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*Continued on page 33 ►*

## Adult patients younger than 65 years of age with diabetes mellitus are at increased risk for invasive pneumococcal disease (IPD)<sup>1</sup>

Compared to healthy adults of the same age, these patients have

**~3X RISK FOR IPD<sup>1,a</sup>**



The CDC specifically recommends 1 dose of PNEUMOVAX 23 at the time of diagnosis<sup>2</sup>

The following professional organizations are consistent with the CDC's recommendations<sup>3,4</sup>:

**ADA** – American Diabetes Association

**ACE** – American College of Endocrinology

**AACE** – American Association of Clinical Endocrinologists

<sup>a</sup>Study Design: Retrospective cohort study (adults aged 18–64 years) using data from January 1, 2006, through December 31, 2010, from 3 health care claims databases representing >35 million insured adults. Risk for IPD was compared to age-matched healthy counterparts<sup>1</sup>

CDC=Centers for Disease Control and Prevention.

### Indication

PNEUMOVAX 23 is a vaccine indicated for active immunization for the prevention of pneumococcal disease caused by the 23 serotypes contained in the vaccine (1, 2, 3, 4, 5, 6B, 7F, 8, 9N, 9V, 10A, 11A, 12F, 14, 15B, 17F, 18C, 19F, 19A, 20, 22F, 23F, and 33F).

PNEUMOVAX 23 is approved for use in persons 50 years of age or older and persons aged ≥2 years who are at increased risk for pneumococcal disease.

PNEUMOVAX 23 will not prevent disease caused by capsular types of pneumococcus other than those contained in the vaccine.

### Select Safety Information

Do not administer PNEUMOVAX 23 to individuals with a history of a hypersensitivity reaction to any component of the vaccine.

Defer vaccination with PNEUMOVAX 23 in persons with moderate or severe acute illness.

Use caution and appropriate care in administering PNEUMOVAX 23 to individuals with severely compromised cardiovascular and/or pulmonary function in whom a systemic reaction would pose a significant risk.

**PNEUMOVAX<sup>23</sup>**  
(Pneumococcal Vaccine Polyvalent)



A retrospective observational cohort study of 1,105,328 adults aged 19 to 64 years with newly diagnosed CDC-defined high-risk conditions from 2007 to 2010 showed that



**~1 out of 10 adults with diabetes mellitus received pneumococcal vaccination within 3 years of initial diagnosis<sup>5</sup>**

### Select Safety Information

PNEUMOVAX 23 should be given to a pregnant woman only if clearly needed.

Caution should be exercised when PNEUMOVAX 23 is administered to a nursing woman.

Persons who are immunocompromised, including persons receiving immunosuppressive therapy, may have a diminished immune response to PNEUMOVAX 23.

The most common adverse reactions, reported in >10% of subjects vaccinated with PNEUMOVAX 23 in clinical trials, were: injection-site pain/soreness/tenderness, injection-site swelling/induration, headache, injection-site erythema, asthenia and fatigue, and myalgia.

Vaccination with PNEUMOVAX 23 may not offer 100% protection from pneumococcal infection.

**Please read the adjacent Brief Summary of the Prescribing Information.**

**References:** 1. Shea KM, Edelsberg J, Weycker D, et al. Rates of pneumococcal disease in adults with chronic medical conditions. *Open Forum Infect Dis.* 2014;1(1):1–9. 2. Centers for Disease Control and Prevention (CDC). Use of 13-valent pneumococcal conjugate vaccine and 23-valent pneumococcal polysaccharide vaccine for adults with immunocompromising conditions: recommendations of the Advisory Committee on Immunization Practices (ACIP). *MMWR Morb Mortal Wkly Rep.* 2012;61(40):816–819. 3. American Diabetes Association. Standards of medical care in diabetes—2017. *Diabetes Care.* 2017;40(suppl 1):S1–S135. 4. Handelsman Y, Bloomgarden ZT, Grunberger G, et al. American Association of Clinical Endocrinologists and American College of Endocrinology—clinical practice guidelines for developing a diabetes mellitus comprehensive care plan—2015. *Endocr Pract.* 2015;21(suppl 1):1–87. 5. Data available on request from Merck, Professional Services-DAP, WP1-27, PO Box 4, West Point, PA 19486-0004. Please specify information package VACC-1131463-0001.

For your appropriate adults aged younger than 65 years with diabetes mellitus  
**Recommend vaccination with PNEUMOVAX 23<sup>3</sup>**

# PNEUMOVAX<sup>®</sup>23

## (Pneumococcal Vaccine Polyvalent)

### BRIEF SUMMARY OF PRESCRIBING INFORMATION INDICATIONS AND USAGE

**Indications and Use:** PNEUMOVAX<sup>®</sup>23 is a vaccine indicated for active immunization for the prevention of pneumococcal disease caused by the 23 serotypes contained in the vaccine (1, 2, 3, 4, 5, 6B, 7F, 8, 9N, 9V, 10A, 11A, 12F, 14, 15B, 17F, 18C, 19F, 19A, 20, 22F, 23F, and 33F). PNEUMOVAX 23 is approved for use in persons 50 years of age or older and persons aged ≥2 years who are at increased risk for pneumococcal disease.

**Limitations of Use:** PNEUMOVAX 23 will not prevent disease caused by capsular types of pneumococcus other than those contained in the vaccine.

### CONTRAINDICATIONS

**Hypersensitivity:** Do not administer PNEUMOVAX 23 to individuals with a history of anaphylactic/anaphylactoid or severe allergic reaction to any component of the vaccine.

### WARNINGS AND PRECAUTIONS

**Persons with Moderate or Severe Acute Illness:** Defer vaccination with PNEUMOVAX 23 in persons with moderate or severe acute illness.

**Persons with Severely Compromised Cardiovascular or Pulmonary Function:** Caution and appropriate care should be exercised in administering PNEUMOVAX 23 to individuals with severely compromised cardiovascular and/or pulmonary function in whom a systemic reaction would pose a significant risk.

**Use of Antibiotic Prophylaxis:** This vaccine does not replace the need for penicillin (or other antibiotic) prophylaxis against pneumococcal infection. In patients who require penicillin (or other antibiotic) prophylaxis against pneumococcal infection, such prophylaxis should not be discontinued after vaccination with PNEUMOVAX 23.

**Persons with Altered Immunocompetence:** Persons who are immunocompromised, including persons receiving immunosuppressive therapy, may have a diminished immune response to PNEUMOVAX 23.

**Persons with Chronic Cerebrospinal Fluid Leakage:** PNEUMOVAX 23 may not be effective in preventing pneumococcal meningitis in patients who have chronic cerebrospinal fluid (CSF) leakage resulting from congenital lesions, skull fractures, or neurosurgical procedures.

### ADVERSE REACTIONS

The most common adverse reactions, reported in >10% of subjects vaccinated with PNEUMOVAX 23 in clinical trials were: injection-site pain/soresness/tenderness (60.0%), injection-site swelling/induration (20.3%), headache (17.6%), injection-site erythema (16.4%), asthenia/fatigue (13.2%), and myalgia (11.9%).

**Clinical Trials Experience:** Because clinical trials are conducted under widely varying conditions, adverse reaction rates observed in the clinical trials of a vaccine cannot be directly compared to rates in the clinical trials of another vaccine and may not reflect the rates observed in practice. In a randomized, double-blind, placebo-controlled crossover clinical trial, subjects were enrolled in four different cohorts defined by age (50-64 years of age and ≥65 years of age) and vaccination status (no pneumococcal vaccination or receipt of a pneumococcal polysaccharide vaccine 3-5 years prior to the study). Subjects in each cohort were randomized to receive intramuscular injections of PNEUMOVAX 23 followed by placebo (saline containing 0.25% phenol), or placebo followed by PNEUMOVAX 23, at 30-day (±7 days) intervals. The safety of an initial vaccination (first dose) was compared to revaccination (second dose) with PNEUMOVAX 23 for 14 days following each vaccination. All 1008 subjects (average age, 67 years; 49% male and 51% female; 91% Caucasian, 4.7% African-American, 3.5% Hispanic, and 0.8% Other) received placebo injections. Initial vaccination was evaluated in a total of 444 subjects (average age 65 years; 32% male and 68% female; 93% Caucasian, 3.2% African-American, 3.4% Hispanic, and 1.1% Other). Revaccination was evaluated in 564 subjects (average age 69 years; 53% male and 47% female; 90% Caucasian, 3.5% Hispanic, 6.0% African-American, and 0.5% Other).

**Serious Adverse Experiences:** In this study, 10 subjects had serious adverse experiences within 14 days of vaccination: 6 who received PNEUMOVAX 23 and 4 who received placebo. Serious adverse experiences within 14 days after PNEUMOVAX 23 included angina pectoris, heart failure, chest pain, ulcerative colitis, depression, and headache/tremor/stiffness/sweating. Serious adverse experiences within 14 days after placebo included myocardial infarction complicated with heart failure, alcohol intoxication, angina pectoris, and edema/urinary retention/heart failure/diabetes. Five subjects reported serious adverse experiences that occurred outside the 14-day follow-up window: 3 who received PNEUMOVAX 23 and 2 who received placebo. Serious adverse experiences after PNEUMOVAX 23 included cerebrovascular accident, lumbar radiculopathy, and pancreatitis/myocardial infarction resulting in death. Serious adverse experiences after placebo included heart failure and motor vehicle accident resulting in death.

**Solicited and Unsolicited Reactions:** Table 1 presents the adverse event rates for all solicited and unsolicited reactions reported in ≥1% in any group in this study, without regard to causality. The most common local adverse reactions reported at the injection site after initial vaccination with PNEUMOVAX 23 were pain/tenderness/soresness (60.0%), swelling/induration (20.3%), and erythema (16.4%). The most common systemic adverse experiences were headache (17.6%), asthenia/fatigue (13.2%), and myalgia (11.9%). The most common local adverse reactions reported at the injection site after revaccination with PNEUMOVAX 23 were pain/soresness/tenderness (77.2%), swelling (39.8%), and erythema (34.5%). The most common systemic adverse reactions with revaccination were headache (18.1%), asthenia/fatigue (17.9%), and myalgia (17.3%). All of these adverse reactions were reported at a rate lower than 10% after receiving a placebo injection.

**Table 1: Incidence of Injection-Site and Systemic Complaints in Adults ≥50 Years of Age Receiving Their First (Initial) or Second (Revaccination) Dose of PNEUMOVAX 23 (Pneumococcal Polysaccharide Vaccine, 23 Valent) or Placebo Occurring at ≥1% in Any Group**

	PNEUMOVAX 23 Initial Vaccination N=444	PNEUMOVAX 23 Revaccination* N=564	Placebo Injection <sup>†</sup> N=1008
<b>Number Followed for Safety</b>	438	548	984 <sup>‡</sup>
	AE Rate	AE Rate	AE Rate
<b>Injection-Site Complaints</b>			
<b>Solicited Events</b>			
Pain/Soresness/Tenderness	60.0%	77.2%	7.7%
Swelling/Induration	20.3%	39.8%	2.8%
Erythema	16.4%	34.5%	3.3%
<b>Unsolicited Events</b>			
Echymosis	0%	1.1%	0.3%
Pruritus	0.2%	1.6%	0.0%
<b>Systemic Complaints</b>			
<b>Solicited Events</b>			
Asthenia/Fatigue	13.2%	17.9%	6.7%
Chills	2.7%	7.8%	1.8%
Myalgia	11.9%	17.3%	3.3%
Headache	17.6%	18.1%	8.9%
<b>Unsolicited Events</b>			
Fever <sup>§</sup>	1.4%	2.0%	0.7%
Diarrhea	1.1%	0.7%	0.5%
Dyspepsia	1.1%	1.1%	0.9%
Nausea	1.8%	1.8%	0.9%
Back Pain	0.9%	0.9%	1.0%
Neck Pain	0.7%	1.5%	0.2%
Upper Respiratory Infection	1.8%	2.6%	1.8%
Pharyngitis	1.1%	0.4%	1.3%

\*Subjects receiving their second dose of pneumococcal polysaccharide vaccine as PNEUMOVAX 23 approximately 3-5 years after their first dose.

<sup>†</sup> Subjects receiving placebo injection from this study combined over periods.

<sup>‡</sup> The number of subjects receiving placebo followed for injection-site complaints. The corresponding number of subjects followed for systemic complaints was 981.

<sup>§</sup> Fever events include subjects who felt feverish in addition to subjects with elevated temperature.

## PNEUMOVAX<sup>®</sup>23 (Pneumococcal Vaccine Polyvalent)

In this clinical study an increased rate of local reactions was observed with revaccination at 3-5 years following initial vaccination. For subjects aged 65 years or older, injection-site adverse reaction rate was higher following revaccination (79.3%) than following initial vaccination (52.9%). The proportion of subjects reporting injection site discomfort that interfered with or prevented usual activity or injection site induration ≥4 inches was higher following revaccination (30.6%) than following initial vaccination (10.4%). Injection site reactions typically resolved by 5 days following vaccination. For subjects aged 50-64 years, the injection-site adverse reaction rate for revaccinees and initial vaccinees was similar (79.6% and 72.8% respectively). The rate of systemic adverse reactions was similar among both initial vaccinees and revaccinees within each age group. The rate of vaccine-related systemic adverse reactions was higher following revaccination (33.1%) than following initial vaccination (21.7%) in subjects 65 years of age or older, and was similar following revaccination (37.5%) and initial vaccination (35.5%) in subjects 50-64 years of age. The most common systemic adverse reactions reported after PNEUMOVAX 23 were as follows: asthenia/fatigue, myalgia and headache. Regardless of age, the observed increase in post vaccination use of analgesics (≤13% in the revaccinees and ≤4% in the initial vaccinees) returned to baseline by day 5.

**Post-Marketing Experience:** The following list of adverse reactions includes those identified during post approval use of PNEUMOVAX 23. Because these reactions are reported voluntarily from a population of uncertain size, it is not always possible to reliably estimate their frequency or their causal relationship to product exposure.

<i>General disorders and administration site conditions</i>	<i>Hypersensitivity reactions including</i>
Cellulitis	Anaphylactoid reactions
Malaise	Serum Sickness
Fever (>102°F)	Angioneurotic edema
Warmth at the injection site	<i>Musculoskeletal System</i>
Decreased limb mobility	Arthralgia
Peripheral edema in the injected extremity	Arthritis
<i>Digestive System</i>	<i>Nervous System</i>
Nausea	Paresthesia
Vomiting	Radiculoneuropathy
<i>Hematologic/Lymphatic</i>	Guillain-Barré syndrome
Lymphadenitis	Febrile convulsion
Lymphadenopathy	<i>Skin</i>
Thrombocytopenia in patients with stabilized idiopathic thrombocytopenic purpura <sup>1</sup>	Rash
Hemolytic anemia in patients who have had other hematologic disorders	Urticaria
Leukocytosis	Cellulitis-like reactions
	Erythema multiforme
	<i>Investigations</i>
	Increased serum C-reactive protein

### DRUG INTERACTIONS

**Concomitant Administration with Other Vaccines:** In a randomized clinical study, a reduced immune response to ZOSTAVAX<sup>®</sup> (Zoster Vaccine Live) as measured by gpELISA was observed in individuals who received concurrent administration of PNEUMOVAX 23 and ZOSTAVAX compared with individuals who received these vaccines 4 weeks apart. Consider administration of the two vaccines separated by at least 4 weeks.

Limited safety and immunogenicity data from clinical trials are available on the concurrent administration of PNEUMOVAX 23 and vaccines other than ZOSTAVAX.

### USE IN SPECIFIC POPULATIONS

**Pregnancy:** *Pregnancy Category C:* Animal reproduction studies have not been conducted with PNEUMOVAX 23. It is also not known whether PNEUMOVAX 23 can cause fetal harm when administered to a pregnant woman or can affect reproduction capacity. PNEUMOVAX 23 should be given to a pregnant woman only if clearly needed.

**Nursing Mothers:** It is not known whether this drug is excreted in human milk. Because many drugs are excreted in human milk, caution should be exercised when PNEUMOVAX 23 is administered to a nursing woman.

**Pediatric Use:** PNEUMOVAX 23 is not approved for use in children less than 2 years of age. Children in this age group do not develop an effective immune response to the capsular types contained in this polysaccharide vaccine. The ACIP has recommendations for use of PNEUMOVAX 23 in children 2 years of age or older, who have previously received pneumococcal vaccines, and who are at increased risk for pneumococcal disease.<sup>2</sup>

**Geriatric Use:** In one clinical trial of PNEUMOVAX 23, conducted post-licensure, a total of 629 subjects who were aged ≥65 years and 201 subjects who were aged ≥75 years were enrolled. In this trial, the safety of PNEUMOVAX 23 in adults 65 years of age and older (N=629) was compared to the safety of PNEUMOVAX 23 in adults 50 to 64 years of age (N=379). The subjects in this study had underlying chronic illness but were in stable condition; at least 1 medical condition at enrollment was reported by 86.3% of subjects who were 50 to 64 years old, and by 96.7% of subjects who were 65 to 91 years old. The rate of vaccine-related systemic adverse experiences was higher following revaccination (33.1%) than following primary vaccination (21.7%) in subjects ≥65 years of age, and was similar following revaccination (37.5%) and primary vaccination (35.5%) in subjects 50 to 64 years of age. Since elderly individuals may not tolerate medical interventions as well as younger individuals, a higher frequency and/or a greater severity of reactions in some older individuals cannot be ruled out. Post-marketing reports have been received in which some elderly individuals had severe adverse experiences and a complicated clinical course following vaccination. Some individuals with underlying medical conditions of varying severity experienced local reactions and fever associated with clinical deterioration requiring hospital care.

**Immunocompromised Individuals:** Persons who are immunocompromised, including persons receiving immunosuppressive therapy, may have a diminished immune response to PNEUMOVAX 23.

### REFERENCES

- Kelton, J.G.: Vaccination-associated relapse of immune thrombocytopenia. *JAMA*. 245(4): 369-371, 1981.
- Centers for Disease Control and Prevention. Prevention of Pneumococcal Disease Among Infants and Children—Use of 13-Valent Pneumococcal Conjugate Vaccine and 23-Valent Pneumococcal Polysaccharide Vaccine. *MMWR* 59(RR11): 1-18, 2010. [http://www.cdc.gov/mmwr/preview/mmwrhtml/rr5911a1.htm?s\\_cid=rr5911a1\\_e](http://www.cdc.gov/mmwr/preview/mmwrhtml/rr5911a1.htm?s_cid=rr5911a1_e).
- Vaccine Adverse Event Reporting System - United States, *MMWR*. 39(41): 730-33, October 19, 1990.

### PATIENT COUNSELING INFORMATION

See FDA-Approved Patient Labeling (Patient Information).

- Inform the patient, parent or guardian of the benefits and risks associated with vaccination.
- Tell the patient, parent or guardian that vaccination with PNEUMOVAX 23 may not offer 100% protection from pneumococcal infection.
- Provide the patient, parent or guardian with the vaccine information statements required by the National Childhood Vaccine Injury Act of 1986, with each immunization.
- Instruct the patient, parent or guardian to report any serious adverse reactions to their health care provider who in turn should report such events to the vaccine manufacturer or the U.S. Department of Health and Human Services through the Vaccine Adverse Event Reporting System (VAERS), 1-800-822-7967, or report online at [www.vaers.hhs.gov](http://www.vaers.hhs.gov).

For more detailed information, please read the Prescribing Information. uspi-v110-i-1505/041

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T

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*Continued on page 37 ►*



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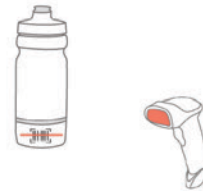
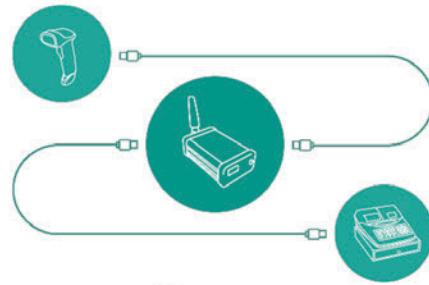
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**VALUE DRUG COMPANY**  
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Karla Moschella  
195 Theater Dr.  
Duncansville, PA 16635  
800-252-3786  
kmoschella@valuedrugco.com  
www.valuedrugco.com

**Description:** Value Drug Company is a full-line wholesale distributor of pharmaceuticals and health-related products servicing retail, long-term care, specialty pharmacy, and 340B covered entities.



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Ste 301  
Mossic, PA 18507  
800-752-9338  
sarah.hoffner@vaxserve.com,  
tsimon@vaxserve.com  
www.vaxserve.com

**Description:** VaxServe is a specialty distributor of vaccines focused on providing innovative business and immunization solutions designed to help our customers achieve their clinical, financial, and operational goals.

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Palm Harbor, FL 34683  
www.vitalplanet.com

**VITAMINVAPE**  
**Front-End Marketplace**

2483 Albert St. N  
Saint Paul, MN 55113  
vitaminvape.co/

## W

**WARMIES (INTELEX)**  
**Front-End Marketplace**

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East Dundee, IL 60118  
www.intellexllc.com/soft-toys/  
warmies/warmies-cozy-plush.html

**WELLGISTICS LLC**  
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877-311-3839  
creed@wellgistics.com  
www.wellgistics.com

**Description:** Wellgistics is a VAWD accredited, Florida-based pharmaceutical wholesale distributor that supplies generic, brand, and specialty drugs to pharmacies in all 50 states.

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**COALITION**

**NCPA Corporate Member**  
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Portland, OR 97223  
www.westernstatesrx.com



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**Front-End Marketplace**

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www.winpropet.com

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byron.furdge@yuyama.com  
www.yuyamarx.com

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Torrance, CA 90502  
www.purechondroitin.com

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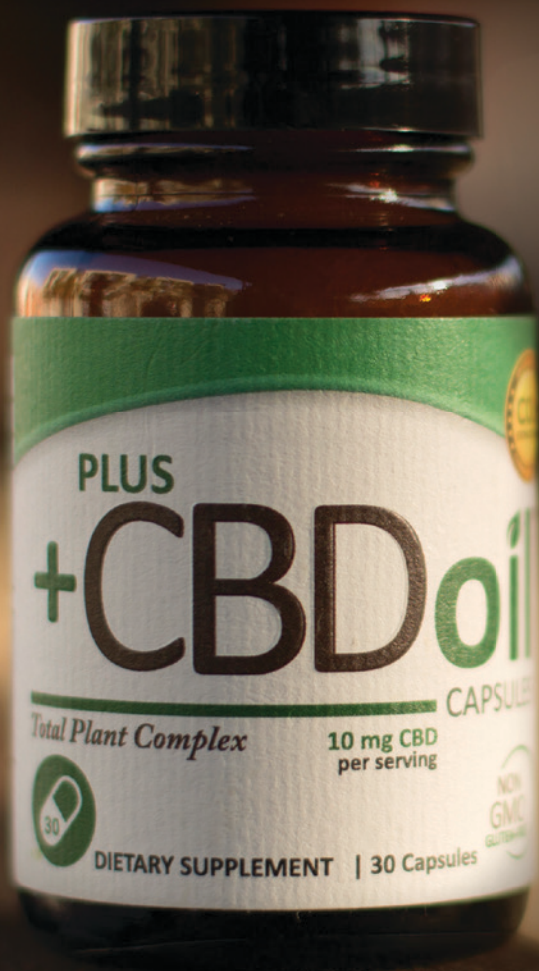
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Truwhite by True Company

### **WELLNESS & VITAMINS**

Four Elements  
Frunutta  
G-PUR  
Mushroom Remedy  
ScimeraMD  
Vitaminvape

## Gifts & Wearables

### Bamboo Trading Company



BAMBOO  
TRADING COMPANY

The colorful handbags are fairly traded and each purchase from the collection supports artisans and their families. The Peaceweaver Collection of products is lovingly handmade in Guatemala. Generation after generation, women work in the style of their ancestors. Hard to find, easy to sell.

### Celeste Stein Designs



CELESTE STEIN.

Add some fashion to your compression section with Celeste Stein Designs! This light compression hosiery line comes in a wide range of designs and colors and doesn't require professional fitting or billing, so it is easy to add to your front end. Be sure to request a free sample for yourself so you can talk about how great your legs feel and show off the designs!

- ▶ **FREE SAMPLES**
- ▶ **FREE SHIPPING AVAILABLE**

### Warmies



  
**warmies**<sup>®</sup>  
SNUGGABLE | HUGGABLE | LOVEABLE

Warmies are cozy, plush animals, scented with lavender that is released when microwaved. A combo of soft, cuddly plush, relaxing lavender, and warmth, Warmies are perfect for children's bedtime. Warmies also sells slippers, boots, wraps, and eye masks — they would make a great end-cap.

- ▶ **FREE SHIPPING AVAILABLE**
- ▶ **ONLINE STORE LOCATOR**

## Healthy Snacks

### Evo Hemp



All-natural hemp-based products are growing in popularity as a healthy protein. Evo Hemp sells energy bars, crunchy snacks, and other hemp products that are made in the USA and are available in gluten- and soy-free varieties. Evo Hemp's Hemp Bars come in six delicious flavors and are packed with 7 grams of healthy, hemp-based protein.

- **FREE SAMPLES**
- **FREE SHIPPING AVAILABLE**
- **ONLINE STORE LOCATOR**

### GORP



GORP Energy Bars are all-natural protein bars. These bars are hand-made, full of whole, healthy ingredients. There are 11 grams of plant-based protein per bar and nothing artificial in the bars. GORP bars are also re-sealable - the only energy bar with this feature. Just peel the label, fold, and re-seal, perfect for on-the-go snacking.

- **FREE SHIPPING AVAILABLE**
- **FREE SAMPLES**
- **ONLINE STORE LOCATOR**

### Zollipops



These 'Clean Teeth Pops' are perfect for both kids and adults and are a great, healthy alternative to sugary candy on your counter! ZolliPops® help restore a healthy pH in your mouth and may reduce the risk of tooth decay, dental cavities, and future development of cavities. Developed by then 7-year-old Alina, ZolliPops are kid-, parent-, and dentist-approved.

- **FREE SHIPPING AVAILABLE**
- **ONLINE STORE LOCATOR**

## Pet Care

### Pawfection Bakery



Pawfection Bakery dog treats are handcrafted in small batches with all-natural, human-grade ingredients. The treats are free of artificial flavors, colors, and preservatives so your customers can spoil their dogs the healthy way. Use free samples to turn your dog-loving customers into treat-buying customers.

- **FREE SHIPPING AVAILABLE**
- **FREE SAMPLES**
- **ONLINE STORE LOCATOR**

### Vital Planet



Brenda Watson is a renowned authority in digestive health. Brenda Watson's Vital Planet pet supplements take her expertise in natural healing to pets across the country. Vital Planet's premium line of cat and dog supplements include probiotics, multivitamins, hip & joint formulas, and more.

- **FREE SHIPPING AVAILABLE**
- **ONLINE STORE LOCATOR**

### WINPRO



WINPRO supplements are already known and loved by professional animal trainers across the country. Backed by a proven blend of animal proteins that actively fight inflammation, WINPRO supplements—Immunity, Focus, Mobility, and Training—are great for dogs everywhere.

- **FREE SHIPPING AVAILABLE**
- **FREE SAMPLES**



## Skin Care & Nails

### American Provenance



All-natural deodorants, personal care, and baby products are in style with the greater shift toward all-natural/organic living. American Provenance's deodorant line-up is scented with essential oils to create blends like "Pinups & Paramours" (coriander, mandarin, tangerine). Made without any metals, chemicals, preservatives, or artificial flavors, colors, fragrances, or ingredients, you can count on American Provenance deodorants to catch your customer's eye and turn into sales.

- **FREE SAMPLES**
- **FREE SHIPPING AVAILABLE**
- **ONLINE STORE LOCATOR**

### Annie Oakley



As the only perfumery in the USA, Annie Oakley blends unique essential oils and fragrances to create top-of-line products. With top-selling items for both men and women, there's a fragrance for everyone.

Not sure about selling fragrances in your store? Don't miss Annie Oakley's all-natural bug spray, Don't Touch Me. The eco-friendly spray is child- and pet-friendly, non-greasy, and clinically shown to be better than DEET!

- **FREE SHIPPING AVAILABLE**
- **ONLINE STORE LOCATOR**

### Bee Bella



This premium lip balm is handmade with only the finest and highest-grade Fair-Trade Certified ingredients. Not only is the lip balm itself all-natural, so is the unique bamboo casing. This product is cruelty-free, and a portion of the manufacturer's profits go to honey bee research.

- **FREE SAMPLES**
- **FREE SHIPPING AVAILABLE**
- **ONLINE STORE LOCATOR**

## Skin Care & Nails

### ELON



**elon**<sup>®</sup>  
hair, nail, skin & nutritionals  
DERMATOLOGIST RECOMMENDED

ELON's hair, nail, and skin care products are recommended by dermatologists and podiatrists across the country. With a company history in prescription medications, ELON is committed to producing high-quality oral and topical products for your patients, including nail conditioners and oils, shampoos and conditioners, treatments for thinning hair, skin, and foot creams, and vitamins for hair and nails.

- **FREE SAMPLES**
- **FREE SHIPPING AVAILABLE**
- **ONLINE STORE LOCATOR**

### Healing Tree



**HEALING TREE**<sup>®</sup>  
Natural Healing Solutions

Using unique combinations of natural products and safe pharmaceutical ingredients, Healing Tree skin care products are designed for eczema, psoriasis, athlete's foot, sore muscles, and more. Healing Tree's all-natural first aid spray is a top-seller and a unique item that's perfect for all your patients.

- **FREE SAMPLES**
- **FREE SHIPPING AVAILABLE**
- **ONLINE STORE LOCATOR**

### Humble Brands



**Humble**  
SIMPLE AND TRUE.

Unlike other all-natural deodorants, Humble leaves you dry and smelling fresh but incorporates only four to five simple ingredients that are natural, organic, and harmless to our skin and bodies. All products are small-batch crafted in the USA and there is "Nothing Bad" about them.

- **FREE SAMPLES**
- **FREE SHIPPING AVAILABLE**

## Skin Care & Nails

### Moon Valley Organics



Moon Valley Organics provides high quality and effective, organic skin care products that help heal and tend to all skin ailments, aches, and pains. They grow 100 percent USDA certified organic and sustainably farmed herbs and source only organic essential oils which are crucial in ensuring a truly all-organic, clean product. Their Moon Melt Lotion Bars make for a perfect gift any time of the year.

- ▶ **FREE SAMPLES**
- ▶ **FREE SHIPPING AVAILABLE**

### NovaGenesis



NovaGenesis' Recovery Skin Relief products were developed to benefit patients undergoing radiation therapy. Radiation can severely damage skin and can be very difficult to treat. Success in the radiation space propelled NovaGenesis to expand offerings for those with diabetes and eczema and patients with tough, cracked skin. NovaGenesis also has travel sizes perfect for travel, purses, and cars.

- ▶ **FREE SHIPPING AVAILABLE**

### One Minute Manicure



One Minute Manicure products include moisturizing salt scrubs, cuticle oil pens, exfoliating sponges, and more. Made famous on Oprah and because of the quality of the line, One Minute Manicure products begin as an impulse purchase but quickly become a routine part of your patients' skin and nail care.

- ▶ **FREE SAMPLES**
- ▶ **\$30 OFF STARTER PACKAGE**
- ▶ **FREE SHIPPING AVAILABLE**
- ▶ **ONLINE STORE LOCATOR**

## Skin Care & Nails

### Probelle



probelle®

Probelle fungal treatments are clinically proven to be tough on fungus, but gentle on skin. Their all-natural and non-toxic formula will restore the look, feel, and color of affected nails without harmful side effects, odor, or discoloration of socks and bedsheets.

- **FREE SAMPLES**
- **FREE SHIPPING AVAILABLE**

### rootree Korean Beauty Skincare



This natural Korean beauty facial skincare line will leave your customers' skin feeling radiant, healthy, and clean. "Made in the Forest Naturally," rootree cryptotherapy products use only the purest natural ingredients to repair and restore skin to a healthy and youthful state. Offer your customers a free facial mask and they'll be hooked on the Korean beauty wave sweeping the nation.

- **FREE SHIPPING ON OPENING ORDER**

### ToGoSpa



ToGoSpa EYES and LIPS masks contain aloe vera, marine plant collagen, vitamins C & E, and hyaluronic acid to soothe, hydrate, and minimize the appearance of fine lines and wrinkles. These products are fast-acting and easy to use. With just one 20-minute application, you will see improved elasticity, texture, and overall appearance of the skin below the eye. Just place the pads under your eyes and let them work.

- **FREE SHIPPING AVAILABLE**
- **ONLINE STORE LOCATOR**



## Skin Care & Nails

### Two Old Goats



Tired, sore muscles? For years, Two Old Goats essential oil lotions, balms, and creams have provided relief to thousands. Made in the USA, their proprietary blend of therapeutic-grade birch bark, chamomile, eucalyptus, lavender, peppermint, and rosemary naturally deliver the menthol, camphor, and methyl salicylate found in top-selling topical analgesics. This makes for a great smelling product without smelling like medicine. Be sure to have plenty of samples on hand because they are guaranteed to win over new customers.

- **FREE SAMPLES**
- **FREE SHIPPING AVAILABLE**

### WONDER Skin Care



**WONDER**

WONDER Skin Care is a Korean Beauty product line that utilizes a patented fermentation and natural liposome technology which delivers active ingredients deeper into the skin core to preserve natural skin health. K-beauty is the latest and greatest trend in cosmetics and something you'll want to keep stocked on your shelves.

- **FREE SHIPPING AVAILABLE**

## Unique OTC Solutions

### ClearPop



**clearpop**  
Rapid Earache Relief

Childhood earaches can quickly evolve into entire family headaches. ClearPop for Rapid Earache Relief, invented by a pediatrician for his own children, is a unique answer to these headaches. Clinically tested, these therapeutic lollipops treat earaches fast with a safe, all-natural formula and patented shape that pulls congestion out of the middle ear.

- **FREE SAMPLES**
- **FREE SHIPPING AVAILABLE**
- **ONLINE STORE LOCATOR**

## Unique OTC Solutions

### DRYPro



Casts, bandages, PICC lines, and more can be incredibly frustrating for patients as they generally can't get wet. DRYPro by Dry Corp can protect these and more with their patented vacuum seal that protects in both freshwater and saltwater environments. From bathing to swimming, give your patients the peace of mind that comes with DRYPro products.

- **FREE SAMPLES**
- **ONLINE STORE LOCATOR**

### e-cloth



A greener clear. e-cloth offers environmentally friendly cleaning products for a scientifically better clean. Using just water and an e-cloth, these task-specific cleaning products make it possible to clean any hard surface in the home in less time.

- **FREE SAMPLES**
- **ONLINE STORE LOCATOR**

### Franklin Eyewear



Franklin Eyewear's sunglasses and reading glasses program is designed to succeed in independent pharmacies. Stylish designs, straight-forward merchandising, and competitive prices make this a great impulse item to add to your mix. It's easy to start selling quality eyewear in your store with Franklin Eyewear.

- **FREE SHIPPING ON ALL ORDERS OF MORE THAN 48 PAIRS**

## Unique OTC Solutions

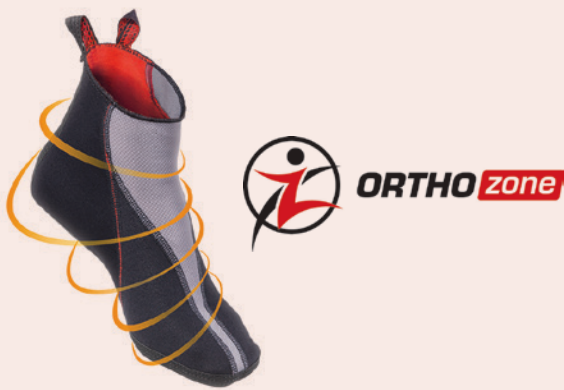
### Nantucket Spider



Made with organic essential oils, Nantucket Spider makes highly effective natural insect repellents for keeping mosquitos and deer ticks away. All products are DEET-free and non-greasy. They also have a pleasant odor, making them unlike traditional bug sprays. Stock up for summer.

- **FREE SAMPLES**
- **FREE SHIPPING AVAILABLE**

### Orthozone



Orthozone specializes in orthopedic braces, compression socks, and other clinically proven products—including Thermoskin and CoolXChange brand products—for injury and pain management associated with common conditions such as arthritis, diabetes, and plantar fasciitis.

- **FREE SAMPLES**
- **FREE SHIPPING AVAILABLE**

### RockTape



RockTape helps athletes go stronger, longer with the world's best kinesiology tape, cutting edge education, and fitness support products. Kinesiology tape lifts the skin away from the muscle below, creating a decompressive effect for injury treatment. Working with local athletic trainers to sell RockTape can make your pharmacy a go-to location for athletes.

- **FREE SHIPPING AVAILABLE**
- **ONLINE STORE LOCATOR**

## Unique OTC Solutions

### Scent Shop Skeeter Screen



Scent Shop®

This is a must have all-natural mosquito deterrent. The Patio Egg is an easy, safe, and effective way to help deter mosquitoes and other biting insects from your customers' patios and other outdoor living areas.

► **FREE SHIPPING AVAILABLE**

### Ticks-N-All



Ticks N All

Ticks-N-All's insect repellents are a blend of unique, 100 percent organic ingredients formulated to yield the best protection from mosquitoes, ticks, gnats, biting flies, black flies, fleas, chiggers, lice, and no-see-ums, while rejuvenating and conditioning the health of the skin, and preserving overall health. There's a product for every member of the family – including your dogs and cats.

► **FREE SHIPPING AVAILABLE**

### Truwhite by True Company



TRUE COMPANY

Truwhite by True Company is part of the Million Dollar Smile group of companies. Focused on high quality oral care products, Truwhite sells teeth whitening products including advanced electric toothbrushes and three step dental grade teeth whitening systems. Upgrade your dental section with products by Truwhite.

► **FREE SHIPPING AVAILABLE**



## Wellness & Vitamins

### Four Elements



Organic herbal teas are great recommendations for your patients looking to warm-up and feel better. Four Element's organic teas are made from handpicked ingredients and include varieties such as Minus Sinus, Peppermint Nettle, and Peace, Harmony & Tranquility. Add medicinal teas to your vitamin/nutraceutical section today!

- **ONLINE STORE LOCATOR**
- **FREE SHIPPING AVAILABLE**

### Frunutta



Frunutta's Micro Quick Absorb, no-water-needed vitamins are not only incredibly easy to take, they are preservative free, non-GMO, gluten free, dye free, and pure vitamins — no fillers, no additives, no excipients. The Micro Quick Absorb, no-water-needed tablets are amazing, and your customers are going to thank you for having them. "Start with one 4-foot shelf's worth and you will soon want the full line." –Gabe Trahan, NCPA Senior Director Store Operations and Marketing

- **FREE SAMPLES**
- **FREE SHIPPING AVAILABLE**

### G-PUR



G-PUR is a natural dietary supplement mineral known as clinoptilolite which binds ingested mycotoxins, toxic heavy metals, and dietary cholesterol, preventing them from being absorbed by the body. The 10-count box of G-PUR is perfect for travelers concerned about exposure to mycotoxins from contaminated foods.

- **FREE SAMPLES**
- **FREE SHIPPING AVAILABLE**

## Wellness & Vitamins

### Mushroom Remedy



Mushrooms have been used for medicinal purposes for thousands of years. Mushroom Remedy brings the history and science of supplementation with mushrooms to your pharmacy shelf with four products designed to promote a healthy immune system and healthy digestion. Increasing attention is being paid to mushroom-based supplements and their role in overall health.

- ▶ **FREE SHIPPING**
- ▶ **FREE SAMPLES**

### ScimeraMD



Cutting-edge bioceuticals ensure maximum patient benefit without harsh side effects. Scimera offers probiotics, immune support products, energy products, and more. Check out their entirely re-branded line of products today!

- ▶ **FREE SHIPPING AVAILABLE**
- ▶ **ONLINE STORE LOCATOR**

### VITAMINVAPE



The newest solution for taking your vitamins. VitaminVape's vitamin B12 vaporizer is the first of its kind, delivering a safe and healthy dose in every puff. This disposable B12 vaporizer is easy and simple to use and contains 14 times the amount of vitamin B12 found in a typical shot. Don't worry, it's nicotine and calorie free!

- ▶ **FREE SHIPPING AVAILABLE**

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**GABE TRAHAN,**  
NCPA SENIOR DIRECTOR OF STORE  
OPERATIONS AND MARKETING



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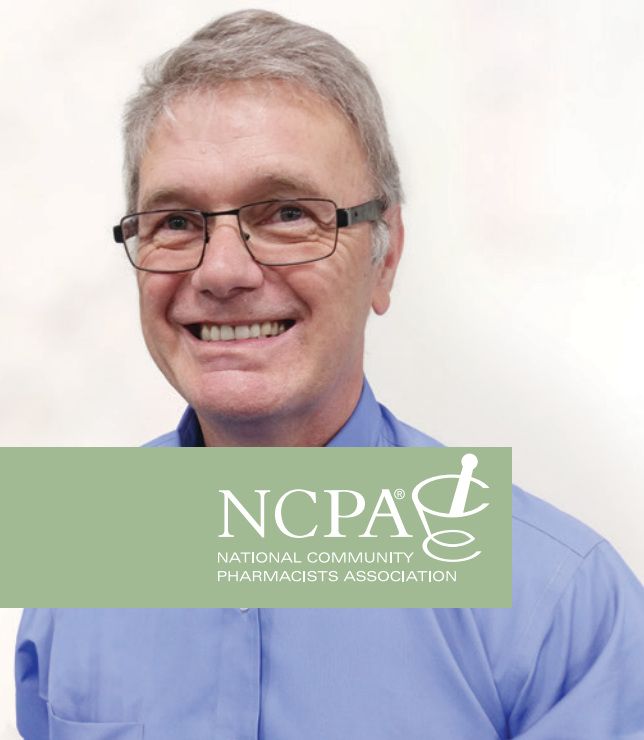
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