



# Multiple Locations Conference

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Fort Myers, Fla. • Feb. 28 - March 2

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**2024 PROGRAM GUIDE**

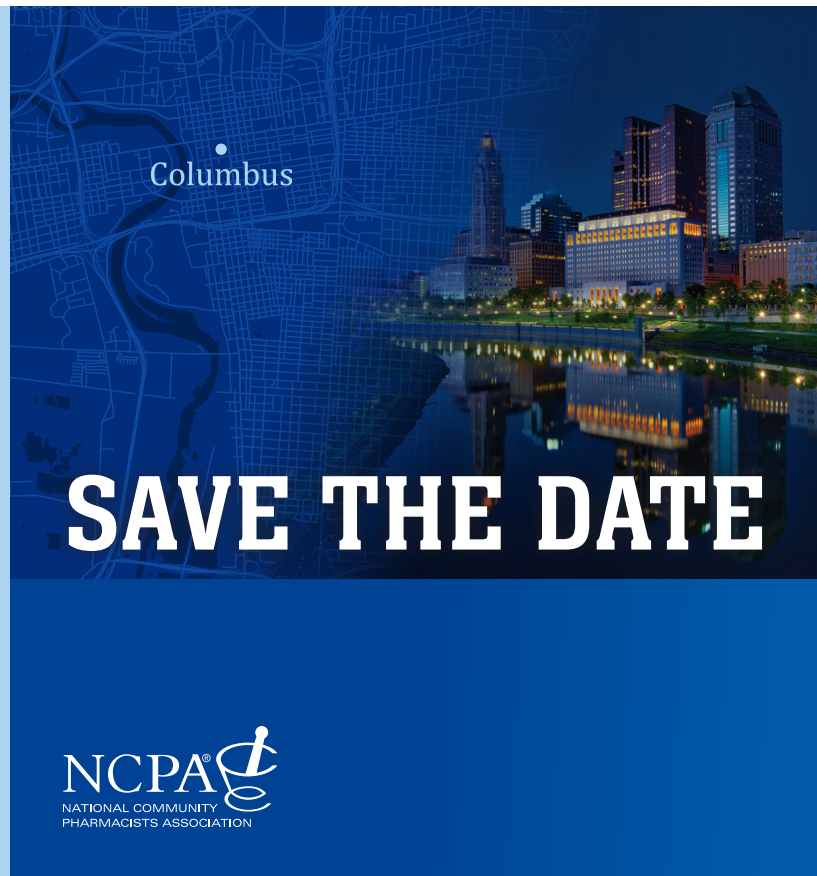
# TIME to FLY IN

## LIVE, IMPORTANT, AND EFFECTIVE.

Join your peers as we make our voices heard on Capitol Hill in this important election year to discuss issues that affect your business. Your in-person meetings make a lasting impression on lawmakers about the importance of access to community pharmacy care to combat public health emergencies and other health care threats. Your voice matters!

**April 17-18, 2024**

**Alexandria, Va. and Washington, D.C.**



## SAVE THE DATE



## Columbus, Ohio Oct. 26-29

- Access business education programs that cover every aspect of your pharmacy.
- Speak with hundreds of exclusive industry partners you won't find at other trade shows.
- Discover new opportunities and revenue streams to refine and grow your business.
- Take advantage of the countless chances you will have to connect with peers and exchange ideas.

**See you in COLUMBUS!**

# NCPA 2024 ANNUAL CONVENTION

# Program schedule

## Wednesday, Feb. 28

Noon - 7 p.m.

### Registration

Palms Garden Foyer

6 - 7:30 p.m.

### Welcome Reception

(sponsored by Prescriptive Health)

Palms Pool Terrace

## Thursday, Feb. 29

7 - 8 a.m.

### Beyond Prescriptions: Exploring New Revenue Streams

(sponsored by RxSafe)

Gardens Ballroom

Join us for breakfast and an informative panel discussion exploring best practices for implementing revenue streams to elevate your pharmacy's success. Topics include increasing profits, LTC at home, clinical services, supplements, how to avoid DIR fees, and more.

#### Panel participants:

Ronna Hauser, NCPA senior vice president, policy and pharmacy affairs, moderator

Tim Mitchell, owner, Mitchell's Drug Stores, CPESN Luminary

Lisa Faast, CEO, Diversify Rx

Debbie Marcello, CEO, Happier at Home

Joe Williams, PharmD, Owner, Brisson Drugs

7 - 8:30 a.m.

### Buffet Breakfast

Gardens Ballroom

7 a.m. - Noon

### Registration

Palms Garden Foyer

8 a.m. - Noon

### General Session

Everglades Ballroom



### Welcome and Overview of the 2024 Multiple Locations Conference

NCPA President Lea Wolsoncroft, RPh, owner, Remedies Pharmacy



Scan the QR code or go to [meet.ps/f6of5udv](https://meet.ps/f6of5udv) during the Business Education sessions to ask questions and interact with the speakers.



### Personal Effectiveness: The Leadership Linchpin

Today's leaders are increasingly faced with complex and unorthodox challenges that require masterful skills and leadership competencies. At the heart of any impactful

leader is a high degree of personal effectiveness - it is next to impossible to lead others if you can't manage yourself. This program defines what personal effectiveness looks like in the workplace and explores four key tools for increasing and elevating self-management. *Kelley Babcock, co-founder, Leadership Growth Formula*



### Take 5!

Pharmacy peers will take five minutes to tell you about something they

do in their pharmacy that is working well for them. Then, you'll have 10 minutes to interact, ask questions, and offer suggestions. When time runs out, it's on to the next one. You'll love this fast-moving time full of expense-reducing and revenue-generating tips.

*Kyle McHugh, president, McHugh Pharmacy Group*

*Jeff Harrell, PharmD, owner, Peninsula Pharmacies, Inc*

*Joe Williams, PharmD, MBA, owner, Indy Rx Consulting*

9:50 - 10:05 a.m.

### Break



### Words Matter - The Power of Marketing Your Value Differently

While the "frontline public health workers who are trusted members of and/or have a close understanding of the communities served" description could apply to any

member of your team, it truly is the definition of a community health worker. Hundreds of pharmacies in CPESN's Health Equity special purpose network have built new revenue and partnership opportunities by training and rebranding their existing technician workforce as CHWs. You have been helping patients access community resources for years - it is time you empower your staff and get paid for it by using common terminology that the rest of the industry understands.

*Richard "Tripp" Logan, III, PharmD, owner, SEMO Rx Pharmacies*



### Market Expansion Through Cultural Connection

You likely did not consider all communities in your area when developing your pharmacy's marketing plan. Something as simple as carrying a few eastern medicine products or wishing the community a happy Lunar New Year on social media can go a long way to connecting with diverse populations in your area. Angelina Tucker and her team at CPESN's new Community Connected are paving the way to new business growth by bringing cultural awareness and practical tools to pharmacy owners like you. Here's how she's been able to use Community Connected across her 12 locations in Texas and how your team can incorporate the resources into your marketing strategy.

*Angelina Tucker, PharmD, assistant director, CPESN Community Connected*



### TRUST LLC: Your Chance to Fight Back Against DIR Fees

NCPA General Counsel Matt Seiler is taking the stage to outline NCPA's TRUST LLC, part of a multi-faceted legal strategy to recover unfair DIR fees. NCPA's TRUST LLC will investigate and, when appropriate, litigate or arbitrate on behalf of pharmacies. Find out how TRUST LLC allows pharmacies like yours to team up against PBMs, leveling the playing field in the face of exorbitant arbitration costs and overwhelming corporate resources.

*Matt Seiler, RN, Esq., NCPA vice president and general counsel*

### Pharmacist and Pharmacy Technician Learning Objectives:

1. Identify the relationship between personal effectiveness and the ability to effectively lead others.
2. Review four tools for improving personal effectiveness.
3. Discuss ideas for improving business efficiencies and patient care.
4. Differentiate between the roles of a pharmacy technician and community health worker.
5. Describe opportunities for pharmacy-based community health workers.
6. Identify areas for enhanced pharmacy services with community health workers.
7. Describe the business case for marketing to diverse communities where patients live, eat, play, and pray.
8. Discuss resources and best practices available with Community Connected.
9. Describe a legal claim and the types that could be included.
10. Discuss the differences between arbitration and the class action lawsuit against PBMs.

**ACPE UAN:** : 0207-0000-24-702-L04-P/T  
3.75 contact hours (0.375 CEU)

**Activity Type:** Knowledge-Based



Noon - 1 p.m.

### Buffet Lunch

*(Sponsored by Compliant Pharmacy Alliance Cooperative)*  
Gardens Ballroom

1 - 2 p.m.

### Coffee and dessert with Partners in Success Exhibits

Palms Ballroom

2 - 3 p.m.

### Shoot the Breeze® Session – Owners/Managers

Caloosa A

2 - 3 p.m.

### Shoot the Breeze® Session – Owners/Managers

Caloosa B

2 - 3 p.m.

### Shoot the Breeze® Session – Exhibitors

Everglades Ballroom

Evening

### Dine on your own

## Friday, March 1

7 - 8:30 a.m.

### Buffet Breakfast

Gardens Ballroom

7 a.m. - Noon

### Registration

Palms Garden Foyer

8 a.m. - Noon

### General Session

Everglades Ballroom



### Take 5!

*Mike Burns, president and CEO, AuBurn Pharmacies*

*Scott Pace, PharmD, JD, co-owner, Kavanaugh Pharmacy; partner, Impact Management*

*Group; president and CEO, Pace Management, LLC*



### How to Get, Keep, and Say Goodbye to Employees

Your business faces enough challenges without adding an employment legal matter to your plate. A leading employment/labor attorney will share some of the hottest dos and don'ts to help you be aware of potential pitfalls.

*Deborah Kelly, PhD, JD, MA, partner, Manatt*



### Blue Ridge Apothecary: A Case Study, by the University of South Carolina Student Business Plan Competition team

A team of student pharmacists

from the University of South Carolina College of Pharmacy (the first-place finishers in the 2023 Good Neighbor Pharmacy NCPA Pruitt-Schutte Student Business Plan Competition) will share their award-winning concept for a pharmacy practice specializing in test and treat, oral contraceptive prescribing, and bioidentical hormone replacement therapy.

*Farehaa Hussain, Jacob King (team captain), CharLeigh Steverson, PharmD candidates, University of South Carolina College of Pharmacy*

9:50- 10:05 a.m.

#### Break

*(sponsored by Compliant Pharmacy Alliance Cooperative)*



### Building and Scaling Your LTC-at-Home Services

It is estimated that a minimum of 15 percent of your community population could benefit from LTC at home, a suite of services your pharmacy offers to keep patients who

would otherwise be in the nursing home in the comfort of their own homes. Join Lindsay Dymowski Constantino, co-founder and president of Centennial Pharmacy Services and the LTC@Home Pharmacy Network, for a discussion around the topic and how a hub-and-spoke model for fulfillment could lead to cost savings and enhanced revenue generation across your multi-store operation.

*Lindsay Dymowski Constantino, co-founder and president, Centennial Pharmacy*



### What's Ahead for Pharmacy Benefits?

A pharmacy benefit manager executive will share what's new and what's on the horizon for engaging community pharmacies.

While we can't discuss specific contract terms, this is a chance to contemplate new programs and operational efficiencies.

*Anne Lawlor, MBA, vice president, network contracting and strategy, Optum Rx UnitedHealth Group*



### How Biosimilars Are Changing the Way You Practice

As the biologics and biosimilars market continues to grow, questions emerge about what to do at the pharmacy counter. Audit expert Trent Thiede joins the

Multiple Locations Conference to discuss biosimilars, interchangeability, and appropriate DAW codes. Find out what you need to know about this space, including the clinical, operational, and financial considerations for biosimilar utilization and how to avoid audits.

*Trent Thiede, PharmD, MBA, president, PAAS National*

### Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss ideas for improving business efficiencies and patient care.
2. Describe the dos and don'ts of using social media in hiring, managing, and terminating employees.
3. Explain how to put processes in place that minimize the risk to your business.
4. Summarize the latest changes and most common challenges in today's environment.
5. Discuss opportunities to scale your LTC-at-home operation across multiple locations.
6. Describe health equity programs in the community pharmacy space.
7. Identify new options for 2025 for clients to engage with a pharmacy clinically integrated network and medication adherence programs.
8. Identify opportunities for a PBM to improve self-serve and admin requirements for community pharmacies.
9. Identify biosimilars and their interchangeability.
10. Discuss the fundamentals of DAW codes with biologic drugs.

**ACPE UAN:** : 0207-0000-24-703-L04-P/T  
3.75 contact hours (0.375 CEU)

**Activity Type:** Knowledge-Based

Noon - 1 p.m.

#### Buffet Lunch

*(sponsored by BDSC Company)*

Gardens Ballroom

12:30 - 4 p.m.

**Partners in Success Exhibits** *(with coffee and dessert)*

Palms Ballroom

5 - 6 p.m.

#### NCPA Legislative/Legal Defense Fund Reception

Garden Veranda *(Ticketed event)*

Evening

**Dine on your own**

## Saturday, March 2

7 - 8 a.m.

### Barclay Damon - Legal Power Hour

Gardens Ballroom

Barclay Damon's pharmacy law attorneys will take your questions or those hypotheticals about your "friend." Get insight on a large range of topics, from PBM network issues like credentialing and audits, marketing arrangements, and the fallout from the opioid settlements to legislation and lawsuits affecting community pharmacy, pharmacy transactions, and more.

*Linda Clark, partner, Barclay Damon*

*Brad Gallagher, partner, Barclay Damon*

7 - 8:30 a.m.

### Buffet Breakfast

Gardens Ballroom

7 a.m. - Noon

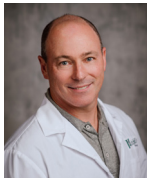
### Registration

Palms Garden Foyer

8 a.m. - Noon

### General Session

Everglades Ballroom



### Take 5!

*Marc Ost, CPhT, co-owner, Eric's RX Shoppe*

*Tim Mitchell, RPh, clinical pharmacist, Mitchell's Drug Store*



### Finding the Right Partner for Your Next Location

Developing a pipeline of leaders has been instrumental to multi-store owner Ken Thai's business growth. When it is time to open a new location, he taps vetted, internal candidates to provide boots-on-the-ground leadership while he focuses on the company's overall strategy. Join as Ken shares his formula for finding the right partner and identifying leaders at their locations.

*Khanh-Long "Ken" Thai, PharmD, APh, CEO, 986 Degrees Corporation*



### Looking Ahead

NCPA CEO Douglas Hoey hits on some of the top trends — both new and old — that will be impacting the business health of community pharmacies and their patients in the near future. Special guests will dig deeper, providing their insights on the impact on your pharmacies' operations, including state and federal activity.

*B. Douglas Hoey, pharmacist, MBA, CEO, NCPA*



### Issues Impacting Your Bottom Line

Ronna Hauser, NCPA's senior pharmacy affairs and policy lead, will share a birds-eye view of the political landscape. Get a real-time update on legislation and regulations that could reshape pharmacy payment and practice for the next decade — for better or worse.

*Ronna Hauser, PharmD, NCPA senior vice president, policy and pharmacy affairs*

10:10 - 10:25 a.m.

### Break

*(sponsored by Compliant Pharmacy Alliance Cooperative)*



### The Next Frontier of PBM Reform - Exposing Deceit in the State Employee Benefit Programs

West Virginia taxpayers are grossly overpaying some pharmacies through the state's largest employer, the state employee benefits program. When the team at Fruth Pharmacies discovered the discrepancies at the hands of the PBM, they got busy exposing their unfair tactics. Hear directly from Lynne Fruth and Andy Becker on what they uncovered and how their swift action prompted a legislator-led investigation into waste within the public employee program.

*Andy Becker, PharmD, vice president of pharmacy, Fruth Pharmacy*

*Lynne Fruth, president, Fruth Pharmacy*



### Good Morning. We have your data.

Can you imagine walking into your operation to find a data disruption from cyber criminals on the dark web? What would you do first? Where would you turn for help? How would you get your arms around the situation? How would you avoid it from happening in the future? One pharmacy owner that has lived this nightmare will tell you their story so you can be prepared and take steps to protect your business.

*Jack Holt, RPh, owner, Hi-School Pharmacies*

*Brian Rakers, CPA, CLU, senior vice president sales, Pharmacists Mutual Insurance Group*



### Pharmacy Fallout

Coming out of the pandemic, it feels like the pharmacy industry is a snow globe that has been thoroughly shaken and is settling in new ways with new implications for all. Leading consultant Bill Roth will share what he is hearing and seeing from pharmaceutical manufacturers, payers, wholesale distributors, traditional pharmacies, cash-based pharmacies, and online telehealth providers.

*William Roth, general manager and managing partner, Blue Fin Group, an IntegriChain Company*

## Pharmacist and Pharmacy Technician Learning

### Objectives:

1. Discuss ideas for improving business efficiencies and patient care.
2. Summarize strategies for building a pipeline of leaders.
3. Identify ways to engage and vet potential minority share partners.
4. Identify at least three trends in the pharmacy marketplace that will impact patient care.
5. Explain legislative and regulatory changes influencing pharmacy operations.
6. Discuss how proposed legislation could affect the pharmacy payment model.
7. Review best practices for advocating for PBM reform in state public employee programs.
8. Discuss best practices to protect your business against a cybersecurity attack.
9. Describe first steps to take in the event of a data disruption.
10. Describe three important marketplace dynamics that are shaping the business environment you find yourself in as you serve your patients.
11. Discuss opportunities and how to respond to the changing marketplace.
12. Detail likely marketplace changes resulting from patent expirations.

**ACPE UAN:** 0207-0000-24-704-L03-P/T

3.75 contact hours (0.375 CEUs)

**Activity Type:** Knowledge-Based

Noon - 1 p.m.

### Buffet Lunch

Gardens Ballroom

1 - 2 p.m.

### Shoot the Breeze® Session – Owners/Managers

Caloosa A

1 - 2 p.m.

### Shoot the Breeze® Session – Owners/Managers

Caloosa B

6 - 9:30 p.m.

### Closing night reception and dinner

Gardens Ballroom

# How to claim CE

## CE deadline: March 29, 2024

**Step 1.** Go to [ncpa.org/learn](https://www.ncpa.org/learn) and log in using your **NCPA credentials**. (Note: Your username is your email address.)

**Step 2.** Under **Claim Your CE Credits** on the home page, enter the attendance code provided for each day and click **GO**. Please note that each session date has its own unique code. Accordingly, if you attended all three days of MLC, you would have three codes you need to claim CE. See table at right to track your codes.

**Step 3.** Click **More Info** and complete the Feedback Questionnaire to complete claiming your credit.

**Step 4.** Click the **Home** symbol in the menu bar at the top of the page to enter any additional codes.

Go to [www.ncpa.org/cesupport](https://www.ncpa.org/cesupport) to contact the NCPA Education Team with any questions or issues regarding claiming CPEs.

**There is a unique attendance code for each day's general session.** Use the table below to keep track of the attendance codes you will need for claiming CE.

General Sessions	Attendance code
Thursday	
Friday	
Saturday	



NCPA is accredited by the Accreditation Council for Pharmacy Education as a provider of continuing pharmacy education. This program will provide up to 11.25 contact hours (1.125 CEUs) of continuing pharmacy education. Participants need to attend, enter an attendance code on NCPA's learning center, and complete a feedback questionnaire in order to receive credit for the program. Target audience: community pharmacists and community pharmacy technicians.

# SIMPLIFY YOUR PHARMACY MANAGEMENT!

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Quickly grasp insights into purchasing trends, spending patterns, inventory distribution and cycle count statuses



#### Uncover New Revenue Opportunities by Optimizing Your Inventory

Maintain accurate inventory levels and seamlessly transfer inventory across locations. Avoid backorders and excessive stock.



#### Guaranteed DSCSA Success:

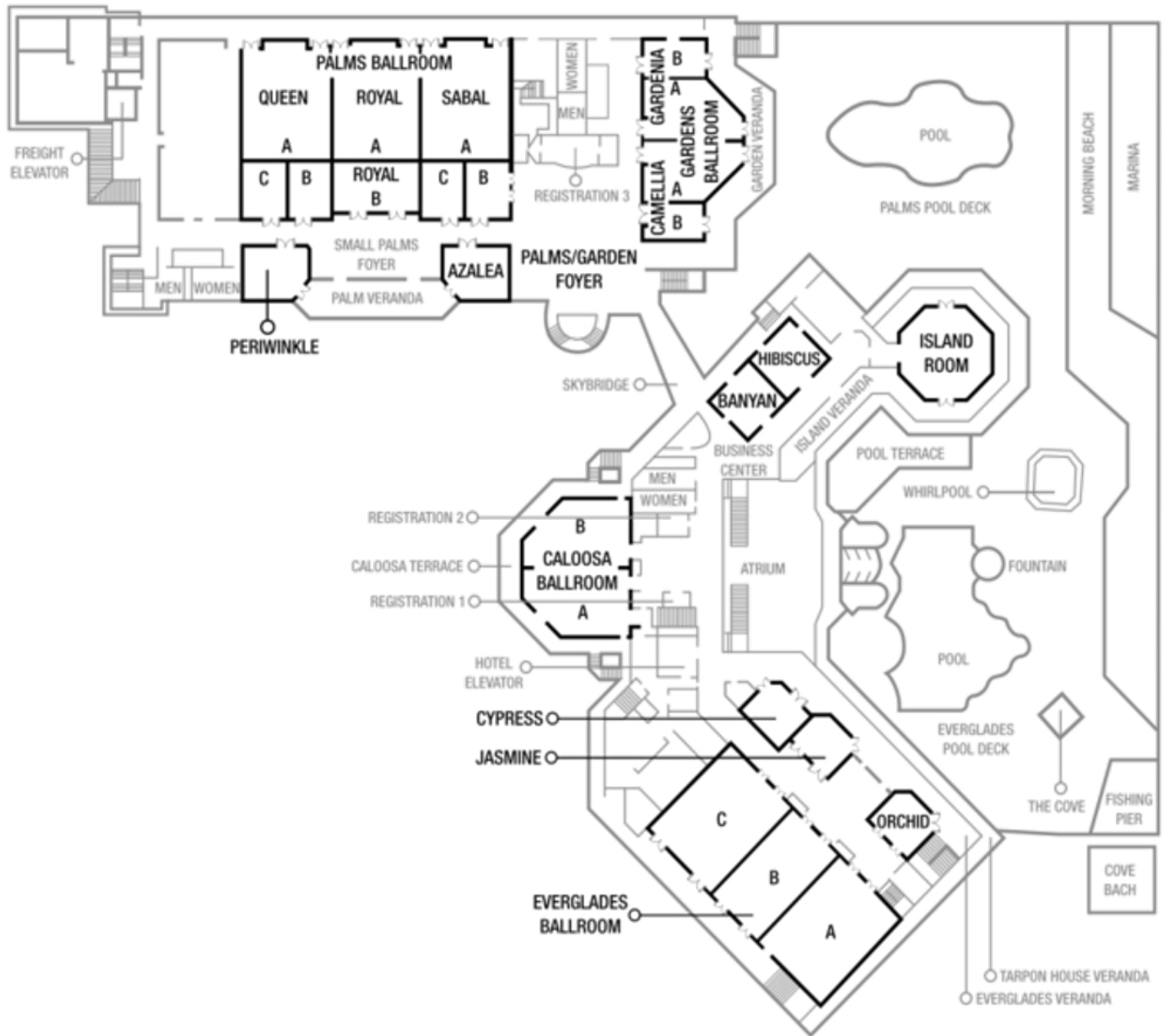
Simplify DSCSA compliance across all of your pharmacy locations effortlessly with our all-in-one solution.

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<https://hubs.la/Q02ggJgf0>





# Marriott Sanibel Harbour Hotel floor plans



# Future-ready your pharmacy with IPC.



**INDEPENDENT  
PHARMACY  
COOPERATIVE**



## Future-ready (fyü-chər 're-dē)

**Synonyms of Future-ready:** taking the lead, in control of one's destiny, discarding the status quo, shifting your paradigm to create success in your pharmacy.

**verb** - 1. Taking action today to ensure my pharmacy business is sustainable in 2024 and beyond.

**noun** - 1. Clarity about the challenges I face today and what I need to do to lead my team and my business tomorrow.

**Visit IPC today to learn how you can your pharmacy can be Future-ready!**



[www.ipcrx.com](http://www.ipcrx.com)

# GIVE YOUR PATIENTS MORE



## UltiGuard Safe Pack Pen Needles

The only pen needle produced in the U.S. that provides premium-quality needles with an FDA-cleared sharps container. Compatible with most pen injector devices.



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The first and only injection device manufacturer to offer packaging, step-by-step instructional guides, and safe sharps disposal resources in both English and Spanish.



## Same Copay

The UltiGuard Safe Pack is covered under most insurance plans and typically patient copays will be the same or less than their current prescription for pen needles alone.



## Safer Homes & Cleaner Environment

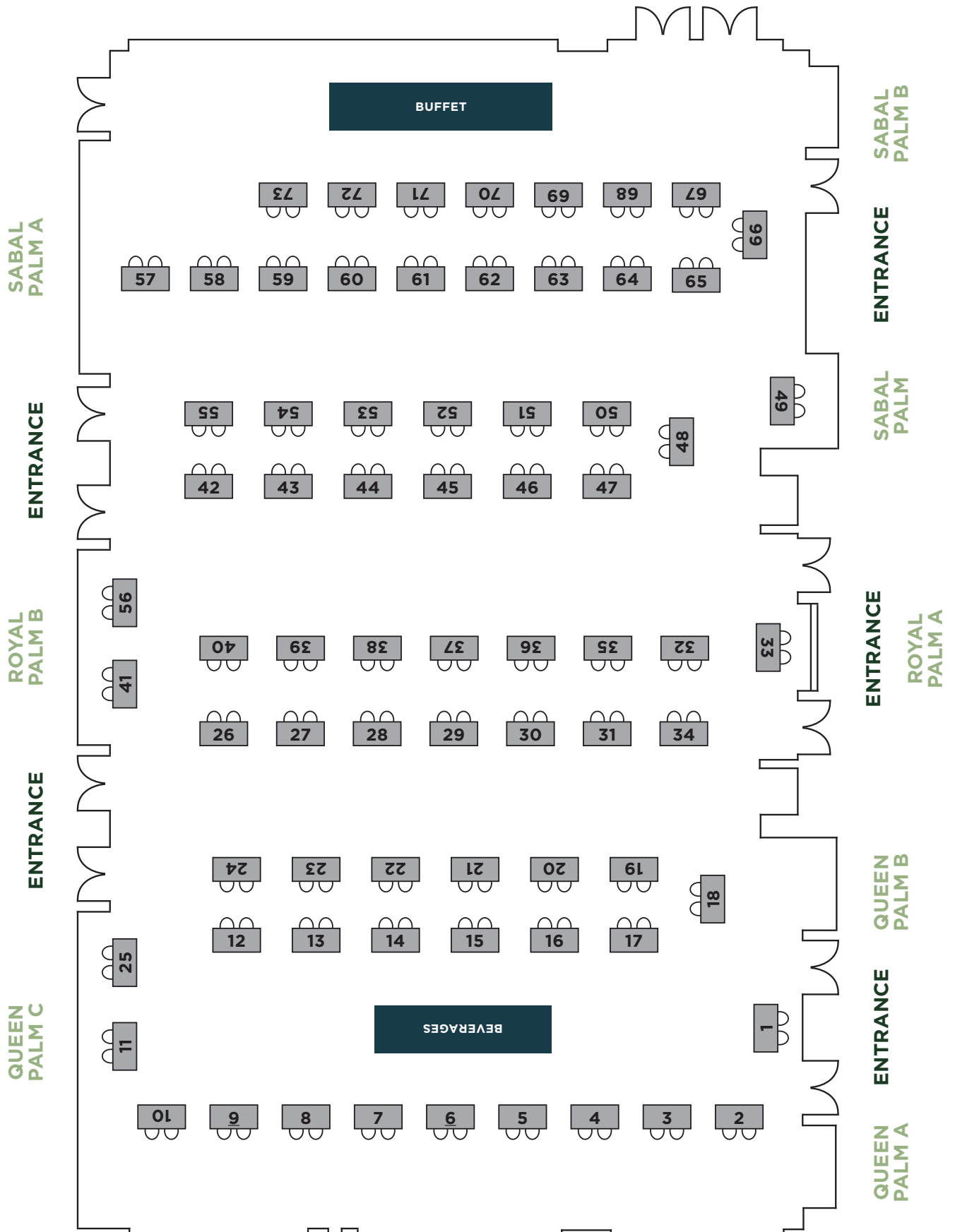
The UltiGuard Safe Pack protects against accidental needlestick injuries and reduces improperly disposed medical waste from the environment.

**UltiGuard** SafePack



**ULTIMED**  
INCORPORATED

# Exhibitors floor plan



# Exhibitors

\*DENOTES NCPA CORPORATE MEMBER

We want to extend a special thanks to our exhibitors. Please take time to visit their booths to learn more about their products and services.

## Agam

Brian Kaltsas | 408-300-2754 | bkaltsas@agam.com

Agam is a prefabricated architectural wall manufacturer with over 40 years of expertise and offers a unique combination of solutions, capabilities, and craftsmanship.

## AHF Pharmacy

Ronald Weston | 407-225-0403 | ronald.weston@ahf.org

Amanda Camacho | 954-761-4534 | amanda.camacho@ahfrx.org

Specialty HIV pharmacy and advocacy.

## \*AlignRx LLC

Erek Ostrowski | 602-343-6927 | eostrowski@alignrx.org

Melanie Maxwell | 405-308-3669 | mmawell@alignrx.org

AlignRx is the nation's largest independently owned PSAO, where community pharmacies choose their own wholesaler/buying group. Explore our PSAO, reconciliation, audit, and clinical services at AlignRx.org.

## \*AmerisourceBergen

Doug Ernsberger | 949-697-4819 |

dernsberger@amerisourcebergen.com

Jorge Miranda | 407-929-9278 |

jorge.miranda@amerisourcebergen.com

Paul Satterfield | 816-803-5940 |

satterfield@amerisourcebergen.com

Good Neighbor Pharmacy, an AmerisourceBergen company, helps you leverage your independence so your pharmacy stands out in your community as a unique destination for personalized care. Our specialized experts partner with you to implement the right solutions for your pharmacy to optimize your in-store experience, marketing, managed care, and business performance.

## \*Anda

Debra Wertz | 302-562-1394 | debra.wertz01@andanet.com

Established in 1992, Anda is a distributor for nearly 400 manufacturers with a product line of over 15,000 products across all forms and therapeutic categories.

## \*AssureCare LLC

Tara Pfund | 503-476-6118 | tpfund@assurecare.com

Health care technology that empowers payers, providers, and pharmacies to work efficiently and effectively together to deliver better care. AssureCare's innovative, patient-centered, connected care platform increases access to care, reduces cost of care, improves quality of care, and accelerates patient engagement.

## Atrium24

Nicolette Mathey | 877-796-9637 | hello@atrium24.io

Atrium24's Dotti: Your pharmacy's growth companion. Elevate sales and marketing with the ultimate CRM for effective doctor detailing and marketing campaigns. Pharmacy success redefined.

## \*Bayer Consumer Health

Jayed Momin | 201-937-4003 | jayed.momin@bayer.com

Vince Discepola | 862-881-3459 | vince.discepola@bayer.com

Bayer has over 170 consumer health brands in its portfolio, empowering people to manage their health in the areas of pain management, allergies, dermatology, and more.

## BDSC Company

Richard Doughty | 866-698-3131 | jrobinson@bdsccompany.com

Ross Mitchell | 866-698-3131 | rmitchell@bdsccompany.com

Julie Robinson | 866-698-3132 | jrobinson@bdsccompany.com

Introducing the first-of-its-kind OTC rapid COVID-19 and flu A+B test, distributed exclusively by BDSC. The InstaView 3-1 at-home test is fast, easy and accurate.

## breathROX Inc

Jonathan Tanner | 801-361-3211 | jt@breathROX.com

breathROX are popping breath mints. They are basically sugar-free Pop Rocks with zinc. They're fun, flavorful, and functional. Plus, they are a tool to help grow your pharmacy.

## \*Capital Wholesale Drug Co.

Stephanie Varner | 248-504-1721 | s.varner@capital-drug.com

Peter Behrent | 614-432-4611 | p.behrent@capital-drug.com

Mike Solazzo | 317-727-3264 | m.solazzo@capital-drug.com

Capital Drug is a full-line wholesaler, serving the needs of both single and multi-owner retail pharmacies throughout the United States.

## \*Cardinal Health

Daniel Bernstein | 614-332-3583 |

daniel.bernstein@cardinalhealth.com

Chad Sanders | 614-657-2934 | chad.sanders@cardinalhealth.com

We are a team of approximately 46,500 mission-driven partners striving each day to advance health care and improve lives. We are essential to care.

## \*Centor, A Gerresheimer Company

Evan Arnold | 419-481-1480 | evan.arnold@centorrx.com

Centor is the industry leader for prescription packaging. We are working to transition our customers into RPM and RTM to improve outcomes and add revenue.

## \*The Compliance Team

Steve Simmerman | 215-654-9110 |

ssimmerman@thecomplianceteam.org

The Compliance Team Accreditation Organization offers a suite of exemplary provider accreditation and certification programs for pharmacies, DMEs, clinics, and local health departments.

### **ConvaCare Services Inc**

Shane Smoot | 317-417-4585 | [jsmoot@convacareservices.com](mailto:jsmoot@convacareservices.com)  
Chris Link | 859-433-9791 | [slink1@convacareservices.com](mailto:slink1@convacareservices.com)  
ConvaCare partners with independent pharmacies to provide them with respiratory and DME services. Let us know how ConvaCare can benefit your pharmacies!

### **\*Datarithm LLC**

Jennifer Wilcox | 315-233-4024 | [jennifer.wilcox@datarithm.com](mailto:jennifer.wilcox@datarithm.com)  
Datarithm is cloud inventory management software that streamlines tasks, reduces surplus stock, and improves profits, cash flow, and turns. Datarithm provides essential tools for optimizing RX inventory.

### **DrugStore2Door**

Arrash Asgari | 405-412-1404 | [aja@drugstore2door.com](mailto:aja@drugstore2door.com)  
Philip Blouch | [philip@drugstore2door.com](mailto:philip@drugstore2door.com)  
Build custom revenue-generating websites specifically for independent pharmacy. We help you take the full retail pharmacy experience online.

### **\*Epic Rx**

Tom Hill | 800-965-3742 | [thill@epicrx.com](mailto:thill@epicrx.com)  
Epic Rx is a PSAO and buying group.

### **\*Euclid Medical**

Kevin Copsey | 414-526-9212 | [kcopsey@euclidmedicalproducts.com](mailto:kcopsey@euclidmedicalproducts.com)  
Euclid Medical Products, celebrating 50 years in business, has introduced Axial, a next-generation adherence pouch/blister packaging machine. With a smaller footprint, pharmacies can show a positive ROI in the first year.

### **FH2 Pharma**

Matthew Bouchard | 844-213-5774 | [matt.bouchard@fh2pharma.net](mailto:matt.bouchard@fh2pharma.net)  
John J. Justice | 844-213-5774 | [jay.justice@fh2pharma.net](mailto:jay.justice@fh2pharma.net)  
John Rius | 844-213-5774 | [jp.rius@fh2pharma.net](mailto:jp.rius@fh2pharma.net)  
Founded in November 2018, FH2 Pharma focuses on unique dosage formulations of currently approved medications in the generic marketplace.

### **\*First Financial Bank**

Bo Garmon | 479-856-3001 | [bgarmon@ffb1.com](mailto:bgarmon@ffb1.com)  
First Financial Bank has over 80 years of pharmacy experience on our team. We can help with acquisition, expansion, refinance or start up. Contact us at [www.ffb1.com](http://www.ffb1.com).

### **\*Flash Returns**

Jeremy Chase | 513-246-0327 | [jeremy@flashreturns.com](mailto:jeremy@flashreturns.com)  
Reverse distribution.

### **\*GeriMed Inc**

John Schutte | 800-456-4374 | [jschutte@gerimedgso.com](mailto:jschutte@gerimedgso.com)  
Denny Sherrill | 800-456-4374 | [sherrill@gerimedgso.com](mailto:sherrill@gerimedgso.com)  
Valeria Taylor | 800-456-4374 | [vtaylor@gerimedgso.com](mailto:vtaylor@gerimedgso.com)  
Celebrating 40 years of supporting independent pharmacies that service long-term care and home care patients. Discover, for yourself, the true quality of GeriMed's service. Service you can depend on for those who depend on you.

### **\*Greenhill Trading Inc.**

Marie Valardi | 516-458-1927 | [mvalardi@greenhilltrading.com](mailto:mvalardi@greenhilltrading.com)  
At Greenhill Trading Inc., our journey is defined by our steadfast dedication to innovation, regulatory adherence, and client satisfaction. With each passing year, we deepen our commitment to being a beacon of reliability and quality in the pharmaceutical distribution sphere.

### **\*HealNow**

Susan Barrett | 917-975-6119 | [susan@healnow.io](mailto:susan@healnow.io)  
HealNow is an integrated online payments and patient engagement platform that is exclusively designed and evolving for pharmacies. Patients can pay for their medications and supplements, schedule delivery or pickup, signature capture and more.

### **InBody**

Bradley Davie | 323-932-6503 | [bradley.davie@inbody.com](mailto:bradley.davie@inbody.com)  
Jason Han | 323-932-6503 | [jason.han@inbody.com](mailto:jason.han@inbody.com)  
Minwoo Dan | 323-932-6503 | [mwdan@inbody.com](mailto:mwdan@inbody.com)  
InBody's ecosystem of health assessment tools enables pharmacies to offer point-of-care blood pressure, height, and body composition tests that increase foot traffic, engagement, and revenue.

### **\*Independent Pharmacy Cooperative**

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Darren Thieding | 608-478-1099 | [darren.thieding@ipcrx.com](mailto:darren.thieding@ipcrx.com)  
Ron Andus | 608-478-1099 | [ron.andus@ipcrx.com](mailto:ron.andus@ipcrx.com)  
Matt Tompkins | 608-478-1099 | [matt.tompkins@ipcrx.com](mailto:matt.tompkins@ipcrx.com)  
IPC, the nation's largest independent pharmacy group purchasing organization, provides access to all products, services, and solutions to ensure the competitive success of our members.

### **InfoWerks Data Services LLC**

Keith Waddill | 512-426-4540 | [keith.waddill@infowerks.com](mailto:keith.waddill@infowerks.com)  
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InfoWerks Data Services is a health care data management company offering data archiving, analytics, conversions, sharing, and solutions.

### **JamsRx Wholesale**

Michael Stengel | 443-219-4844 | [michael@jamsrx.com](mailto:michael@jamsrx.com)  
A generic wholesaler.

### **\*KeySource**

Benjamin Knapp | 513-725-0721 | [bknapp@keysource.com](mailto:bknapp@keysource.com)  
Dustin Bradford | 800-542-0153 | [dbradford@keysource.com](mailto:dbradford@keysource.com)  
KeySource is a wholesale supplier of generic prescription medications to thousands of independent pharmacies, long-term care organizations, and specialty pharmacies across the USA.

### **\*Lansworth Pharma SelfServe**

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Tom Oden | 763-607-3743 | [toden@lansworth.com](mailto:toden@lansworth.com)  
Bruce Kneeland | 610-792-2477 | [bfkneeland@gmail.com](mailto:bfkneeland@gmail.com)  
Lansworth Pharma SelfServe distributes Pharmaself24, an automatic Rx dispenser, that allows patients to pick up medications 24/7. Recapture valuable staff time with greater customer convenience. Learn more at [www.lansworthpharma.com](http://www.lansworthpharma.com).

**\*Liberty Software**

Sherrí Pickens | 800-480-9603 | sales@libertysoftware.com  
Vince Leonard | 800-480-9603 | sales@libertysoftware.com  
Liberty Software's pharmacy management platform helps enhance patient care, increase patient safety, and improve profitability. Liberty's platform is used by community, specialty, LTC, compounding, 340B, and mail-order pharmacies.

**\*Live Oak Bank**

Mike Bollinger | 504-453-9726 | mike.bollinger@liveoak.bank  
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**\*Masdel Inc. (Magic Bag)**

Josee De Lafontaine | 514-433-2350 | josee@masdelinc.com  
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Andrew Allan | 514-235-4842 | allan@medisca.com  
Brandon Shrum | 514-235-4842 | bshrum@medisca.com  
Medisca is a global corporation bridging the gaps in health care with essential solutions in pharmaceutical supply, mixing technology manufacturing, analytical testing, and education.

**Medsense Health**

Scott Kowalski | 608-516-3746 | skowalski@medsense.health  
Jennifer Whalen | 217-737-3508 | jwhalen@medsense.health  
Medsense Health delivers a simple, affordable, and accurate patient medication monitoring and adherence platform that provides more services revenue to independent pharmacies and is covered by Medicare.

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Luke Woods | 614-397-5785 | luke.woods@merck.com  
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**NCPA CBD Source**

Tim Gregorius | 833-786-6522 | timg@prsr.com  
NCPA has partnered with PRS to create the most comprehensive digital resource for pharmacy-focused CBD education, products, and marketing.

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Heather Mosgrove | 206-802-8528 | heatherm@natr.com  
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Larry Stephenson | 407-502-6215 | lstephenson@outcomes.com  
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Trent Thiede | 608-873-1342 | trent@paasnational.com  
PAAS National is the industry-leading advocate and defender of community pharmacies dealing with predatory PBM audits and also eases the burden of FWA/HIPAA and USP 800 compliance.

**\*PBA Health**

David Hendler | 201-960-6841 | david.hendler@pbahealth.com  
Clark Balcom | 800-333-8097 x5751 | clark.balcom@pbahealth.com  
PBA Health is a national independent pharmacy services provider managing a multi-wholesaler GPO and operating a full-line Rx member warehouse.

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Laurie Harms | 800-247-5930 | laurie.harms@phmic.com  
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*Josh Potter | 800-338-3688 | Joshp@prsr.com*

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### **R&S Northeast LLC**

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*Chris Cella | 508-579-3230 | christopher.cella@mckesson.com*

*Jason Struck | 804-816-0324 | jason.struck@mckesson.com*

*Frank Dolce | 860-751-4296 | frank.dolce@mckesson.com*

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*Matt Gilbert | 860-465-7349 | mgilbert@rxsafe.com*

RxSafe improves patient health by partnering with the nation's 19,400 independent retail pharmacies, using our technology solutions to transform the way you do business. Learn more: [www.rxsafe.com](http://www.rxsafe.com).



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Jason Lang | 863-333-9700 | jlang@wellgistics.com  
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Approximately  
**4 out of 5**  
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are not up-to-date  
with CDC-recommended  
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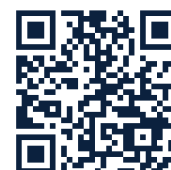
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<sup>a</sup>Only 27.6% of adults ages 19-49, and 8.2% of adults ages 50-64 are up-to-date on certain age-appropriate CDC-recommended vaccinations, according to the 2019-2020 *National Health Interview Study*.<sup>2</sup>

<sup>b</sup>A strong recommendation from a health care provider is the single most important factor in determining whether or not someone gets vaccinated.<sup>2</sup>

**References:** **1.** Centers for Disease Control and Prevention (CDC). Recommended adult immunization schedule for ages 19 years or older. Published April 27, 2023. Accessed August 16, 2023. <https://www.cdc.gov/vaccines/schedules/downloads/adult/adult-combined-schedule.pdf> **2.** Centers for Disease Control and Prevention (CDC). Vaccination coverage among adults in the United States, National Health Interview Survey, 2019-2020. Last reviewed February 17, 2022. Accessed August 16, 2023. <https://www.cdc.gov/vaccines/imz-managers/coverage/adultvaxview/pubs-resources/vaccination-coverage-adults-2019-2020.html> **3.** Centers for Disease Control and Prevention (CDC). Educate the parent or patient. Last Reviewed May 7, 2019. Accessed August 16, 2023. <https://www.cdc.gov/vaccines/hcp/admin/educating-patients.html>