



# The Independent News

An official publication of GPhA's Academy of Independent Pharmacy  
The mission of AIP is to ensure the economic viability and security of independent pharmacy, and to advance the concept of pharmacy care designed to enhance patient quality of life and positive outcomes.

2020-2021

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VOLUME 24, ISSUE 9/10

SEPTEMBER/OCTOBER 2020

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## Chairman's Message

As I sit here to write this article, the state of Georgia is still up for grabs. It does appear the former Vice President Biden has taken over the lead from President Trump. In addition, there will be two runoff elections to pick our two Georgia Senators. I hope Georgians will turn out in force on January 5th to cast their ballot for senate races.

Can 2020 get any crazier?? It appears that it can as the number of Covid-19 positive cases continues to rise as well as the death totals. I remain puzzled as to why the public refuses to take responsibility to protect themselves as well as others. I believe it is our duty and responsibility to encourage our patients to wear masks. Personally, I do not let anyone in the Pharmacy without a mask.

If they don't have one, I sell them one for \$1.00 or, as in a lot of cases, I end up giving one away. Remember, my pharmacy is in Little 5 Points where we have a rather large homeless population.

The AIP Board of Directors had their virtual business meeting last week, and I'm happy to convey that AIP remains financially strong even though our revenue for this year is down. Jeff continues to do an excellent job controlling expenses, however, the Covid-19 virus has put a real damper on many of our businesses.

So, I want to throw this out to each of you. What ideas do any of you have regarding ways to improve front-end sales? How are you engaging your patients? Is it through social media posts, local advertising, targeted phone calls, text messages, etc.? Have you thought about rearranging your shelving and moving certain departments? What about a total front-end overhaul?

I would like to hear from many of you as what *YOU* are doing to improve your sales. I look forward to sharing your ideas with our group in my next newsletter to help all of us improve our business operations. I hope we can learn from one another to support our independent pharmacies.

You can email me at: [L5PRXIRA@GMAIL.COM](mailto:L5PRXIRA@GMAIL.COM).

I want to wish everyone a safe & healthy Thanksgiving holiday.

Ira



Ira





Amanda Gaddy, R.Ph.,  
AIP Director of Clinical  
Services

# AUDIT ALERT!!!! IMPORTANT!!!

**CHECK YOUR PRESCRIPTIONS AND ENSURE YOU HAVE ALL OF THE REQUIRED INFORMATION DOCUMENTED ON THE PRESCRIPTION PRIOR TO SUBMITTING PRESCRIPTIONS FOR AN AUDIT.**

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## Members Please Be Aware

When emailing AIP regarding pharmacy issues please include your name, pharmacy name, address, phone number and NPI#.

\*\*\*\*\*

### Rule 480-27-.02 Prescription Drug Order Requirements

- 1) Prescription drug orders shall include, but not be limited to, the following information:
  - A) Date of issue;
  - B) Name and address of patient (or patient location if in an institution);
  - C) **Name and address of prescriber, telephone number, and NPI as assigned under federal law;**
  - D) DEA registration number of the prescriber in the case of controlled substances;
  - E) Name, strength, dosage form and quantity of drug prescribed;
  - F) Number of authorized refills;
  - G) Directions for use by patient;
  - H) If a written prescription drug order, the signature of the prescribing practitioner; and
  - I) Any cautionary statements as may be required or necessary.

PBMs are taking money back if any of this information is missing, including the prescriber address.

**When transferring prescriptions in, verify you have the ORIGINAL NUMBER OR REFILLS AUTHORIZED and the word TRANSFER documented.**

### Rule 480-27-.07 Dangerous Prescription Drug Order Transfer

1. The word "TRANSFER" shall be written on the face of the transferred prescription **and/or indicate** in the pharmacy's electronic data system this prescription was a transfer;
2. All information required to be included on the prescription drug order pursuant to all State and Federal laws and regulations shall be provided which shall include at a minimum the following:
  - (i) Date of issuance of the original prescription drug order;
  - (ii) **Original number of refills authorized on the original prescription drug order;**
  - (iii) Date of original dispensing;
  - (iv) Number of valid refills remaining and date of last refill;
  - (v) The pharmacy's name, address, and original prescription serial number from which the prescription drug order information was transferred; and
  - (vi) Name of transferring pharmacist.



## Passing of Dr. James "Jim" Walter Bartling

On Thursday, September 24, 2020, Dr. James "Jim" Walter Bartling passed away at the age of 70. The world has lost a great son, brother, husband, father, teacher and friend.

Jim was born in St. Louis, Missouri on February 21, 1950, the oldest of 4 children to Walter and Betty Bartling. The family moved many times during his younger years including Burlington, CO Seattle, WA

St. Louis MO and Ft. Wayne, IN. Regardless of the town they lived in, you could always find Jim playing football, basketball, baseball and hockey. After graduating high school, he attended Lake Forest College in Illinois before becoming a pharmacy student at Mercer University Southern School of Pharmacy where he graduated with B.S. in Pharmacy in 1976 and a Pharm D. in 1977. He practiced at Doctors Memorial Hospital in Atlanta before being named Director of Admissions, Job Placement and Continuing Education at Mercer University and later becoming the Associate Dean for Student Affairs and Admissions where he served for 38 years until his retirement in 2016.

Jim was dedicated to the practice of pharmacy and, as a certified addiction counselor, to the support and recovery of pharmacists, student pharmacists, and pharmacy technicians with substance use disorders. He led the PharmAssist program of the Georgia Pharmacy Foundation and hosted their meetings on Mercer University's Atlanta campus weekly. Jim's engagement roles in pharmacy and health care are vast and too numerous to list. His impact and legacy on the Mercer University College of Pharmacy and the profession, especially in Georgia, will be felt forever. He was a former president of the Georgia Pharmacy Association and on the Board of Directors of the Georgia Pharmacy Foundation, chairing the Foundation until his passing. In addition, he was awarded the Bowl of Hygeia from the Georgia Pharmacy Association in 2009, one of the most prestigious recognitions of pharmacists' leaders in each state. As further evidence of his commitment to the practice of pharmacy, he created and endowed a scholarship that will benefit Mercer University pharmacy students well into the future.

Jim was not just a leader in the community, but he was a beloved friend and family-man, spending every opportunity he could with his grandchildren. When he wasn't doing that, he and his wife, Linda, loved spending time at their place on Lake Hartwell, at Oyster Bay in St. Maarten, or traveling the world. He was an avid runner and huge fan of baseball.

He is survived by his soulmate, Linda, of 32 years as well as his mother Betty Bartling, brother Chris (Derrith) Bartling, sister Julie Bartling Ricker, his children Amy (Matt) Shaffer, Brad (Jill) Bartling, Mike (Jennie) Voynich, Jamie (Eric) Reichling and his grandchildren Connor, Addison, Connell, Riley, Barry, Brielle, Hudson and Asher. He is preceded in death by his father Walter Bartling and his sister Lucy Bartling Barnett.

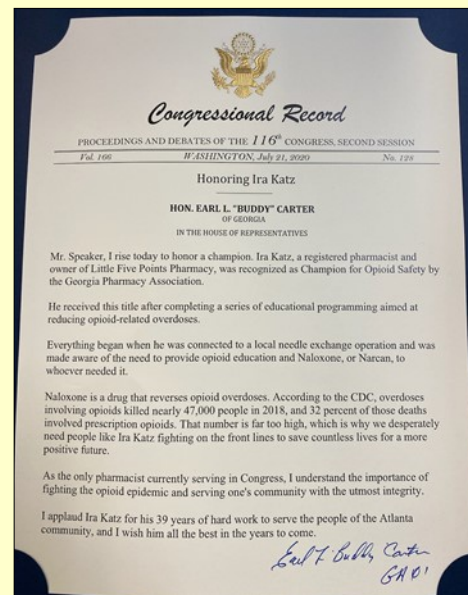
In lieu of flowers, the family requests donations be made to the James W. Bartling Endowed Scholarship Fund. Checks may be payable to Mercer University and sent to Mercer University, c/o Office of University Advancement, 1501 Mercer University Drive, Macon, GA 31207 (please note in the subject/memo line that the gift is in Jim's memory and for the James W. Bartling Endowed Scholarship Fund). Gifts can also be made online at [mercer.edu/givenow](http://mercer.edu/givenow) <<http://mercer.edu/givenow>> (again, with a note in the honor box that the gift is in Jim's memory).

Jim will be remembered for his overwhelming contribution to his community and his unwavering love for his family. You may visit, [dresslerjewishfunerals.com](http://dresslerjewishfunerals.com), to view the funeral live. Arrangements by Dressler's Jewish Funeral Care, 770-451-4999.

Published in Atlanta Journal-Constitution on Sep. 27, 2020.

## AIP CHAIRMAN HONORED BY CONGRESS

We are truly honored to have Ira Katz, RPh, serve as the Chairman of the AIP Board of Directors. He makes us proud to be a pharmacist.



## JOIN THE INDY HEALTH NETWORK (MED PART D PLAN)

Indy Health will be using MedImpact as their PBM for claims processing. If you are contracted with MedImpact directly or through your PSAO, you will be part of the Indy Health preferred pharmacy network. If you are not sure if your PSAO is contracted with MedImpact, please reach out to them to confirm they are part of the Medimpact Part D network. If you are not contracted with MedImpact directly or through a PSAO, you do have the ability to contract directly with MedImpact for Indy Health. To begin the contracting process with Medimpact via their portal <https://pharmacy.medimpact.com> and let them know you want to part of the Indy Health network.

## REQUEST TO ADMINISTER COVID-19 VACCINES

There has not been a lot of activity regarding pharmacy provider enrollment interest for COVID-19 vaccine. YOU MUST SIGN UP TO PROVIDE COVID-19 VACCINES.

As a reminder, the link is: <https://www.surveymonkey.com/r/DMBGGJP>

Also send questions or requests for technical assistance to our COVID-19 Vaccine e-mail: [DPH-COVID19Vaccine@dph.ga.gov](mailto:DPH-COVID19Vaccine@dph.ga.gov)



### Save The Date:

- ◆ **AIP Spring Meeting**  
April 25, 2021  
Macon Marriott & Centreplex,  
Macon, GA
- ◆ **GPhA Convention**  
Thursday June 17 -  
Sunday June 20,  
2021 Omni Amelia  
Island Plantation  
Resort, Amelia  
Island, FL

## NCPA

P.S. The Supreme Court on Oct. 6 heard arguments in the *Rutledge v. PCMA* case. It was a long time coming, not only because the pandemic delayed its original April hearing date but for PBMs to finally have light shone on them from the highest court in the land. To learn more about the implications for independent pharmacy, listen to the oral arguments and watch the post-argument analysis, visit NCPA's Battleground: SCOTUS page at <https://ncpa.org/scotus>



## Chains are ready for the COVID-19 vaccines. Are you?

By B. Douglas Hoey, RPh, MBA, National Community Pharmacists Association CEO

COVID-19 vaccines are on their way. We don't know the exact time of their release, but most accounts say they will begin to roll out before the end of the year and tens of millions of doses will be available during the first quarter of 2021. Independents are going to play a major role in unlocking the American economy from its COVID induced paralysis.

The National Community Pharmacists Association has been working very hard with outreach to government officials and industry partners to make it known that most independent pharmacists are eager and willing to administer COVID-19 vaccines as soon as they are available. In fact, the CDC wrote this in a letter to NCPA dated Nov. 10, 2020:

*Community pharmacists, including those represented by the NCPA have a unique ability to amplify COVID-19 vaccine administration efforts using existing infrastructure to reach a significant portion of the population. Engaging with community pharmacists will be an important part of our pharmacy partnership strategy as we recognize the value these providers in their communities, particularly rural and underserved communities. — Dr. Robert Redfield, Director of the CDC*

Here are things you need to do to show you're ready:

- **Register on [Vaccinefinder.org](https://vaccinefinder.org).** This is where some decision-makers are looking for immunizers. NCPA has been encouraging members to register on this website. I got a call from a member saying, "Are you sure NCPA wants to promote this website? It shows *all chains*." Exactly. That's why you must register your immunizing pharmacy ASAP!
- **Make sure you can transmit patient vaccination information electronically via the [Immunization Information System \(IIS\)](#).** If you are not already set up to transmit this information electronically, call your pharmacy management system and ask to be connected. **This is essential.** CDC and local health departments will require the ability to report vaccination information electronically. Remember that most of the vaccines will require TWO doses so it will be imperative for providers of the second dose to know which vaccine was given with the first dose.
- **Stay connected with your state association for local coordination.** Make sure you are checking in with your state pharmacy association as they reach out to state health departments. They can help make it easy to find independent pharmacies.
- **Make sure your local health departments know you are an immunizer.** While Operation Warp Speed is a federal initiative, many of the shots are going to be called in the states. Some are still getting used to the idea that pharmacists are immunizers. Don't take a chance that your local health departments know you immunize. Reach out. Tell them. Tell them you are ready.
- **Make it known that you can go mobile!** The chains are saying they can go mobile. We asked NCPA members if they can go mobile. Boy, can they! Seventy percent of survey respondents said they are already giving immunizations in businesses, schools, community centers, places of worship, etc. *Make sure your state and local health departments know your mobile capabilities.*
- **Designate someone at your pharmacy to help you.** You're already busy. Enlist a trusted technician, sales clerk, or family member to help you execute on getting everything on this list done. It will be invaluable to your efforts and stress levels.
- **Get smart on the vaccines.** NCPA will be providing information. It's anticipated there may be six different vaccines. You will need to understand the pharmacodynamics of each so, first of all, you feel confident in the vaccines you are administering, and so you can confidently talk with patients who have questions. And they *will* have questions. In some surveys, only 50 percent of patients say they will be immunized with the COVID-19 vaccine, and that's before they are being asked to roll up their sleeve. Make sure your questions are answered so you are confident when talking about the vaccines.

And, although the vaccine cost is "free," the administration is not. [CMS has proposed an administration fee of \\$28.39 for single-dose vaccines. For vaccines requiring two doses, it proposed a fee of \\$16.94 for the first dose, and \\$28.39 for the administration of the second dose.](#) Commercial payers will negotiate their own separate rates. COVID-19 vaccines are more involved than flu immunizations if for no other reason than the extra data recording requirements. Make sure to measure your costs so you can make the appropriate business decision. As essential businesses, pharmacies have already sacrificed immensely during the pandemic. Your work on the front lines administering the vaccines should be recognized fairly.



# AIP Spring Meeting

Sunday, April 25, 2021

Macon Marriott & Centreplex

Macon, GA

## SAVE THE DATE

*Network with Colleagues*

*Meet with Partners*

*Exciting Continuing  
Education Programs*



SHOW YOUR SUPPORT

ATTEND THIS YEAR'S AIP SPRING MEETING

Registration: *(For Planning Purposes Please Fill Out and Return)*

Member's Name: \_\_\_\_\_ Nickname: \_\_\_\_\_

Pharmacy Name: \_\_\_\_\_

Address: \_\_\_\_\_

E-mail Address (Please Print): \_\_\_\_\_

Will you be joining us for lunch (12-1pm)? Yes \_\_\_\_\_ No \_\_\_\_\_; # of additional Staff/Guests: \_\_\_\_\_

Names of Staff/Guests: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PLEASE  
FAX  
BACK TO  
(404) 237-8435**



# UPDATE

**Don't forget to renew your GPhA Dues!!**

**AIP members receive a \$30 discount.**

**Please call Mary Ritchie at 404-419-8115 and she will get you all taken care of.**

The hot item in CPESN circles this week is Coronavirus Vaccine. With recent word of forthcoming availability of vaccines, and the government endorsement of big chain providers, the rest of the system has gone into high gear to put a system in place for distribution of vaccines to pharmacy, using providers other than Walgreens and CVS. To that end, much has been accomplished. It appears CPESN member pharmacies will be able to procure vaccine supplies through contracts CPESN has put together. In the next few days, we **MUST** all be reaching out to all possible suppliers. In the end, we will most likely only receive vaccine from one source, but conceivably it could be CPESN or DPH if not your usual wholesaler. Because of the uncertainty, we urge you to sign up with any and all possible sources to have options when the time to kick this off comes.

In other news, the Humana 2 and Humana 3 projects we are working on are moving forward. Nationally, the numbers are creeping up to 5+% range. We need to get to the 8% level to claim success. The biggest problem has been getting physicians to actually write the needed statin Rx. Most sources say that insurance companies really look at 90 days on the statin as a successful outcome, so we need to keep talking to patients and physicians on this one.

The EngageRX packets are out and circulating. This document set outlines our main areas of focus for enhanced network services. As we talk to more and more groups, we seem to be turning on the lights for some of the players. If you have relationships with insurance agents who write a lot of policies and work with self-funded and self-insured employers, we would sure like an introduction. Our programs might really be an exciting add-on in these plans. We are also trying to get these packets into the hands of folks in government, as they can drive business to us. The key for us in this area is continuing to increase our number of network participants. Please talk up CPESN in your area. The best conversation we can have is when an agent or employer says "well, I use Linda and Sam down at the corner pharmacy", and we can say, "Yes, and I am happy to let you know that they are members of CPESN". Everything goes so much easier when that can happen.

Have a great Holiday Season. Feel free to call me if you have questions.

Laird Miller, R.Ph.  
Exec. Director, CPESN/Ga  
770-596-1354

BECKER'S

**HOSPITAL REVIEW**

## Pharmacy groups blast US importation of drugs from Canada

Maia Anderson - Monday, September 28th, 2020

Pharmacy groups are [speaking out](#) against a [final rule](#) from the FDA and HHS that allows importation of prescription drugs from Canada, which the White House claims will bring Americans savings for their medications.

The American Pharmacists Association said that the rule, which was published Sept. 25, jeopardizes patient safety by creating supply chain vulnerabilities that could introduce counterfeit or unsafe drugs.

"APhA is disappointed that FDA would risk the safety and security of our nation's drug supply by creating a complex and convoluted program allowing legal importation of certain drugs from Canada. We believe FDA's new drug importation program is not a safe way to reduce drug prices—and puts patients at risk," the group said in a news release.

APhA also said the act undermines the Drug Supply Chain Security Act by creating supply chain disruptions and product selection confusion that may limit patients' access to drugs and complicates insurance coverage and pharmacy reimbursement.

Tom Kraus, vice president of government relations for the American Society of Health-System Pharmacists, told [Drug Topics](#) it is "deeply concerned that allowing wholesale importation of drugs will punch a massive hole in our nation's drug supply chain, exposing patients to risks and potentially undermining an expensive track-and-trace system that's in the midst of implementation. We are strongly supportive of efforts to reduce drug pricing, but not if, like importation, they come at the expense of patient safety with no guarantee of meaningful cost savings over the long term."

<https://www.beckershospitalreview.com/pharmacy/pharmacy-groups-blast-us-importation-of-drugs-from-canada.html>



## NOCTOPLEX AND LUCIPLEX BOGO OFFERS (through December 31, 2020)!

### “Buy One NoctoPlex Display, Get the Second Display Half Off”.

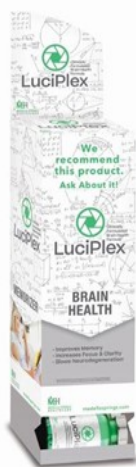


Many Americans are having difficulty sleeping due to stressful times. This program is designed to help AIP members improve OTC sales by offering a clinically proven sleep product at a great value. NoctoPlex does so much more than single ingredient sleep aids. It has 13 ingredients that help ease stress, calm a restless mind, and reset the sleep cycle. Your customers will enjoy the benefits of a restorative sleep and wake up without the morning grogginess. This is a great opportunity to try NoctoPlex and offer exceptional value to your customers!

Here are the details (applies to NoctoPlex Adult and NoctoPlex for Kids):

Cost for first display (12 bottles): \$215.88  
 Cost for second display (12 bottles): \$107.94  
 TOTAL COST for two displays consisting of 24 bottles: \$323.82  
 Margin: 40%  
 MSRP: Buy One Bottle at \$29.99, Get the Second Bottle at \$15.00  
 Also available through consignment

### “Buy One LuciPlex Display, Get the Second Display Free”.



LuciPlex is clinically proven to improve memory, increase focus and clarity, and slow neurodegeneration. Many Americans with a family history of dementia or Alzheimer’s as well as those that may be on certain prescription medications or simply want to maintain their “mental edge” may significantly benefit from LuciPlex. This “Buy One, Get One Free” offer presents exceptional value to AIP customers and can help recapture the store traffic and lost OTC sales resulting from COVID-19. We are confident that your customers will experience the benefits of LuciPlex and return to your store for repeat purchases.

Here are the details:

Cost of first display (12 bottles): \$359.88  
 Cost of second display (12 bottles): FREE  
 TOTAL COST for two displays consisting of 24 bottles: \$359.88  
 Margin: 40%  
 MSRP: “Buy One Bottle for \$49.99, Get the Second Bottle FREE!”  
 Also available through consignment

Please contact Rick Rowe, your Medella Springs representative, to place an order or get additional details. Medella Springs can take all of the risk out of the equation by offering this product on a special consignment option to AIP Member Pharmacies. Ask your Medella Springs representative for details.

Medella Springs Representative: Rick Rowe  
 Email address: [rowe@medellasprings.com](mailto:rowe@medellasprings.com)  
 Phone: (678)469-6093



## Indy Health Launches New Website

Indy Health is happy to announce its site is up and running at [www.indyhealthins.com](http://www.indyhealthins.com). There you are able to review our plan options, enroll through our website and choose a plan that best fits your needs. At Indy Health, we are confident you will see the immediate value of our service offerings.

## KEEP INDEPENDENTS INDEPENDENT

Please don't forget, if you have a desire to sell your pharmacy or if you have an interest in buying a pharmacy, please contact Jeff Lurey at 404-419-8103. We have been quite successful during the past several years at keeping independents independent. We maintain a list of pharmacists who want to buy additional pharmacies and we also keep a list of young pharmacists who want to own a pharmacy. All information is kept strictly confidential.

### AIP MISSION STATEMENT

To advance the concept of pharmacy care. To ensure the economic viability and security of Independent Pharmacy; To provide a forum for Independent Pharmacy to exchange information and develop strategies, goals and objectives; To address the unique business and professional issues of independent pharmacies; To develop and implement marketing opportunities for members of the Academy with emphasis on the third party prescription drug program/benefit market; To provide educational programs designed to enhance the managerial skills of Independent Pharmacy Owners and Managers; and, To establish and implement programs and services designed to assist Independent Pharmacy Owners and Managers.



# GET GOING

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**If you change wholesalers, please be sure to let us know. Please contact Verouschka Betancourt-Whigham "V" at [vbwhigham@gpha.org](mailto:vbwhigham@gpha.org) or 404-419-8102. Thank You**



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