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Chairman's Message

Georgia continues to lead the country in fewest Covid-19 vaccinations. I hope all of you will continue to recommend to your patients how important it is for EVERYONE to get their vaccine.

While we know there are potential adverse effects, which we all should make clear to our patients, the overall benefits certainly far exceed the risks for those who are NOT vaccinated.

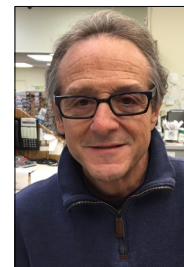
Looks like we will continue to offer PPE for a long time to come. From the Delta variant to the Delta+, Lambda and now the emergence of the Mu variant, this virus is not going away any time soon. Stay safe and healthy!

On another note, while AIP remains the envy of other state pharmacy associations, I believe we can always strive to do better. The AIP BOD had a very insightful meeting a week ago where each board member shared suggestions of how we might be able to grow AIP. First let me say, that approximately 70% of the independents in Georgia are members of AIP. Not bad considering that no buying group or wholesaler can come close to claiming a 70% margin. Yet, I think we can still increase membership through some outreach efforts. In whatever Georgia community your pharmacy is located – or in an adjacent community, please explore whether there are any new pharmacies that have opened or pharmacies that are not members of AIP. Do share your leads with Jeff or your Member Service Representative (MSR). Thanks!

Speaking of MSRs . . . Please give your MSR some time with you or your store manager to discuss some of the current services and partners we are promoting. Let me share with you some of our top partners for AIP. First is Ortho Molecular, a quality line of vitamins & supplements and a super drug nutrient depletion program. It's easy to implement and most importantly, beneficial to our patients. Andrew and Olivia are two of their representatives and cover a good portion of the state.

Prescribe Wellness is another great partner providing electronic refill reminders to the patients, birthday and anniversary wishes, two-way messaging - patient-pharmacy and pharmacy-patient, as well as many other programs.

We now have several CBD partners for you to choose from: PharmaCanna, Enhanced Clinical Nutrition (ECN), Medosi, and Coastal Cannabis Distributors(CCD). Coastal Cannabis is a distributor who represents several different CBD companies and offers a free opening introductory package. Don't miss out on providing CBD products to your patients.



Ira

Continued on Page 3



Save The Date:

◆ **AIP Fall Meeting**
October 24, 2021
Macon Marriott
& Centreplex,
Macon, GA

**Members
Please Be
Aware**

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

BEWARE OF BILLING IVERMECTIN FOR OFF-LABEL USE

Beware of billing ivermectin to third party payers for Covid. We have heard of PBMs auditing and taking payment back because it is “clinically inappropriate.” Medicare and other federal programs do not pay for off-label use. Here is a link from the FDA:

Why You Should Not Use Ivermectin to Treat or Prevent COVID-19

COVID-19. We’ve been living with it for what sometimes seems like forever. Given the number of deaths that have occurred from the disease, it’s perhaps not surprising that some consumers are looking at unconventional treatments, not approved or authorized by the Food and Drug Administration (FDA).

Though this is understandable, please beware. The FDA’s job is to carefully evaluate the scientific data on a drug to be sure that it is both safe and effective for a particular use, and then to decide whether or not to approve it. Using any treatment for COVID-19 that’s not approved or authorized by the FDA, unless part of a clinical trial, can cause serious harm.

There seems to be a growing interest in a drug called ivermectin to treat humans with COVID-19. Ivermectin is often used in the U.S. to treat or prevent parasites in animals. The FDA has received multiple reports of patients who have required medical support and been hospitalized after self-medicating with ivermectin intended for horses.

Here’s What You Need to Know about Ivermectin

- FDA has not approved ivermectin for use in treating or preventing COVID-19 in humans. Ivermectin tablets are approved at very specific doses for some parasitic worms, and there are topical (on the skin) formulations for head lice and skin conditions like rosacea. Ivermectin is not an anti-viral (a drug for treating viruses).
- Taking large doses of this drug is dangerous and can cause serious harm.
- If you have a prescription for ivermectin for an FDA-approved use, get it from a legitimate source and take it exactly as prescribed.
- Never use medications intended for animals on yourself. Ivermectin preparations for animals are very different from those approved for humans.

What is Ivermectin and How is it Used?

Ivermectin tablets are approved by the FDA to treat people with intestinal strongyloidiasis and onchocerciasis, two conditions caused by parasitic worms. In addition, some topical (on the skin) forms of ivermectin are approved to treat external parasites like head lice and for skin conditions such as rosacea.

Some forms of ivermectin are used in animals to prevent heartworm disease and certain internal and external parasites. It’s important to note that these products are different from the ones for people, and safe when used as prescribed for animals, only.

When Can Taking Ivermectin Be Unsafe?

The FDA has not reviewed data to support use of ivermectin in COVID-19 patients to treat or to prevent COVID-19; however, some initial research is underway. Taking a drug for an unapproved use can be very dangerous. This is true of ivermectin, too.

There’s a lot of misinformation around, and you may have heard that it’s okay to take large doses of ivermectin. That is wrong.

Even the levels of ivermectin for approved uses can interact with other medications, like blood-thinners. You can also overdose on ivermectin, which can cause nausea, vomiting, diarrhea, hypotension (low blood pressure), allergic reactions (itching and hives), dizziness, ataxia (problems with balance), seizures, coma and even death.

Ivermectin Products for Animals Are Different from Ivermectin Products for People

For one thing, animal drugs are often highly concentrated because they are used for large animals like horses and cows, which can weigh a lot more than we do—a ton or more. Such high doses can be highly toxic in humans.

Moreover, FDA reviews drugs not just for safety and effectiveness of the active ingredients, but also

Continued on Page 3

We recently picked up a new AIP partner, Norm's Farms which has several forms of organic Elderberry. From various different Elderberry extracts, Gummies and an assortment of jams and jellies.

Also, for those into DME products, check out Lifestyle Mobility Aids. They offer quality products at a fair and reasonable price. They only sell to independents, not the big box stores or any of the direct-to-consumer online stores. They periodically run specials on walkers, rollators, wheelchairs - just to mention a few items.

I don't want to forget one of our early AIP partners, Mason Vitamins. They have been a mainstay for many of our pharmacies for years and let's continue to support them.

Let me not forget the one item EVERY pharmacy needs: ink cartridges. TonerRx has been a partner for many years offering quality ink/toner cartridges at a very reasonable price.

I recently came across a quote which states, "**IF YOU CAN'T FAIL, THEN YOU WILL NEVER SUCCEED.**" Why do I mention this? If you tried something in the past that didn't work out, consider trying again. We need to step away from our comfort zones and try new endeavors, such as bringing in new products or trying new services from our partners. Nothing ventured, nothing gained. Invest a little more in your front end, which YOU can control.

I urge each of you to join the GPhA 100% club by making all your staff pharmacists and technicians a member of GPhA.

Remember, I am always available to help each of you.

As always, it is my pleasure to serve as your chair.

Ira

BEWARE OF BILLING IVERMECTIN FOR OFF-LABEL USE—Continued from Page 2

for the inactive ingredients. Many inactive ingredients found in animal products aren't evaluated for use in people. Or they are included in much greater quantity than those used in people. In some cases, we don't know how those inactive ingredients will affect how ivermectin is absorbed in the human body.

Meanwhile, effective [ways to limit the spread of COVID-19](#) continue to be to wear your mask, stay at least 6 feet from others who don't live with you, wash hands frequently, and avoid crowds.

<https://www.fda.gov/consumers/consumer-updates/why-you-should-not-use-ivermectin-treat-or-prevent-covid-19>



Now, Saturday, November 13, 2021
South University, Savannah, Georgia
<https://www.gpha.org/tech-u-2.0/>

What is TechU?

TechU is a one-day CE and social program, developed by GPhA pharmacy techs for pharmacy techs. TechU is back with three hours of CE and a dinner event in Savannah.

Location

South University
 709 Mall Boulevard
 Savannah, GA 31406

Cost

Register by October 13 for the early bird rates:
 GPhA Members: \$35
 Non-Members: \$45

Questions?

Contact Mary Ritchie, GPhA Membership
 mritchie@gpha.org, (404) 419-8115

After October 13:

GPhA Members: \$39
 Non-Members: \$49

COVID-19 Booster Dose Guidance

Please see below for updated booster dose guidance:

- Administration of the product off label may not be covered under the PREP Act or the PREP Act declaration; therefore, providers may not have immunity from claims.
- Individuals who receive an off-label dose may not be eligible for compensation under the Countermeasures Injury Compensation Program after a possible adverse event.
- CDC has defined the scope of the CDC COVID-19 Vaccination Program in terms of how the USG-provided vaccines may be used in the program. Providers giving off-label doses would be in violation of the CDC Program provider agreement potentially impacting their ability to remain a provider in the CDC program.
- Administration fees may not be reimbursable by payers.

COVID-19 Vaccine Team

Georgia Department of Public Health
 Division of Medical and Clinical Services
 2 Peachtree Street NW, 13th floor
 Atlanta, GA 30303

DPH online: www.dph.ga.gov

DPH on Facebook: www.facebook.com/GaDPH

DPH on Twitter: www.twitter.com/GaDPH



PBMs: 21st century robber barons

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

Jeff Bezos, founder of Amazon and the richest man on the planet, was in the news for a couple of reasons this summer. One, for taking a sub-orbital space jaunt, and two, for his comments that some viewed as interstellar tone deafness: "I want to thank every Amazon employee and every Amazon customer, because you guys paid for all of this," said Bezos, whose net worth is approximately \$214 billion.

I'm far from a history buff, but I like the History Channel series about the individuals who built America. Bezos' comments reminded me of a recent History Channel podcast and the National Community Pharmacists Association's outreach to the Federal Trade Commission.

"Robber barons" was a not-so-flattering term used to describe industrialists in the late 19th and early 20th century who helped inspire the need for the Sherman Antitrust Act. As a quick refresher, the Sherman Act was created to promote economic fairness and competition. It passed 51-1 in the Senate (the only vote against was by Sen. Rufus Blodgett, a one-term senator from New Jersey who was superintendent of the railroads for 25 years) and 242-0 in the House.

"Robber baron" was a pejorative term directed at monopolists who engaged in unethical business practices, exploited their workers, and cared little about their customers or competition. Names from that era that are often mentioned in the same breath with robber baron include John Rockefeller, Cornelius Vanderbilt, and J.P. Morgan.

The FTC was created in 1914, not coincidentally as the U.S. was trying to rein in robber baron behavior and protect consumers from their one-sided practices. Community pharmacy has its own version of robber barons called pharmacy benefit managers. PBMs produce some of the same anti-consumer, anti-small business, anti-competition results as the robber barons from more than a century ago. For many years, the FTC has allowed PBMs to grow bigger and exert their market leverage to the benefit of shareholders and at the expense of small businesses and consumers. But lately there have been some signs of changing attitudes.

The Biden and Trump administrations are very different, but so-called "Big Tech" companies like Facebook, Amazon, and Google have drawn the attention of both. In July, President Biden signed an executive order directing federal regulators to look into the impact of corporate consolidations that have resulted in oligopolies in several industries, including PBMs in health care.

NCPA has been a constant voice at the FTC for decades, flagging our concerns with the one-sided, take-it-or-leave-it PBM contracts, patient steering, and the problems with PBM-owned and -affiliated pharmacies that decide the reimbursement of their competitors. Lina Khan, a vocal critic of Big Tech, has been named FTC Chair. NCPA congratulated Khan on her appointment. Additionally, NCPA General Counsel Matt Seiler was able to get a slot to present to the FTC commissioners in their first public forum and we also have spoken with White House advisers about the need for anti-trust oversight.

There is momentum here for probes into what we contend is anti-competitive behavior. Change won't come easy or fast. The FTC provides guidance but it's Congress that makes laws and it's courts that referee those laws. There are 40 years of legal precedence in which courts have supported practices that have led to the current situation. It will take some time to evolve to a pro-consumer state. But the recent actions are encouraging.

Robber barons beware.

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



**Atlanta Braves vs. New York Mets
Sunday, October 3, 2021**

**2:00 pm early access to Xfinity Cabanas
3:20 pm game starts**

**Tickets \$54 (section 214),
includes \$10 beverage credit**

Georgia Pharmacy Day at the Braves
Last game of the regular season!

Sign up today!
<https://www.gpha.org/braves>

High trust in doctors, nurses in US, AP-NORC poll finds

By EMILY SWANSON and TOM MURPHY August 10, 2021

WASHINGTON (AP) — Most Americans have high trust in doctors, nurses and pharmacists, a new poll finds.

Researchers say that trust could become important in the push to increase COVID-19 vaccinations, as long as unvaccinated people have care providers they know and are open to hearing new information about the vaccines.

At least 7 in 10 Americans trust doctors, nurses and pharmacists to do what's right for them and their families either most or all of the time, according to the poll from the University of Chicago Harris School of Public Policy and [The Associated Press-NORC Center for Public Affairs Research](#).

The poll shows high levels of trust among both Democrats and Republicans; men and women; and white, Black and Hispanic Americans.

When people get treatment or a service from a doctor or a nurse, they start building trust and then tend to return to those providers when they need more help or have questions about a health issue, said Michelle Strollo, a senior vice president in NORC's Health Research Group.

"Public health officials should really look to doctors, nurses and pharmacists to be the megaphone to deliver the message of the importance of getting vaccinated," she said.

Polling from the nonprofit Kaiser Family Foundation [in June](#) also showed people trusted doctors for information about the vaccine more than other sources like the Centers for Disease Control and Prevention and Dr. Anthony Fauci, the U.S. government's top infectious disease expert.

COVID-19 case levels are soaring across the country, driven by a highly contagious [virus variant](#) that mostly infects unvaccinated people, according to public health experts. President Joe Biden and others have pleaded with Americans to get the shots.

The COVID-19 vaccines have been widely available since spring, and [the CDC reports](#) that 71% of U.S. adults have received at least one dose.

Recently retired cardiologist Paul Vaitkus said he encouraged many of his patients, some of whom have been seeing him for years, to get the vaccine due to their health conditions. He thinks they listened to him.

"As a doctor, my patient knows me and they sized me up eye to eye," the 62-year-old Gurnee, Illinois, resident said. "They know that I'm honest."

Care providers could help encourage people to get vaccines, but the country's fragmented health care system presents an obstacle.

Vaccination rates are low among the uninsured, noted Liz Hamel, director of public opinion and survey research for Kaiser.

"Those are the same people who are less likely to be in regular health care, to have those interactions with doctors and providers," she said.

The same holds true for younger adults, who also have low vaccination rates. They are less likely to see a doctor regularly or get preventive care like annual checkups.

Plus, just getting someone into a doctor's office or drugstore offers no guarantee that the patient will become vaccinated.

Hamel noted that attitudes toward the shots have become so politicized that people who trust a doctor to give them advice about other issues may not be open to hearing more about the vaccines.

"I think some people, based on politics, have completely closed off," she said.

Doctors earn broad trust from the American public, and a slim majority are in favor of federal funding for increasing the number of doctors, according to the AP-NORC poll. But only about 2 in 10 support government funds for increasing doctors' pay. Half of Americans say doctors are paid about right.

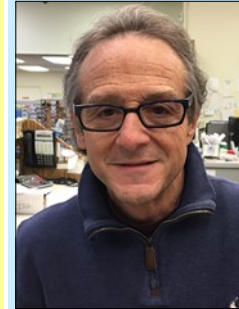
However, most Americans, including majorities of both Democrats and Republicans, think nurses and health care aides are underpaid.

Even as the COVID-19 pandemic continues to plague the U.S., the poll finds no significant shifts in opinions about health care policies, including the Affordable Care Act, a single payer health system or a public option.

Murphy reported from Indianapolis.

The AP-NORC poll of 1,071 adults was conducted from June 10 to June 14. It used a sample drawn from NORC's probability-based AmeriSpeak Panel, which is designed to be representative of the U.S. population. The margin of sampling error for all respondents is plus or minus 4.2 percentage points.

NCPA 2021 Willard B. Simmons Independent Pharmacist of the Year Award – Ira Katz, RPh



Ira Katz has been selected as the NCPA Willard B. Simmons Independent Pharmacist of the Year! Such exciting news! The award will be presented at the 123rd Annual NCPA Convention

in Charlotte, NC, during the Second General Session on Monday, October 11, in the Crown Ballroom of the Charlotte Convention Center. The award is sponsored by Upsher Smith Laboratories, LLC.

Congratulations Ira!!!!

Fall Virtual Medicaid Fair Save the Date

The Department of Community Health (DCH) and Gainwell Technologies encourage you to save the date for our Fall Virtual Medicaid Fair!

Thursday, October 28, 2021

The Virtual Medicaid Fair will offer important updates on emergent issues by DCH leadership and several break-out sessions covering a variety of topics. **Please stay tuned for additional details. Registration information will be posted soon.**

Want to help shape our agenda?

To ensure our planned break-out sessions (including time for questions and answers) address relevant topics for you, please submit your suggested breakout topics to GeorgiaMedicaidFair@dxc.com no later than **Monday, August 23, 2021**. The agenda will be developed based on your feedback.

Thank you for your continued participation in the Georgia Medicaid program. We look forward to our virtual fair on **Thursday, October 28, 2021**.

AIP Partners, Endorsed Vendors, and Wholesalers

Partners

CBD

Coastal Cannabis Distributors

Josh Kent
843-300-2050
josh@coastalcannabis.com

Enhanced Clinical Nutrition

Joe Lake
405-514-8903
joe@enhancedcn.com

Medosi

Pamela Horner-Murray
(240) 383-6410
phornermurray@medosi.com
www.medosi.com/aip

PharmaCanna

Ralph Jimenez
561-346-3859
ralph@pharmacanna.us

CBD/PPE/Sanitizer

Pretoria Fields Collective

Albert Ethridge
229-364-2270
aethridge@pretoriafields.com
Tony Singletary
tsingletary@pretoriafields.com
229-869-3981

Durable Medical Equipment

Lifestyle Mobility Aids
Jim White
727-214-3551
jwhite@lifestylemobilityaids.com

Eyewear

Horisun

Roger Wallace
478-864-3005
roger@horisunbrands.com

Greeting Cards & Bags/Paper

Aline Greetings

704 West Marshall St
Norristown, PA 19401
(o) 800-355-2273
(f) 610-279-3858
Contact: Carol Jacobs; 678-525-5087
cjacobs@alinegreetings.com

Incontinence Supplies

TZMO USA, Inc. – Seni

Magdalena Przytulska
770-680-1365
magdalena.przytulska@tzmousa.com
www.seni-usa.com

Return Goods Processor

PharmaLink Inc.

Tel. #800-257-3527
www.pharmalinkinc.com/Home.aspxPharmacy Returns Logistics
PO Box 391
Branford, FL 32008
Tel. # 800-980-5902; 386-935-0876
Fax # 386-935-4802

Return Solutions, Inc.

Adrienne Vandergriff
865-777-4582
avandergriff@drugreturns.com
Sherry Haas
865-777-4569
shaas@drugreturns.com
www.drugreturns.com

Sun Care

Klenskin

Wayne Thaler
912-656-9161 or 856-896-8261
wayne@klenskin.com

Supplements

Frontline Nutrition

Pete Nagel, 912-687-5512
Ben Ross, 912-531-0095
info@frontlinenutrition.org

Mason Vitamins, Inc.

5105 Northwest 159th Street
Miami Lakes, FL 33014-6370
Tel. # 800-327-6005
Fax # 800-328-3944
Contact: Gary Pigott, VP Sales 305-624-5557 ext.8301; Direct: 305-914-8301
Charles Thompson; 1-800-327-6005 ext 6812; Charles@MasonVitamins.com

Medella Springs Healthcare

(Noctoplex, Luciplex)
Rick Rowe
678-469-6093
rrowe@medellasprings.com

Norms Farms

(Elderberry)
Ira Planer
919-349-0942
ira@normsfarms.com

Ortho Molecular Products, Inc.

Andrew Anderson
800-332-2351 or 904-252-3602 (Direct)
a.anderson@ompimail.com

PURE Encapsulations

Jason Lockhart
205-276-5520
jlockhart@purecaps.com

Toner Supplies

TonerRx

Richard Diamond
888 742-8870
Customerservice@tonerrx.com

Topical Magnesium

Dr. Zogg's

Keith Walsh
404-964-3500
kwalsh@vibrinthealth.com

Pharmacy Services

Prescribe Wellness

95 Argonaut #210
Aliso Viejo, CA 92656
Tel# 800-960-8147
Fax# 866-308-1313

Endorsed Vendors

Community Benefits

alignRx

5665 Atlanta Hwy; Ste. 103-317
Alpharetta, GA 30005
(o) 404-783-2020
Contact: Gerry Purcell
E-Mail: gerrypurcell@alignRx.com

Janssen Connect

1125 Trenton-Harbourton Road
Titusville, NJ 08560
David Austin; 770-262-2784
daustin@its.jnj.com
Kristi Thomas; 770-827-7139
kthoma19@its.jnj.com

Pain Control

Buzzy

MMJ Labs LLC
322 Sutherland Place
Atlanta, GA 30307
www.buzzy4shots.com
(o) 877-805-2899
(f) 1 404 963 5075
Contact: Amanda Bell-Kirson 877-805-2899 ext. 102
E-Mail: abellkirson@mmjllabs.com

Diabetic Shoes

Dr. Comfort

103000 North Enterprise Drive
Mequon, WI 53092
Tel. # 800-556-5572
Fax # 262-242-9300
Contact Person: Nancy Carr 561-891-9535, nancyc@drcomfortdpm.com
www.drcomfortdpm.com

AIP Partners, Endorsed Vendors, and Wholesalers

Prescription Flavoring System

FLAVORx, Inc.

8120 Woodmont Ave., Ste. 600
Bethesda, MD 20814
Tel. #800-884-5771
Fax # 301-654-1117
www.flavorx.com
flavorrx@aol.com

Telephone Hold Messages

Information On Hold

213 West Rutherford Street
Athens, GA 30605
Tel. # 1-800-849-9098 or 706-549-5488
Contact Person: Dan Greene
Infohold@aol.com

Prescription Labels, Bags, Vials, Specialty Advertising

Kelestan Packaging, Inc.

kelestan@jetbroadband.com
809 Confederate Blvd.
Appomattox, VA 24522
Tel#: 1-800-533-4125; Fax 434-352-3148
John Kalvelage; 800-833-3266

Pharmacy-Lite Packaging

3960 Landmark Drive
Douglasville, GA 30135
Tel. # 770-489-0892; Fax # 770-577-3242

Samuels Products, Inc.

9851 Redhill Drive
Cincinnati, OH 45242
Tel: 800-543-7155 Fax: 513-891-4520
Fred Barksdale (800-621-8109, Fax 770-491-9558)

Pharmacy Automation

Kirby Lester

13700 Irma Lee Court
Lake Forest, IL 60045
Tel# 847-784-3437
Fax# 847-984-3366

Blood Glucose Monitors

Lifescan

17725 Circle Pond Court
Boca Raton, FL 33496
www.lifescan.com
800-600-7226; Fax 561-852-1960
Julia Kinard, Account Rep
866-624-5453, Fax 770-513-2301
2420 Valentine's Court
Lawrenceville, GA 30043
Jill Kozlowski, Account Manager
877-629-2510; Cell 954-288-2288

Loan Services

Live Oak Bank

1741 Tiburon Drive
Wilmington NC 28403
Tel# (910) 550-2308
Fax# (910) 790-5868
Contact: Sarah Carroll; (910) 550-2308
sarah.carroll@liveoakbank.com
www.liveoakbank.com

Wound Care

Molecular Therapeutics

(SilvaKlenz,Silvion)
www.molecularTpharma.com
1135 Cedar Shoals Dr, Building 6, Suite A
Athens, GA 30605
Contact: Mary Hansford; 706-224-9024
AIP@molecularTpharma.com

DME Accreditation Service

Network Accreditation Services, Inc. (NASI)

PO Box 852, 201 Depot Street
Latrobe, PA 15650
Tel. # 866-606-3211; Fax # 724-805-0314
Contact Person: Harry Lattanzio,
prsinfo@prsr.com
www.prsrx.com

Insurance

Pharmacists Mutual

975 Whitehead Road
Sugar Hill, GA 30518
Tel# 678-714-9198; Fax# 515-295-4704
Contact: Hutton Madden
hutton.madden@phmic.com

Pharmacy Design & Fixtures

Retail Designs, Incorporated

5121 Maryland Way, S. 110
PO Box 383
Brentwood, TN 37024
Tel. # 615-373-3973; Fax # 615-373-9458
Contact Person: J. Nolan Mitchell,
nmitchell@retaildesignsinc.com
www.retaildesignsinc.com

Pharmacy Point of Sale Provider

Retail Management Solutions

101 North Capitol Way
Suite 200
Olynapia, WA 98501
Tel. # 360-438-8276, Fax # 360-438-8284
Contact Person: Mike Gross; 813-684-3151; cell: 407-766-7991;
mikeg@rm-solutions.com
www.rm-solutions.com

Professional Weight Loss

Take Charge

Tel# 800-782-3444
Terry Forshee, RPh; 800-782-3444;
info@takechargerx.com
www.takechargerx.com

Voice Processing Professionals

Voice-Tech

720 Commerce Drive, Suite 104
Venice, FL 34292
Tel: 800-325-2017; 941-486-0150; Fax:
941-485-6659
Joan Bobowiec, Sr.Sales Exec. (Ext. 221)
Lori Blitch, Marketing & Event
Coordinator (Ext. 227)
lblitch@voicetechinc.com
www.voicetechinc.com

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2100 Directors Row
Orlando, FL 32809
Phone: 800-540-3991
Fax: 407-816-2241
Rodney T. Eberhardt; 404-353-7585

Cardinal Health

500 Jerry Steele Lane
McDonough, GA 30253
Phone: (866) 314-4567
Fax: (678) 583-2807
Todd Wright,
todd.wright@cardinalhealth.com

McKesson

2975 Evergreen Drive
Duluth, GA 30096
Phone: (800) 241-8911,
Fax: (770) 497-1831
Retail and Institutional Sales
(770) 813-7914

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410 Kay Lane
Shreveport LA 71115
Phone: (800) 388-3833
Fax: (318) 798-6007
Gary Lane, Business Development
(423) 486-0489

Smith Drug Company

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Spartanburg, SC 29301
Phone: 800-572-1216
Fax: 864-591-0333
DeWayne Benson, Divisional Vice
President, Sales / Business Development
1-800-572-1216 ext 1452

New AIP Partner



Norm's Farms is excited to be the newest partner for The Association of Independent Pharmacists, and we're looking forward to working with you! We're a nature to nurture company. Our farms specialize in the American elderberry, and our immune supplements are backed by rigorous, 3rd party testing for **authenticity, potency, and purity.**

We practice **sustainable agriculture, vertical integration, and provide quality elderberry products** from our family to yours.

We're unique in that we care for our American elderberries throughout the entire life cycle, from cultivation in the fields to the goods your customers bring home. Having control over the whole supply chain means we are uniquely positioned to consistently meet the demand of your customers.

We believe in keeping it real. Our people work hard to feed families effective, daily elderberry support—**from nature to nurture.**

Continued on Page 10

AIP Fall 2021 CE Sessions - Sunday, October 24, 2021

Macon Marriott & Centreplex
Macon, GA

9:00 am – 10:00 am **The Pharmacy of the Future** (Presented by Jake Galdo, PharmD)

Community pharmacies continue to undergo a bifurcation. The backbone of medication dispensing has become a commodity – and the pharmacy of the future is more focused on what a patient does with a medication, not how a patient gets it. This course will describe a vision of the community pharmacy of the future – defined by the services happening today. (UAN: 0142-0000-21-037-L04-P/T; CPE hours: 1.0; Activity type: Knowledge; Target Audience: Pharmacists and pharmacy technicians)

Learning Objectives for pharmacists

At the completion of this activity, the participant will be able to:
Describe the current financial and professional status of community pharmacies.
List quality measures designed for community pharmacy practice.
Discuss services that optimize patient care.

Learning Objectives for pharmacy techs

At the completion of this activity, the participant will be able to:
Describe the current financial and professional status of community pharmacies.
List quality measures designed for community pharmacy practice.
Discuss pharmacy technician activities that assist the pharmacist in optimizing patient care.

10:00 am – 11:00 am **340B: Is it for me?** (Presented by Amanda Gaddy, RPh)

340B allows pharmacies to partner with local communities to expand healthcare services. This program will give an entry level overview by reviewing the requirements and benefits of participation for the pharmacy, the enrollment process, and ongoing monitoring. (UAN: 0142-0000-21-036-L04-P/T; CPE hours: 1.0; Activity type: Knowledge; Target Audience: Pharmacists and pharmacy technicians)

Learning Objectives for pharmacists

At the completion of this activity, the participant will be able to:
Explain the fundamental basics and potential benefits of a 340B program.
Discuss potential partnership opportunities with Covered Entities.
Identify key components of the Pharmacy Services Agreement.
Review best practice procedures for operationalizing a Contract Pharmacy.

Learning Objectives for pharmacy techs

At the completion of this activity, the participant will be able to:
Explain the fundamental basics and potential benefits of a 340B program.
Discuss potential partnership opportunities with Covered Entities.
Identify key roles pharmacy technicians play in assisting the pharmacist with managing a 340B program.

1:00 pm – 2:00 pm **COVID-19 and Community Pharmacy** (Presented by Patrick Chancy, PharmD)

Independent community pharmacies are critical to healthcare all throughout Georgia and at no time have they shined more than the COVID-19 pandemic. Today's session will focus on what services can be provided to make your pharmacy an access point to care. In addition, ensuring that you are using your skills as a vaccinator to provide the COVID vaccine efficiently and effectively. (UAN: 0142-0000-21-038-L04-P/T; CPE hours: 1.0; Activity type: Knowledge; Target Audience: Pharmacists and pharmacy technicians)

Learning Objectives for pharmacists

At the completion of this activity, the participant will be able to:
Discuss what services can be a differentiators for your pharmacy during COVID-19.
Identify best practices around administering COVID-19 vaccines for the community.
Discuss how crisis management and a focus on team burnout can be handled.

Learning Objectives for pharmacy techs

At the completion of this activity, the participant will be able to:
Discuss what services can be a differentiators for your pharmacy during COVID-19.
List best practice steps with administering COVID-19 vaccines for the community.
Discuss the pharmacy technician role(s) in helping with crisis management and preventing team burnout.

About your speakers:

Patrick Chancy, PharmD: Patrick Chancy is a third-generation pharmacist from Hahira, Ga. He graduated from the University of Georgia College of Pharmacy in 2017 and continued his education as a PGY-I Community-based Resident at Moose Pharmacy through 2018. He now serves at the Clinical Services Coordinator for Chancy Drugs and is currently a member of the CPESN Ga Board of Directors.

Amanda Gaddy, RPh: Amanda Gaddy champions local community pharmacies, helping optimize business operations so they can better serve the community at large. As Director of Clinical Services for Georgia Pharmacy Association's Academy of Independent Pharmacy, she acts as an education resource, assisting pharmacies with their clinical programs and supplying auditing support to ensure their business runs smoothly. Amanda is also the Co-Founder of Secure340B: a company focused on helping pharmacies navigate and utilize the 340B program so they can improve the welfare of the community they serve.

Jake Galdo, PharmD: Jake Galdo co-founded and is CEO of a new company, Seguridad, establishing a 'star rating' for community pharmacy quality. He also helps lead content and course development at CEimpact. Dr. Galdo also spends his professional time staffing in a neighborhood community pharmacy, developing innovative clinical services, and representing the profession of pharmacy on various boards and advisory committees for regional and national organizations.



GPhA is accredited by the Accreditation Council for Pharmacy Education as a provider of continuing pharmacy education.



AIP Fall Meeting

Sunday, October 24, 2021

Macon Marriott & Centreplex Macon, GA

SAVE THE DATE

- CE Programs
- Legislative Update
- Network with Colleagues
- Meet with Partners



Tentative Agenda

8:00–9:00 am Registration & Continental Breakfast

9:00–11:00 am CE Programs

11:00–12:00 pm Meet with Partners

12:00–1:00 pm Lunch

1:00–3:00 pm CE Programs

3:00 pm Adjourn

HOPE YOU CAN ATTEND THIS YEAR'S AIP FALL 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: _____

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New AIP Partner: Coastal Cannabis Distributors

Coastal Cannabis Distributors is family owned and operated out of Charleston SC since 2018. They work exclusively with over 400 Independent Pharmacies in the Southeast, spanning from DC to Florida. Their Pharmacy Program focuses heavily on Service, Support and Selection. With a selection of over 400+ CBD and Delta-8 SKUs from the Top 10 Manufacturers in our Nation, you are certain to find what you are looking for!

Coastal is partnered with the Cannabis Manufacturers who have set the Industry Standard for Excellence like Green Roads, Charlotte's Web, cbdMD and many more. This allows Coastal to ensure that your patients have access to the highest quality and most vigorously tested products available on the market today. Coastal is also known for having the #1 largest selection of Pharmacist-formulated Delta-8 and Delta-10 THC products.

As a partner of AIP, Coastal Cannabis Distributors is offering 50 **FREE** Delta-8 THC starter kits to AIP Members on a first come first serve basis. This starter package includes a great selection of Delta-8 oils, capsules and edibles, and includes custom brochures and yard signage as well. Patients of the Doctors and Pharmacists that Coastal works with are reporting incredible results for both sleep and pain. Every Pharmacy that currently stocks Coastal's Delta-8 products can not keep them on the shelves.

Call us today to receive your **FREE** Delta-8 THC starter kit, and watch your sales grow! Call 843-300-2050 NOW!

<https://www.flipsnack.com/CannabisPharmacy/free-d8-starter-kit.html>

Learn more @ CBDrefguide.com

Watch videos @ youtube.com/Coastalcbd



Josh Kent

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josh@coastalcannabis.com



NEW PARTNER—NORM'S FARMS—Continued from Page 8

Our top selling supplements include our Elderberry Extract, our Elderberry Wellness Syrup (extract with added honey, cinnamon and cloves), and our USDA Organic Elderberry Gummies that contain probiotics, Vitamin C and Zinc for whole body health!

We have the only true Elderberry Extract on the market today, and it has a growing cult following. We use a gentle, proprietary process to collect the whole fruit and produce a pure extract from simple, all-natural ingredients. We know potency and quality are the things our customers value, and it's what we aim to consistently deliver with all our products.

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We test all our supplements for polyphenols and anthocyanins—the nutrients that give elderberry its immune boosting qualities—through USP Monograph quality standards. These high standards take a look at the identity, strength, purity, and performance of our ingredients.

In addition, we also have every Norm's Farms supplement TRU-ID tested for authenticity. It's just another way we make sure we're delivering quality elderberry products to you and your customers. Transparency is a matter of principle and honesty, and it's the foundation Norm's Farms is built on.

We are looking forward to working with each of you! For orders and questions please reach out to me at: ira@normsfarms.com/919-349-0942 (M)/www.NormsFarms.com

Be Well, Get Elderberry! - Ira Planer



Elderberry Supplements



Elderberry Jams & Jellies



Elderberry Gummies



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.



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Pharmacy Quality™

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Safety Tip

POLICIES AND PROCEDURES

Have policies and procedures in place that would prevent unsafe events in your pharmacy and be sure they are understood and followed by all staff.



For more information about the APMS PSO Continuous Quality Improvement (CQI) program, go to <https://medicationsafety.org> or give APMS® a call at (866)365-7472!



Friday, September 24, 2021
Ready. Aim. Phire!, Gay, Georgia
<https://www.gpha.org/ready-aim-phire>

It's time to be together, get outside, and have fun for a great cause! Come together with GPhA members, pharmacy vendors, and affiliates for some friendly competition at our unique sporting clays fundraiser.

Location

Big Red Oak Shooting Preserve
8428 Greenville Street
Gay, Georgia 30218

Friday, September 24, 2021

1:00 - 1:30 pm Check-in & instruction
1:30 - 4:00 pm Competition
4:00 - 5:30 pm Raffle, awards, barbeque, & beer!

Questions?

Contact Teresa Tatum, GPhF Director
ttatum@gpha.org, (404) 419-8120

