



COMMUNITY PHARMACY FOR THE FUTURE

Featured Article

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RxPlus Mission

RxPlus Pharmacies, Inc. is an organization of health care providers which creates value by promoting the economic, professional, educational, and political advancement of community pharmacy. We do this for the health and well being of our communities.

If you find any errors or omissions, or if you have any comments regarding the Website, you can fill out the email form following the "Contact Us" button of the homepage!



To Fellow RxPlus Members,

We have just attended our first RxPlus Annual Meeting. We travelled all the way from Prince of Wales Island in rural Alaska to get to this meeting. In our opinion, this event was well worth the time it took for us to get to CO from AK in order to attend. We would like to mention some of the reasons we feel this meeting was important.

First of all, just the opportunity to network with other pharmacy owners was well worth the trip. We have been to many other different kinds of pharmacy meetings in the past. But the fact that we were able to meet and compare notes with other independent owners was great. Our pharmacy, Whale Tail Pharmacy, is in a small town in a rural area of remote Alaska. We have been to NCPA meetings in the past, but this was the first meeting we've attended where many of the participants were also from small towns out in the boonies. It was amazing to be able to visit with owners from rural Colorado, Wyoming, Utah and Nebraska as well as from Washington State - which is from our area of the U.S. We immediately realized that we had many things in common with these other owners as well as with some of the staff who attended.

We also really appreciated the special meeting on 340B contracting which was scheduled the night before the formal meeting began. We thought we knew a lot about this issue. We found out that we still had a LOT to learn. Many thanks to Tom Gierwatoski who presented. Again, we felt this meeting alone was worth the time and expense of attending. Tom is actually con-



tracting to provide 340B pharmacy services. If you do not know about this issue, we would suggest that you get with RxPlus staff members to find out more about 340B. This is certainly an issue in both urban and rural Alaska.

Speaking of RxPlus staff, we got the distinct impression that these folks were passionate about their jobs and about working for us. And that job is helping us as owners be successful in running an independent pharmacy business so that we can serve our respective communities. The RxPlus staff was open, helpful, knowledgeable and very friendly. We felt like they really knew what they were doing. It was great to be able to put a face to folks who had been helping us via phone and email over the years. The staff was able to field most of the questions we had. If they didn't know the answers, they asked somebody who did. Again, just being able to interact with RxPlus staff was well worth the time and expense of attending the annual meeting.

President's Message

Greetings fellow RxPlus members,

By now most if not all of you, are benefitting from our new affiliation with IPC and AAP. I know we all appreciate more money in our pockets, but that's not the only benefit received from these affiliations. The RxPlus Board of Directors met for our annual strategic planning meeting in February to discuss where RxPlus goes from here. We are quite excited about the possibilities for RxPlus and its' member stores as we continue to work for the success of our independent pharmacy owners. As you know, RxPlus is very active politically in the local/regional setting and our organization has had great success for independent pharmacy in this area. This organization has also been a pioneer in the areas of 340B, student education relating to independent pharmacy and management, as well as succession planning. It was very encouraging to hear that our new national affiliates also hold these topics to be very important for the future of pharmacy and that they need our expertise to aid in the implementation of many projects on a national level. Ever the optimist, I see this as another incredible opportunity for the growth and expansion of RxPlus past what anyone could have foreseen just a few years ago! That growth and expansion would mean greater protection, greater stability, and greater profits for its members. It was beat into my head in my beginning years at Wal-^{&^*\$#%*!#} "If we are not growing we are dying". I hate to give them the credit for that saying, but it has never been truer as it is today!

The bottom line is RxPlus Pharmacies exists for the benefit of its' members and without active members this organization doesn't exist. If you have never been invited to attend a quarterly board meeting, consider this your invitation. If you have never been approached about serving on a committee, don't wait for the office to call you. Your board is always looking for new thoughts and ways to support the stores and enhance profitability. Our next meeting is in May. Please call the office for the exact date and time. I look forward to seeing you there!

Your Servant in Pharmacy,
Kirk Bemis
RxPlus Pharmacies Co-President

Executive Director's Message

We have finalized our affiliations with both IPC (McKesson) and AAP (Cardinal) and I thought I would give you a brief outline of what exactly that means to you as a member of RxPlus.

1. We are now part of a 7,000 independent store purchasing organization.
 - i) What does that mean to you?
 - (a) You have the best possible overall wholesaler pricing and rebate structure in any market.
2. As a member of RxPlus you have the ability to purchase from both the IPC and API warehouse regardless of who your wholesaler is.
 - i) What does that mean to you?
 - (1) Both warehouses are member owned which means any profits made are returned to the membership.
 - (2) Best available bottom line pricing in the market.
3. Third party contracting (PSAO). You are now able to utilize a non-wholesaler PSAO whether you are with Cardinal or McKesson. Our new contract with McKesson no longer mandates the use of Access Health. AAP merged with United Drug a few years ago and that PSAO is available through our Cardinal members.
 - (1) What does that mean to you?
 - (a) RxPlus has been affiliated with RxSelect for a number of years now and have many members utilizing them for:
 1. Third party contracting
 2. Switching
 3. Reconciliation
 - (b) Both AAP and RxSelect are pharmacist run PSAO's so they understand the needs of the community pharmacist.

Cont. on enclosed insert

GOVERNMENTAL AFFAIRS REPORT

Governmental Affairs Newsletter Update
By Brad Young

April 2013

Colorado Bills: The Colorado Legislature adjourns on Wednesday, May 8.

HB13-1221 PBM Audit Bill by Representative Jenise May (D-Aurora) and Senator Lois Tochtrop (D-Thornton): The bill passed the House and Senate unanimously and has been sent to the Governor for signature. We worked on compromise language with the health plans and the PBMs for over a year, and were fortunate to have strong bill sponsors in both the House and the Senate. The bill puts into statute language that: requires a benefit manager to adopt a formal appeals process; disallows recoupment for clerical errors; requires a 7 day notice of an on-site audit unless there is an indication of fraud; prohibits extrapolation; and allows a pharmacy to submit medical records and submit documentation electronically.

HB13-1068 Concerning Medicaid Audits by Representative Dave Young (D-Greeley) and Senator Lois Tochtrop (D-Thornton): The bill has passed the House and Senate after being heavily amended. The amendments assure that the Department will not use the federal Accountable Care Act (ObamaCare) to implement abusive Medicaid audit practices.

HB13-1121 Concerning Substitution by Pharmacists of Biosimilars by Representatives Carol Murray and Sue Schafer and Senators Rollie Heath (D-Boulder) and Ellen Roberts (R-Durango): The bill defines biosimilars, allows for pharmacists to substitute an FDA approved biosimilar that is interchangeable with the prescribed product, and requires notification of the prescriber with 5 days. The bill is the product of PHRMA giant, Amgen. **Prescriber notification is opposed by the health plans.** The bill passed the House but has stalled in the Senate, where it doesn't have the votes to pass at this time.

Comprehensive Medication Management:

We have been working with Glaxo-Smith-Kline and IPC on a bill that would require Medicaid managed care organizations to contract with pharmacists to perform Comprehensive Medication Management services for patients who take 5 or more medications and have 2 or more chronic conditions. A bill has NOT been introduced yet, but possible sponsors in strong leadership positions from both parties are interested. Time is running short, but we are optimistic that by working with the Department and bill sponsors it may be possible to make some progress for pharmacy services.

Mark your Calendar

Nebraska Pharmacy Association
Annual Convention
Lincoln, NE
April 5-6, 2013

AAP
2013 Annual Conference
San Antonio, TX
April 25-27, 2013

IPC
Member Conference
Palm Springs, CA
April 25-27, 2013

Colorado Pharmacists Society
Annual Meeting & Exhibition
Colorado Springs, CO
May 30-June 1, 2013

Northwest Pharmacy Convention
Coeur d'Alene, ID
May 30-June 2, 2013

Wyoming Pharmacy Association
Annual Convention
Laramie, WY
June 20-23, 2013

New Mexico Pharmacists Association
84th Annual Convention
Albuquerque, NM
June 22-23, 2013

McKesson Trade Show
Las Vegas, NV
June 26-30, 2013

Cardinal Trade Show
Seattle, WA
August 7-10, 2013

RxPlus Pharmacies 31st Annual
Meeting
Westin Westminster
Westminster, CO
August 15-18, 2013

NCPA 115th Annual Convention
and Trade Show
Lake Buena Vista, FL
October 12-16, 2013



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www.rxplus.com, call the office at 303-463-4875 for your
member login id and password!

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Featured Article Cont.

Another thing. There was an exhibition floor with representatives from the "preferred vendors". We were able to have long discussions with representatives from the wholesalers. RxPlus staff even arranged a special meeting with a big cheese from our wholesaler. Just that one hour we spent with him made the trip worthwhile. We also talked to other reps from both wholesalers. We were able to get many questions answered and we came away with names for further future contacts. The same was true with the rep from our returns vendor. And it was really good to get ideas for new products from some of the other vendors.

We were impressed with the CE. Usually we skip out on some of the CE offerings, but most all of these sessions actually pertained to our practice. For example, Brad Young does an excellent job working for all of us. Brad has helped us with some Alaska State government issues and we are the only RxPlus member from the State of Alaska. He came through again at the meeting with the Government Affairs Forum & Issues Update. We were exposed to lots of pertinent things to think about. And you can't really think about the legislative issues affecting us unless you know about them. We heard about them at this annual meeting. Other CE offerings that we especially liked: Bruce Semingson's update on RxAlly and on "preferred Part D plans"; the CPR certification; the herbal products overview, etc.

One last thing. There were pharmacy students there from at least three different colleges of pharmacy: CO, WY and Regis in Denver I believe. We thought this was GREAT! These young folks are the future of pharmacy. They will also be the future for us and our respective pharmacies. Somebody else someday will need to be thinking about taking over our businesses. (And we DON'T even have a pharmacy school in Alaska.) What a great opportunity to interact with future pharmacists who are interested in pharmacy ownership. One of the Colorado students we met at the meeting has already written to us asking about doing a community pharmacy internship at our store. It turns out he has a second cousin who lives on our Island and who is one of our customers. There you go. That networking thing again.

Think about coming to RxPlus Annual Meeting next year if you have never done so. Heck, just talking to Jack Walker was worth the trip.

**Bill and Sarah Altland
Pharmacists/Owners
Whale Tail Pharmacy
Craig, Alaska**

Interested in hiring a summer intern, year-round employee, or newly-graduated pharmacist? Or maybe even someone to work all year? The members of the University of Colorado NCPA Student Chapter are ready and willing to get out in the workforce and learn all about the independent pharmacy world. Just contact Grant at RxPlus with the following information:

- pharmacy name and location
- employer contact information (phone number and/or email)
- job description/requirements (CV/resume, prior experience, etc.) - employment duration (summer, year-round, # hours/week)

Follow us!



