

COMMUNITY PHARMACY FOR THE FUTURE

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**RxPlus Mission**

**RxPlus Pharmacies, Inc. exists for the economic, professional, and political benefit of community pharmacy and the health and well being of the community**

**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 Info" button of the homepage!**



**Foltmer Drug**

Dooms-day predictors foretelling the demise of independent community pharmacy are not talking with Joe Foltmer, owner of Foltmer Drug in Wray. If they were, they would conclude the future for the profession is bright and that community pharmacy will thrive.

The Colorado native who grew up in Wray graduated in 1975 from the University of Colorado-Boulder when the pharmacy school was on that campus. After college, however, many things appealed to his wandering heart. So after stints as a King Soopers pharmacist and at Beth Israel Hospital, Foltmer took off for parts unknown - or rather unknown to him.

First it was Portland, OR, where he experimented with other professions ranging from waiter to restaurant manager as he explored the Pacific Northwest and northern California. He worked in Washington's fruit orchards, a group home for the disabled as a supervisor and counselor in Port Angeles, WA, and traveled down the Big Sur to get massage and body work certification at Esalen Institute.

Then, Foltmer left the country - literally - traveling to SYDA ashram in India to study Eastern spiritual philosophy and meditation between 1986 and 1991. It was there that he returned to his pharmacy career roots, helping provide free medical care and making medicines from scratch that were needed in the small villages surrounding Ganeshpuri near Bombay.

But in 1991 he returned to Wray - just for a visit to his sister Ann Ware, who is a nurse - and started doing some pharmacy relief work for a colleague who owned the pharmacy there. One thing led to another and before he knew it, the world traveler had put down roots where he started, buying the pharmacy and firmly establishing himself with his partner Brian Clements, as an entrepreneur at heart.

The duo expanded into a gift and greeting card store, started a Radio Shack and opened a clothing store, managing the three businesses - and 14 employees - along with the pharmacy as Folt-



mer eased back into small town life as if he had never left its environs. Foltmer is also the consulting pharmacist for the Wray Community District Hospital and a 60-bed non-profit nursing home in the community.

"I love the people I meet and interacting with my customers in retail pharmacy," Foltmer says. "To me all aspects of the business are interesting. I enjoy management and decision-making. Working in a hospital was interesting, but too confining."

Community pharmacy provides Foltmer with ample opportunities to be part of the community he serves. He spent two terms on the city council and is currently Chamber of Commerce president, a position he has held for several years. He adds to his plate managing his family's real estate properties. His other sister, Mary Newell, is a familiar face in Colorado pharmacy as president of the King Soopers and Safeway pharmacy union as well as serving as president of the Colorado Pharmacy Association and as a member of a Board of Pharmacy rules committee. His favorite nephew, Asa, is continuing the family's interest in medical careers as a second-year medical student at the University of Colorado.

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## **Featured Pharmacy** (continued from page 1)

Foltmer says he's hooked on community pharmacy. "I hope to work many years here. You get to know your customers and they are your friends and a part of your extended family." Another small town advantage? "There's no smog and very little traffic! It's an easy, simple life," he adds.

RxPlus offers not only benefits of product pricing as a buying group, but the opportunity for its members to pool their efforts and "stand up for independent pharmacy," something the organization does well on behalf of its members, Foltmer adds. "I think the profession is gaining more energy. There are actually pharmacists who are seeking work and wanting to work in community pharmacy today."

Although Foltmer admits the drumbeat of the "dooms-dayers" is sometimes loud, "we need to just tell our story and tell young pharmacists how great it is and we won't die." In fact, the RxPlus effort to promote community pharmacy to students is one Foltmer supports wholeheartedly.

"Our enemy isn't the chains. Their pharmacists are our allies in many ways. Our only enemy really is mail-order pharmacy," Foltmer says.

## **Executive Director's Message**

As this newsletter arrives Spring should be on the way and I don't know about you, but I am ready! RxPlus staff and Board of Directors already have had a busy 2010 working on your behalf. In February we announced our support of NCPA and signed up all of our membership up as a group. This is a significant benefit to our members and we hope you will individually take advantage of the business knowledge and information NCPA has to offer. With the significance of the health care debate at the national level we believe our members need all of the latest information on those issues and the tools to make a difference as the future of pharmacy unfolds. Also in February, we contracted with PAAS ( Pharmacy Audit Assistance), which offered a great price for those stores that continued service. We had 68 members continue with PAAS.

We started our business class at the University of Colorado in January. This is the third year we have helped present the class and this year we have 37 students. To say the class has been a success would be an understatement.

It is a good opportunity for community pharmacy to tell it's story to the students, and to let them know the opportunities available and give them the management skills they will need once they graduate. Thanks for all the support we receive from our members to help put on this class.

Our Board of Directors had it's Strategic Planning Meeting in February and we are working on some exciting services that we should have ready to announce to you during our Annual Meeting. Speaking of the Annual Meeting, please mark your calendars for August 20-22. The meeting will be at the Westin in Westminster, CO again this year.

If you have never attended our Annual Meeting I hope this is your year! It is a great opportunity to network with your peers, have a little fun, get some excellent continuing education, see some great entertainment and stay and eat in a great location. And to top it off we pay you to attend our meeting. If you would like more information or have some ideas please contact the office.

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## GOVERNMENTAL AFFAIRS REPORT

### **Federal Issues:**

NCPA has successfully gotten pharmacy-friendly language in Congressional health-care reform bills, but you have all seen how the process of national healthcare reform has proceeded. Our agenda seems to be on hold for now.

**Colorado: SMAC:** The Colorado Medicaid Department has asked pharmacists to report invoice costs for 138 NDCs. The SMAC price would then be set at invoice price plus 18% plus the \$4.00 dispensing fee. We continue to meet with the Department, along with the Colorado Pharmacists Society, Kaiser, and the chains, to suggest ways for the Department to save the \$1 million that they say is their goal. We are also asking them to delay their plans to hire a consulting company to expand the SMAC. Another possibility we will suggest up to the Department and the legislature is to limit the cut to \$1 million by adjusting the MAC to the AWP - 45% the \$1 million has been realized.

**HB-1145: Encourage Use of Generic Drugs.** The bill would change Dispense As Written (DAW) to Brand Medically Necessary on prescriptions. In the state of Texas, the language reportedly increased generic usage. The bill was killed by the sponsor in the first committee, but we will try to resurrect it through the Budget Committee.

**HB-1202: Insurance Coverage Chemotherapy.** The bill is an insurance mandate that provides parity for cancer medications: oral, intravenous, or injection. The insurance companies are generally opposed, citing cost. We are monitoring. It seems to have strong support in the legislature at this point.

**HB-1061: Medical Donation Program.** Allows for the voluntary donation of medications and medical supplies by health care facilities. Retail pharmacies may voluntarily participate.

**HB-1216: Pharmacists Administration of Drugs.** Allows pharmacists to transport medications to off-site facilities for administration. The bill addresses a technical glitch that did not allow a pharmacist to transport flu vaccine, or other medications, to an off-site location. The bill has had unanimous support through the house.

**HB-1248: Safe Personal Care Products.** The bill makes it illegal for a manufacturer of a personal health product that contains known cancer-causing agents to sell the product in Colorado. The bill died.

**HB-1260: Sunset Review Board of Medical Examiners.** We have been looking for the opportunity to amend the bill to limit dispensing by doctors, but we have not been able to gain support.

**SB-117: Medicaid OTC Prescribing Authority for Pharmacists.** The Medicaid Department suggested this bill. It would allow pharmacists to prescribe and dispense certain OTC medications with payment by Medicaid. It is done in several states. We support the bill.

**Wyoming:** Last summer RxPlus started working with the Coalition for Wyoming Insurance Solutions for Health (C-WISH) on their efforts to introduce PBM transparency legislation. (C-WISH) has been a potent consumer advocacy force for health insurance reform for two years, taking on the insurance industry in Wyoming and winning. RxPlus played an active role, providing background information for (C-WISH) and grassroots support through faxes and emails. The bill passed the Senate but died in a House committee. We plan to work on the issue for next year.

**AKPha 2010 Annual  
Convention**  
Anchorage, AK  
Feb 19-21,

**2010 Annual Convention**  
The Dixie Center  
St. George, UT  
May 20-22

**Northwest Pharmacy  
Convention**  
Coeur D' Alene, ID  
June 3-6

**The 124th SD Pharmacist  
Convention**  
Cedar Shore Resort, SD  
June 4-6

**2010 NPA Annual  
Convention**  
Lincoln, NE  
June 11-12

**Kansas Annual Trade Show**  
TBD

**91st Annual Convention**  
Casper, WY  
June 25-26, 2010

**RxPlus Annual Meeting**  
Westminster, CO  
August 20-22



## Growth Committee - Ideas:

### RxPlus Pharmacies, Inc.

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#### Board of Directors

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Co Presidents  
Stan Callas - Past Pres.  
Greg Barton—Vice Pres.  
Jere Maxwell—Treasurer  
Tom Davis - Secretary  
Jim Burns  
K.C. Owen  
Ben Wassinger  
Joe Valdez  
Vicki Einhellig  
Kirk Bemis  
Bill Masse**

- \*To develop a plan to gain out of state members
- \*Better Service
- \*Identify Services
- \*What type of investment opportunities
- \*More Competitive Pricing
- \*Marketing - same as Colorado (concentrate on other states)
- \*Additional help to members from the office
- \*Value Proposition
- \*Identify Obstacles

We are making initial short survey calls to help us evaluate member needs, ideas, and opportunities. We will have regional meetings to discuss the initial survey and hopefully answer your questions. We will then focus on a follow up survey to make sure we were able to answer all of your questions.

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## CLASSIFIEDS (ALSO SEE WWW.RXPLUS.COM)

### Pharmacy for Sale

Well established full service Pharmacy, Sporting Goods, & Liquor Store. Enjoy great outdoors, close to excellent hunting/ fishing. Located in Casper WY.  
Contact Floyd Harnigal  
(307) 205-1917

### F/T or Pharmacists

Pharmacy located in Monte Vista, Co. Is looking for a pharmacist to work 20 to 40 hours per week. Competitive salary with benefits. Great hunting, fishing and skiing less than 1 hour away. Contact Bryan Salazar (719) 852-9894.

### Pharmacy Technician

Pharmacy Technician certification or 1 year experience. A passion for serving and helping people. Ability to quickly adapt to new and challenging situations. Must possess organizational skills and problem solving skills. Strong computer and typing skills. Be able to perform basic mathematical calculations. Excellent customer service and a professional manner. Prefer retail pharmacy experience.  
Email your resume in Word to [hr@goodaypharmacy.com](mailto:hr@goodaypharmacy.com)

### Sales Clerk

Good mathematical, analytical and problem solving skills. Ability to execute and solve instructions. Excellent customer service and professional manner. Strong computer and typing skills. Knowledge of office equipment. High school diploma required. A passion for serving and helping people.  
Email your resume in Word to [hr@goodaypharmacy.com](mailto:hr@goodaypharmacy.com)

### PartTime/Fill-In Pharmacist Needed

Pharmacy in Burlington, CO is looking for Pharmacist to work 25-30 hours every other week. Would have additional hours when covering vacations. We offer competitive wages and a wonderful remodeled pharmacy to work in. Please contact C.J. Shovlin at WB Drug 970-353-3316 or [even\\_c@yahoo.com](mailto:even_c@yahoo.com)



