



COMMUNITY PHARMACY FOR THE FUTURE

Featured Pharmacy - Wells Pharmacy

INSIDE THIS ISSUE:

<i>Featured Article</i>	1
<i>President's Message</i>	2
<i>Executive Director</i>	2
<i>RxPlus Political Issues</i>	3

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!



Originally published in Cheyenne Wells Range Ledger June 2013

Wells Pharmacy Celebrates 60th Anniversary

On June 3, 1953 Wells Pharmacy officially opened their doors for business in Cheyenne Wells, Colorado.

Ted Sr. and Ada Billinger along with Daniel Keefe (Dr. Jerome Keefe's brother) opened Wells Pharmacy in the little white building just north of the Plains Hotel (most recently used for a wedding chapel). At this time the area was suffering through the 50s when dirt storms would come up many times without much warning, especially in the afternoons.

Back then getting a loan to start a small business was very difficult. After contacting many lenders, they were able to get support from Iley and Evelyn Sexson of Weskan, Kansas. Wells Pharmacy was born.

On June 3, 2013, Ted Billinger, Jr., pharmacist, his sister Michelle Neibert, her son Mike Mireles and her daughter Andrea Mireles, Mike's son Adam, and employee Ashley Wilson hosted a celebration to commemorate 60 years in business. They served cake and cookies and punch to celebrate. Ted Jr's birthday was also celebrated. Happy Birthday Ted!

Ted Jr. was born in Denver, Colorado June 3, 1947. He started working at the Pharmacy in 1970 after graduating from pharmacist school. His parents moved here in 1951 as Ted Sr. was completing his internship at the Bricker Drug Store owned by Jim Meis (located where the Senior Citi-



Ted Billinger, Jr. and Mike Mireles

zen's Center is located). The Billingers were just going to stay until Ted Sr. completed his internship but decided to make Cheyenne Wells their home. They raised the rest of their children here.

Ada worked at the telephone company, which is now a historical sight in Cheyenne Wells, the Mountain States Telegraph and Telephone Museum.

Around 1959 Wells Pharmacy moved to their present location. The building was divided at that time with an insurance and real estate office owned by Mr. Phost utilizing about a third of the building.

As time went on Daniel Keefe, Ted Sr's partner, and his wife moved back to Minnesota. Wells Pharmacy was solely owned by the Billinger family.

Eventually they purchased both sides of the building and expanded their business. After many years serving our community, Ted Sr. passed away in 1989. Ada passed away March 31, 2013. She was able to stay in her home until her passing with her son Ted and other family members caring for her in recent years.

President's Message

Dear Colleagues,

It has been a real privilege to serve as your Co-President of RxPlus. I am very excited for Kirk Bemis and Vicki Einhellig as they assume leadership as Co-Presidents at our Annual Meeting on August 17th. They are young, enthusiastic, and capable.

I hope to see you at our Annual Meeting so we can get reacquainted and take advantage of all it has to offer. It is always a joy to share good networking, good food, and good entertainment with you.

This year and last year have been eventful for all of us. At our very productive Strategic Planning Meeting in February 2012 we developed our guiding principles and refined our mission statement. We used our guiding principles and felt our decisions were in the best interest of the membership. After much deliberation, we voted to affiliate with AAP and IPC. We are now in the sixth month of our affiliations and from what we can see our members have benefited greatly. The monthly store generic rebates from IPC have increased approximately 59% and at the same time their cost of goods have been reduced dramatically on brand name products. The monthly rebates from AAP have increased as much as 79%. In general, our members have won. We also have access to AAP and IPC's goods and services including warehouse purchasing. We have a very good relationship with both AAP and IPC and we are working together on scholarships for students who aspire to be independent community pharmacy owners.

Once again, I hope to see you all at our Annual Meeting!

Sincerely,
Joseph T. Valdez

Executive Director's Message

RxPlus is 31 years old this year and we have come a long way. Your Board of Directors worked very hard this year to bring you our members the very best value proposition in the country. We are in our sixth month with our new affiliations and so far they are working out great. We are seeing a much better landed cost of goods and the support of both AAP and IPC has been tremendous.

This year's annual meeting is going to be the best ever. Kathy has done an excellent job selecting CE that will help enhance your bottom line as well as set you up for the future. We live in a world of change and it is imperative that we keep ahead of that change and become the instrument of change, not one of it's casualties. Brad and I have been working with Colorado Medicaid on a plan for a pharmacist-based comprehensive medication management system. The first stage of implementation is freeing up your time so you can actually do CMM. The next step is finding a technology partner that can work in a retail setting without being too burdensome. We think we have found that partner and hopefully will begin to start testing in the fall.

We have a full weekend scheduled at our Annual Meeting with golf, entertainment, excellent food and drinks, vendor exhibits and the best networking opportunity you will find anywhere. Our members are always willing to share their success stories to help each other succeed. We will have some new vendors that you don't want to miss as well. There will be twelve students from three schools of pharmacy attending our meeting this year and hopefully you will get a chance to meet each and every one of them. They are students who are interested in owning their own stores in the future. If you are thinking of retiring in the next 5-10 years, these students would be great candidates to start grooming for your succession plan.

I look forward to seeing everyone on August 16th-18th at the Westin Westminster, CO. Make your reservation today by calling 1-800-937-8461 and mention that you are with RxPlus to get the special rate of \$129 per night.

Grant Kinn
Executive Director

GOVERNMENTAL AFFAIRS REPORT

Governmental Affairs Newsletter Update
By Brad Young

July 2013

The Colorado Legislative session ended at midnight May 8. During a legislative session we typically see several bills that are contrary to the interest of community pharmacy. This year, however, there were few onerous bills. For the full list of bills and links to the text of the bills that we followed please refer to the "Members Only" section of RxPlus.com.

Recap of Colorado Bills:

HB13-1221 PBM Audits by Representative Jenise May (D-Aurora) and Senator Lois Tochtrop (D-Thornton): This was our PBM audit legislation that we have worked on for the past two years. The Governor signed the bill on April 8.

HB13-1068 Concerning Medicaid Audits by Representative Dave Young (D-Greeley) and Senator Lois Tochtrop (D-Thornton): The amendments we were able to get attached to the bill assure that the Department will not use the federal Accountable Care Act (ObamaCare) to implement abusive Medicaid audit practices. The Governor signed the bill on April 8.

SB13-277 Prior Authorization Process for Drug Benefit: The bill requires PBMs and health plans to use a standardized prior authorization process and form, starting January 1, 2015. The Insurance Commissioner is directed to create the standard form and process in consultation with a work group that includes representatives of PBMs, health plans, prescribers and pharmacists. RxPlus board member Stan Callas is on the work group. A similar bill passed in several states this year. The Governor signed the bill on May 15.

Comprehensive Medication Management:

At our urging, the Joint Budget Committee sent a "Request For Information" to the Department of Health Care Policy and Finance (HCPF) concerning Comprehensive Medication Management (CMM). The Department was instructed to collaborate with the Regional Care Collaborative Organizations (RCCOs), primary care providers and pharmacists about the costs and savings of implementation of CMM by the RCCOs. A report is due back to the JBC by November 1. We have had one meeting of the stakeholders with HCPF, and more are being planned. Grant Kinn and Brad Young met with two professors of pharmacy, Dr. Laura Borgelt and Dr. Gina Moore, at a University of Colorado medical clinic to observe how CMM is being implemented by University pharmacists and student interns. The program receives high praise from the physicians and nurse practitioners who work with the pharmacists. The University uses the Epic Electronic Health Record System which is available to all clinic staff. The records are even available on iPads that are used throughout the clinic.

Medicaid AAC/COD:

The new payment structure was implemented on February 1. Ten RxPlus members are sending monthly invoice data to Mercer. The chains are not participating in sending in any data. Serious below-cost reimbursements are still occurring. Colorado Medicaid has acknowledged some of the internal problems they have updating the prices in a timely manner. We will continue to press the Department to make the necessary improvements to their system.

Mark your Calendar

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

RxPlus Pharmacies 31st Annual Meeting
Westin Westminster
Westminster, CO
August 16-18, 2013

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



Visit our website to view or post **classified ads** at www.rxplus.com, call the office at 303-463-4875 for your member login id and password!



RxPlus Pharmacies, Inc.

**3660 Wadsworth Blvd.
Wheat Ridge, CO 80033
Phone 303-463-4875
Fax 303-463-4880
Email info @ rxplus.com**

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.

Staff

Grant Kinn
Executive Director

Kathy Muller
Director of Operations

Brad Young
Director of Government Affairs

Dan Martincic
Director of Membership
Development

Leah Frank
Accounting Manager

John Starker
IT / Social Media

Board of Directors

**Joe Valdez/Kirk Bemis - Co-
Presidents**

K.C. Owen - Past Pres.

Vicki Einhellig - Vice Pres.

Jere Maxwell - Treasurer

Tom Davis - Secretary

Jim Sajbel

Stan Callas

Jim Burns

Ben Wassinger

David Lamb

Bill Masse

Tom Gierwatoski

Featured Article Cont.

Wells Pharmacy has gone out of their way through the years in emergency situations to get medicine to sick children and people many times during blizzards. One year at Halloween a customer needed some spider webbing for decorations. Ada had decorated the Pharmacy in the theme but was out of the item. She jumped up on the counter and began taking down the spider web decoration and gave it to the customer. To this day, there are times Ted Jr. is at the Pharmacy late at night and many times another car is parked in front of the store. Someone is sick and needs medicine.

Every year during the Tumbleweed Festival the Annual Ted Billinger Sr. Golf Tournament is held in honor of Ted Sr. who loved the sport.

Ted Billinger Jr. continues the family business along with the assistance of his sister Michelle, nephew Mike, niece Andrea, and employee Ashley Wilson.

Ted Jr. is an avid photographer and has a fantastic display of photographs, some very dated, at the Pharmacy. While there, register for a drawing to be held June 19. They are giving away a 32" flat screen TV, Timex watches, \$60.00 gift certificates, bathroom scales, and more.

Also on display is the first prescription written by Dr. Jerome L. Keefe, filled June 2, 1953. Our community is very fortunate to have Wells Pharmacy in our midst, the result of their hard work and dedication. Can you imagine our town being without a pharmacy?

Governmental Affairs Newsletter Update Cont.

Federal Issues:

Medicare Diabetic Strips:

NCPA has been trying to reverse the actions taken by Congress as part of the "fiscal cliff" budget deal signed into law on January 2, 2013. The deal prohibits community pharmacies from delivering diabetic supplies to patients and cuts the reimbursement to pharmacies to the mail order price. HR 2375 was introduced on June 14, 2013 to delay the implementation, but so far there has been no action taken. Colorado Congressmen Mike Coffman (R-CD 6) and Doug Lamborn (R-CD5) are cosponsors. In addition, NCPA commended Representatives DeGette (D-CO) and Ed Whitfield (R-KY) for requesting a study by the GAO to review the impact on patients of the cuts to reimbursement to pharmacies.

DEA:

Abuse and misuse of controlled substance has escalated dramatically in recent years. As a result, the DEA has taken aggressive enforcement actions nationwide at every point of distribution, including wholesalers, shipping companies, pharmacies and physicians. In response to DEA actions the major drug wholesalers have curtailed, and in some cases entirely shut off shipments of controlled substance to some pharmacies. RxPlus has provided some information to our members suggesting precautions that should be observed.

Follow us!



