

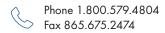
# FEDERATION OF PHARMACY NETWORKS

28202 Cabot Road, Suite 300 Laguna Niguel, CA 92677 Phone: (949) 495-5257 fpn.org

# BUYER'S GUIDE

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Reverse Distributors
Retail Merchandise
Business Services
Greeting Cards
Vaccines











# Receive credit in just 10 days

Choose to receive the check for your credit in as few as 10 days after your qualifying return, or choose from our 30-, 60-, or 90-day reimbursement options.



# Simplify credit tracking

Credit due through our OneCheck Select program is issued in a single check, vastly reducing the amount of time spent tracking credits.



# No hidden charges

Our low, all-inclusive fee is deducted from your check so there are no surprise hidden charges.

# We Simplify

## Credit Reconciliation

Return Solutions makes the process of reconciling credits from expired pharmaceutical returns simple and efficient. All credit due from Return Solutions is issued in a single payment, with details for the included credit accompanying each payment and easily accessible on our customer portal.

The all-inclusive fee is deducted from your payment, so you don't have to worry about calculating costs of shipping, DEA forms, destruction of non-returnable items, or other add-ons to determine what you are actually being charged.

# Why Choose Return Solutions?

Efficiency

Simplicity

**Industry Trust** 

**Dedicated Support** 

Compliance

Customization





# OUR PHARMACY SERVICES BUNDLE DELIVERS ALL KINDS OF ROI, INCLUDING MORE TIME FOR PATIENT CARE.

We know the financial pressures you're facing today have never been greater. That's why we created our Pharmacy Services Bundle to help you improve productivity, drive traffic and grow revenue. Here's what's included:

# **RX RETURNS**

Our clients recognize up to 25% more credit by leveraging Inmar's returns management solution. Available on-site service combined with RxReturns Intel dashboards ensures robust reporting, enhanced visibility, maximum returns credit and manufacturer policy compliance.

# **RX RECON AND COLLECTIONS**

Inmar's Rx Recon and Collections Services mitigate receivables risk, improve cash flow and deliver critical business-building intelligence.

# **CONSUMER DRUG TAKE-BACK**

This customer-friendly, secure medication take-back program generates publicity, community goodwill and store traffic while supporting efforts to combat prescription drug abuse and helping to protect the environment from the effects of improper drug disposal.

inmar.com

(866) 440-6917

solutions@inmar.com





# MyFluVaccine® Flu Season Coming Soon!

MyFluVaccine Online Ordering Made Easy. Be prepared for the 2020-21 flu season and select from multiple flu vaccine product presentations from the top manufacturers!

MyFluVaccine.com | (800) 843-7477



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# **INFLUENZA: PREDICTABLY UNPREDICTABLE**

In a study of vaccine effectiveness, flu vaccination was demonstrated to help protect against serious illness, hospitalizations and death, even when vaccine effectiveness is low.1,2

Flu Vaccines Have a Major Impact on Helping to Prevent Disease<sup>1</sup>



Prevents an estimated...

influenza infections<sup>1</sup>

influenza-related hospitalizations<sup>1</sup> related deaths<sup>1</sup>

vaccine efficacy1 of the population vaccinated1

Each flu season is different.

Each season is different and H3N2 is not always the most predominant strain

Over the last 15 years, there have been

3 SEVER SEASONS (seasons with more flu-related hospitalizations and deaths) - 2003-2004, 2014-2015 & 2017-2018<sup>3,4</sup>

All three seasons were A(H3N2) predominant, which is the strain associated with more hospitalizations and deaths.



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The annual direct and indirect costs of flu in the United States are estimated to be upwards of \$11 billion.

Annual direct costs (hospital and doctor's office visits, medications, etc.) are an estimated

\$4.6 billion<sup>5</sup>



U.S. employees miss approximately

# 17 million workdays

due to flu. an estimated

\$7 billion

a year in sick days and lost productivity<sup>5</sup>



Annual flu vaccination helps prevent and potentially reduces the risk of serious complications, doctor visits, missed work and school and risk of flu-related hospitalizations and death.6



CDC recommends

# annual vaccination

for everyone 6 months of age and older with rare exception6



Effectiveness of flu vaccines in preventing influenza illness

among overall population during years in which influenza vaccine strains are well matched to circulating strains<sup>7</sup>

- Sah P, et al. Optimizing the impact of low-efficacy influenza vaccines. PNAS. 2018; 115 (20) 5151-5156. Accessed July 2019.
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# FLUAD® QUADRIVALENT

The first-and-only adjuvanted quadrivalent seasonal influenza vaccine approved for adults

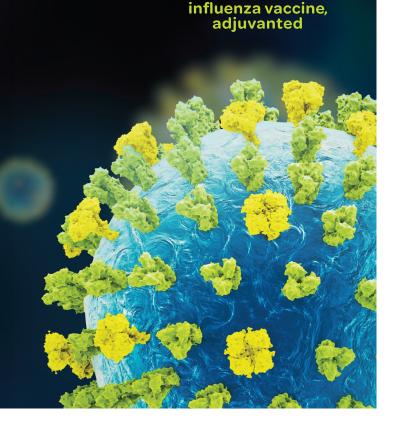
**YEARS** AND OLDER

FLUAD QUADRIVALENT is formulated with MF59® adjuvant to boost the immune response to all 4 influenza strains represented in the vaccine.1

**REIMBURSED BY MEDICARE PART B CPT CODE 90694** 

For more information, please see Brief Summary on adjacent page.

Learn more at flu.segirus.com



# **Important Safety Information**

## INDICATIONS AND USAGE

FLUAD QUADRIVALENT is an inactivated influenza vaccine indicated for active immunization against influenza disease caused by influenza virus subtypes A and types B contained in the vaccine. FLUAD QUADRIVALENT is approved for use in persons 65 years of age and older.

This indication is approved under accelerated approval based on the immune response elicited by FLUAD QUADRIVALENT. Continued approval for this indication may be contingent upon verification and description of clinical benefit in a confirmatory trial.

#### CONTRAINDICATIONS

Severe allergic reaction to any component of the vaccine, including egg protein, or after a previous dose of any influenza vaccine.

## WARNINGS AND PRECAUTIONS

- If Guillain-Barré Syndrome (GBS) has occurred within six weeks of previous influenza vaccination, the decision to give FLUAD QUADRIVALENT should be based on careful consideration of the potential benefits and risks
- Appropriate medical treatment and supervision must be available to manage possible anaphylactic reactions following administration of the vaccine.

- The immune response to FLUAD QUADRIVALENT in immunocompromised persons, including individuals receiving immunosuppressive therapy, may be lower than in immunocompetent individuals.
- Syncope (fainting) may occur in association with administration of injectable vaccines including FLUAD QUADRIVALENT. Ensure procedures are in place to avoid injury from falling associated with syncope.

## **ADVERSE REACTIONS**

• The most common (≥ 10%) local and systemic reactions in elderly subjects 65 years of age and older were injection site pain (16.3%), headache (10.8%) and fatigue (10.5%).

Other adverse events may occur. For a comprehensive list of local and systemic adverse reactions, please see full Prescribing Information.

To report SUSPECTED ADVERSE REACTIONS, contact Segirus at 1-855-358-8966 or VAERS at 1-800-822-7967 and www.vaers.hhs.gov.

Before administration, please see the full Prescribing Information for FLUAD QUADRIVALENT.

FLUAD® QUADRIVALENT is a registered trademark of Seqirus UK Limited or its affiliates.

REFERENCE: 1. FLUAD QUADRIVALENT [package insert]. Holly Springs, NC: Segirus Inc; 2020.

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# FLUAD QUADRIVALENT (Influenza Vaccine, Adjuvanted) Injectable Emulsion for Intramuscular Use 2020-2021 Formula

Initial U.S. Approval: 2020

# **BRIEF SUMMARY**

These highlights do not include all the information needed to use FLUAD® QUADRIVALENT safely and effectively. See full prescribing information for FLUAD QUADRIVALENT.

# -----INDICATIONS AND USAGE-----

FLUAD QUADRIVALENT is an inactivated influenza vaccine indicated for active immunization against influenza disease caused by influenza virus subtypes A and types B contained in the vaccine. FLUAD QUADRIVALENT is approved for use in persons 65 years of age and older. (1)

This indication is approved under accelerated approval based on the immune response elicited by FLUAD QUADRIVALENT (1). Continued approval for this indication may be contingent upon verification and description of clinical benefit in a confirmatory trial.

# --- DOSAGE AND ADMINISTRATION---

A single 0.5 mL dose for intramuscular injection. (2.1)

## -- DOSAGE FORMS AND STRENGTHS--

Injectable emulsion supplied in 0.5 mL single-dose pre-filled syringes. (3)

# -----CONTRAINDICATIONS-----

Severe allergic reaction to any component of the vaccine, including egg protein, or after a previous dose of any influenza vaccine. (4, 11)

# -----WARNINGS AND PRECAUTIONS-----

If Guillain-Barré Syndrome (GBS) has occurred within six weeks of previous influenza vaccination, the decision to give FLUAD QUADRIVALENT should be based on careful consideration of the potential benefits and risks. (5.1)

# -----ADVERSE REACTIONS-----

The most common ( $\geq$  10%) local and systemic reactions in elderly subjects 65 years of age and older were injection site pain (16.3%), headache (10.8%) and fatigue (10.5%). (6)

To report SUSPECTED ADVERSE REACTIONS, contact Seqirus at 1-855-358-8966 or VAERS at 1-800-822-7967 and www.vaers.hhs.gov.



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- Over 80,000 products



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- Free Shipping on most orders over \$250.00
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- 24/7 Online Ordering
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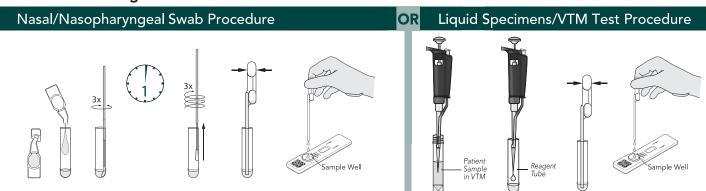


# Objective SARS-CoV-2 Results at Your Fingertips

- Accurate, objective and automated results in **15 minutes**
- Track via secure, remote instrument management with Virena®
- **Excellent performance** compared to molecular methods
- Integrated data management automatically stores test and user history
- Flexible, dual mode testing for high throughput in variety of laboratory environments
- User and patient ID captured with **onboard barcode scanner**



# Sofia 2 SARS Antigen FIA - Procedures



Sofia 2 Development Modes



# Sofia 2 SARS Antigen FIA\*

- Nasal and nasopharyngeal specimens
- Accurate detection with direct and VTM samples
- Results in 15 minutes
- Positive and negative control swabs included
- Room temperature storage
- 12-month shelf life from date of manufacture

<sup>\*</sup>Refer to the Package Insert.

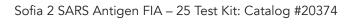


# Sofia 2 SARS Antigen FIA Clinical Performance

Nasopharyngeal		_	CoV-2 cular				959	% CI
in VTM		POS	NEG	Total	PPA	80%	68%	88%
Sofia 2 SARS	POS	47	0	47	NPA	100%	96%	100%
Antigen FIA	NEG	12	84	96	PPV	100%	92%	100%
	Total	59	84	143	NPV	88%	79%	93%
					Prevalence	41%	34%	49%
					% agreement	92%		

Direct Nasal		Lyra® SARS-CoV-2 Molecular EUA200016/ A002					95	% CI
Swab		POS	NEG	Total	PPA	80.0%	37.6%	96.4%
Sofia 2 SARS	POS	4	0	4	NPA	100.0%	91.8%	100.0%
Antigen FIA	NEG	1	43	44	PPV	100.0%	51.0%	100.0%
	Total	5	43	48	NPV	97.7%	88.2%	99.6%
					Prevalence	10.4%	4.5%	22.2%
					% agreement	97.9%		

SL3202 | SS2037400EN00 (05/20)







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50% OFF CARDS + EVERY DAY

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**Special Offer - Qualify For Up To** 

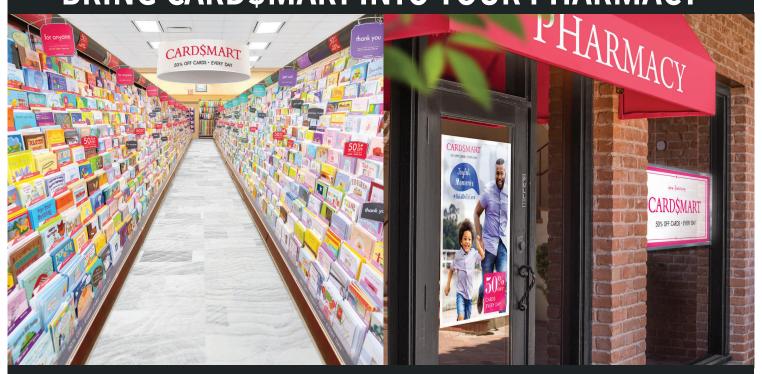
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\*Based on footage

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We are pleased to announce that Medterra CBD has been added to our portfolio.

Medterra CBD LLC carries a full line of CBD products that provides true seed to sale purchases. Every product is third party tested to help ensure consistency and quality. True to Medterra standards, the advanced cannabinoid blend is free of THC while still containing meaningful levels of cannabinoids like CBG, CBN, CBC, and CBDV. The Clinical Line of products are exclusive to independent pharmacies and medical practices.

Medterra is offering members a special introductory offer of Buy 2, Get 1 Free. For more information, please contact Connor Pearson at Connor@medterracbd.com. To find out more about Medterra CBD LLC, visit their website at Medterraclinical.com.



**Connor Pearson** 949.281.9615

Pharmacy@medterracbd.com

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# Earn up to \$2,000 in Technology Credits

# towards PrescribeWellness software and services

Leverage patient relationship management solutions to expand care, streamline workflow, improve loyalty, and drive revenue.

- Patient communications
- Med Sync
- Medicare plan reviews
- Vaccinations
- eCare plans
- Social calendar

PrescribeWellness can do the heavy lifting, enabling you to focus on additional services that help increase profits.

- Grow and sustain your Med Sync program with push-to-queue\*
- Manage Medicare plan reviews
- Implement a patient engagement strategy
- Support vaccinations

# Redeem exclusive pricing!

Visit partner.prescribewellness.com/mygpo2020 or call (305) 400-0035 and mention *My GPO 2020*.

\*Select pharmacy management systems only





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# THEY ARE ALREADY LIVING IN YOUR MARKET AREA. AT HOME WITH YOUR EXISTING CUSTOMERS!

- Have your pharmacy participate in the growing, profitable animal pharmacy market projected to be over \$15 billion dollars in 2020.
- Intro to Animal Med Express: https://vimeo.com/286014499
- Animal Prescription, OTC and Nutritional products, FDA and EPA Approved as required.
- 68% of US households (your customers) own a pet! Provide them pet meds from their trusted pharmacist-you!
- The monopoly of the vet selling animal prescriptions has changed. Over 42 states now have state laws requiring the Vet to issue a script to the animal owner. The AVMA has also modified their Code of Ethics to issue a script to the animal owner.

- Your pharmacy can offer its customers savings resulting in reduced prices with greater convenience than traditional sources.
- Animal Med Express provides an extensive inventory of pet medications, OTC products and Nutritional Supplements.
- Receive the order at your pharmacy counter with existing staff our web interface makes it easy to order products.
- Typical margins are in the range of 20-30% resulting in increased profits for your pharmacy!
- Never any fees or monthly charges to be a member of Animal Med Express! Sign up for free at: www.animalmedexpress.com/FPN/register

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# **FILLMASTER DIGITAL**

THE SOLUTION FOR RECONSTITUTION

- Automated Reconstitution
- ✓ Includes RO Water Filtration
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Base Price: \$1,458 You Save: -\$100

**Total Price:** \$1.358

# **FILLMASTER PRO**

FAST, ACCURATE RECONSTITUTION... WITH A TWIST

- Automated Reconstitution
- ✓ Full Color Touch Screen
- ✓ Includes RO Water Filtration
- ✓ Wifi & Ethernet Compatible
- Access to Flavoring Recipes
- ✓ 24/7 Customer Support

Base Price: \$2,645 -\$200 You Save:

**Total Price:** \$2,445

# **FILLMASTER AUTO**

WATER, FLAVOR AND SMILES AT THE TOUCH OF A BUTTON

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Base Price: \$3,995 -\$300 You Save:

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# 2021 CALENDAR PROGRAM

# Your customer is your **number 1** priority.

A personalized calendar assures you are in touch with them every single day and are their NUMBER 1 CHOICE for health advice and products.



2 WAYS TO DISTRIBUTE YOUR WALL CALENDARS AND COLORING BOOKS



#### **TRADITIONAL**

our customers will appreciate time-and-

#### Early Delivery:

- Wall Calendars: Receive your calendars in August so you're ready to hand out
- Coloring Books: Delivered in July, provide the neighborhood kids with a new and exciting activity to do - A healthy distraction during the summer



#### MAIL SERVICE

Ensure you connect daily with all your customers

#### **Mail Service Includes:**

- Envelopes and product insertion.
- Labelling to your customer list.
- Postage and distribution.

## Pricing:

- Wall Calendars: \$1.49/unit (Min. 100)\*\*
- Coloring Books: \$1.49/unit (Min. 100)\*\*
- \*\* Pricing does not include product cost.

# **COLORING BOOKS**



# "Pharmacy Superheroes"

Pharmacists are real life superheroes too, helping us day-to-day with our health and wellness concerns. Let every child know that lab coats and capes are the same!

Follow along as fun pharmacy characters, such as Derma Girl and Bandage Bandit, help your littlest customers learn what they can do to stay healthy.

world around them. These 20 page personalized coloring books are filled with activities that educate and entertain

Content may include:

- Connecting the dots Counting game

Size: 8.375" x 10.75" with your store information in black on the cover

Imprint size: 7" x 2"; non-dated





Also available: "Fun Being Healthy", and "McPigeons are Moving" Colouring Books\*



CALL 1.877.544.4575 FOR MORE INFORMATION OR VISIT PPRB.COM FOR ALL CALENDAR OPTIONS.





# 2021 ORDER FORM

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To check on an existing order call 1.800.232.5727.

#### **CUSTOMER INFORMATION**

NAME		
PHARMACY		
ADDRESS		
CITY	STATE	ZIP CODE
PHONE	FAX	
CELL	E-MAIL	

#### **AGREEMENT**

All orders are subject to review and acceptance by PPRB Marketing Inc. We expressly reserve the right to decline your order and return your payment. Our liability is limited to the replacement of an equivalent amount or type of product ordered.

I have read and understand the terms and conditions of the agreement and confirm that my personalization information is correct and complete.

PURCHASER'S SIGNATURE

WHOLESALE REP: WHOLESALE REP ID: WHOLESALE ACCOUNT #:

### **PRODUCT SELECTION & ORDER INFORMATION**





























POST-IT® NOTES (4 IN X 3 IN) POST-IT® NOTES (4 IN X 6 IN)

QTY

ORDER BY JULY 24, 2020 FOR EARLY SHIPMENT.\*

\*Minimum order quantity is 250 per title. Full payment and order details must be provided to PPRB by July 24, 2020.

#### **PRICING**

WALL CALENDAR
Minimum order quantity of 250 required; additional calendars available in increments of 125.

Unit Price 250-750 \$0.79

**NEW - ADD: MAIL SERVICE**Minimum order quantity of 100 required per product.

Wall Calendars \$1.49/unit

Coloring Books

Minimum order quantity of 250 required; additional calendars available in increments of 50.

Unit Price \$0.73 1050+

#### **POCKET PLANNER**

Minimum order quantity of 100 required; additional calendars available in increments of 100.

Qty **Unit Price** 

POST-IT\* NOTES (4 IN X 3 IN) Minimum order quantity of 100 requa vailable in increments listed below

Qty	Unit Pri	ce
100	\$1.09	each
250	\$0.97	each
500	\$0.82	each
1000	\$0.50	each
2500	\$0.44	each

## POST-IT\* NOTES (4 IN X 6 IN)

Minimum order quantity of 250 required; additional available in increments listed below.

QTY

Qty	Unit Price		
250	\$1.34	each	
500	\$1.19	each	
1000	\$0.84	each	
2500	\$0.76	each	

## COLORING BOOK

tity of 250 required; additional Minimum order quantity of 250 available in increments of 250.

**Unit Price** 

#### IMPRINT INFORMATION

	SAME IMPRINT AS LAST YEAR Attach copy of previous imprint, if ordered from PPRB
	CHANGES TO IMPRINT Attach copy of previous imprint with changes marked
	□ NEW IMPRINT Print your information in the space provided on the left
PLEASE PRINT CLEARLY. ACTUAL IMPRINT SIZE NOT SHOWN.	

### **PAYMENT INFORMATION**

Ш	VISA	VISA

MASTERCARD MasterCard

1/1/CA



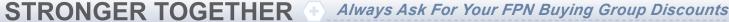
☐ CHECK Payable to PPRB Marketing, Inc.

☐ INVOICE

Option available only for orders of \$500 or more (subject to credit approval)

**NOTE**: An online payment link will be sent to you following your order confirmation. This site is secure and your credit card information will not be shared at any time. A proof of payment will also be emailed to you immediately following your payment submission. Alternatively, you may call in to our service department to pay over the phone: 1.800.232.5727

FPN 2021





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# FREE DISPLAY! FREE SHIPPING!

Base 14" square, 66" tall - \$200 Value



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Reading	Glasses –	Color	Coded	by	Strength
---------	-----------	-------	-------	----	----------

144 pair \$6.99 Readers @ \$3.50 each		\$ 504.00
FREE BOUTIQUE DISPLAY INCLUDED		0.00
Deal #FRB72	Total cost	\$ 504.00

# **Sunglasses - Color Coded by Category**

108 pair \$6.99 Sunglasses @ \$3.50 each		\$ 378.00
36 pair \$9.99 Polarized & Sun-Bifocals @ \$5	5.00 each	\$ 180.00
FREE BOUTIQUE DISPLAY INCLUDED		0.00
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Displays are plan-o-gramed with labels to match the price tags on all glasses. This helps you keep your display organized for maximum sales, and simplifies re-orders.

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# **PROGRAM FEATURES:**

All lines of coverage are available, including: Pharmacy Professional Liability, General Liability, Property, Auto, Umbrella, Workers Compensation, Cyber Liability, etc.

# **ENDORSED VENDOR:**

PIN is proud to be an endorsed vendor of:

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# SAVE 21% ON AVERAGE WITH THE PHARMACY INSURANCE NETWORK

**CONTACT US TODAY AND LET US HELP INSURE YOUR CONTINUED SUCCESS!** 



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Michael P. Egan, Jr., CIC
PHARMACY PROGRAM DIRECTOR
The Selzer Company

Mike@SelzerCompany.com

Pharmacy Insurance Network
Mission Statement

Insuring the continued success of the independent pharmacy industry by dispensing an exclusive network of specialized business insurance options to enhance the protection of and increase the profitability of independent pharmacy owners across the country.

# It's time to flip the conversation on COVID-19 from Panic to Prevention!

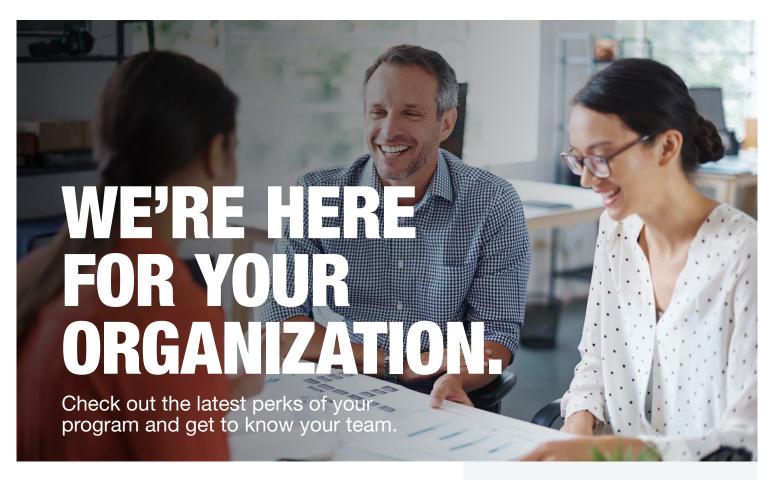


# THE NEW STATS ON COVID-19

- 97% of patients dying in US are obese!
- Most have at least 2 underlying health conditions:
  - Obesity
  - Type 2 Diabetes
  - Hypertension
  - High Cholesterol
  - Other CVD's
- Health care system needs someone to step up!

TO STEP UP...

Call 423-559-3014, Email brent@takechargerx.com, or visit www.takechargerx.com



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# American Associated Pharmacies

Phoenix, AZ – Scottsboro, AL

rxaap.com

#### American Pharmacies

Corpus Christi, TX
<u>aprx.org</u>

# American Pharmacy Services Corp.

Frankfort, KY apscnet.com

# **Compliant Pharmacy Alliance**

Stoughton, WI compliantrx.com

### **EPIC Pharmacies**

Nottingham, MD epicrx.com

# Independent Pharmacy Alliance, Inc.

Cranbury, NJ ipa-rx.org

### **Independent Pharmacy Buying Group**

Media, PA ipbgrx.com

# Independent Pharmacy Cooperative

Sun Prairie, WI ipcrx.com

# **Keystone Pharmacy Purchasing Alliance**

Philadelphia, PA kpparx.com

# Northeast Pharmacy Service Corp.

Framingham, MA northeastpharmacy.com

#### **PBA Health**

Kansas City, MO pbahealth.com

# Pharmacy Franchisees & Owners Association, Inc.

Coral Springs, FL pfoai.org

# **Pharmacy Management Partners**

Okemos, MI

pharmacymanagementpartners.com

# Pharmacy Providers of Oklahoma

Edmond, OK ppok.com

### PPSC

Tallahassee, FL ppsconline.com

### **Quality Care Pharmacies**

Springville, NY gcpharmacies.com

### RxPlus Pharmacies, Inc.

Wheat Ridge, CO rxplus.com

# Sav-Mor Pharmacy Services

Southfield, MI sav-mor.com

# Smart-Fill Management Group

Austin, MN smart-fill.com

### Southern Pharmacy Cooperative

Brentwood, TN

southernpharmacycooperative.com

# WSPC

Portland, OR <u>wspcrx.com</u>

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Doing business with our preferred vendor partners strengthens the purchasing alliance of independent pharmacies and provides increased opportunities for future negotiations. Your participation leverages our collective buying power to offer the most competitive contracts.

Thank you for your continued commitment to independent pharmacy and for your patronage of our preferred vendor partners.

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Quidel- quidel.com

Return Solutions- drugreturns.com

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SpectrumRx- spectrumrx.com

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Take Charge- takechargerx.com

VaxServe- vaxserve.com