



New Eucerin
Daily Sun
Defense

The
ultimate
protection
for
sensitive
skin

Our revolutionary, super-antioxidant AGR is **10 times more effective** than vitamin E in protecting sensitive skin like yours. So Eucerin Daily Sun Defense can even help **prevent sun bumps and rashes**.

It has broad-spectrum UVA/UVB sunscreen. And its unique non-greasy formula **absorbs so quickly**, you'll be surprised at how light it feels. Plus Eucerin Daily Sun Defense is fragrance-free and **gentle enough to use on kids**.

New Eucerin Daily Sun Defense. From the **#1 dermatologist-recommended brand**. Use it every day, all over.



Introducing



*Innovative
and Exciting!*

Capture
Your Share
of the
Growing
Men's
Grooming
Market

MEN'S SHAVING



MEN'S AFTER SHAVE



MOISTURIZING LOTION



MEN'S CLEANSERS



Beiersdorf launches Nivea For Men
with **\$30m** in Advertising!

partners

A quarterly update of industry-related news brought to you by D&K Healthcare Resources, Inc.

Volume 1, Number 3

ARTICLE INDEX

Diabetes

The impact of diabetes on the American healthcare system. — Page 2

Skin Cholesterol Test

Targeting heart disease by identifying plaque in arteries. — Page 4

Abreva – Introduced by Smith Kline

First OTC product approved for the treatment of cold sores and fever blisters. — Page 7

Worldwide Drug Delivery Market Growth

Market slated to escalate over the next five years. — Page 9

Education Assistance

New program developed by PharmMed Educational Services, Inc. to assist pharmacy school applicants. — Page 11

Independent Pharmacies Report Impressive Growth

According to the 2000 NCPA-Pharmacia Digest report, independent community pharmacies reached a record of nearly \$2 million in total sales per pharmacy in 1999. The percentage of independent pharmacies offering disease state specialty services also increased significantly during the year.

Final figures from the Digest show that independent pharmacies again experienced double-digit sales growth in 1999, increasing 12.7 percent over the previous year to an average of \$1.97 million. Total pharmacy sales have increased by more than 37 percent over the past three years, according to Digest figures.

Prescription sales revenue also grew, accounting for 83 percent (\$1.63 million) of total average sales, a 14.1 percent increase from the previous year and nearly 43 percent growth over three years. Other key findings from this year's study:

Independent community pharmacies continued to be leaders in providing disease management services. Pharmacies reported offering disease management services in the following areas: blood pressure monitoring (60 percent), diabetes training (50 percent), asthma training (37 percent), immunizations (21 percent), AIDS specialty services (10 percent), and anticoagulation

monitoring (11 percent).

Gross margins continued to decline as a percentage of sales from 24.9 percent in 1998 to 24 percent in 1999. In dollars, gross margins increased by 8.5 percent to \$472,432, the highest ever recorded in the Digest.

Net profit before taxes rose to 3.6 percent of sales, an increase from last year's 3.1 percent.

Total expenses declined as a percentage of sales from 21.8 percent to 20.4 percent.

The number of prescriptions dispensed annually by the average independent grew to 47,428, an average of 152 prescriptions per day.

The percentage of total prescriptions covered by Medicaid and other third parties rose to 73 percent from 71 percent last year.

Gross margins on Medicaid prescriptions decreased from 19.5 percent to 15.2 percent and the gross margin on other third-party prescriptions dropped to a record low of 12.8 percent from 15.7 percent in the previous year.

NCPA Foundation Presidential Scholarship

The NCPA Foundation is pleased to announce that the "Presidential Scholarship" program will be continued during the 2001-2002 academic year. All pharmacy students who are student members of NCPA are eligible to apply for a \$2,000 scholarship for the 2001-2002 academic year. The student must be enrolled in an accredited U.S. school or college of pharmacy on a full-time basis during the 2001 fall term and the 2002 spring term. Children of NCPA Foundation Officers, NCPA Officers, or NCPA Executive Committee members are not eligible to participate in the program.

Each applicant must complete an (continued on page 11)



This newsletter is developed with the interests of our customers and employees in mind. To that end, we intend to make this publication as informative as possible. However, we make no representation or warranty that the information contained within is accurate or complete. We welcome your feedback and comments, sent to us at:

- fax — 314-727-5759
- email — jimc@dkmail.com
- web — www.dkwd.com/partners

WINTER 2001 EDITION

AdvancePCS and Physicians Warn About PPA Dangers

Advance PCS, Irving, Texas, is helping physicians alert patients who are taking prescription drugs that contain phenylpropanolamine (PPA) about the danger of PPA. AdvancePCS has also removed all drugs containing PPA from its formulary. Comparable medications with different ingredients have been added to the list to replace those made with PPA. In addition, AdvancePCS has removed OTC products containing PPA from its on-line pharmacy site — www.AdvancePfx.com.

The Impact of Diabetes

- Diabetes cost the American healthcare system \$44 billion in 1999 in direct medical and treatment costs.
- Patients were hospitalized for diabetes-related causes 13.9 million days in 1999.
- Diabetes cost the economy \$54 billion in disability costs and mortality-related losses in 1999.
- More than 18 percent of people age 65 or older have diabetes.
- Nearly 11 percent of African-Americans have type 2 diabetes.
- Diabetes occurs in 12.2 percent of all Native American Adults.
- Diabetic retinopathy is the leading cause of blindness with initial onset between ages of 20 and 74.
- Diabetes causes 40 percent of new cases of end-stage renal disease each year.
- Diabetes is the leading cause of disease-related lower limb amputations.
- Two-thirds of diabetic patients have some level of diabetes-related nerve damage.
- In men older than age 50, diabetic neuropathy is often associated with impotence.

Shortage of Pharmacists

According to information gathered by The Pharmacy Manpower Project (PMP), only three out of four licensed pharmacists are currently working in a full-time practice setting. The information for the survey was gathered from 2,250 pharmacists licensed in the United States and was the first update of pharmacist demographics since 1990.

The results provide part of the reason for the developing issue of the supply and demand of pharmacists. Of those pharmacists surveyed, 73 percent were working full time, another 15 percent were working part-time and the other 12 percent—including retired pharmacists and those working in other areas such as colleges or associations—were not employed in traditional practice activities.

The PMP, which is comprised of 14 pharmacy related organizations and the Bureau of Health Professions, conducted the survey from five mid-western colleges of pharmacy in the spring of 2000. Additional information gathered through the survey process included factors influencing pharmacists' annual work hours and practice setting. Out of 4,895 pharmacists surveyed, an overall response rate of 46 percent was obtained.

Other Survey Findings:

- Forty-three percent of licensed pharmacists are women.
- Female pharmacy school enrollment is approaching 70%.
- Only 77% of actively practicing women are employed full-time.
- Sixty-two percent of part-time pharmacists are women.
- The largest portion of male pharmacists work in chain pharmacy (25%) followed by hospitals (22%) and independent pharmacies (17%).
- The majority of females work in hospital settings (28%) followed by chains (25%) and other practice settings such as clinics, HMO's and long-term care (13%).
- More than half of actively practicing pharmacists practice in community pharmacy (55%).



D&K Healthcare Resources, Inc.
Corporate Headquarters
8000 Maryland Avenue, Suite 920
St. Louis, MO 63105
Phone: (888) 727-3485
Fax: (314) 727-5759

www.dkwd.com

Partners is a quarterly newsletter published by D&K Healthcare Resources, Inc. As our partners for success, we welcome your input and value your insight. For additional information or suggestions regarding the publication please contact Jim Cordes at extension 3295 at D&K Healthcare Resources, Inc. Corporate Headquarters, or e-mail him at jimc@dkmail.com.

Cape Girardeau Distribution Center
1823 Rust Avenue
Cape Girardeau, MO 63702
Phone: (800) 851-3814
Fax: (573) 339-9299

Jewett Drug Company, Inc.
217 S. E. Railroad Ave.
Aberdeen, SD 57402-1240
Phone: (800) 535-0297
Fax: (605) 225-0591

Lexington Distribution Center
2040 Creative Dr. Ste. 300
Lexington, KY 40505
Phone: (800) 333-9397
Fax: (859) 233-9587

Minneapolis Distribution Center
800 N. 3rd St.
Minneapolis, MN 55401
Phone: (800) 328-7440
Fax: (612) 347-9842

Welcome To The Following New D&K Customers!

Beyond Health Pharmacy
Scottsdale, AZ

Community Health Center
Clinic, Two Harbors, MN

Cooper Drug
Charlestown, IN

Eberhart Pharmacy
St. Louis, MO

Eberhart Long Term Care
Pharmacy, St. Louis, MO

Ericson Drug
Lakeville, MN

Foley Rexall
Foley, MN

Forest City Medical Center
Pharmacy, St. James, MO

Golden Rock Pharmacy
Virgin Islands

Hanger Drug
Jeffersonville, TN

Health Center Pharmacy
Claremore, OK

Hometown Pharmacy
Tazewell, TN

Honey Creek Pharmacy
Grove, OK

Houston Discount
Pharmacy, Baldwyn, MS

Kathy's Pharmacy & Gifts
Beggs, OK

Lakeview Memorial Hospital,
Two Harbors, MN

Medical Park Center
Pharmacy, Bartlesville, OK

Mille Lacs Reservation, Mille
Lacs, MN

Midwest IV and Homecare,
Blaine, MN

Skyline Medical Center
Clinic, Duluth, MN

The Apothecary Pharmacy,
Mounds, OK

Towne Pharmacy
Cuba, MO

USA Drug,
Columbus, OH

Warner Medical Center
Pharmacy, Warner, OK

Webster Drug,
Winchester, KY

Woods Drug Store,
Charleston, MS

NCPA Foundation Presidential Scholarship (continued from page one)

NCPA Foundation Scholarship Application Form and provide other materials with the completed application. The awards will be made based on Leadership Qualities and Academic Achievement and are non-transferable. Additional information on the scholarship program is available on the NCPA website — www.ncpanet.org.



VIPPS — Certified Online Pharmacies Total 15

With the addition of www.accuratepharmacy.com and www.emd.com, there are now 15 online pharmacy sites that have earned Verified Internet Pharmacy Practice Sites (VIPPS) certification. As VIPPS-certified sites, they may display the VIPPS hyperlink seal of approval on their web sites. By clicking on the VIPPS seal, consumers will be able to find the verified information they need to make informed decisions regarding their choice of online pharmacies.

The National Association of Boards of Pharmacy developed the VIPPS program in the spring of 1999 in response to public concern of the safety of pharmacy practices on the Internet. A coalition of state and federal regulatory associations, professional associations, and consumer advocacy groups provided their expertise in developing the criteria which VIPPS-certified pharmacies follow today. For a listing of all 15 VIPPS certified sites or further information on VIPPS certification, go to www.nabp.net.



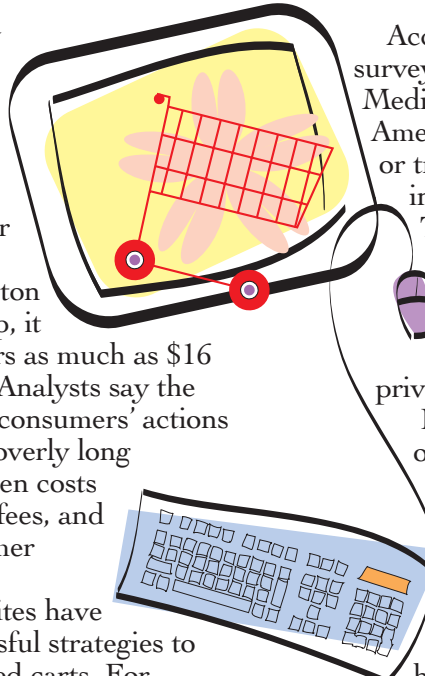
Handheld Computing Device Market Expanding

The market for handheld computing devices will exceed \$2 billion in health-care industry sales by 2004 as more physicians begin prescribing, checking medical histories, and ordering lab tests electronically according to an analysis by WR Hambrecht Co., a San Francisco investment banking firm. The \$2 billion projection does not include online advertising by drug companies.



Abandoned On-Line Shopping Carts Costly

Analysts say that abandoned shopping carts, filled and left unpurchased by consumers, are a major problem for online retailers. According to Boston Consulting Group, it could cost retailers as much as \$16 million this year. Analysts say the main reasons for consumers' actions are confusing or overly long instructions, hidden costs such as shipping fees, and the lack of customer support services. However, some sites have developed successful strategies to prevent abandoned carts. For example, Amazon.com has simplified the checkout process with its one-click setup, in which registered users complete an order in just one step. Vividence marketing expert Bill Demas says that every e-commerce site should provide its customers with a complete, up-front accounting



of costs, live computer support, shortened registration forms, and a real-time listing of their shopping carts contents. Strategies like these have helped e-commerce firms such as Nexchange, which found that the rate of abandoned shopping carts at websites it had constructed was well above the average. The company installed features including a prominent posting of its privacy policy and real-time text-chat customer service to boost the performance of its sites. Since then, sales have increased, while the rate of abandoned shopping carts has fallen by nearly 30 percent.

New!

Americans Concerned About Transmitting Personal Health Information via Internet

According to a new Gallup survey commissioned by MedicAlert Foundation—most Americans are unwilling to store or transmit personal health information via the Internet. This is the first survey of the general public—not just Internet users—and underscores the growing concerns about personal privacy in America. In the survey, 77 percent of all respondents said the privacy of their personal health information is very important, and 84 percent of all respondents said they are concerned or somewhat concerned that personal health information might be made available to others without their consent. Only 7 percent of the respondents said they are very willing to store or transmit personal health information via the Internet, and only 8 percent felt a website could be trusted with such information.



DME ceiling mobile now available!

Attract customers to your DME products with this colorful 3-dimensional 24" x 15" hanging mobile.

Call D&K customer service or your Sales Rep today!

Drug Benefit On The Rise

According to a survey conducted by The Segal Co., a New York based employee benefits consulting firm, the costs of providing drug benefits will rise by 20 percent. The reason for this increase is the rising patient's demand for specific medication, the aging of the nation's workforce, and the emergence of new, expensive drug therapies.

The Segal Company also reported that prescription drugs are projected to add 2 to 3 percent to total medical plan expenditures.



Kansas Board of Pharmacy

Susan Linn has been named Executive Director of the Kansas Board of Pharmacy filling the position vacated by Larry Frolic who resigned last spring.

Pharmacy Society of Wisconsin Advisory Council

Do you have an interest in the treatment of arthritis and other related diseases? If so, consider representing PSW on a statewide advisory council sponsored by the Wisconsin chapter of the Arthritis Foundation. As a member of this group, you will meet with other health care professionals on a quarterly basis to work on implementation of an arthritis treatment action plan. Send a statement of interest to the PSW office or email Susan Kleppin at skleppin@pswi.org.

Missouri Compliance Reminders

The following are compliance reminders from the Missouri State Board of Pharmacy:

- Advanced Practice Nurses are not authorized under state law to issue prescriptions for controlled substances. This pertains to prescriptions that originate from out-of-state as well.
- Prescriptions must be stored at the address assigned to the pharmacy permit.
- Prescription records can be stored in an area outside of the immediate pharmacy as long as the address is the same and they are readily retrievable at the time of inspection.

Mississippi Celebration Weekend

The University of Mississippi School of Pharmacy cordially invites you to join us for The University Campaign Celebration Weekend April 27-29, 2001, on campus in Oxford. More information will be provided as the date draws closer; however, lodging reservations can be made in advance.

For more information, contact Tate Thigpin at 800-340-9542, or call the Downtown Inn direct at 662-234-3031.

Iowa 2001 Educational EXPO

The Iowa Pharmacy Association will be holding and Educational Exposition at the University Park Holiday Inn, West Des Moines, Iowa on January 19-21, 2001. A total of 16.5 hours of continuing education credit are being offered at the 2001 Expo, with a possible 12.5 hours of drug therapy credit.

All educational programming and the Exhibit Hall will be held at the University Park Holiday Inn, 50th & University Avenue, West Des Moines, Iowa, 50266, 515-223-1800. The IPA has reserved a block of rooms for the event.

Among the education programs offered are OSHA Training, CPR Certification and Recertification, Acute

Episode Seizure Management, New Drugs I & II, Challenges of Insulin Resistance and an Update on the Treatment of Parkinson's Disease. The Saturday, January 20th session will be capped off with the popular Leadership Pharmacy Dinner.

For more information on registration, programming, and accommodations, please visit the Iowa Pharmacy Association website—www.iarx.org, or see the November/December 2000 issue of The Journal of the Iowa Pharmacy Association.

Michigan Agency Establishes Guidelines for Medicaid HMO's

The Office of Financial and Insurance Services, which oversees Michigan's HMO's, has released guidelines that hold Medicaid HMO's more accountable for making timely payments to hospitals, physicians, and other health care providers. The new rules included instructions and forms that require payment for Medicaid services within 45 days after health plans receive claims with penalties to those who do not comply. The new claims process is part of a series of HMO reform legislation, meant to establish time frames and clear definitions in order to reduce costs and confusion within the industry.

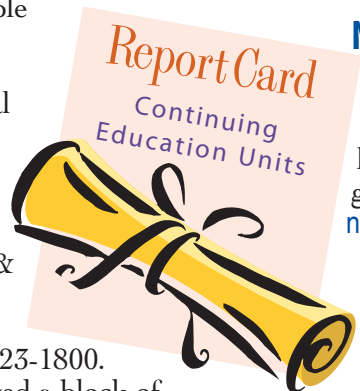
North Dakota Board E-mail

The North Dakota Board of Pharmacy has recently established an e-mail address for your general use. The e-mail address is ndboph@btigate.com.

The Board's snail-mail address is:

1906 E. Broadway Ave.
PO Box 1354
Bismarck, ND 58502-1354
Other contact information:

Phone-701-328-9535
Fax 701-258-9312



Assist your customers with their diabetic product selections!

New!

Diabetic Friendly!

Sticker shown actual size.

Diabetic Friendly stickers are perfect for product or shelf application.

Call D&K customer service or your Sales Rep today!

New Report: Pharmacists Shortage Reaches Hospitals

Hospital pharmacy directors are hard-pressed to fill pharmacy openings and in some cases have resorted to using additional incentives. According to a report published by the American Society of Health-System Pharmacists (ASHP), both frontline pharmacists and clinical specialists are said to be in short supply. After surveying 432 hospital and health-system pharmacy directors, the report revealed pharmacist shortages to be widespread. The percentage of survey respondents who reported their current vacancy rate as "much higher than five years ago" doubled in the last year. Half of the pharmacy directors indicated that vacancies currently existed at their institutions.

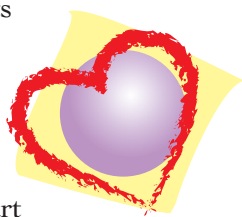
The most serious shortages noted by 94 percent of pharmacy directors were among experienced frontline practitioners. Seventy percent of respondents rated this shortage as severe compared to 48 percent in 1999.

John P. Santell, M.S., director of ASHP Center on Pharmacy Practice Management, predicts that pharmacist positions will continue to be difficult to fill "at least for the next five years." Hospitals are facing competition from industry and community practice settings, he says. Money is definitely an issue, "The money is better in industry, and even in retail, than in health-system settings," says Santell.

Seven of the 27 employment advertisements for pharmacists in a recent issue of the American Health Journal of Health-System Pharmacy offered a signing bonus. None of the journal's advertisements last year mentioned a bonus.

Skin Cholesterol Test Targets Heart Disease

Skin cholesterol is an effective way of identifying patients who may have a buildup of plaque in their arteries, according to research presented at the American Heart Association meeting in New Orleans. The new test, Cholesterol 1, 2, 3, does not involve blood, fasting, or waiting hours or days for results. It is a three-minute test done with two drops of liquid on the palm of the hand. A color change is read with a highly sensitive reader and provides a quantifiable result that indicates the patient's risk for cardiovascular disease. Results of the 400 patient clinical trial show that high levels of skin cholesterol closely parallel coronary artery blockage, which can lead to heart attack. IMI International Medical Innovations Inc developed Cholesterol 1,2,3. The product is to be submitted to the FDA for approval early this year for use in doctors' offices, pharmacies and potentially home use.



SHOCKING NEWS!



CHOLESTEROL CAN AFFECT YOUR SALES AND PROFITS

The Lifestream Technologies™ Cholesterol Monitor

- Ideal for in-store testing
- A new source of revenue
- An affordable way to initiate a Pharmaceutical Care Program

- Tests total cholesterol
- No fasting required-
- Quick - 3-minute results
- Accurate and precise*
- Easy to use - Uses a single drop of blood from a fingerstick
- Dry chemistry strips/no refrigeration needed

Questions? Call Lifestream Technologies Toll-Free 1-877-416-1100.



*FDA cleared. CLIA waived. Meets NCEP/CDC accuracy and precision guidelines.



Celebrate National Health And Community Events

January 2001

National Birth Defects Prevention Month

Contact: Resource Center
March of Dimes Birth Defects Foundation

1275 Mamaroneck Avenue
White Plains, NY 10605
(914) 997-4451 (National Office)
(888) MODIMES
(914) 997-4537 (fax)

www.modimes.org

Materials available, contact chapter.

National Glaucoma Awareness Month

Contact: Alice Kelsey, Media Relations Manager
Prevent Blindness America

500 East Remington Road
Schaumburg, IL 60173
(847) 843-2020
(800) 331-2020
(847) 843-8458 9fax)

e-mail: info@preventblindness.org

www.preventblindness.org

Information available

National Volunteer Blood Donor Month

American Association of Blood Banks
8101 Glenbrook Road
Bethesda, MD 20814-2749

(301) 907-6977

(301) 907-6895 (fax)

e-mail: aabb@aabb.org

www.aabb.org

February 2001

American Heart Month

Contact Carrie Thacker, Director,
Public Relations

American Heart Association
7272 Greenville Avenue
Dallas, TX 75231-4596

(214) 373-6300

(800) AHA-USA1

(214) 369-3685 (fax)

www.americanheart.org

Information and materials available.

National Hypertension Awareness Month

Contact: Frederick S. Mayer, R.Ph,
M.P.H., President

Pharmacists Planning Services, Inc.
Post Office Box 6760

San Raffael, CA 94903-0760
(415) 479-8628

(415) 479-8608 (fax)

e-mail: ppsi@aol.com

www.ppsinc.org

March 2001

Hemophilia Awareness Month

Contact: Neil Frick, Manager of
HANDI

National Hemophilia Foundation
116 West 32nd Street, 11th floor
New York, NY 10001

(212) 328-3700

(800) 42-HANDI

(212) 328-3777 (fax)

e-mail info@hemophilia.org

www.hemophilia.org

National Colorectal Cancer Awareness Month

Contact: Stephanie Guiffre, Director
of Marketing and Communications

Cancer Research Foundation of America
1600 Duke Street, Suite 110
Alexandria, VA 22314

(703) 836-4412

(703) 836-4413 (fax)

e-mail: sguiffre@crfa.org

www.preventcancer.org

Materials available

National Nutrition Month

Contact: Lorri Fishman

National Center for Nutrition and
Dietetics of the American Dietetic
Association

216 West Jackson Blvd.

Chicago, IL 60606-6995

(312) 889-4771

(312) 899-4739 (fax)

e-mail: nnm@eatright.org

www.eatright.org

Posters, t-shirts, water bottles, educational
materials, and more available.

National Poison Prevention Week March 18-24

Contact Ken Giles, Secretary
Poison Prevention Week Council

Post Office Box 1543

Washington DC 20013

(301) 504-0580, ext. 1184

(301) 504-8062 (fax)

e-mail: kgiles@cpsc.gov

www.cpsc.gov or

www.poisonprevention.org

Free packet available



Generics Receive Wide Acceptance

Almost universal acceptance of generic drugs was confirmed by statistics found in the recently released 2000 Retail Pharmacy Digest/Measuring Customer Satisfaction survey. The survey measured customers' reasons for being satisfied or dissatisfied with their pharmacy services. The survey was sponsored by Ortho Biotech with the data for the survey collected by Caredata.com Consumer Research Group.

According to the survey, use of generic drugs is a commonplace occurrence. Approximately 70 percent-80 percent of the four major types of pharmacies patronized—supermarket, mass merchant, chain and independent—engaged in the substitution of generic drugs for branded products. The highest rate of substitution was in the mass merchant outlets. The independent pharmacist was less likely to substitute, although a large number, 70 percent, said they engaged in substitution.

The high numbers indicate that patients are satisfied when they receive a generic drug. The Ortho Biotech survey is important because it measures customer satisfaction, and with the high rate of generics dispensed, no pharmacies reported dissatisfaction on the part of consumers as to the use of generics.

Tamiflu Gains New Indication


Roche's Tamiflu (oseltamivir phosphate), originally approved to treat uncomplicated influenza in adults, has just been cleared for prevention of the condition in both adults and children 13 years and older. The news comes at a timely juncture, when many health providers report that they still have not received their flu vaccine supply for the year. While studies have shown that Tamiflu helped reduce the incidence of flu in treated subjects, the FDA stressed that the antiviral is not a substitute for the flu vaccine.

FDA Extends Prozac Patent

The FDA has extended Eli Lilly's Prozac patent for six months after the Indianapolis-base drug corporation agreed to submit studies on the use of the antidepressant medication in pediatric patients. The FDA requested that Lilly submit the Prozac studies because of a lack of data on the effects of the medication in the treatment of depression among children and adolescents. The patent extension will be in effect from Feb. 2, 2001, until Aug. 2, 2001, unless Lilly is successful in its pending appeal concerning the Prozac patent expiration in 2003.

Generics Will Get \$3 Billion Boost From Expiring Blockbuster Patents

Five brand name drugs, each of whose current annual sales are in excess of \$1 billion, will lose their patent protection by the end of 2003. These five drugs with nearly \$11 billion in 1999 sales will become open to generic competition over the next three years.



After discounting the generic share to compensate for the lower price that generic firms charge for their versions, analysts project that these five generic items will realize an excess of \$3 billion in sales.



Enhance your store's image and profitability.

MedPlus Pharmacy Programs provide the information needed to make educated decisions that make sense for your business: increasing efficiency, reducing costs, boosting sales and making your business a success while developing customer retention and loyalty.

Private Label
Home Health (DME)
Diabetic Wellness
MedPlus Identity Kits
Vial Caps
Vitamins
... plus many more.

Align yourself and your business with other independent pharmacists who understand what it takes to succeed in today's competitive environment.

Contact your D&K Sales Representative for more details.



Industry Events Calendar

January 2001

Jan 17-22—National Community Pharmacists Association Independent Pharmacy Chain Conference
Scottsdale, AZ
Contact: (703) 683-8200

Jan 29-31—National Association of Wholesaler-Distributors
Annual Meeting
Washington, DC
Contact: (202) 872-0885

February 2001

Feb 4-7—NACDS Regional Chain Conference & Technology Theater
Disney's Grand Floridian Resort, Orlando, FL
Contact: (703) 549-3001

Feb 18-20—American Association of Colleges of Pharmacy Interim Meeting
Washington, DC
Contact: (703) 739-2330

Feb 20-23—NCPA/CDMA/NHIA Expo 2001
Las Vegas, NV
Contact (703) 549-3740

Feb 25-28—NACDS Distribution & Logistics Conference
Lake Buena Vista, FL
Contact: (703) 549-3001

March 2001

Mar 16-20—American Pharmaceutical Association Annual Meeting and Exposition
San Francisco, CA
Contact: (202) 628-4410

Mar 29-April 1—Private Label Manufacturers Association Annual Meeting & Leadership Conference
Aventura, FL
Contact: (212) 972-3131

April 2001

Apr 18-21—Academy of Managed Care Pharmacy 13th Annual Meeting
Tampa, FL
Contact: (703) 683-8416

Apr 21-25—NACDS Annual Meeting
Scottsdale, AZ
Contact: (703) 549-3001

State Pharmacy Association Annual Meetings

Michigan Pharmacists Association
February 16-18, 2001—Hyatt Regency, Dearborn, MI
Contact: Pam Farley
(517) 377-0225

Ohio Pharmacists Association
April 6-8, 2001—Greater Columbus Convention Center, Columbus, OH
Contact: Amy Bennett
(614) 798-0037

North Dakota Pharmaceutical Association
April 20-22, 2001—Ramada Plaza Suites, Fargo, ND
Contact: Galen Jordre
(701) 258-4968

Independent Chain Conference Set

The NCPA Independent Pharmacy Chain Conference is scheduled for January 17-21, 2001 at the Fairmont Scottsdale Princess Hotel in Scottsdale, Arizona. Those independent pharmacy owners of two or more pharmacies or those owners who plan to expand their current practices are encouraged to attend. The conference will feature an extensive listing of educational programming and numerous networking opportunities set in a magnificently beautiful facility. For more information, visit the NCPA website at www.ncpanet.org.

NCPA and CDMA Team with NHIA at Expo 2001

The National Community Pharmacy Association (NCPA) and the Chain Drug Marketing Association (CDMA) have teamed up with the National Home Infusion Association (NHIA) this year for their midyear meeting. The meeting—EXPO 2001—will be held February 20-23 in Las Vegas, Nevada.

This year's event promises to be the largest and earliest ever—with strong vendor support on front-end and seasonal merchandise along with exhibits on pharmaceuticals, technology ware, and infusion products, among others. A number of educational workshops addressing both the business and clinical sides of pharmacy practice are planned. For information about this exciting event—visit www.ncpanet.org.

Carson Named President of NCPA

John R. Carson, P.D., has recently been named the 103rd president of the National Community Pharmacists Association. Carson, a '64 graduate of the University of Texas College of Pharmacy, founded Oakdell Pharmacy in San Antonio. He now owns four pharmacies and a home I.V. therapy company. Carson is a former board member and past president of the Texas Pharmacy Association.



Script Pro® Solve Staffing Problems • Free Up Time • Shorten Wait Time

Pharmacy Automation www.scriptpro.com (800) 606-7628

Automated Dispensing!
The ScriptPro SP 200 is a fully automated, robotic prescription system. Pharmacists will be able to spend more time with patients and less time counting and dispensing. Affordable ScriptPro has built in features to promote dispensing accuracy. Call for details!

(Script Pro is a registered trademark of ScriptPro LLC.)

MediSense's Sof-Tact Approved By FDA

Abbott Laboratories MediSense Products has received the FDA's approval for Sof-Tact, a new diabetes management system. The firm claims that Sof-Tact is the first automated glucose monitor to offer lancing, blood collection, and glucose testing with a single press of a button. The system offers an alternative to the traditional finger-stick sampling method. The device allows samples to be drawn from less sensitive areas of the body such as the forearm or upper arm. The device also employs new strip technology, which requires less blood. The meter uses a vacuum mechanism that holds the skin in place while an integrated apparatus lances the skin. The blood is automatically transferred to a low-volume biosensor strip and a blood glucose test result is delivered in 20 seconds.

Health Insurers Keep An Eye On Costs Of Screening Tests

According to a recent article in USA Today, the use of scanning tests to detect cancer, heart disease, fractures, and thinning bones is on the rise, and health insurers think that the next jump in health insurance premiums may come as a result. Some insurers report 15 to 20 percent annual increases in the number of X-rays, magnetic resonance imaging (MRI), computed tomography (CT) scans, and certain cardiac exams administered. The growth in the use of these expensive tests is being driven by the aging population, new and better scanning equipment, patients demanding the tests after seeing advertisements, and doctors, short on time looking for quicker diagnoses.



Diabetes Wellness Center

Pharmacy and consumer education is a critical part of diabetes healthcare. D&K will provide you with in-store diabetes self-help reference materials, Diabetic Friendly shelf stickers and a hanging Diabetic Wellness POP display. This kit includes information such as: manufacturer customer service phone numbers, product marketing information, training materials, ad slicks, listings of diabetic health organizations and new product information. Updated materials will be supplied to you as they become available.



Offer your customers one-stop shopping with this comprehensive Diabetes Wellness Center.

See your D&K Sales Representative for more details.

NWDA To Become Healthcare Distribution Management Association

On Jan. 8, 2001, the National Wholesale Druggists' Association (NWDA) will officially change its name to the Healthcare Distribution Management Association (HDMA). NWDA was founded as the Western Wholesale Druggists' Association in Indianapolis, Ind. on Mar. 15, 1876. That name was changed to the National Wholesale Druggists' Association on Nov. 8, 1882.

The new name and identity reflect the association's vision of a progressively more efficient and effective distribution system. The design of the new logo implies a health-care distribution system that is constantly in motion, 24 hours a day, 365 days a year. The unclosed rings depict members' leadership role in managing a system in a perpetual state of evolution.

The rollout of the new name will cover a period of 6-12 months, and will include the announcement as well as the introduction of the name to various constituents.



HDMA
Healthcare Distribution Management Association

Products, Services and Information for Your Health

Zyprexa Approved For Long-Term Use

Lilly's Zyprexa (olanzapine) has received a new indication for long-term therapy and maintenance of treatment response for schizophrenia. The atypical antipsychotic is claimed to be the first to prove its long-term effectiveness in patients with the psychiatric disorder. Study results indicated that placebo-treated patients were almost 10 times as likely to relapse over a six-month period compared with olanzapine-treated patients. This indication comes after olanzapine's recent approval for short-term treatment of acute manic episodes associated with bipolar disorder.



Lescol XL Gains Approval

Lescol XL 80 mg (fluvastatin sodium), from Novartis was recently approved by the FDA. Lescol XL is an extended-release and higher dose formulation of Lescol, an HMG-CoA reductase inhibitor used to treat dyslipidemia. According to Novartis, Phase III clinical trials demonstrated that Lescol XL 80mg produced up to a 38 percent median decrease in low-density lipoprotein cholesterol in patients with dyslipidemia, and a 25 percent median decrease in triglycerides and a 13 percent mean increase in high-density lipoprotein cholesterol in patients with primary mixed dyslipidemia, as compared with Lescol 40 mg therapy.

Lescol XL 80mg is indicated as an adjunct to diet to reduce elevated total cholesterol and

apolipoprotein B levels, and to increase HDL-C in patients with primary hypercholesterolemia and mixed dyslipidemia and to slow the progression of atherosclerosis with coronary heart disease.

Trizivir Introduced By Glaxo Wellcome

The Food and Drug Association (FDA) has recently approved Trizivir for the treatment of HIV in adults and adolescents.

Each dose of Trizivir is a fixed-dose combination of Ziagen (abacavir/ABC), Retrovir (zidovudine/AZT), and Epivir (lamivudine/3TC) — three nucleoside reverse transcriptase inhibitors (NRTIs) already approved by the FDA. Because it is a fixed-dose tablet,

Trizivir is not recommended for treatment in adults or adolescents who weigh less than 40 kilograms.

Trizivir combines a single dose of three drugs into one pill, which may be easier for some patients to comply with their medication regimens. This combination product should only be used by those patients whose treatment regimens would otherwise include these

doses of these three nucleoside analogues. It may be used alone or in combination with other antiretroviral agents for treatment of HIV infection, but should not be administered concomitantly with any of its three ingredients. The recommended dose is one tablet twice daily.



RU-486—Mifeprax

Some American physicians have begun receiving and dispensing their first shipments of the recently approved abortion pill, mifepristone (Mifeprax), also known as RU-486. Approved by the Food and Drug Administration (FDA) in September, mifepristone gives women another option for ending unwanted pregnancies.

Because of FDA restrictions, not all doctors will be allowed to dispense mifepristone. To qualify, physicians must first be able to accurately date fetal age and exclude tubal (ectopic) pregnancies, and they must be able to provide access to surgical abortion if necessary.

While this pill is another option for women, it is definitely not a quick or easy fix. As with any medication, there are caveats to the use of mifepristone, including the fact that it's effective only in early pregnancy (49 days or less, counting from the beginning of the last menstrual period) and that a woman must visit her doctor at least three times for therapy.

Abreva, SmithKline's OTC Cold Sore Product

SmithKline has just introduced Abreva, the first OTC product approved for the treatment of cold sores and fever blisters. This product differs from other products already on the market—it actually speeds the healing rather than just treating the symptoms.

The product contains 10% docosanol cream that actually blocks the virus from entering the cells. This mechanism of action doesn't lead to viral resistance like Denavir and Zovirax—which interfere with viral synthesis and have a tendency to become resistant.

Abreva is most effective when used at the first sign of an outbreak and should be applied up to 5 times daily to treat the sores.

