



14th Annual NPPA Conference
August 9-12, 2010
MGM Grand • Las Vegas, NV
In conjunction with *Pharmacy Purchasing Outlook*

Education

Networking

Community

Experience

Advocacy

Support

Conducted by: Summerdale Enterprises, Inc.
4747 Morena Blvd Suite 340
San Diego, CA 92117-3468
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www.PharmacyPurchasing.com

Our Only Issue Is Pharmacy Purchasing!

Become a Member of the National Pharmacy Purchasing Association And SAVE on Registration Fees!

HOW DO I SAVE?

By becoming a member of NPPA, not only are you supporting the advancement of the Pharmacy Purchasing Profession, but you are also entitled to receive a discount on your conference registration.

It may be hard to believe, but the percentage you save allows you to get your NPPA membership, which includes an annual subscription to *PPO* and other benefits (see below), as well as your conference registration for less than the Non-Member Registration fee. That's right, you will receive more for less! So we recommend that you join today!

Full NPPA Member/Subscriber Benefits

- Membership in NPPA, first association of pharmacy buyers
- Subscription to *Pharmacy Purchasing Outlook*, a publication dedicated to news & issues of pharmacy buyers
- RxBuyer eNews; a periodic e-newsletter
- Access to the Members-Only section of PharmacyPurchasing.com
- Member rate at Annual NPPA Conference (membership status must be current during the month of August)
- Plentiful opportunities to enhance clinical and leadership skills
- Unique opportunities for networking, career growth and continuing education

“Pharmacy purchasing is a profession that has for too long been ignored. We are out to change that.”

**Dale J. Kroll
President & CEO**

NPPA & Summerdale Enterprises, Inc.



What Some of Our Customers Have Said

“Wow! *PPO* has been very helpful to me since my first attendance at the conference. I felt much better knowing that I was not alone in my quest to manage product shortages and back orders. *PPO* has been a great resource for product information and networking with other buyers. Since the conference, I have had the opportunity to keep in contact with some buyers that I met at the show. We talk about how we handle issues that come up and try to help solve each other's problem. The newsletter is informative and discusses topics that pertain to buyers.”

Jeffrey Brown, Mullins, SC

“*PPO* has put me in touch with other people who can help me with my needs. Before, I would have never known or considered some of these resources. It has also given me the confidence to use those alternative resources. *PPO* has helped me to understand that I am not the only buyer out there who is facing these everyday struggles in the pharmacy field.

Mike Buske, Spokane, WA

We are building a network of pharmaceutical purchasing professionals who are interested in expanding their knowledge and skills. No national pharmacy organization we know of recognizes the true importance of pharmacy purchasing. We, however, think pharmacy purchasing is the most important specialty in Pharmacy. We invite you to join us now and to participate in our progression of this important field.

Current Agenda for 2010 NPPA Conference

The lectures shown below do not represent the full program. Please check back to our website's "What's New" area on the home page to check for updates. All lectures & speakers are still subject to change.

An estimated 8-10 units of ACPE-accredited CE's will be available, including the one hour of required yet often hard-to-find, Pharmacy Law.

Program Start: Monday, August 9 approx. 11am (check-in & onsite regist. available Sun. evening)
Exhibits: Tuesday & Wednesday afternoon after lectures, approx. 3 hours/day.
Program End: Thursday, August 12, approximately 12:00 pm

- **Annual Conference History & About NPPA** (including introduction of Advisory Board)
Outstanding Buyer of the Year Award Winners & Program, Sponsored by Hospira, Inc.
- **Why Did You Do That: How Do We Make Decisions?**
Kay Potetz, PhD, from Speakers Unlimited of Columbus, OH
- **Is Your Facility LEAN Yet? Cutting Costs, Improving Safety, Quality, & Employee Morale**
Kathy Pflaum, Inventory Control Coordinator, St. Francis Health Center, Topeka, KS
- **A Hospital's Conversion to Insulin Pens**
Kevin Hoehn, PharmD, MBA, BCPS, CGP, Pharmacy Clinical Coordinator, Faxton St. Luke's Healthcare, Utica, NY
- **Pharmacy Purchasing, The Buyer/Director Team – One Director's Perspective**
Lyle Matthews, PharmD, MAM, Director, Pharmacy Services, Eisenhower Medical Center, Rancho Mirage, CA
- **Diversion – The DEA Perspective**
Michael J. Lewis, Diversion Program Manager, DEA (Drug Enforcement Administration), Los Angeles Field Division, Los Angeles, CA
- **Impact of Trained vs. Non-Trained Pharmacy Purchasing Professionals on Pharmacy Finances**
Richard Ponder, MBA, CPhT, CPP, CEPP, CMRP, Pharmacy Supply Chain Supervisor, East Jefferson General Hospital, Metairie, LA
- **New Drugs of 2010**
Kevin Hoehn, PharmD, MBA, BCPS, CGP, Pharmacy Clinical Coordinator, Faxton St. Luke's Healthcare, Utica, NY
- **Buyer Issues of the Day**
A panel of Pharmacy Buyer presenters will speak on the current hot topics of the day, allowing for Q&A and interaction from audience after each topic.
 - **Buyers Taking an Active Role in Patient Safety**
Patrick Gallagher, Pharmacy Buyer, Marian Medical Center, Santa Maria, CA
 - **Managing Hazardous Pharmaceutical Waste**
Pamela Hale, CPhT, BBA, Mercy Health Partners Southwest Ohio, Cincinnati, Ohio
- **GPO Break-Out Sessions, Members-Only**
Amerinet, Broadlane, MedAssets, Novation, & Premier will be in attendance.
- **Wholesaler Breakout Sessions, Members-Only**
AmerisourceBergen, Cardinal Health, & McKesson will be in attendance.

PLEASE JOIN US AT THE MGM GRAND FOR THE: 14th Annual NPPA Conference

Come join hundreds of your Pharmacy Purchasing Professional colleagues and network with an average 86 exhibiting vendor companies who are there to serve you and your facility. This Annual Conference has the largest assemblage of Pharmacy Purchasing Professionals in the country.

As the only national meeting exclusively for Pharmacy Buyers, the Annual NPPA Conference held in Las Vegas every August offers a unique opportunity for Pharmacy Purchasing Professionals in all disciplines and work settings to come together to learn the latest trends in Pharmacy Purchasing.

Here are some of the highlights:

- **Pharmacy Buyer Training Program** - Education tailored specifically to the needs of the Pharmacy Buyer or Pharmacy Procurement Specialist.
- **Best Buyer Practices** – a session discussing standard-of-practice subjects as presented by Buyers on a peer-to-peer level (contact us if you would like to speak on this panel with a pertinent topic or choose from our list of topics...confirmed speakers get free registration)
- **Over 80 Pharmaceutical Company Exhibitors** display their products & services
- **Unlike most conventions, some of your meals are included in your registration fee**
- **An estimated 10 units of ACPE-accredited CE's will be available for credit towards Pharmacy recertification; including the elusive and required 1 hour of Pharmacy Law**

The 14th Annual Conference will be held in Las Vegas, Nevada. We will once again be located on the action-packed Las Vegas Strip! Come join us for this ground breaking year!

We look forward to seeing you in Las Vegas!

THE STAFF OF SUMMERDALE ENTERPRISES, INC.

Comments From Past Conference Attendees

- “I thoroughly enjoyed this seminar. The topics and speakers were very helpful and overall the presentation was great. I am truly amazed at the amount of knowledge I have received in the past 3 days. The displays are a lot of fun as well. Thanks very much for making this possible and hopefully I will be able to attend next year!”
- “This is my second year attending. As with the year before, I truly enjoyed it. It was very informative and interesting. I hope to return in the following years.”
- “I really learned a lot. I will take what I have learned back to my hospital and apply it to my job. I really enjoyed the conference.”
- “I have been a buyer for 26 years and never had come to the convention before, but I will never miss it again. It had an excellent variety of issues and topics. Also, there was great representation by suppliers – I got to meet & talk to lots of them during the display periods.”
- “I feel that every Buyer should have the opportunity to attend this yearly convention hosted by *PPO*.”

Exhibitors 2009

Acute Care Pharmaceuticals	GlaxoSmithKline	Pharma Logistics
AHP Group	G & W Laboratories, Inc.	PharmaForce, Inc.
American Health Packaging	GeneraMedix, Inc.	Pharmascience Laboratories
American Regent	GPOgenerics.com	PharMEDium Services
Ameridose	Grifols USA LLC	Precision Dose, Inc.
AmerisourceBergen	Guaranteed Returns	Premium Health Services
Anda, Inc.	Health Care Logistics	Priority Pharmaceuticals
Apexus/340B Prime Vendor Program	Hospira	Prodigy Health Supplier
APP Pharmaceuticals	Lifeline Pharmaceuticals	R & S Northeast LLC
ASD	Major Pharmaceuticals	RD Plastics Company, Inc.
AstraZeneca	McKesson	Reliance Medical Wholesale
Atlantic Biologicals	Medefil, Inc.	RxElite/Piramal Healthcare
Baxter Healthcare	Medi-Dose, Inc./EPS, Inc.	Safecor Health
BDI Pharma	Merck & Co., Inc.	Sagent Pharmaceuticals
Bedford Laboratories	National Hospital Specialties	Sandoz, Inc.
Bioniche Pharma	NCPD-National Coalition of Pharmaceutical Distributors	STAT Pharmaceuticals
Cardinal Health, Inc.	NECC-New England Compounding Center	Taro Pharmaceuticals USA, Inc.
Carmel Pharma	Nephron Pharmaceuticals	Teva Health Systems
Chapin Specialty Healthcare	Nexus Pharmaceuticals	UDL Laboratories
Clean Harbors Environmental Services	Novis Pharmaceuticals	Unique Pharmaceuticals
Covidien-Mallinckrodt	NPTA-National Pharmacy Technician Association	Upsher-Smith Laboratories
CSL Behring	Paddock Laboratories	US WorldMeds
CT International	Pall Life Sciences	Victory Pharma
Dubin Medical, Inc.	PAR Pharmaceutical	VistaPharm
EKR Therapeutics	Parenta Pharmaceuticals	Watson Pharmaceuticals, Inc.
ENZON Pharmaceuticals	Pfizer	West-Ward Injectables, Inc.
EXP Pharmaceutical Services	Pharm Ecology	Williams Medical
FFF Enterprises		Winfield Laboratories, Inc.
		Wockhardt-Morton Grove
		X-Gen Pharmaceuticals

Membership Types

Full Member/Subscriber - Individuals must be a current employee of a hospital, clinic, or out-patient facility working in the Pharmacy Dept. or Materials Management.

Associate Member - Available when there is a Full Membership present at same address, and individuals are a current employee of a hospital, clinic, or out-patient facility working in the Pharmacy Dept. or Materials Management.

Executive Member - Individual must be a current employee of a Group Purchasing Organization, and must not currently be employed by a company we consider to be a vendor (e.g. pharmaceutical company, manufacturer, wholesaler, secondary distributor, etc.).

Corporate Memberships - For Pharmaceutical Company Representatives.

See NPPA Membership Packet on our website for full details.

ATTENDEE FORM (VENDORS EXCLUDED)

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Submit Form To
Summerdale Enterprises, Inc.
4747 Morena Blvd Suite 340
San Diego, CA 92117-3468
Phone: 866-500-4PPO • Fax: 858-581-6372

Registrant Information

Name: _____ Phone: _____
First Name on Badge: _____ Fax: _____
Title: _____ Email: _____
Facility Name: _____ Group Purchasing Organization: _____
Address: _____ Primary Wholesaler: _____
City, State, Zip: _____ Opt Out of Conference Roster

Registration Options (see NPPA Member Benefits Package for details)

Conference Registration

- Current Full/Associate/Executive Member
- New/Renewing Full /Executive Member (includes NPPA membership)
- New Associate Member (includes NPPA membership)
- Non-Member

Paid By July 30

- \$275
- \$400 ← Join & Save \$10
- \$344
- \$410 ← No Membership

Join NPPA & Save on your conference registration fee. Non-Member Registration is \$410 and does not include NPPA membership. Becoming a member & registering for the NPPA Conference is \$400.

You can attend and be a member while saving \$10.

Purchase Orders will not be accepted after July 9, 2010. †

DISCOUNTS AVAILABLE: 1) 2nd attendee from single facility address gets \$10 off 2nd attendee fee only (Use Code ATTD2). 2) 10 or more from same system or GPO on a single payment get \$25 off each registrant's fee (Use Code 10FAC).

Payment Options

Registration Fee: _____ Credit Card #: _____
NPPA Membership Fee: _____ Name on Card: _____
Discount Code: _____ Billing Street Number: _____ Billing Zip Code: _____
Total: _____ when paid by deadline above. Expiration Date: ____ / ____ Signature: _____
 Purchase Order #: _____ Check enclosed

Purchase Orders will not be accepted after July 9, 2010. †

Invoice, Refund & Cancellation Policy

†After July 30, unpaid invoices are subject to a 10% admin fee. All registrations paid in full that are cancelled before June 9, 2010 will be refunded 100%. Cancellations between June 9 through July 9 will receive a 50% refund. No refunds after July 9, 2010.

Hotel Reservations

Our group rate of \$74.50/night plus tax (single/double) has been reserved under our Conference Group Room Block at the **MGM Grand Hotel** in Las Vegas. **To reserve, call 877-880-0880, ask for our room block, "Pharmacy Purchasing" or Code: "PHM003,"** with your requested dates of arrival & departure over the nights Sunday 8/8 through Thursday 8/12 (actual departure on Friday). Or visit our website for a direct link. This special rate expires July 6, 2010.