January 2015

The newsletter of
Smith Drug Company
A Division of J M Smith Corporation
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GET BACK TO THE BASICS IN 2015 WITH HEALTHWISE CLINICAL SOLUTIONS AND CREATIVE PHARMACIST!

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- Immunizations Beyond Influenza
- Medication Therapy Management (MTM)

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Aetna Part D

Many community pharmacies are experiencing issues with Aetna/Coventry claims. Third Party Station is not currently contracted with Aetna on behalf of our members. However, we have been in contact with this payer to seek answers for our members. Aetna/Coventry has stated that they had delays in loading pharmacies in their 2015 Medicare networks. In addition, we have been informed that Express Scripts will not allow pharmacies to be loaded into the Coventry First Health Part D plan network until March 1, 2015.

NCPA has suggested that pharmacies have their impacted patients call 1-800-Medicare to express their concern. The patients can also send an email complaint form by going to www.medicare.gov/medicarecomplaintform/. If the complaint form is used, NCPA has asked that they copy their member of congress.

The patients story may also be sent to NCPA via email at Michael.Rule@NCPAnet.org. Include your name and ZIP code, do not include patient’s name or HIPAA information.
Aetna Part D Snafu—Update

On Friday, NCPA strongly urged the Centers for Medicare & Medicaid Services to work with Aetna to implement a temporary processing fix for non-network pharmacies (utilizing an existing Aetna contract already in place with most pharmacies) for patients and pharmacies that have experienced problems with the network pharmacy confusion with certain 2015 Aetna Part D plans. In addition we recommended that the fix be retroactive to Jan. 1 to allow for processing of claims by non-network pharmacies that may have already been filled but not adjudicated since Jan. 1 in efforts to assist patients.

Aetna instituted such a plan yesterday for Aetna/Coventry claims processed through Express Scripts, telling pharmacies:

"If your pharmacy is a Non Participating provider in the Aetna/Coventry 2015 Standard or Standard Preferred networks, you will be able to TEMPORARILY process claims for certain Coventry Medicare Part D members at Premier Preferred in-network reimbursement rates starting Monday, Jan. 12, 2015. The effective date of this temporary transition will be Jan. 1, 2015."

Though this is a temporary solution, NCPA believes that this is a positive step towards helping patients receive the medications they need while alleviating the immediate problems for most pharmacies.

NCPA has been told that a similar fix is pending for Aetna Part D claims processed through CVS Caremark, but as of this writing those details have not been made available to us.

Please use the special alert fax that NCPA sent to pharmacies on Friday that includes a sample beneficiary communication that pharmacists can distribute to their patients. It includes information on a Special Enrollment Period.

NCPA has been in constant contact with CMS officials expressing our concerns and asking for immediate action, especially related to adjudicating January claims. We continue to speak to them on a frequent basis and send them examples of patient harm.

It is vital that you share examples with NCPA. NCPA staff is also in communication with PSAOs and buying groups, regarding the many problems presented by the Aetna/Coventry Part D plans. We will continue to work with those organizations to coordinate a response from community pharmacy to Medicare and Congress to achieve maximum impact.

source:www.ncpa.com
When sickness strikes, Americans tend to turn first to the white coat behind the pharmacy counter. Why? One word: convenience. In a recent Center for Medicine in the Public Interest survey, 77 percent of U.S. consumers said they value the 24/7 availability of over-the-counter cough medicines — and 78 percent think it would be a burden to have to seek a prescription from their doctor when the coughing kicks in.

That means pharmacists are a valuable — even critical — resource when trying to decide which cold and flu meds to buy (seriously, who wants to read all of those labels?). Lucky for you, you don’t even have to talk to your pharmacist to get the scoop: The American Pharmacists Association recently asked 1,000 pharmacists which over-the-counter cold and flu medications they’re most likely to recommend — and Yahoo Health asked the experts to explain exactly how these OTC meds can help make you feel better, ASAP.

**SINUS HEADACHE MEDS**

*The winner: Advil Cold & Sinus*

This non-drowsy formula contains two misery-fighting ingredients: ibuprofen and pseudoephedrine. Ibuprofen is a painkiller that works by binding to an enzyme responsible for the production of inflammatory substances, like prostaglandins. The second ingredient, pseudoephedrine, acts as a decongestant. “It will open the nasal passages — it shrinks the blood vessels, and helps you breathe better,” said W. Steven Pray, a professor of pharmacy at Southwestern Oklahoma State University. It will also probably give you a burst of energy, which you may welcome if you’ve been dragging all day: “Pseudoephedrine can cause an adrenaline rush and suppress appetite,” Arkin said.

The runner-up: Sudafed 12 Hour Pressure + Pain

**ADULT LIQUID COLD MEDS**

*The winner: Mucinex Cold, Flu & Sore Throat*

Take one gulp of this powerful liquid, and you’ll simultaneously target coughing, congestion, and pain. One of the ingredients, guaifenesin, is an expectorant, which means “it helps thin the junk in your lungs, so when you cough, the junk will come up more readily,” Pray told Yahoo Health. The cough suppressant dextromethorphan, on the other hands, halts your hacking by zeroing in on the part of your brain that controls coughing, he said.

But, warned Pray, since dextromethorphan suppresses coughing, it may reduce your ability to hack up the mucus that guaifenesin is encouraging you to expel. The third ingredient, acetaminophen (what you find in Tylenol), helps relieve the pain that can accompany a cold, while phenylephrine combats congestion. It’s essentially a less potent version of pseudoephedrine, said Arkin.

The runner-up: Tylenol Cold Multisymptom

**ADULT MULTI-SYMPOTM COLD OR FLU MEDS**

*The winner: Mucinex D*

This funk fighter contains guaifenesin (an expectorant, see above) and pseudoephedrine (a decongestant, see above). It’s perfectly safe to take these ingredients together; however, Pray did caution against stocking your shelves with too many multi-symptom products. You may need all of the ingredients for this cold — but the next time you get sick, you may need only one of them, which means if you take the meds you have on hand, you’re downing an unnecessary drug. “As long as you have the symptoms that each ingredient is indicated for, these combination products aren’t bad,” he said.

The runner-up: Coricidin HBP Cold & Flu

**ADULT NIGHT MULTI-SYMPOTM COLD/ FLU MEDS**

*The winner: Tylenol Cold Multi-Symptom Nighttime*

This bottle contains many of the same ingredients as the drugs above — acetaminophen for headache and other pain, dextromethorphan for coughing, and phenylephrine for congestion. But this product throws one extra drug into the mix: doxylamine succinate, an antihistamine. “Doxylamine helps you sleep — it’s what is in some of the Unisom products,” said Pray. “It also helps with runny nose and sneezing.” Just keep in mind, since this product targets four separate symptoms, it may not be the solution every time you’re under the weather.

The runner-up: Nyquil

**CHILDREN’S DECONGESTANTS**

*The winner: Little Noses Decongestant Nose Drops*

These snot-stopping drops contain the decongestant phenylephrine, which shouldn’t be used in children under the age of two without a doctor’s approval. “People tend to make up doses for kids — like, my kid is two, so I’ll just give her half of the four-year-old dose,” said Pray. “You can’t do that. You really need to see a physician if your child isn’t above the age on the label.”

The runner-up: Children’s Sudafed Nasal Decongestant Liquid

**CHILDREN’S MULTI-SYMPOTM COLD OR FLU MEDS**

*The winner: Children’s Dimetapp*

Consider this purple liquid a fix-all for sick kids: It contains acetaminophen (fever and pain), dextromethorphan (coughing), phenylephrine (congestion), and chlorpheniramine maleate (runny nose and sneezing). Be warned: Chlorpheniramine can cause drowsiness, said Arkin, so you may not want to dose up your little one on this drug before sending him to school.

The runner-up: Children’s Mucinex

Source: Yahoo.com

Image - google images
RPhs Score Highly in Annual Gallup Ethics Poll

Pharmacists tied for second place with doctors in the annual Gallup poll rating the ethics and honesty of 11 professions, with nurses maintaining the top spot as they have for 15 of the past 16 years.

"Americans place a high degree of faith and confidence in their pharmacists," said NCPA President John T. Sherrer, RPh. "Congratulations to our country’s community pharmacists on this impressive achievement and the continuation of a long-running trend in trustworthiness."

Pharmacists and doctors tied with 65 percent of respondents viewing their honesty and ethical standards as very high or high. Nurses received an 80 percent rating. Members of Congress came in last at 7 percent and were the only profession where a majority gave them a very low or low rating (61 percent).

Medication Disposal Site Search Tool Now Available on AWARxE Website

To help visitors to www.AWARRx.org more easily find disposal locations in their area, the AWARXE® Prescription Drug Safety Program has launched a location-based search tool. Visitors who type an address, city, state, or zip code into the website’s new search tool will receive a list and map of the closest medication disposal sites. Law enforcement organizations, civic centers, and pharmacies are the most common sites where prescription drugs can be disposed of in a manner that is safe for family, friends, and the environment.

The disposal of unwanted prescription drugs has become an important part of drug safety. More than half of prescription drug abusers obtained the drugs from family or friends. There are 6.8 million people aged 12 and older who have used prescription drugs recreationally. To reduce the chance of prescription drug misuse or abuse within a household, AWARXE recommends disposing of unused, unwanted, or expired drugs in a timely fashion. The ability to find local medication disposal sites with AWARXE’s easy-to-use search tool will simplify this essential part of drug safety.

Source: e-NABP
What sort of flu season are we having?

It’s not possible to say at this point what the rest of this flu season will be like. While flu spreads every year, the timing, severity, and length of the season usually varies from one season to another.

As of late December, all national key flu indicators are elevated and about half of the country is experiencing high flu activity. Flu activity is expected to continue into the coming weeks, with increases occurring especially in those states that have not yet had significant activity.

Influenza A (H3N2) viruses are most common so far. H3N2-predominant seasons have been associated with more severe illness and mortality, especially in older people and young children, relative to seasons during which H1N1 or B viruses predominated. There are early indications that this season may be severe, especially for people aged 65 years and older and young children.

Is the U.S. having a flu epidemic?

The United States experiences epidemics of seasonal flu each year, and right now all of CDC’s influenza surveillance systems are showing elevated activity. Influenza-like-illness (ILI) has been over baseline for the past several weeks, virological surveillance shows a lot of flu is circulating, and the hospitalization surveillance system shows increasing hospitalizations rates, especially in people 65 years and older. Also, the surveillance system that tracks mortality shows that the country is in the midst of this season's flu epidemic. During influenza seasons, ILI increases first, and then hospitalizations increase, and then increases in deaths occur, so what is being observed is a typical pattern for the flu season.

CDC continues to recommend that unvaccinated people get vaccinated. While some of the viruses spreading this season are different from those in the vaccine, vaccination can still provide protection and might reduce severe outcomes such as hospitalization and death. CDC also is reminding clinicians and the public that people with high risk factors who get flu symptoms should be evaluated for possible treatment with flu antiviral drugs. It's very important that antiviral drugs be used early to treat hospitalized patients, people with severe flu illness, and people who are at higher risk for flu complications based on their age or underlying medical conditions.
RESmart® CPAP

Ergonomic Design

- Integrated heated humidifier
- DC 24V powered and infrared controlled humidifier for patient safety and comfort
- Delay-off feature protects the device from humidity hazard
- Backlit LCD display for operation in dark
- Light user buttons with lockup capability
- 4-20 cmH2O therapy pressure
- Real time audible alert for tubing/mask leak
- RESlex® exhalation relief with three comfort settings
- Remote compliance data access by phone with iCode®
- SD Card
- Integration with cloud based iCode Connect™
- Embedded memory stores last night’s full raw data, 365 nights of user data and more than 30 years of therapy records
- Last night’s compliance-therapy snapshot to assist patient with compliance
- Automatic leakage and altitude compensation
- Inspiration trigger for automatic start-up
- Quiet operation

Smith Order Number - 699371

RESmart® Auto CPAP

Ergonomic Design

- Integrated heated humidifier
- DC 24V powered and infrared controlled humidifier for patient safety and comfort
- Delay-off feature protects the device from humidity hazard
- Backlit LCD display for operation in dark
- Light user buttons with lockup capability
- Auto adjustment of therapy pressure within set range
- Personalized sensitivity setting
- 4-20 cmH2O therapy pressure
- Real time audible alert for tubing/mask leak
- RESlex® exhalation relief with three comfort settings
- Remote compliance data access by phone with iCode®
- SD Card
- Integration with cloud based iCode Connect™
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Smith Order Number
January is the perfect time to honor the people who help others through the simple act of giving blood.

Since 1970, January has been known as National Blood Donor Month. It’s a time when blood organizations like the American Red Cross pay tribute to the nearly 11 million people who give blood each year, and encourage others to start the New Year off right by coming to give the gift of life.

“Blood donors bring hope and promise to hospital patients who may need blood for their very life,” said Diane E. Ward, CEO for the Southeastern Michigan Blood Services Region of the American Red Cross. “Donors are people like you who play a vital role in modern health care by helping ensure hospitals have blood for patients.”

January is a challenging time for blood donation because cold and snowy weather and busy post-holiday schedules can make it difficult for blood donors to keep appointments. Regardless of the time of year, hospital patients nationwide need about 44,000 blood donations daily for cancer care, surgeries, and the treatment of serious diseases and trauma.

The Red Cross encourages donors to make and keep appointments, both for convenience and to reinforce the feeling of commitment. Community members can also contribute to the blood supply by organizing or volunteering at a blood drive, or by suggesting blood donation to their family and friends.

“If volunteering in your community is on your list of resolutions, you can meet it by simply giving blood or recruiting others to give, too,” said Ward. “Donating blood is a great way to make a lifetime of difference in just a little more than an hour’s worth of your time.”

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January is:
- Birth Defects Prevention Awareness Month
- Blood Donor Month
- Cervical Cancer Screening Month
- Cervical Health Awareness Month
- Glaucoma Awareness Month
- Healthy Weight Week
- Women's Healthy Weight Day
- IV Nurse Day

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Healthy Weight Week

Women's Healthy Weight Day

IV Nurse Day
Paleo diet
The most Googled diet last year is also known as the “caveman” or “hunter gatherer diet”, because it’s based on the idea of eating what our Paleolithic ancestors would have enjoyed. So, instead of chomping miserably on lettuce leaves, paleo dieters are allowed to feast on meat, vegetables, nuts and fruits. Off the menu are legumes, dairy products and grains. The benefits, aside from losing those excess pounds, are said to include a reduced chance of diabetes, heart disease and cancer. Of concern however is the emphasis on fat-laden meat at the expense of the whole host of good things (calcium, vitamin D, fibre and antioxidants among them) which are found in dairy and grains. Rumours that adherents also start to wear loincloths and growl instead of speaking are unfounded.

Juice cleanse diet
If your friends and family have been wandering around with glasses of what looks like green sludge since New Year, then you can be pretty sure they’re on the juice cleanse diet. A celebrity favourite, this controversial diet involves limiting your diet to pureed fruits and vegetables for days, or even weeks. Fans say the regime “detoxes” the body and leaves dieters full of energy: critics say the diet is a fad that can actually have negative affects, such as slowing your metabolism. Still, at least you’ll definitely get your vitamins.

Mediterranean diet
In a list dominated by fads, who would have thought the good old Mediterranean diet would have snuck in at number three? Our cousins on the continent love to eat fish, fruits, vegetables, whole grains, legumes and a moderate amount of dairy, all washed down with olive oil and a splash of wine. The diet is said to be low in saturated fat, and – according to a study last year - results in a 30 per cent lower risk of heart disease and stroke. It’s also spookily close to NHS recommendation for a balanced diet.

Master cleanse diet
For those who think a juice diet is just too easy, there’s always the master cleanse. Supposedly the favourite of Beyoncé, this rather odd regime involves eschewing food for short periods and drinking primarily lemonade mixed with maple syrup and cayenne pepper (plus a nice laxative before bed). Like the juice diet, this is meant to “detox” you – but also carries a risk of fainting, tiredness and a Jammie Dodger binge the second you’re off it.

Ketogenic diet
Ketogenic diets are basically high-fat, low-carb diets that induce ketosis – a starvation state when your body starts to burn fat instead of carbohydrates. The diet first became popular in the 1920s, when it was was used to treat children with epilepsy: although anticonvulsant drugs are now a more popular treatment, the diet still appears to be significantly reduce seizures in some cases. In the form of diets like Atkins (the induction phase of which is ketogenic), it is popular with bodybuilders and dieters too.

Okinawa diet
The people of Okinawa in Japan’s Ryukyu Islands have one of the highest life expectancies in the world, and their diet – low in calories but bursting with nutritional value – is often thought to be the cause. Vegetables are a mainstay, with fish consumed around three times a week, plus plenty of wholegrains, a little meat and seaweed. Rice, unusually for Japan, plays second fiddle to sweet potatoes, which are rich in antioxidants and other goodies.

Omnivore
An omnivore diet is essentially what might be considered to be a normal, healthy diet – eating both plants and meat – so quite why it’s Googled so much is a mystery. The website Paleo Movement theorises that there is a school project “that requires every English-speaking 13 year-old” to research it, or maybe a lot of vegans are having second thoughts about their life choices. Answers on a postcard, please.

Fruitarian diet
If the idea of an apple a day fills you with dread, the fruitarian diet is not for you. Followers of this regime only eat foods that naturally fall from a plant without harming it – mainly fruit, but also nuts and seeds for the more liberal. Critics warn that the diet can cause serious deficiencies in vitamins (especially B12), calcium, iron and essential fatty acids, as well as a lack of energy. Still, Apple founder Steve Jobs was a dabbler – and you certainly couldn't call him unproductive

Flexitarian diet
If you like the idea of giving up meat, but can’t resist the smell of a bacon sandwich, the flexitarian diet could be for you. Adherents try to mainly eat a plant-based diet, but allow themselves the occasion meat lapse without the guilt. Which means your hallowed weekend fry-up is safe.

source: the telegraph.co
### TOP TEN BY CATEGORY

#### VITAMINS/DIETARY SUPPLEMENTS

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### NOW AVAILABLE FROM PEDIFIX!

- Quickly reduces calluses and hard, dry, rough skin
- Safe and easy to use -- no bending or reaching required!
- Especially helpful for people who can’t reach or see their feet easily
- Keeps feet soft and smooth
- Rests on floor of shower or tub

Smith Number - 697946

- Keeps feet soft & smooth
- Files nails
- Massages away aches & pains
- Reduces corns, calluses and rough, hard, dry skin

Smith Number - 697961

Smith Number - 697953

Toe and nail soaking tray Soften rough feet without the hassle of heavy tubs. Ideal for treating corns, calluses, and ingrown toenails. Contoured, compact tray requires only one cup of Tea Tree Soaking Crystals™ (sold separately) or your favorite soaking solution, and soaks just your toes. Tea Tree Soaking crystals™ fight fungus and bacteria, soothes aches and pains, and leave feet feeling clean, refreshed and smelling great. Contains tea tree oils, peppermint oils, Epsom and sea salts. Tray size: 10"L x 9"W x 2"H.
You may be missing opportunities for those niche items that make your store stand out as well as extra profit for your pharmacy?

“Do you see our invoice stuffers?”
“Are you missing out on savings?”

Watch for flyers in your invoices to save on OTC & Gift items!
Designate someone to be responsible for collecting these for review so you don’t miss out on future savings.
Please be aware of savings deadlines.
Also, check out the same flyers on the Smith portal.
ABOUT eb5
When it comes to anti-aging skin and body care treatments, eb5 delivers. The foundation is one of science. The company began with pharmacist Heldfond, the company founder’s father, at the beginning of the 20th century. From the very beginning the focus has been to help women of all ages maintain and improve their skin. eb5 believes that signs of age – fine lines, wrinkles, age spots – don’t need to be a surprise. You can see them coming. Now you can help stop them with simple, highly-effective, power-packed ingredients specifically chosen to actually help skin get better with time.

Each formula contains a base clinically designed to deliver active ingredients to target your specific skin issue. From the beginning, the company worked with doctors and nurses to source the most effective compounds. Hospitals were consulted. In fact, the first cream acted as a delivery system for many topical medications, including treating burn victims and other more common skin disorders. The nurses administering the cream quickly noticed how good it made their hands feel, and started purchasing this inexpensive cream for themselves. This is how the original anti-aging facial cream was born.

What started with one treatment has blossomed to become a company of serums and targeted skin care, a full line for women and men. Unique, highly absorbent, and non-greasy, with superior antioxidants, vital nutrients, healing vitamins and other natural ingredients. Nothing unnecessary and always fragrance-free. Anti-aging remedies that women have relied on for generations.

With pharmacist Robert Heldfond at the helm, eb5 established itself as the source for anti-aging skin care. Today, the company, based in Portland, Oregon, continues to produce skin-changing treatments for your skin, regardless of age.

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Porter's Salve History

Porter's Salve was formulated in 1916 in Piqua, Ohio, by the George H. Rundle Company. The salve was sold door-to-door by traveling salesmen for many years. There has been no formal advertising for Porter’s Salve. Sales have been generated mostly by word of mouth, from satisfied customers telling others of Porter's Salve's soothing, healing properties. The original name was changed from Porter’s Pain King Salve to its current name, due to a request from the FDA. The reference to liniment was made because this salve was formulated from the Porter's original product, liquid Porter's Liniment.

Recommended as a "beneficial application for bruises, rough and cracked skin caused by inclement weather, insect bites, sunburn and local irritations," it is advocated for use on both man and beast alike. The salve has a drawing quality, which works particularly well on slivers of metal, wood, or glass, beneath the surface of the skin.

This product, not highly advertised other than by word-of-mouth, has gained attention throughout the United States, Canada, and many countries abroad. Known for its healing powers, Porter's Liniment Salve, gets new customers by recommendations of satisfied users. The company is headquartered in Covington, Ohio and is a family owned business.

700278--PORTER'S LINIMENT SALVE, 2oz.
We are getting geared up for the upcoming CE & Tradeshow Event

2015 Continuing Education and Gift & Trade Show

July 31st - August 2nd
Savannah Westin
Savannah GA

Watch for more details concerning rooms, registration and CE Topics.