



Compounding for Optimal Patient Care, Letco Medical

Let us show you how to improve patient care, increase your professional satisfaction, and diversify your business by adding compounding services to your practice.

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Founded:	2000
Employees:	<100
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Company Background

Letco Medical is one of the leading suppliers of fine pharmaceutical ingredients, pharmacy equipment, and specialty pharmaceuticals to customers throughout the world. Using our unique resources and vision, we identify and develop niche markets that help our customers realize sustained growth, year after year.

Today we sell 1000's of products to compounding and specialty pharmacies across the world. Our products cover a vast array of therapeutic categories, and we offer an extensive range of dosage forms and delivery systems including inhalation, oral solids, altered release, injectables, topicals, transdermals, and liquids.

Letco Medical is diligently working to meet the challenges and demands of the dynamic compounding and specialty pharmacy markets, while maintaining focus on our number one asset - our customers.

Key Customers

Over 4600 customers

Service History

Letco Medical has sponsored compounding training for over a decade. Classes offered include Comprehensive/Basic, Hormone Replacement Therapy, Veterinary, and Aseptic Compounding. In addition to these courses, we are proud to introduce a course (non-CE) on how to become a compounding pharmacist. Several questions follow that you should consider if you are interested in adding compounding to your current practice. Our course will bring leaders from the compounding community to answer these questions.

Questions

Do I know what compounding is?

There are official definitions for compounding but essentially it is problem solving. When a manufactured drug product does not meet the needs of a patient the compounding pharmacist will work with the prescriber and patient to find the best means of treating the patient.

Does every patient need a compounded preparation?

No, most patients will find that they will achieve acceptable outcomes with a manufactured drug. Our course will help you identify when and what you should compound.

Do I need specialized training?

In some cases, basic compounding can be done with what you learned in pharmacy school. Advances in drug delivery systems and drug therapy necessitate post graduate training. This seminar will discuss how to determine levels of training needed and specialty practices requiring additional education

Will I need to allocate dedicated space within my pharmacy to provide compounding services?

Yes. The amount of space needed depends on services provided as well as Board of Pharmacy rules. Speakers will review how to determine how much space you will need.

Are there special references and literature resources required to ensure that I prepare quality compounded medications?

Yes. There will be a review of the various resources that are essential to a modern compounding pharmacy. Also, we will discuss the application of technology to compounding.

Will third party insurance cover compounded preparations?

Most compounded preparations are covered but there can be some restrictions. Learn how to avoid common pitfalls and potential legal problems at this class.

How much will it cost to start compounding?

There are initial set up costs for any compounding lab. Also, there can be a significant investment depending on the area of specialty. Our speakers will review these considerations to help you invest in your practice wisely.

How do I let prescribers and patients know that I offer compounding services?

Marketing is essential for a successful compounding practice. No two settings are the same so it is essential that anyone contemplating compounding learn what is needed. This seminar will cover general marketing concepts.

Are there pharmacy organizations focused on compounding that can help my practice?

Yes. There are numerous state and national organizations that protect your right to compound. It is essential that anyone planning to compound actively participate in one or more of these organizations so that patients continue to have access to this critical practice. We will have representatives from some of these organizations present to let you know what they do.