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Grow Compounding Business with Specialized Education from Letco & WesternU

Progressive compounders are achieving profitable growth by expanding into specialty niches with new offerings tailored to specific patient populations.

Executive Vice President : Tom Strohl

Founded: 2000

Employees: <100

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The Promise of Compounding

All pharmacists know that compounding is an opportunity for profitable growth but many are unclear where to focus, how to expand their knowledge and how much potential exists for growth. Sophisticated compounders rely on their suppliers not only for quality ingredients but also for advanced education.

Company Background

Letco is one of the *leading suppliers* of fine pharmaceutical ingredients, pharmacy equipment, and specialty pharmaceuticals to compounding customers. We leverage years of experience in specialty pharmacy to identify and help our customers *develop expertise to establish a local niche* and grow their businesses.

We offer *1,000s of products* to compounding and specialty pharmacies worldwide. Our products cover broad therapeutic categories, and we offer a range of dosage forms and delivery systems including inhalation, oral solids, altered release, injectables, topical, transdermals and liquids.

Letco Medical, under new management, has refined our service and supply focus to transform for the new pharmacy environment. We are working closely with our number one asset—our customers—and industry leaders to address challenges and mine opportunities in the growing segments of *hormone, pain management and veterinary compounding*.

Markets We Serve

Letco Medical serves thousands of customers in almost every compounding specialty including hormone replacement, pain management, dermatology, veterinary, sterile compounding and more.

Strategic Training Partnership

Letco Medical has supported and delivered compounding products and training for over a decade to help advanced

compounders and to develop future leaders in the space. From sharing our own experience to formalizing strategic educational partnerships we are supporting the growth of compounding. We are excited to announce our partnership with Western University of Health Sciences College of Pharmacy which enables us to now expand training to the West Coast.

POMONA, Calif – Aug. 4, 2011 – Western University and Letco Medical are partnering to bring compounding from the East Coast to the West Coast. Earlier this year, WesternU faculty traveled to Letco's Decatur, Alabama location to evaluate the compounding training program. Now, WesternU's College of Pharmacy in Pomona, California, will use its Professional Development Laboratory to deliver compounding courses featuring WesternU faculty and Letco specialists.

By combining the most modern equipment and science to the competency of compounding, innovative pharmacies can provide customized drug delivery systems to a growing variety of patients. The first course on Basic Compounding is useful for both beginning and current compounders. It is designed to provide pharmacy owners, managers, staff pharmacists and pharmacy technicians with a comprehensive view of how to use compounding to expand their role in the health care delivery chain and diversify their business.

"Letco has been involved in the compounding business for many years," said Sam Shimomura, PharmD, FASHP, CGP and Continuing Education Administrator for the WesternU College of Pharmacy. "Compounding has become more important in helping individualize drug therapy for patients. Letco has well-qualified experts in compounding—and the business of pharmacy—who have developed these high-quality courses. Letco Medical really understands the pharmacy's business reality."

In addition to teaching the compounding process, workshops will cover the fundamentals of building and marketing a compounding business. While courses appeal to a variety of pharmacy employees, pharmacists and pharmacy technicians will be particularly interested in the ACPE-accredited continuing education credits available.

For information on the first course in Basic Compounding being held at WesternU and other courses, contact Renee Cook, Manager of Continuing Education at rcook@westernu.edu or Erik Tosh, RPh, FIACP of Letco Medical at etosh@letcomedical.com.

About Western University of Health Sciences

Western University of Health Sciences (westernu.edu), located in Pomona, Calif., is an independent nonprofit health professions university, conferring degrees in biomedical sciences, dental medicine, health sciences, nursing, optometry, osteopathic medicine, pharmacy, physical therapy, physician assistant studies, podiatric medicine and veterinary medicine.