



St. Anthony's Hospice
CELEBRATING THE JOURNEY

May 2013

To whom it may concern:

It is my pleasure to recommend Tom Glover and Thrifty Pharmacy as a Hospice Pharmacy Administrator in conjunction with the AmerisourceBergen Company. By way of this recommendation I would like to relay the details of a brief story.

In 2009 St. Anthony's Hospice was using local pharmacies through the assistance of a national Pharmacy Benefit Manager to provide medications for our patients. We were happy using local pharmacies, but our costs had crept to nearly \$10 per homecare patient day. In addition, we started receiving complaints from some local pharmacists that they were losing money on scripts filled for hospice patients. As a result we studied one of the national mail order hospice pharmacies, and we were near switching to them in order to save approximately \$2 per patient day.

This was a potential switch we did not welcome. We wanted to use our local pharmacies, who had partnered with us for many years, but we didn't want to pay hefty prices. We also believed our pharmacies deserved to not lose money as well. We turned to two long-time local pharmacies and hospice advocates, including Tom Glover and his firm. As a result of their assistance, we entered into a strategic relationship with Hospice Pharmacy Administrator Tom Glover of Thrifty Pharmacy in conjunction with the AmerisourceBergen Company. Consequently, within a few months our pharmacy costs dropped to less than \$6 per homecare patient day, and this amount included pharmacist oversight and an extra charge by our pharmacists for non-city delivery. The final positive change is that our local pharmacies actually started making a narrow margin on drugs they filled for hospice patients instead of losing money occasionally.

To this day a few years after the beginning of our new partnership, our homecare pharmacy costs are still in the neighborhood of \$6-\$6.50 per patient day. Due to these prices, the ability to continue to do business and honor local pharmacy partners, and excellent customer service, it is without reservation that I recommend considering Tom Glover, Hospice Pharmacy Administrator, and AmerisourceBergen to effectively and efficiently fulfill your homecare pharmacy needs.

Sincerely,

Mark Chumbler
Executive Director

2410 S. Green Street
Henderson, KY 42420
270-826-2326 • 270-639-6501 • 270-389-2254

www.stanthonyshospice.org