Tribute to Drug Store Soda Fountains Published

Mary Monk-Tutor, Ph.D., R.Ph., FASHP, and her husband, Terry Tutor, have published a 120-page, coffee table book, called Drug Store Soda Fountains of the Southeast. The full-color book includes high-quality photographs of more than 50 soda fountains scattered across Alabama, Georgia, Kentucky, Mississippi, the Carolinas, and Tennessee that are still in operation today. The history of these unique and interesting stores—and even a recipe or two—is also chronicled in the book.

The Tutors compiled the book from information they gathered during a 2005 road trip. Mary, who took a six-month sabbatical from the McWhorter School of Pharmacy in Birmingham, Alabama, wrote the text and Terry took the photographs. They traveled with their two dogs in a used motor home with the goal of finding and documenting as many active drug store soda fountains in the Southeast as they could.

After visiting almost 70 pharmacies, they found that the American tradition of the drug store soda fountain is alive and well. Some practitioners are successfully integrating modern clinical services like home infusion therapy with traditional soda fountain treats.


Moog Acquires Lithuanian Pump Manufacturer

Moog Inc. has acquired the stock of AITECS Medical UAB, a Lithuanian-based manufacturer of syringe-style infusion therapy pumps, for $21 million. Founded in 1993, AITECS has a product portfolio that includes pumps for general hospital use, operating rooms, and patient-controlled analgesia.

The acquisition complements the current medical devices product line for the East Aurora, New York-based designer, manufacturer, and integrator of precision control components and systems. "This acquisition is a great fit while broadening our product offering and geographic presence in the infusion therapy market," said Martin Berardi, President of the Medical Devices Group of Moog.

Hann’s On Software Acquired

Hann’s On Software (HOS) has been acquired by Medware Information Systems, Inc., a provider of ClosedLoop™ software for blood and medication management. The agreement includes a cash payment of approximately $3.5 million, with an additional earn out opportunity based on operational performance.

“The addition of the HOS product suite enables us to sell to a larger market and complements our strategy to grow medication management in specialty segments such as small hospitals and behavioral health,” said Mediware’s President and CEO Kelly Mann. “I am particularly excited about the alternate-site infusion and specialty pharmacy tools that Mediware will be able to provide to our customers and the broader pharmacy market.”

Mediware has traditionally targeted its pharmacy management suite of products to large, sophisticated hospitals and behavioral health facilities that require complex clinical support. With HOS, the company now has products that satisfy the requirements of smaller acute care facilities, home infusion businesses, and specialty pharmacies at a price that is affordable to this segment of the market.

Hospira Names New Chief Scientific Officer

Hospira, Inc., announced that Sumant Ramachandra, M.D., Ph.D., has been named Senior Vice President and Chief Scientific Officer. In this capacity, he will be responsible for Hospira’s global research and development (R&D) and medical affairs organization.

Ramachandra’s background includes work with small- and large-molecule drugs, drug/device combinations and drug delivery systems. Most recently he
led research and development strategy and implementation activities for Schering-Plough’s oncology portfolio. He has also held various senior scientific and leadership positions at Pfizer, Inc., and Pharmacia Corporation.

Trained as a scientist and teacher at Rutgers University, Ramachandra earned his bachelor’s degree in biochemistry. A board-certified physician, he excelled in a combined M.D./Ph.D. degree program at the University of Medicine and Dentistry of New Jersey - New Jersey Medical School, and fulfilled his internship and residency requirements at Massachusetts General Hospital, a teaching affiliate of Harvard Medical School.

Ramachandra is an avid speaker and publisher and holds a number of patents for his laboratory work. He is currently nearing completion of his Master of Business Administration (MBA) degree for executives at The Wharton School of the University of Pennsylvania.

**Principle Pharmacy Acquires Omni Healthcare**

Principle Pharmacy Group Inc. has purchased Knoxville-based Omni Healthcare Inc., in a move that will extend its pharmacy management and consulting services into the home health industry. Omni Healthcare’s product lines include home infusion pharmacy, durable medical equipment, and respiratory therapy.

Birmingham, Alabama-based Principle Pharmacy provides pharmacy outsourcing, consulting and corporate services to hospitals and health care systems. As part of the deal, Principle will form a new division called Principle Specialty Pharmacy Inc., to focus on expansion of the base business, further penetration within the specialty pharmaceutical market, and entry into the nursing home pharmacy business.

**Braff Group’s Gaetano Awarded Deal Maker of the Year**

Chuck Gaetano, Managing Director for Infusion Therapy and Specialty Pharmacy for The Braff Group, was named Deal Maker of the Year at the 7th Annual Middle-Market M&A Awards Gala. The black-tie event was held December 15th in New York.

“We couldn’t be more proud of Chuck and his accomplishments,” commented Dexter W. Braff, President of The Braff Group. “Since joining our firm in 2001, he has been our most prolific deal maker, completing nearly 50 transactions with a combined value of nearly $340 million. Moreover, he has proven to be an extremely tenacious and patient advisor, qualities that have served our clients well.”

The Middle-Market M&A Awards Gala honored deal-teams, dealmakers, and firms whose activities set the standard for the industry. This year, 220 finalists in 37 categories were chosen.

**B. Braun Recognized for Technology Excellence**

B. Braun Medical Inc., was named a finalist in the Eastern Technology Council Enterprise Awards. The awards recognize the Philadelphia region’s top technology and life sciences companies and entrepreneurs.

B. Braun was recognized in the Applied Technology Excellence category, which salutes companies that apply or integrate new or existing technologies in their products. The Council cited B. Braun’s creation of the first, North American infusion data management system capable of receiving real-time wireless data while meeting all hospital, clinician, safety, and regulatory requirements.

**Payson Named Apria CEO**

Apria Healthcare Group Inc., has appointed Norman C. Payson, M.D. as its Chief Executive Officer. Payson served as the Executive Chairman and Interim CEO during the Blackstone Group’s purchase of the company. Prior to serving in this dual role, he was a member of the company’s Board of Directors for two years.

A graduate of the Massachusetts Institute of Technology, Payson received his Doctor of Medicine (MD) degree at Dartmouth Medical School after which he practiced as a primary care physician including service at a Native American Reservation in the public health service. While practicing as a physician, Payson became Medical Director and CEO of a large multi-specialty medical group, and later co-founded and served as CEO of a physician-sponsored health plan. The plan, Healthsource, went public and reached three million members in 15 states before being sold to Cigna Corporation. Following the sale, Payson led the successful turnaround of New York’s Oxford Health Plans.

**CSL Behring Launches Patient Support Program**

CSL Behring, a manufacturer of immunoglobulin therapies, recently launched Voice2Voice™, a consumer outreach program offering peer-to-peer support to primary immunodeficiency (PI) patients and caregivers. The program offers assistance to new patients as they begin at-home treatments with the company’s product
Vivaglobin® (Immune Globulin Subcutaneous, Human), which is administered via subcutaneous infusion.

The support program matches new patients and caregivers with an existing patient who can act as their advocate, easing the transition to at-home self-administration. The advocate’s role is to help new patients and caregivers understand what the therapy entails, promote sharing of personal experiences, answer any non-medical infusion questions that might arise, and offer encouragement.

New patients can register for Voice2Voice by contacting the Vivaglobin Resource Center at 1-877-VIVAGLOBIN.

**CSL Behring Foundation Awards Grants**

The CSL Behring Foundation for Research and Advancement of Patient Health has awarded more than $534,000 in funding for programs designed to benefit the bleeding disorders community. The grants will support a range of initiatives, including research projects and programs developed to educate and support patients.

The CSL Behring Foundation is a non-profit organization dedicated exclusively to charitable, scientific and educational purposes that advance the standard of care for persons affected by bleeding disorders such as hemophilia and von Willebrand Disease. The Foundation awards grants on two occasions each year. In this cycle, seven organizations received eight awards, including two research grants, for more than $275,000, to Rush University Medical Center in Chicago and another for more than $190,000 to the University of North Carolina at Chapel Hill.

"CSL Behring is committed to improving the quality of life for people with rare diseases and we are proud to offer our continued support to researchers and advocates who are dedicated to helping those who cope with these often debilitating disorders," said Garrett E. Bergman, M.D., Executive Director of the CSL Behring Foundation. "We strongly encourage all eligible organizations to submit grant requests for future consideration."

For more information, go to www.cslbehringfoundation.com.

**Rock-Pond Solutions Creates Patient Satisfaction Survey Interface**

Rock-Pond Solutions has created a tool for home infusion providers to automate the generation of patient satisfaction surveys or create export files to send to third-party patient satisfaction survey services. By customizing a SQL Server-based tool, Rock-Pond can integrate with the provider’s core infusion software to automatically select patients based on a variety of variables, such as type of therapy, discharge date, days since first delivery, anniversary date of long-term patients, etc.

The tool is currently available to users of three of the major home infusion software products: CPR+ (Definitive Homecare Solutions), HomecareNet (Healthcare Automation), and Ascend IV (Hann’s On Software). The patient satisfaction interface is the latest in a series of solutions Rock-Pond has delivered to integrate the data stored in home infusion software products with other software systems such as those used for shipping, general ledger, hospital order systems and to fulfill the drug dispensing data requirements for specialty drug manufacturer’s systems.

"Creating efficiencies, improving accuracy and compliance and reduc-

**Fastrack Adds New Features**

Fastrack Healthcare Systems, Inc., has rolled out major enhancements to its pharmacy software system, including its A/R Collection Manager Module. The Plainview, New York company has also added 100 new features to its HME, Infusion Pharmacy, and Home Healthcare Agency Systems.

Fastrack has incorporated numerous enhancements into the A/R Collection Manager Module. Invoices in the A/R Collection screen are now displayed in a totally new format providing easy access to key information regarding open invoices. Collectors can drill down on invoices to see a complete history of the order, and have increased functionality such as real-time payment processing, online access to documents, claims submission from the collections screen.

The Infusion Pharmacy Module offers new workflow enhancements. Follow-up tasks, including system-calculated next refill dates, can now be assigned from the dispensing record screen. And interactive calendar with drag and drop capabilities has been added to the scheduling system. For more information call 800-520-2325 go to www.onlyfastrack.com.