When a Spoon Full of Sugar Doesn’t Work

We've all heard a spoonful of sugar can help humans take medicine. If only dosing animals could be so easy! We've heard stories of it being as simple as wrapping medication in a piece of cheese or as hard as not seeing a cat for 3 days after the first dose because they are now hiding in the attic.

This presents a unique opportunity for veterinary compounding. How can we make medication in animal friendly dosage forms when hiding it in a meatball just won't work? The staff at Roadrunner Pharmacy enjoys this challenge. We offer different dosage forms for many common medications in order for pet owners and clinics to have a variety of options to cater to the personalities of a variety of pets.

One of our new dosage forms is the Mini-Melt. This is a very fragile, tiny tablet that falls apart on contact with the animal’s saliva to form a paste-like substance that is difficult to spit out.

Mini-Melts are currently available for: Aminopentamide, Amlodipine, Atenolol, Benazepril, Budesonide Cisapride, Clomipramine, Enalapril, Methimazole, Mirtazapine, Phenoxybenzamine, Prazosin, Prednisolone, and Tramadol.

We also offer Mini-Tabs, Tastee Chews, flavored suspensions, capsules, flavored powders and transdermal gels for those animals who absolutely refuse the oral route of dosing. Call Roadrunner Pharmacy to speak with one of our pharmacists about these dosage forms to help your pet owners dose their animals.

by Nancy Costlow, Pharm D.

Time for a Change?

Happy New Year!

A new year invites a fresh look or simply a new approach to how things are done in our business.

More and more clinics have switched to Roadrunner Pharmacy's unique Custom Parasite Protection because they felt it was time for a change.

Time to:
1. Take Back Control
2. Reduce Inventory
3. Make My Own Market
4. Stay Exclusive

The latest packaging for our chewable peanut butter flavored tablets is a professional and attractive blister pack that will impress your clients.

Before you invest in the latest preventative buy-in, give us a call or speak with your local Roadrunner Sales Representative about how our program could return your practice to profitability!
Enter customized Anal Gland Ointment, packed in 1ml luer-lock syringes and dispensed with specialized curved applicator tips to facilitate administration. Practitioners who have used this successfully tell us that they express the gland and then refill it with this lanolin-based ointment. A majority of these veterinarians have used a combination involving an antibiotic, an anti-fungal and a steroid. When the pet returns in a week, they again express the gland. Most veterinarians have some history with these dogs and as a result see a significant drop in office visits for this malady; they also report that owners see improvement in their pets as well.

Call one of our pharmacists for more information on this therapeutic opportunity!

If you are a seasoned veterinarian, you may recall those heady days of yesteryear when there existed literally scores of big pharmaceutical companies, the majority of whom produced medicinal powders within this country. Sadly, like many other industries, these companies are gone and America is no longer the bastion of medicinal powder production. Currently, more than 80% of all drugs, not just veterinary drugs, are made in a foreign country with China and India leading production. We get calls every week from veterinarians who want a product from domestic sources. The question should be, “How do you determine its purity?” not “Where does it come from?” Every drug, American or otherwise, comes to us with a Certificate of Analysis (COA), a document that not only addresses potency but also other parameters such as impurities, water content, etc. If we obtain a chemical from an American source, we accept their COA, knowing it was performed to USA guidelines. If that item comes from another country, regardless of that country, we quarantine the powder and send a sample to an American lab for independent analysis.

Only after a critical review of this lab’s findings will we determine the product’s fate. In our 13 year history, Roadrunner has received two items from foreign sources with outstanding COAs that in fact, after independent review had no active ingredient. Our pharmacy has also repeatedly received API (Active Pharmaceutical Ingredients) with low or below standard potency. The heath of a beloved pet is much too precious to merely accept a vendor’s reputation, its COA or its pedigree statement. There is simply no excuse for NOT conducting independent testing. Naturally, testing is not cheap: we spent a quarter of a million dollars on such quality control in 2013 but in this era of contaminated foods, tainted treats and subpotent drugs, testing is essential for peace of mind.

Yet Another Industry Bites the Dust!
If you haven’t yet heard, the federal legislation proposed earlier in the year to prevent another NECC disaster was passed just a few weeks ago. Thanks to your input and that of hundreds of thousands of concerned pet owners, HR 3204, The Drug Quality and Safety Act, wisely excluded veterinary compounding - for now.

As much as we all hoped for some consistency on this topic, the burden of determining the quality of compounds and the competency of those who make them, falls ultimately on the practitioner. While each state can offer fundamental guidance about pharmacy licensure and irregularities, once again, evaluating a compounding pharmacy falls squarely on you. While a seemingly impossible task, there are some general concepts that you can and should address with your compounder of choice to ascertain a level of confidence in their ability to create the highest quality medicinals.

- Though your state can provide disciplinary issue reviews about each pharmacy, it may not have ready access to issues outside your state. An internet search may provide insight into infractions posed by other states.
- Ask your pharmacy for their latest state board inspection report.
- Review the FDA website for inspection reports about your pharmacy.
- Relative to sterile products, feel free to ask for sterility/potency studies and environmental certification. Be sure that your pharmacy strictly adheres to USP 797 guidelines for sterile compounding.
- Do not rely solely on price for your selection of pharmacies. Proper and safe compounding comes at a cost.

The price of training, product procurement, testing of active ingredients and final analysis of the product for sterility and endotoxins is just the beginning of the overall price of an item. Many compounders are fleeing this cost-prohibitive arena: a vial washing machine is $80K, a depyrogenation oven is $60K, testing for each batch can run more than $200 - just to name a few. If you find a cheap product, there’s usually a reason it’s cheap.

A pharmacy that hesitates to provide you this and other information may have something to hide. When you chose your lab vendor, did you do so based on an organization’s endorsement or did you have defined criteria that you presented to that lab? When practitioners who used NECC for their injectables are asked how they ultimately came to use NECC (and they are likely going to be), will a sufficient response be that it was the only one around? Or they were accredited? Or that they were licensed in their state?

As always, ask the hard questions.

by Bruce Dell, R.Ph.

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Come and See Us!

Happy New Year to all of you who take the time to review our quarterly newsletter! Our company is so blessed to have the trust and support of the veterinary community, with over half of all the practices in America ordering compounds from our pharmacy in 2013.

Most all of our latest compounding ideas start with you! We love to hear your ideas and develop solutions for your practice. Last year, we met with over 2,000 veterinarians at dinner talks, taking time to answer important questions. This year, we have over 80 dinner talks scheduled across the country. If you haven’t attended before, make plans to attend one of the dinner talks near you. If your organization would like to have us speak, contact your local sales representative or call Stephen Bishop, National Sales Manager, at 602-317-4506.

We can’t wait to see you!

Rob and Sabrina Eaton, Owners
Roadrunner Pharmacy

Did you know?
EVERY package shipped to a pet owner includes a free brand-new toy!

You’re Invited

Please Join Us:
Veterinarian
Dinner Talks
Week of:
February 17
Pennsylvania
February 24
Florida
March 17
Alabama

Call for more information
877-518-4589 ext. 513

Juliette says

Happy New Year!