

Smith Drug Company Participates in HDMA Councils

The **Healthcare Distribution Management Association's** Industry Relations Council (IRC) and Government and Public Policy Council (GPPC) recently met in Arlington, Virginia.

The councils, which meet twice a year in person and more frequently via teleconference, provide guidance on major association initiatives and help review and set association priorities. One of the features of the in-person meetings is an opportunity to visit with key Members of Congress before the meetings get under way.

Ken Couch, **Smith Drug Company** president, and a past chairman and current board member of HDMA, met with Senator Saxby Chambliss (R-Ga.) and Representative Jack Kingston (R-Ga.). Couch discussed issues of importance to the healthcare distribution industry, such

as the average manufacturer price (AMP) reimbursement issue, as well as other points of interest in health reform proposals currently before Congress.

HDMA president John M. Gray greeted the combined meeting with an update on HDMA's activities, including the Business & Leadership Conference in Orlando, June 6-9.

Smith Drug Company is listed among one of the top 10 wholesale drug companies in the United States. The company supplies independent, locally owned pharmacies with pharmaceutical products, health and beauty aids and home medical equip-



From Left: Ken Couch, president, Smith Drug Company, meets with Rep. Jack Kingston.

ment throughout South Carolina, North Carolina, Georgia, Tennessee, Virginia, Alabama, Arkansas, Mississippi, Kentucky, Missouri, Louisiana, Oklahoma, Florida and Texas. **HD**

Dave Wendland
Vice President



Pressure's on.

This year you'll have to do more with less time, people and money. Yet you still need space planning support, genuine market intelligence and effective creative.

At HRG we have all the resources that you can't afford to be without. That's our business.

I'm Dave and my number is 800-888-0889, ext. 301. Give me a call.

 **Hamacher
Resource Group**

shaping the health, beauty and wellness experience at retail