

Editorial

By Francine Morgano
NPPA Vice President & Editor

Sad Update On NPPA Founder Dale Kroll

With heavy hearts, we are deeply saddened to report the recent passing of our Founder & President Dale J. Kroll, 73 years old. Boy, the hits just keep coming this year, don't they?! His death was *not* related to COVID-19. The official cause of death was coronary artery disease and uncontrolled diabetes, with another more recent complication that was unknown as to the cause (gastrointestinal bleeding).

I knew about the issues with his heart and diabetes, as well as high blood pressure. About 15 to 18 years ago, he had 2 stents put in the right and left heart arteries of his heart; however, I thought he was doing well with all of that since then.

It is a real blow to lose Dale so early in his life. He was a genuinely kind and gentle soul, who will be missed deeply.

I both knew and worked with Dale closely since early 1994 in San Diego, when we met at a self-help & marketing seminar, and he asked me to do bookkeeping services for the newly formed business he was attempting for the first time on his own.

Before he started up the new business, Dale quit his job with the GPO American Healthcare Systems (AmHS), which later then became what we all know as Premier today; and had also previous to that been a Pharmacy Buyer in a Kalamazoo, Michigan hospital.

He named the company as Summerdale Enterprises, which was based both on his own first name (Dale) as well as the actual street he lived on at the time ("Summerdale").

Initially, he started writing about golf and a couple other interests, trying to get people interested in subscribing to his newsletter. However that wasn't working very well, so in early 1994 he decided to change to writing about his previous profession of Pharmacy Purchasing, which was the start of this current publication today: *Pharmacy Purchasing Outlook (PPO)*, that had its debut edition in March of 1994 (also right around the time I first started working with him). In those days, PPO was only about 6 to 8 pages in total, without any advertising (compared to our current day 80-page publication with advertising).

In addition to doing bookkeeping and tax preparation for his up & coming company, I also started to help more by proofreading and editing his newsletter, doing entries in a database for his subscribers, and helping to get it printed, stuffed, posted and mailed. The proofreading part worked out really well, since I've been an avid reader since a very young child, my parents would show me off reading the Wall Street Journal to friends, and I couldn't get enough books to read. So the editing then just came like a second nature, I could spot things that were off at a glance, and could read very quickly with good retention.

Then a few years later, Dale got tired of trying to drive across country to meet with his new pharmacy buyer subscribers in the hospitals to interview them for articles in *PPO*, and realized he could try to have them all meet him in Las Vegas, where he loved to go and was the convention capital of the country with affordable flights from all across the country, and reasonable hotel rates, etc.

It also happened to be coming up on Dale's 50th birthday, and he had always liked going to Vegas, even enjoying the drive out there from San Diego. His favorites were to play craps, some sports betting, and video slot poker (he even won big on that a few times, hitting a "Royal Flush" for \$1,000 probably about 4 to 6 times that I can recall).

So Dale decided to stop traveling across the country and instead startup the Annual Pharmacy Purchasing Conferences in Las Vegas for his publication's subscribership, starting in March of 1997. I helped prepare, organize, and host the event from this very first one.

From that first event in 1997 through 2005, we held an Annual Conference in Vegas with the two of us and one other that started helping part-time, along with a bit of help from a couple of local Pharmacy Buyers on an as-needed basis as well as at the Conference itself, such as **Cathy Ravy** (now retired Pharmacy Buyer from UCSD Medical Center), who has still helped us over the more recent years in the summers before the August Conference as well as onsite in Vegas sometimes.

In those early years up until about 2004, it was just he and I working in his condo's home office. So we also became good friends, and

NPPA Mission

The Mission of NPPA is to:

- Promote the Profession of Pharmacy Purchasing.
- Provide Specific and Enhanced Educational Opportunities for the Pharmacy Buyer.
- Provide a Unified Voice for the Professional Pharmacy Buyer.
- Affirm Pharmacy Purchasing as a unique and important specialty within the Pharmacy Profession.
- Affirm that Pharmacy Purchasing is an important aspect of Total Patient Care.

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2019 Drug Safety Priorities Annual Report From FDA

On May 28, the FDA announced they have issued the Center for Drug Evaluation & Research's (CDER) Drug Safety Priorities 2019 Report, detailing CDER's work to manage drug safety issues through modernized safety surveillance methods and innovative responses to safety concerns.

The report highlights key safety-related milestones and accomplishments of 2019, as well as the programs and initiatives at the center of CDER's drug safety operations, including the Sentinel System and the Safe Use Initiative.

The report focuses on CDER's ongoing activities to address the national opioid crisis, work in addressing unexpected impurities in medicines, and use of mobile apps and social media platforms to better understand drug safety risks.

Visit the FDA's website to view or download the full report, here: www.fda.gov/media/138208/download



The original 8-page *PPO* newsletter that began in March of 1994 has now become an 80-page member-association publication; and our website (PharmacyPurchasing.com), has grown in leaps and bounds. Even now just recently, NPPA has finally started to offer Banner Web Ads on the NPPA site to our vendor-advertisers for the first time ever, and we expect to have the first one up on the site in September this year. So don't be surprised when you start noticing these on our website in future. Hopefully they won't bother you but will become an enhancement for your vendor needs. Know that we decided to offer these in part, to help augment our revenue in these difficult pandemic times and due to the cancellation of our 2020 NPPA Conference.

Since I'm Officer of the Corporate Board, NPPA fully expects to still continue operating as usual; even through the process of determining the company's new ownership that myself and Dale's surviving family members are waiting to hear about upon the opening of estate/trust. Dale's family (his brother Terry and nephew Doug), have been so kind and appreciative of my help with what I've been able to provide them with so far; I see that his whole family was raised very well and are/were all incredibly nice and good people.

Dale-you did good. Your dream to get Pharmacy Buyers acknowledged and recognized for the hard work and responsibilities of managing million-dollar budgets and inventories, has come to fruition and I know even surpassed how far you expected it to go. I hope you are at peace now, and enjoying discussing your beloved Notre Dame team with other loyal alumni and fans who have passed on (Dale's ashes are even being interred in a niche at Notre Dame). You will be missed. All of us here at NPPA and you all out there, our supportive members, will continue to remember you, especially each year at our future Annual NPPA Conferences.

Note: we also hope to add some of your notes of remembrance about Dale in future *PPO*'s, so request that you send any such messages, however brief, to me directly at: Francine@PharmacyPurchasing.com

You can also alternatively or in addition, leave a message on Dale's funeral services website's "Tribute Wall" located online, at: www.kaniewski.com/obituary/DaleJ-Kroll



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managed to stay that way over the years even while working together.

Then in either 2004 or 2005, we finally moved into an actual commercial office space close to his condo in the Mira Mesa area of San Diego County (just a bit further north of San Diego proper), and hired a few employees for the first time. Then Dale decided to incorporate the company, of which I became an Officer and Board member of. In May of 2007, we moved the office further south to the heart of San Diego in the Clairemont/Bay Ho area.

In January 2010, Summerdale Enterprises, Inc. added a DBA ("doing business as") and thereafter became better known as "NPPA-the National Pharmacy Purchasing Association" and the Annual NPPA Conferences. Although many professional associations are nonprofit, because we had already been a for profit business before that time for so long, after consulting with a couple of accountants about it, we ultimately decided to continue being a for profit corporation. What was funny at the time is that most of our subscribers thought we were already an association, using either the name of our publication *Pharmacy Purchasing Outlook* or the Annual Pharmacy Purchasing Conference name.

Our Annual Conferences started out just as a 1-day event, with 84 Attendees and 15 Displaying Vendors (table-tops only instead of booths). As you know, they have now grown into a 3 to 4 day long event, with an average of about 300+ Attendees from Hospital Pharmacies and 114 Drug Companies who Exhibit & Sponsor. We have speakers on the educational program that provide between 9 to 12 accredited ACPE continuing education (CE) units for the attendees each year, in order to help meet their requirements for pharmacy license recertifications.