

Hamacher Resource Group, Inc.  
N29W22769 Marjean Lane  
Waukesha, WI 53186

# IN.depth

independent pharmacy publications

Product Sampler  april 2023



**FREE  
SAMPLES!**

**Product Offers  
from 7 Brands**



# FREE Samples from 7 Brands!

Sign up now - some quantities are limited

Reply by  
**May 22,  
2023**

**Request Online**

Scan QR Code 

or

Visit [hamacher.com/indie-pharmacy-retailers](http://hamacher.com/indie-pharmacy-retailers)

Or

**Fax Back this Form**

Clearly **write** your contact information below and fax this page to:

**414-355-1032**

Or

**Email this Form**

Clearly **write** your contact information below, scan this page and email it to:

**IN.depth@hamacher.com**

Your sample box will arrive in 4-6 weeks (only one offer request per pharmacy).

\*Required

Pharmacy Name\* \_\_\_\_\_ Your Name\* \_\_\_\_\_

Pharmacy Street Address\* \_\_\_\_\_

City\* \_\_\_\_\_ State\* \_\_\_\_\_ ZIP\* \_\_\_\_\_

Phone #\* \_\_\_\_\_ Fax #\* \_\_\_\_\_

Pharmacy Email\* \_\_\_\_\_ NCPDP # \_\_\_\_\_

Please note: HRG shares your pharmacy name, address, and phone number with the manufacturers who participated in this issue of *IN.depth Product Sampler* to help support your business and create the connection between you and the participating brands.

HRG *IN.depth Product Sampler* will be sent out twice a year. By signing up you will automatically receive free sample boxes biannually. If you do not wish to receive sample boxes automatically, please check box below.

**Enjoy Your  
Free Samples!**

I prefer to only receive this one-time sample box.

For Questions: call 414-355-1330 or email [IN.depth@hamacher.com](mailto:IN.depth@hamacher.com)

## EASY ORDER GUIDE

scan to order! 

UPC	Product Description
 0 72140 45231 5	Aquaphor Healing Ointment Advanced Therapy 1.75oz Tube
 0 72140 63608 1	Aquaphor Healing Ointment Advanced Therapy 14oz Jar
 0 42037 10372 9	BC Headaches & Body Aches Powder 24ct
 0 42037 11113 7	BC Headaches & Body Aches Powder 2ct
 0 42037 10373 6	BC Headaches & Body Aches Powder 50ct
 0 42037 11115 1	BC Headaches & Body Aches Powder 6ct

UPC	Product Description
 8 89411 12401 3	Fergon Iron Restore 60ct
 8 58961 00178 5	Natural Eyes Dryness Relief 0.33 fl oz
 3 50930 28350 0	Nomovid Antiseptic Nasal Spray 1.7 fl oz
 8 55933 00051 7	OraCoat XyliMelts Dry Mouth Mild-Mint 40ct
 8 55933 00020 3	OraCoat XyliMelts Dry Mouth Slightly-Sweet 40ct
 3 46581 83006 4	Salonpas Lidocaine Pain Relieving Gel-Patch

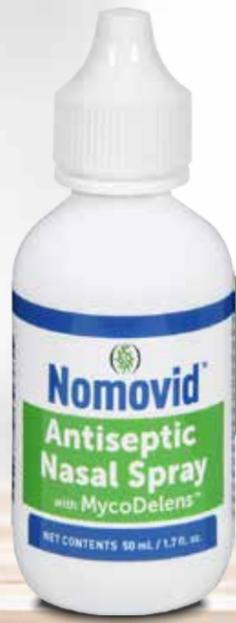


## NEW For Your Patients' Nasal Health\*

### Recommended by Pharmacists

- ✓ Get 50%+ Profit
- ✓ Pharmacy Cost: **\$14.95 each – and 2 FREE with 10**
- ✓ Suggested Retail: \$29.95 each

Set up a wholesale account by contacting [mailman@parnellpharm.com](mailto:mailman@parnellpharm.com) or **(800) 457-4276**



350930283500

**Nomovid™ Antiseptic Nasal Spray** (aka Pretz®-MD) **Kills >99%** of the Delta Variant of the Coronavirus\*\* and Antimicrobial Resistant (AMR) Bacteria and Fungi (MRSA<sup>1</sup>, Strep<sup>2</sup>, Staph<sup>3</sup>, E. Coli<sup>4</sup>, Candida<sup>5</sup>) In Vitro.

\*\*Data on file, Corporate Medical Department, SARS-COV-2 (COVID-19 Virus) Delta Variant, Virucidal Efficacy Suspension Test, 5 minutes kills >99% of the virus with in vitro testing. [www.parnellpharm.com/sites/default/files/media/microbac\\_final\\_test\\_results\\_table\\_3.pdf](http://www.parnellpharm.com/sites/default/files/media/microbac_final_test_results_table_3.pdf)  
1-Methicillin-resistant Staphylococcus aureus (MRSA) 2-Streptococcus pneumoniae 3-Staphylococcus aureus 4-Escherichia coli 5-Candida albicans and Candida auris

\*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease. U.S. Patent Numbers 5,015,474; 5,128,132 and Pat. Pending; MycoDelens, Pretz, Parnell and Parnell's logo are Registered Trademarks of Parnell Pharmaceuticals, Inc.

1 – Nomovid Antiseptic Nasal Spray 1.7 fl oz

# DISSOLVES FASTER THAN PILLS

## DUAL-ACTION POWDER FORMULA

- **Aspirin (NSAID\*) 845 mg**  
\*nonsteroidal anti-inflammatory drug
- **Caffeine 65 mg**

**FAST PAIN RELIEF POWDER**  
HEADACHES & BODY ACHES  
50 PACKETS

04203710373 50ct  
04203710372 24ct  
04203711115 6ct  
04203711113 2ct

**Recommend BC® for fast relief from aches and pains.**  
[bcpowder.com](http://bcpowder.com) | [prestigebrands.com](http://prestigebrands.com)  
© 2023 Prestige Consumer Healthcare Inc. All rights reserved.

1 – BC Headaches & Body Aches Powder 2ct

NEVER OUTS®  
BC® Headaches & Body Aches Powder 50ct

## FERGON IRON RESTORE ADDRESSES THE MOST COMMON COMPLAINTS ABOUT IRON SUPPLEMENTS

**CHEWABLE TABLET** → no pills to swallow

**ORANGE FLAVOR** → no metallic aftertaste

**DESIGNED TO BE NON-CONSTIPATING**

**VEGAN/GLUTEN FREE** → suitable for most diets

- Minimizes stomach irritation
- Optimal GI Comfort

889411124013

**Recommend the Iron Supplement 8 Out of 10 People Prefer!**  
Contact your wholesaler to order

\*Compared to other iron supplements they've tried. Results following a Physician-Directed Open Label Patient Experience Study

These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.

Fergon® Iron Restore™ 60ct  
 1 – Fergon Iron Restore 8ct

# Salonpas

It's Good Medicine.

## #1 Pharmacist Recommended brand in the Analgesics Patches Category<sup>1</sup>

**#1 Doctor Recommended**  
Brand of OTC pain relief patch\*

**THE #1 SELLING OTC LIDOCAINE PRODUCT IN ANY FORM WITH A MORE THAN \$10MM SALES ADVANTAGE OVER THE #2 SELLING PRODUCT\***

**Salonpas**  
LIDOCAINE 4% Pain Relieving Gel-Patch  
MAXIMUM STRENGTH  
6 PATCHES

- ✓ Maximum strength lidocaine available without a prescription
- ✓ Desensitizes aggravated nerves
- ✓ Unscented numbing relief

346581830064

©2023 Hisamitsu America, Inc. Use as directed. \*Topical Analgesic Patch Data, IQVIA ProVoice 2022. 1.IQVIA, using the ProVoice Survey, fielded 309 pharmacist responses from January 1, 2022 to December 31, 2022 and recorded product recommendations in the Analgesics Patches category, has validated the following claims at a 99% confidence level.

**Order From Your Preferred Wholesaler**  
[us.hisamitsu.com](http://us.hisamitsu.com)

1 – Salonpas Lidocaine Pain Relieving Gel-Patch 15ct Packer

NEVER OUTS®  
Salonpas® Lidocaine Pain Relieving Gel-Patch 6ct

# Natural Eyes™

## Dryness Relief

HOMEOPATHIC EYE DROPS



Offer a Homeopathic Dry Eye Option for Patients - Contact Your Wholesaler to Stock

Gently relieves extreme dryness, lack of tears, achy eyes, eyestrain, and redness

Contains no harsh chemicals or vasoconstrictors

No side effects or interactions with other medications

Contact-lens friendly, and safe for daily use by those ages 2+



TRP [www.thereliefproducts.com/hp](http://www.thereliefproducts.com/hp)

\*FDA Disclaimer: Claims based on traditional homeopathic practice, not accepted medical evidence. Not FDA evaluated. Individual results may vary.



1 – Natural Eyes Dryness Relief 0.33 fl oz

# Protects & helps restore smooth healthy skin



There's before, and then there's **Aquaphor**

Order from your wholesaler [aquaphorus.com](http://aquaphorus.com)  
Questions? Call 1-800-233-2340

UPC: 072140636081

UPC: 072140452315



Aquaphor® Healing Ointment Advanced Therapy 1.75oz Tube  
Aquaphor® Healing Ointment Advanced Therapy 14oz Jar

1 – Aquaphor Healing Ointment Advanced Therapy 0.14oz



## STICK IT TO DRY MOUTH!



- ✓ Adheres to patients' gums to coat, moisturize
- ✓ Helps produce saliva up to 8 hours\*
- ✓ For use during the day and while sleeping

Recommend to Patients with Dry Mouth from:

- Diabetes medications    •Oxygen therapy (COPD)
- Radiation and chemotherapy    •Parkinson's
- Lupus or Sjogren's    •CPAP machine use

Order OraCoat® XyliMelts® Stick-on Melts™ from your wholesaler

\*Lasts several hours during the day and up to 8 hours while sleeping.



[www.oracoat.com](http://www.oracoat.com) | [questhealthcare.net/xylimelts](http://questhealthcare.net/xylimelts)



1 – OraCoat XyliMelts Dry Mouth Trial Pack

OraCoat® XyliMelts® Dry Mouth Mild-Mint 40ct



# ORS SALES SHOW NO SIGNS OF SLOWING

The Oral Rehydration Salts (ORS) market took off during the COVID-19 outbreak and **continues to grow.**



## THREE TREATMENT SEGMENTS

### Children's Rehydration

Replenishes lost fluids due to dehydration, flu, and diarrhea

### Athlete's Rehydration

Resupplies electrolytes, but also contains additional vitamins and supplements to help enhance performance

### Medicinal Recovery

Helps lessen dry mouth, dizziness, headache, and tiredness from medical treatments like chemotherapy

1. <https://www.marketwatch.com/press-release/oral-rehydration-salts-ors-market-2023-size-growth-trends-and-forecast-to-2028-2023-01-17>

ORS placement within your pharmacy may vary depending on the need state

## Want More Free Sample Offers, Selling Tools, and Product Info?

If you aren't receiving pharmacy eBlasts from HRG Pharmacy Focus yet, please sign up online at [eepurl.com/haTtD1](http://eepurl.com/haTtD1)



- ✓ free sample offers
- ✓ pharmacy tools
- ✓ short surveys
- ✓ product information

Add [PharmacyCommunications@hamacher.com](mailto:PharmacyCommunications@hamacher.com) to your safe senders list!



timely topic

did you know?

## MAY IS CELIAC AWARENESS MONTH

Celiac is a serious autoimmune disease that damages the villi of the small intestine and interferes with absorption of nutrients from food.

- ✓ 1 in 133 Americans has celiac disease
- ✓ A 100% gluten-free diet is the only existing treatment
- ✓ Celiac can lead to infertility, reduced bone density, neurological disorders, some cancers, and other autoimmune diseases



Pharmacists can educate patients about gluten-containing medications and supplements. Here is an article from Pharmacy Times that describes how you can find the information.



<http://bit.ly/41Xrrie>

**GET SHAREABLE INFOGRAPHICS AND VIDEOS** to share on your social media accounts all throughout May: [beyondceliac.org/celiac-awareness-month](http://beyondceliac.org/celiac-awareness-month)

Be sure to watch for these upcoming issues of *IN.depth*

- May **Category Spotlight: Personal & Self Care**
- Jun. **Category Spotlight: Medicine Chest**
- Jul. **Category Spotlight: Trends & Self Care**

## ATTRACT PET PARENTS



Lead a dog-friendly walking group



Organize a pet supplies drive for a local shelter



Host a pet photo contest for a pharmacy gift card



Offer occasional discounts on insulin, syringes, heartworm, and flea/tick treatment.



Develop an endcap with health-focused pet products (example: CBD dog treats for anxiety)



Throw a pet party in the parking lot or sidewalk (make sure to give out some pharmacy coupons!)



Join Our Facebook Group: [Independent Pharmacy – Profit in the Front End](https://www.facebook.com/groups/independentpharmacy)  
[facebook.com/groups/independentpharmacy](https://www.facebook.com/groups/independentpharmacy)

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NOTE: Items identified with a star rating (★ ★★ ★★★★★) were objectively evaluated within the past 12 months by HRG's analysts in support of the national TEMPS® program. Never Outs® are part of HRG's TEMPS® program. They are the top-selling items within a subcategory, and should always be on a retailer's shelves, regardless of department size.



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