

William Lockwood Spear, Jr., RPh, CCN: Pharmacy & Community Activist

Congratulations to William Lockwood Spear, RPh, CCN (Certified Clinical Nutritionist), of Hazle Drugs, Inc. in Hazleton, Pa., for being named PCCA's December Pharmacist of the Month.

HISTORY: **Hazle Drugs, Inc.**, in business since 1868, is one of America's oldest compounding pharmacies, offering its pharmacy compounding services to patients for nearly 138 years. More than 20 years ago, I joined my father, Bill Spear, Sr., to become co-owner and continue to help expand the family's pharmacy business. My father has worked at **Hazle Drugs, Inc.** since the early 1960s and has been the owner of the pharmacy since the 1970s.

In late 2003, **Hazle Drugs, Inc.** completed a major expansion project that included the demolition of our old pharmacy building that dated back to 1837. During the construction phase, we temporarily relocated our pharmacy and compounding lab across the street until our new facility was built.

I credit our business success to our niche market as a compounding pharmacy. Compounding always has been the cornerstone of our business since the early days. We joined PCCA in 1990 and since then have taken our compounding to the next level. We have a traditional pharmacy along with our compounding facility on the second floor of the natural health center.

Our areas of expertise in compounding cover all the modalities of custom compounding including BHRT, pain management therapy, cosmetic/dermatology, veterinary, pediatric, dental and podiatry.

PHARMACY LAYOUT: Rebuilt in late 2003, **Hazle Drugs, Inc.** is now a two-story, 10,000-square-foot, state-of-the-art pharmacy with an open atrium on the second floor overlooking the pharmacy area. The first floor contains an ultra

modern traditional pharmacy and consultation area. We also have a private consultation room used for menopause and nutritional consultations, diabetes screenings, flu clinics, blood pressure and health screenings. A separate natural healthcare product area, including a large nutritional supplement, homeopathic and herbal remedy shopping section along with natural health foods, natural skin care products and complementary care reference books also is on the first floor. Our 1,700-square-foot compounding lab occupies the second floor along with the Hazle Drugs learning center and conference room. Another second floor consultation room is used for nutritional assessments, massage therapy and Reiki Therapy (the ancient laying on of hands system of healing that clears and opens the energy pathways of the body, reducing stress and bringing balance to mind, body and spirit) in an open atmosphere environment. Three offices also occupy the second floor.

Our compounding laboratory includes all of the latest PCCA equipment, including balances, ointment mills, capsule machines, laminar flow sterile hoods as well as a new Flow Sciences Vented Balance Safety Enclosure (VBSE).

MARKETING: Our staff marketing specialist promotes our compounding practice by visiting area physician offices. We also invite practitioners to our learning center for in-services and provide



WILLIAM LOCKWOOD SPEAR, JR., RPH, CCN, AND CUSTOMER

monthly patient seminars. Seminar topics include: andropause; menopause; nutritional therapies; chronic fatigue syndrome and fibromyalgia to name a few.

PATIENT COUNSELING/FOLLOW-UP: Menopause consultation patients are followed up within two weeks to check on their progress; we encourage patients to keep in contact with us regarding any issues that may arise. Nutritional consultation patients are followed up within three to four weeks.

MOST REWARDING EXPERIENCE: Our most rewarding compounding experiences are hearing patients tell us over and over that they have never felt so good since they started using our specialty compounded products including bio-identical HRT. Also, it always brings a

(Continued on next page)

PHARMACIST OF THE MONTH

(Continued from previous page)

smile to my face when one of our infertility patients tells us that she has become pregnant. I know that our custom compounding helped her achieve her dream of bringing a child into the world.

MOST UNUSUAL CASE: In our many years of compounding we have had many unique and unusual compounding cases. Recently, a cat owner called and told me that her cat had a terrible fungal infection on its face. The infection was literally eating the flesh away. After consulting with the veterinarian, we compounded an antifungal preparation that eventually cleared up the cat's condition. The cat is thriving now.

ASSOCIATIONS: I am a member of the Pennsylvania Pharmacists Association (PPA), Luzerne County Pharmacy Association and the American Homeopathic Pharmaceutical Association (AHPHA). I also am an active member of PCCA,

APOTHATIP: Some people say that to have a successful business you have to be lucky. I always feel the harder I work the luckier I get.

APOTHATIP

International Academy of Compounding Pharmacists (IACP) and the International and American Association of Clinical Nutritionists (IAACN). I am very active in my community as well, as Chairman of the Greater Hazleton Chamber of Commerce and President of the Hazleton Unit of the American Cancer Society. I serve on many community boards such as the American Red Cross, Keystone Job Corps, Hazleton Rotary Club, Hazleton Healthcare Foundation and our local Hazleton General Hospital Advisory Board.

PHYSICIAN QUOTE: “Bill has provided me with a tremendous amount of information and education regarding BHRT and custom-compounded medications. It has been an honor to work hand-in-hand with an outstanding compounding pharmacist such as Bill. Because of our relationship, I am able to offer customized compounded services to my patients. Customized medications have made a substantial difference in my patient's health and well-being.” — Eugene Gorski, MD

FUTURE PLANS: Right now we are very pleased with and are settling into our new facility. Our future plans include continuing to incorporate other natural therapies into our facility. ■