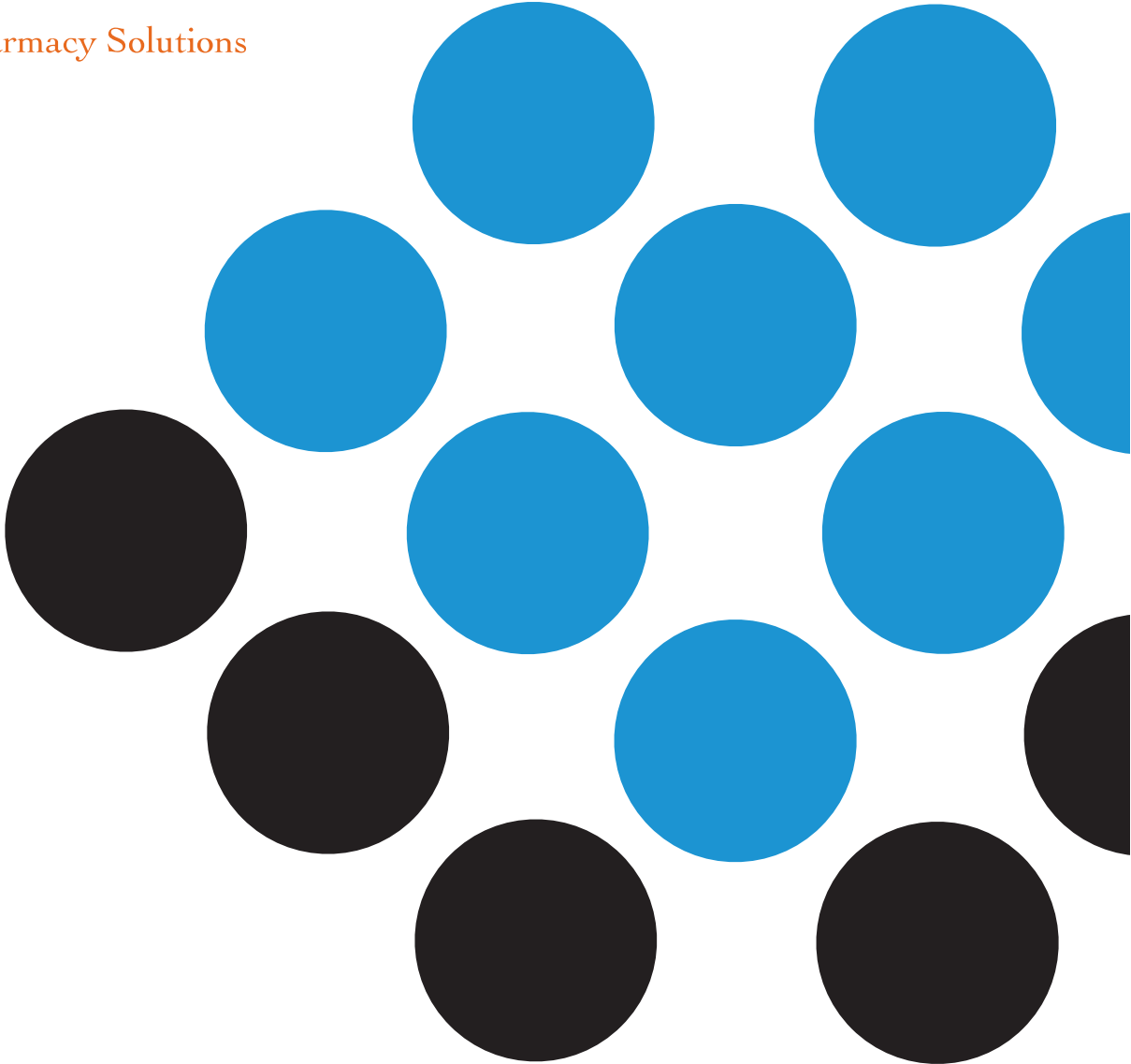


KirbyLester

Automated Pharmacy Solutions



Wouldn't it be great if you could just plug it in and start filling prescriptions?

The world's first automated pill counter came off our assembly line and appeared on a pharmacist's counter in 1974. More than 30 years, 30 countries and 20,000 customers later, Kirby Lester is still doing what Kirby Lester does best: Accurately filling more prescriptions, with less hassle, and for less cost than any other pharmacy automation system on the market. In fact, wherever there's a pharmacy, there's an ideal Kirby Lester automated tablet/capsule system: chain, independent, mail order, military, outpatient, even manufacturing and repackaging.

From the beginning, Kirby Lester set out to make the life of a pharmacist a lot easier. We wanted to create a practical, no-nonsense, no-moving-parts device for counting pills. Something that every pharmacy could afford. That was easy to use. That didn't break down. That fit into any space. Then we thought, wouldn't it be great if it was incredibly fast and very, very accurate?

It sure is.



Garry Zage
Chief Executive Officer
Kirby Lester

"People work hard to create pharmacies that are easy to run and efficient. This usually means including pharmacy automation. And that's what we do. We make pharmacy automation systems that make sense, are easy to use, and efficient. And that is also why I am here. I was a practicing pharmacist before I got into the automation business. I know what it is like to stand 11 hours behind the counter in a pharmacy. And I know what a difference our products can make to you and to your customers. Kirby Lester isn't too much technology or too little technology. It is the right technology and the right amount of technology... truly what you want and precisely what you need."

Simple

You open the box. You place your machine on the counter and turn it on. You learn which buttons to push (10 minutes to an hour, depending on the system). And you are in business.

It really is that easy to automate 100 percent of your oral solid prescriptions with a Kirby Lester automated tablet/capsule counting system.

It's the little things.

Nicole Hachmann, Pharmacist / Hartig USA Drug Stores: "How long did it take our staff to learn the KL15e? About 15 minutes. There's really nothing to it. I've used other automated systems and it takes longer to clean them than it does to learn how to operate a Kirby Lester."

Anne Barr, Owner, Pharmacist / Countryside Pharmacy: "I love it. Our techs love it. They wouldn't go back to a counting tray for anything. Our Kirby Lester really streamlines our workflow. Filling a prescription is just a matter of fingerprinting, scanning and pouring. It's fast. It's easy to set up and learn. And talk about simplicity, Kirby Lester counts any size and shape of oral solid without having to stop and think about it. You never have to calibrate — which is one less time-consuming step in your hectic day."

Joe Ligler, Pharmacy Manager

Oscopharmacy
St. Charles, IL

"The ease of operation lets you multitask. We field a lot of questions. We get calls from physician offices, from people asking questions about things they've seen on TV. We're interacting with staff members and customers in the store. With our KL15, we're free to deal with these daily pharmacy functions. I can pour a bottle of meds into the device, push a button and walk away to take care of a customer. The Kirby Lester lets you respond to your surroundings while you're using it. At the end of the day, you feel you've accomplished more in a more efficient method."



Reliable

As long as you keep pouring, your Kirby Lester system will keep counting and counting and counting. In fact, some of our customers are still using the Kirby Lester their pharmacy bought during Ronald Reagan's first term. What makes Kirby Lester systems so durable and dependable? It's what they don't have: moving parts. No moving parts means there's less chance of something breaking, jamming or clogging.

There's also less chance for error. Kirby Lester systems count 100 tablets or capsules in less than five seconds with a 99.97 percent count accuracy. Now that's performance you can trust.

Finicky. Fussy. Delicate. Demanding. Cantankerous.
Words to describe your customers, not your automation.

Anne Barr, Owner, Pharmacist / Countryside Pharmacy: "Customer complaints are definitely down because of the accuracy and tracking features of our KL16. When I do get a customer call, our Kirby enables me to quickly verify if and when the prescription was filled, and the number of meds dispensed. I then ask the customer to go back and double check. They usually call me back explaining they were the ones who made the mistake."

Joe Ligler, Pharmacy Manager / Osco Pharmacy: "Our Kirby Lester never sleeps. And it stands up to the beating we give it from the standpoint of our prescription volume. With a little routine maintenance, it is always ready to go. It's just a matter of wiping down the work surfaces and swabbing the electronic eye with alcohol to make sure it is clean. I'm talking about a couple of minutes, once or twice a day."



Nicole Hachmann, Pharmacist
Hartig USA Drug Stores
Dubuque, IA

"It runs flawlessly, even when we put it through extreme conditions such as when we conduct quarterly inventories. We'll run almost every oral solid medication through our KL15e when we do an inventory. The device counts meds non-stop for about two days — and it does it without any hassles — no pills get stuck, no capsules break open."

Affordable

Somewhere along the line, pharmacy automation got too big, too complicated and too expensive. And the cost versus benefit equation became mysterious. But Kirby Lester takes the guesswork out of the math. While our systems remain small and affordable, the value they deliver is anything but.

Case in point: A fully loaded KL16 automated tablet/capsule counter comes with barcode scanning; onscreen image verification; fingerprint recognition; a database for tracking and reporting dispensed prescriptions; a digital library of more than 10,000 drug images; a counting speed of 100 pills in less than five seconds; an accuracy rate of 99.97 percent; an expected ROI of less than 10 months. And a price tag of around \$15,000.

Any other questions? Glad you asked.

Sure, we take credit cards! Doesn't get easier than that.

Get a lot for not a lot.

Joe Ligler, Pharmacy Manager / Osco Pharmacy: "Medications are expensive. So from the accuracy perspective alone, Kirby Lester is a smart investment."

Nicole Hachmann, Pharmacist / Hartig USA Drug Stores: "Store management considered robotics, but the ROI didn't seem to be there. Hartig elected to go with Kirby Lester and invest in additional technicians instead. For us, Kirby Lester is a tool that enables us to have more face-to-face contact with the customer. Better service means better business."



Anne Barr, Owner and Pharmacist

Countryside Pharmacy
Savannah, MO

"I chose the KL16 because it didn't make sense to spend more money on some other system that did less. I could spend \$150,000 on an automated system. But then I'd have to spend \$100,000 on inventory to fill that system — even then, I still couldn't process all my prescriptions through it. Plus, I'd have to track lot numbers and expiration dates. With my Kirby, I don't have those issues. I can keep a minimum inventory. I can count all my tablets and capsules. And I can barcode scan everything through my Kirby — even liquids and contraceptives. That's a lot of device for the price."

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Promoting Health by Preventing Error

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exactly.