



MORTON DRUG CO.

A Family-Centered Pharmacy with Care at Heart Since 1932

Exclusively committed
to long term care

Morton LTC is an independent fourth-generation family-owned Wisconsin pharmacy. First established in 1932 by Charles Morton in downtown Neenah, the company eventually grew to 13 Morton Pharmacy retail locations throughout the Fox Valley and Oshkosh.

In 2011 Morton Pharmacy restructured to focus entirely on providing pharmacy solutions to long term care providers. Morton LTC offers its customers the expertise of knowledgeable directly-employed consultant pharmacists coupled with leading edge technology and a friendly, efficient customer service team.

- Our company is actively managed by local owners and an employee team of more than 100 members with very low turnover;
- Morton LTC serves 70 percent of the Fox Valley's assisted living facilities. Together with skilled nursing homes, we help care for more than 4,000 residents in the communities we serve;
- Our group purchasing organization means our prices are competitive with national pharmacy chains;
- We believe it is our job to take care of your needs; therefore, we do not require long-term contracts;
- As Morton LTC grows, we remain committed to providing safe and innovative pharmacy solutions to both residents and the skilled and compassionate professionals who care for them.



We self-perform all
pharmacy consulting,
dispensing, on-call
service, customer care,
billing, and deliveries to
ensure knowledgeable
and attentive service
to our customers

MORTON·LTC
LONG TERM CARE PHARMACY SOLUTIONS



Value-Adding Integrated Pharmaceutical Consulting

Achieve the Best in Resident-Centered Care

Morton LTC is structured to focus solely on the unique requirements and challenges of long term health care settings. Our staff pharmacists, board certified geriatric pharmacist, and registered nurse consultant integrate seamlessly into your operational teams. We help ensure the health and well-being of your residents and further develop the skills and knowledge of your caregiving staff. Work more safely, proactively, and productively with Morton on your team.

- Antibiotic stewardship
- Formulary optimization
- Psychotropic and antipsychotic drug reduction
- Fall reduction strategies
- House stock management and storage audits
- Behavioral and hospice rounds
- Comprehensive admission reviews upon transition of care
- Annual chart reviews completed by a second Morton LTC consultant pharmacist
- Participate in root cause analysis of medication errors
- QAPI/PIP committee participation including best practice development, process improvement, and policy/procedure updates
- Ongoing proactive collaboration to prevent survey tags
- Survey preparedness and mock survey assistance
- Customized staff in-services



A Board Certified Geriatric Pharmacist (BCGP)

has passed a comprehensive examination to demonstrate knowledge and expertise in the use of medicines in older adults. This patient population requires medication therapy management tailored to individual circumstances, including co-morbidities, goals of care, preferences, and ability to adhere to medications. You and your residents will appreciate the specialized insight of a Morton LTC board certified geriatric pharmacist.

Comprehensive Admission Reviews focus on how to best meet the complex individual needs of new residents. Morton LTC pharmacists perform same-day detailed admission reviews and communicate the results to your staff. Together with successful medication reconciliation, appropriate orders and correct medication administration result in significantly fewer rehospitalizations. Residents receive the best possible care and costs are avoided or contained.

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Cost Containment Strategies and Support

Morton LTC uses technology and expertise to help reduce and contain pharmaceutical and rehospitalization costs. We help our customers proactively address changing reimbursement models and regulations to stay viable and vital in a changing long term care marketplace.

Formulary Management

- Generic drug dispensing
- Therapeutic substitution
- Price forecasting
- Medication reduction strategies, including antibiotics and psychotropics
- On-site reviews by consultant pharmacists

Business Operations Support

- Hospital readmission mitigation via medication reconciliations, full chart reviews
- Resolutions to quickly address non-covered medications
- Business reviews and analysis upon request, including comparables reports

Stay Viable and Vital in a Changing Marketplace

Profile Reviews vs. Full Chart Reviews

Full chart reviews are a pharmacist's 360-degree examination of a person's fall risk, behavioral factors, need for continued medications, and compliance to health care provider instructions. A profile review is a pharmacist's evaluation and recommendation on a resident's medication profile only. Morton LTC pharmacists are dedicated to completing full chart reviews to improve quality, overall resident care, and compliance with Medicare and Medicaid (CMS) regulations.

Attentive Transitions of Care

Morton LTC, a respected health care leader within the regional long term care market, has come to know the individual needs of patients and residents who move between levels of care. Our pharmacists readily assist with attentive transitions of care to help decrease rates of rehospitalization, improve resident quality of life, and contain costs. Personal care pays.





Customized Medication Preparation, Packaging, and Delivery



Finally, a Pharmacy Partner Who Flexes to Fit Your Operational Needs

At Morton, we expect accuracy and precision in all we dispense—combined with flexibility, on-time deliveries, and warm personal attention. Our packaging options are designed to optimize med pass accuracy, efficiency, and specific resident considerations to increase overall safety and productivity. We flex to fit your specific facility and caregiving requirements to make your job easier.

Twice daily deliveries plus responsive extra deliveries for new admissions and emergencies. Your med pass times are during optimal staffing when residents are awake and alert.

Multi-point quality control inspection protocols for each prescription

Single and multi-dose packaging options available, including strip packaging

Morton LTC-employed drivers drive company-owned fleet vehicles

Multiple med cart rental and purchase options

We Do It Ourselves

Employees of Morton LTC self-perform dispensing, pharmacy consulting, after-hours call coverage, billing, customer service, and delivery services. We do not outsource our obligations to third parties and instead place a priority on working together as a team to personally serve our customers and the residents and families who depend on them. We do it all ourselves, but we couldn't do it without you.

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Pharmacy Experts to Meet Individualized Needs

One Stop for Specialty Services and Education

Specialty Services

Since 1932, Morton pharmacists have been compounding medicines to meet the precise needs of their customers. This culture of individualized attention and highly-skilled pharmaceutical practice remains at the core of our company.

- Sterile compounding
 - IV Therapy preparations and equipment for antibiotics and hydration
 - Provision of Total Parenteral Nutrition (TPN)
- Custom compounding for medications not commercially available
- Complete RN-directed clozapine program

Continuing Education

Call on Morton LTC staff to help ensure the health and well-being of your residents and further develop the skills and knowledge of your caregiving staff. Our clients can request in-person RN- or pharmacist-led in-services for nursing staff, and each class is tailored to your team's specific needs.

- Medication administration competency stations
- Psychotropic drugs
- Diabetes
- Anticoagulation
- New-to-market medications
- Informed consent

See a complete list of education topics at
www.mortonltc.com

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Smart Technology Applications to Boost Productivity



Local Technology Innovation and Support

Morton LTC integrates timely and practical pharmaceutical technology to maximize customers' efficiencies and advance resident-centered care. We help our customers assess individual pharmacy tech applications to ensure their return on investment and our ability to stay in close, efficient, personal contact with the caregiving team.

- Electronic Medical/Health Records (EMR/EHR) Integration with more than 100 EMar interfaces via QS1
- Easy and convenient fax-based ordering for homes without EMar systems
- DocuTrack document management to meet changing priorities, optimize deliveries, and update operations teams
- Proactively evaluated price forecasts, generic substitutions, and therapeutic interchanges by Morton LTC personnel for skilled nursing facilities
- Rapid first-dose response times and expedited deliveries or on-site first-dose dispensing installations

Responsive:

Morton LTC offers its customers the latest cut-off time in the region for same-day delivery—just one hour before closing.

The Voice of Experience

Morton Drug Company was founded in 1932, and some things haven't changed. Our customers still like to pick up the phone when they have questions and talk to a real, live, and knowledgeable person. They call on us to help evaluate pharmacy software packages to ensure they're necessary and worthwhile—before they spend any money. We operate our company based on the premise that our customers expect and deserve informed personalized service. So go ahead and call us. We still have our people here to help your people succeed.





Be Confident in Your Decision on Day One

We Make it Easy to Switch

The complexities of medication management require accuracy and precision from the beginning. If you have tolerated subpar pharmacy service for some time, the last thing you need is a transition that runs off the tracks. The team at Morton LTC has worked hard to take the extra work and worry out of switching. Just ask some of our current customers.

"Far beyond our initial smooth transition, Morton LTC stays involved with our facility to stay up to date with best practices. Monthly med closet reviews by their registered nurse help ensure that medication is properly labeled and stored. Our dedicated Morton LTC team has vast knowledge of formularies, infection control, staff education, auditing resources, chart reviews and updates, policies and procedures, and how to help improve the lives of our villagers. They even changed delivery times to work with our facility's continuous commitment to person-centered care.

Morton worked closely with our QI groups to make our audit process less complicated. Their input had a significant impact on minimizing medication errors and easing the process of medication pass, all of which contributed to our most recent successful survey."

**Chad MacKenzie, BSN, RN,
Director of Nursing**
Brewster Village,
(Outagamie County), Appleton, WI

"Our only regret is we didn't make the change to Morton earlier."

Kathleen Miller, Owner
Waupaca Elder Care, Waupaca, WI

"Our switchover to Morton went really well, just like they said it would."

**Debra Gilbertson, RN
Director of Nursing**
Iola Living Assistance, Iola, WI

"We've been through very difficult transitions in the past. With Morton, it's nice to see things happen the way they are supposed to happen."

Miriam Ownby, Executive Director
Markesan Resident Home, Markesan, WI

"Our switch to Morton went so smoothly, I had to remind myself that we had a transition going on."

**Gidget Blank
Executive Director, CEO**
St. Joseph Residence, New London, WI



The Pharmacist You Call

The Morton LTC consultant pharmacist who works directly with your facility's caregiving team also works within Morton LTC as a dispensing pharmacist. Similarly, on-call pharmacists at Morton LTC are not contracted from outside; they are personally accountable for resolving individual pharmacy-related issues within our customer facilities. With direct access to our complete customer database and daily activity log, the pharmacist you call is the pharmacist who cares.

No Long Term Contracts

Morton LTC is committed to meeting our customers' expectations with unparalleled service and expertise. We do not require long term contracts.

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