

The Declaration
December 19, 2012



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BUSINESS

Pharmacy businesses pair up in recent acquisition

WYTHEVILLE – Industry veteran **Dennis Counts**, founder of leading long-term care pharmacy **Horizon Healthcare Management, Inc. (HHM)**, is pleased to announce that he is handing the keys to the next generation with the sale of his business to longtime family friends, **Chad and Marybeth Terry**.

The Terrys are the founders of **Southern Pharmacy Services (SPS)**, one of the largest long-term care pharmacy companies in North Carolina, with locations in Kernersville and Pink Hill. HHM, located in Wytheville, is a leading long-term care pharmacy serving southwest Virginia and the surrounding areas. Both pharmacy groups serve residents of long-term care and group homes, including assisted living, skilled nursing and hospice communities.

“I have known Marybeth Terry for 20 years, so I am familiar with her dedication and work ethic,” said Counts. “I was seeking the right partner to best serve my customers and employees, and Southern Pharmacy Services’ reputation for superior customer care, cutting-edge technology, innovation and operational excellence makes this the perfect fit.”

Within the industry, Southern Pharmacy Services has a reputation for superior customer service and rapid response to client requests. SPS builds strong relationships with clients by providing continuing education classes, consultation services and facility resources ensuring they are at the forefront of the industry. “We are thrilled to welcome the customers and expert staff from Horizon Healthcare into the SPS family,” said Marybeth Terry, co-founder of Southern Pharmacy Services. “Horizon’s core values of teamwork, honesty and exceptional customer attention are completely aligned with ours, and we look forward to expanding our efforts in the Virginia market.”

Horizon Healthcare Management will continue to operate as an independent pharmacy with local decision making under the leadership of head pharmacist **Renae Cregger**, who has been promoted to director of operations. Counts will continue his involvement by assisting Renae, longtime co-worker and friend, to ensure a seamless transition.

Southern Pharmacy Services partnered with **Guardian Pharmacy, LLC**, one of the largest long-term care pharmacy companies in the nation, in this acquisition.

“As a member of the Guardian Pharmacy network, we have experience with this talented team and are confident that our combined expertise will be a great addition to the long-term care industry in southwest Virginia,” said Chad Terry, SPS co-founder.

Noted for its industry-unique business model, Guardian offers independent long-term care pharmacies the benefits of a large company while maintaining local ownership and operations.

“In this partnership, our corporate support team will assist with the day-to-day business operations from payroll to rebate management, and the intensely complex revenue cycle,” said **Kendall Forbes**, co-founder of Guardian Pharmacy. “This will allow SPS and Horizon to focus on ensuring that the communities and residents they serve receive the best care possible.”

The combined Guardian entity now serves more than 42,000 long-term care patients nationally through 22 pharmacies across 12 states.

For more information on Southern Pharmacy Services, visit www.southrx.com, and for more information on Guardian Pharmacy, LLC, visit www.guardianpharmacy.com.