

College of Pharmacy '57 alumnus expands pharmacy businesses

Westenfelder says venture is joint effort with employees

Kirk Westenfelder, a 1957 College of Pharmacy alumnus, doesn't appear to be thinking about retirement in the near future. Since 1984, Westenfelder has owned and operated Kirk's Homecare Medical Equipment in Olympia, Wash.

The entrepreneur recently opened an adjacent addition to his medical supply business, Kirk's Drug. Along with the drug store and medical equipment business, Westenfelder also is the proprietor of a third homecare medical equipment store on the west side of Olympia.

Originally from southeast Idaho, Westenfelder has spent



Kirk Westenfelder, above, displays custom packaged medications he prepares for clientele.

most of his career in the Pacific Northwest where he is a well-known businessman and his stores are landmarks in the area.

While visiting one of his Martin Avenue stores in Olympia, one may take notice of how this ISU alumnus, and entrepreneur, welcomes customers with a handshake and a first-name greeting. Approximately 30 employees among the three stores also greet customers with a smile.

Kirk's Homecare Medical Equipment offers a broad array of services and durable medical equipment including oxygen, wheelchairs, scooters and aids for daily living.

A private consultation room is available for fitting equipment such as leg or ankle braces.

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Pharmacy Fair 2003 scheduled for October

Health care recruiters will have an opportunity to interview students one-on-one during the ISU College of Pharmacy's Annual Pharmacy Recruiting Fair being held this year on October 9 and 10.

Each year the College makes a special effort to ensure that fourth-year students performing clinical rotations in Pocatello, Boise, Las Vegas, Reno, and other western sites return to campus to participate in interviews during Pharmacy Fair. More than 50 students are currently on rotation and anticipate graduation in May 2004.

A \$400 fee to attend Pharmacy Fair includes admission for one recruiter, personal interview accommodations, dutch oven dinner, refreshments and special exhibit fair. Thursday morning will provide a time for pharmacy students at all levels to visit with recruiters. Additional recruiters from a company may participate at a cost of \$50 each. For more information, please contact Andrew Gauss, Pharmacy Fair Coordinator at (208) 282-3393 or andrew@pharmacy.isu.edu.



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Conveniently located next door is Westenfelder's newest facility, Kirk's Drug. The store is not a retail pharmacy, but a business that provides prescription drugs and other services to nursing homes, assisted living centers, continuous care retirement centers and other facilities for residents requiring custom and/or maintenance medications.

Many of these medications are conveniently packaged in "bubble packs" to ensure accurate medication dispensation.

For example, an elderly person requiring several medications at different times daily will have their dosages prepackaged.

The business offers services for customers throughout the northwest, including Seattle.

Kirk's Drug is designed to comply as precisely as possible with federal HIPAA privacy regulations, Westenfelder said. There is a private counseling room, and a concealed front entry.

The store holds two computerized order intake areas, a computerized purchasing area, a compounding section and a separate sterile IV compounding room. In the IV compounding room, the walls and floors are constructed of

special resins to which bacteria will not adhere for the most effective sterilization and clean up.

Westenfelder refers to his new store as a "group effort" and says that much of his recent success is due to his excellent workforce and a restructured way of doing business. He watches his profit margins closely and buys carefully. He uses the State of Washington's "Point of Sale" (POS) system for Medicaid, a system allowing instant claims adjudication for pharmacists in Washington.

He credits fellow College of Pharmacy alumnus Col. Garth Holmes (1960 graduate) for his leadership in the implementation of the instant POS claims system for Medicaid. Holmes was a pharmacy consultant for the state Medicaid.

Westenfelder's business philosophy sounds simple:

"Love your customers, be very good to your employees, and it shall all come back to you," he said.

Idaho State University College of Pharmacy is very proud of Kirk Westenfelder, and we wish him the best in his new venture.

Tickets available for ISU vs. BSU Sept. 6 game

All College of Pharmacy alumni and friends are invited to attend the "Go Bengals" tailgate party prior to kickoff of the ISU Bengal versus BSU Bronco football game in Boise on September 6.

Come and help us support the Bengals at our pre-game rally at The Stone House, 709 Park Blvd. at 3 p.m.

The College of Pharmacy and ISU Alumni Association has reserved a blocked section of seats for the game. Anyone interested in purchasing tickets for the Pharmacy & ISU Alumni and friends section, should call Tressa Rockwood at 208-282-3655.

Tickets for the game are \$22 while entrance to the pre-party is \$12.50.

We hope to see you cheering on the Bengals in Boise on Sept. 6.

