

KIRBY LESTER: THE COMPANY THAT PIONEERED TABLET COUNTING TECHNOLOGY UNVEILS NEW KL60

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Kirby Lester literally parted the red curtains in dramatic style in Boston at the NACDS Pharmacy & Technology Conference this week, unveiling the pharmacy industry's *first and only compact, fully-automated dispensing system*. The new *KL60* fulfills the long-unmet need for a system that handles all the functionality of a super-sized robotic dispenser, but in half the space and at a fraction of the cost. The *KL60* is prominently on display at the Kirby Lester booth, 1066.

“We spoke to many pharmacy chain executives before we officially announced the *KL60* at NACDS, and every one of them was incredulous. They asked, ‘Why didn’t anyone do this sooner?’” says Christopher Thomsen, Kirby Lester’s Vice President, Business Development. The *KL60* is sized and priced perfectly for today’s challenging economy. Any retail pharmacy that dispenses 100 to 1,000+ prescriptions per day can benefit from the *KL60*.

At just 29 inches wide, 46 inches long and 78 inches high, the *KL60* is only one-third to one-half the size of some older robotic dispensing technology. The *KL60* handles the labeling and filling of a pharmacy’s top 60 medications—just the right amount of tablets and capsules without reaching a point of inefficiency. With 60 drug-specific cassettes aboard, there are no “slow movers” to expire in the unit before they are dispensed, and stocking the *KL60* is not prohibitively expensive. The 60 cassettes manage 30 percent or more of the orders in a typical retail pharmacy.



“The *KL60* is such a big deal precisely because it’s not big at all,” Thomsen continues. “Kirby Lester has figured out what the automation industry has been lacking for a decade. Sixty truly is a magic number for most mid- to high-volume retail pharmacies. By automating 60 medications—and not 150 or 200—the *KL60* makes full automation viable and economical for many more pharmacies.”

The *KL60* is the latest in an impressive string of new innovations from Kirby Lester, the company that pioneered tablet counting technology. Since the 2008 NACDS meeting in San Diego, Kirby Lester has released the *KL20* “next-generation” counting and verification system, the *KL30* “all-in-one” system and the *KLVS* (verification system). All four systems are based on all-new software and hardware, and all improve a retail pharmacy’s speed, accuracy and dispensing safety.