

From: Rachelle Galant
To: Michael Dorsey; Jinping McCormick; Michael Perfetto; Nancy Baran
Sent: 3/22/2011 10:32:00 AM
Subject: RE: Opti-source Oxy IR orders
Attachments: image001.gif; image002.jpg; image003.jpg

Hi Mike -

If we can get a statement from the buying group, that would be best for our records. I know that it is new business that we didn't have before the competitor supply problems - but we had been shipping the members before November, at much lower volume. It just raises a question when you compare the timeframes.

Of course I'm all about democracy and if this group wants to go with an internal explanation - we can document it and close the report.

Product Group Dimension

Act/2011

Act/2011

Act/2011

Act/2010

Act/2010

Act/2010

Act/2010

Act/2010

Act/2010

Act/2010

Act/2010

Act/2010

Time

Mfgpro Item(2/2)

March

February

January

December

November



ACTAVIS0524986

P-02477 _ 00001

October
September
August
July
June
May
April
Total

OXYCODONE HCL 15MG TABS CII 100s

1,464
5,160
5,520
8,400
648
336
696
744
840
480
432
264
24,984

OXYCODONE HCL 30MG TABS CII 100s

20,784
11,280
26,304
27,144
2,976
1,176
2,688
3,024
2,880
2,352

ACTAVIS0524987

P-02477 _ 00002

2,352
2,760
105,720

Oxycodone Tabs

22,248
16,440
31,824
35,544
3,624
1,512
3,384
3,768
3,720
2,832
2,784
3,024
130,704

Customer Family Dimension

ACTAVIS0524988

P-02477 _ 00003

Act/2011

Act/2011

Act/2011

Act/2010

Act/2010

Act/2010

Act/2010

Act/2010

Act/2010

Act/2010

Act/2010

Act/2010

Time

Mfgpro Customer(2/2)

March

February

January

December

November

October

September

August

July

June

May

April

Total

CAPITAL WHOLESALE DRUG CO

48

24

ACTAVIS0524989

P-02477 _ 00004

24

24

120

DAKOTA ANOKA

48

144

120

144

96

24

24

96

696

DAKOTA FARGO

48

120

48

24

24

264

DAKOTA MINOT

24

72

24

24

0

0

144

DIK BURR RIDGE

168

48

96

24 /

336

LOUISIANA SUNSET

2,088

ACTAVIS0524991

P-02477 _ 00006

1,296

2,352

1,200

6,936

MIAMI LUKEN

1,296

1,200

1,728

168

4,392

PRESCRIPTION SUPPLY

48

72

ACTAVIS0524992

P-02477 _ 00007

120

ROCHESTER ROCHESTER NY

1,776

2,472

1,704

1,032

336

240

240

192

600

336

336

576

9,840

SMITH DRUG PARAGOULD

1,440

1,344

1,728

3,840

312

96

360

240

240

72

216

ACTAVIS0524993

P-02477 _ 00008

96

9,984

SMITH SPARTANBURG SC

2,832

3,648

5,856

10,608

480

216

528

384

672

120

360

144

25,848

SMITH VALDOSTA

12,432

5,712

17,976

18,336

2,424

864

2,088

2,736

2,040

2,040

1,752

2,016

70,416

VALLEY STOCKTON

48

ACTAVIS0524994

P-02477 _ 00009

336

168

96

48

120

24

72

912

VALUE ALTOONA PA

72

48

72

72

120

120

96

96

696

OPTI-SOURCE GROUP

22,248

16,440

31,824

35,544

3,624

1,512

ACTAVIS0524995

P-02477 _ 00010

3,384
3,768
3,720
2,832
2,784
3,024
130,704

Rachelle Galant
Product Manager

Actavis
60 Columbia Rd. Bldg B t +1 973-993-4527 @ RGalant@actavis.com
Morristown , NJ 07960 United States w www.actavis.com <<http://www.actavis.com/>>
Internal VoIP number t 125-4527

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From: Michael Dorsey
Sent: Tuesday, March 22, 2011 11:15 AM
To: Jinping McCormick; Rachelle Galant; Michael Perfetto; Nancy Baran
Subject: Fw: Opti-source Oxy IR orders

Rachelle,

I thought I replied to this earlier - this is all NEW business due to Mallincrodt and Qualitest's supply issues. We did not have their business before.
Do we need anything else?

Mike Dorsey
Director, National Accounts
262.377.0874 (O)
262.421.4636 (F)
908.906.9838 (C)

From: Rachelle Galant
Sent: Tuesday, March 22, 2011 11:03 AM
To: Michael Perfetto; Michael Dorsey
Cc: Jinping McCormick; Nancy Baran
Subject: RE: Opti-source Oxy IR orders

Mike and Mike -

ACTAVIS0524996

P-02477 _ 00011

Please see attached for a letter to send to Optisource requesting information on their ordering patterns.

Let me know if this helps.

Thanks,

Rachelle

Rachelle Galant
Product Manager

Actavis

60 Columbia Rd. Bldg B t +1 973-993-4527 @ RGalant@actavis.com
Morristown , NJ 07960 United States w www.actavis.com <<http://www.actavis.com/>>
Internal VoIP number t 125-4527

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From: Rachelle Galant
Sent: Thursday, March 17, 2011 3:23 PM
To: Michael Perfetto; Michael Dorsey
Cc: Jinping McCormick; Nancy Baran
Subject: Opti-source Oxy IR orders

Mike and Mike,

Optisource's ordering on the 30mg Oxy IR tabs is in excess of their rolling 6 month average.

Their six month average is 11, 928. Month to date, they have been shipped 13,896 bottles. Based on where we are in the month (52%), this falls under our SOP of suspicious ordering.

I know we are filling their primary demand right now, but we need to get a statement from them for our files.

Please contact me with any questions. If you could target getting back to me within 3 business days, that would be appreciated. Opti's future orders for 30mg Oxy IR will not be shipped until we have the statement.

Many thanks,

Rachelle

ACTAVIS0524997

P-02477 _ 00012

Oxycodone IR Tablets

Suspicious Order Tracking

Customer:
Optisource

ACTAVIS0524998

P-02477 _ 00013

Customer Contact Procedure

Date

Strength

6 month Shipment Average

Current Month Ship

Actavis Sales Team Member

Date

Form of communication (email, in person, phone)

Customer Name and Position

Reason given for higher volume in orders

Actavis Decision

3/17/2011

30mg

11928

13896

ACTAVIS0524999

P-02477 _ 00014

Rachelle Galant
Product Manager

Actavis
60 Columbia Rd. Bldg B t +1 973-993-4527 @ RGalant@actavis.com
Morristown , NJ 07960 United States w www.actavis.com <<http://www.actavis.com/>>
Internal VoIP number t 125-4527

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