

**From:** Michael Dorsey  
**To:** Rachelle Galant  
**Sent:** 5/24/2012 1:49:34 PM  
**Subject:** RE: Smith Drug - Oxycodone 30mg needs  
**Attachments:** image001.gif

She may have left out a DC in haste...don't we go off our data?

Michael Dorsey  
Director, National Accounts

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From: Rachelle Galant  
Sent: Thursday, May 24, 2012 2:48 PM  
To: Michael Dorsey  
Subject: RE: Smith Drug - Oxycodone 30mg needs

I don't want to be the one who points it out , but her email closes the door on getting extra inventory from us. We've already shipped her Smith's full requirements on Oxy 30mg.

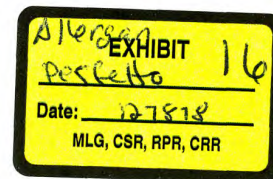
Rachelle Galant  
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From: Michael Dorsey  
Sent: Thursday, May 24, 2012 2:46 PM  
To: Rachelle Galant  
Subject: RE: Smith Drug - Oxycodone 30mg needs

Yes, though her numbers for us are off, at least from what I see.



ACTAVIS0288356

P-02479 \_ 00001

Michael Dorsey  
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From: Rachelle Galant  
Sent: Thursday, May 24, 2012 2:43 PM  
To: Michael Dorsey  
Subject: RE: Smith Drug - Oxycodone 30mg needs

Is she saying she normally orders 6700 a month with supplier M and 8700 a month with us?

Rachelle Galant  
Senior Product Manager

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From: Michael Dorsey  
Sent: Thursday, May 24, 2012 2:24 PM  
To: Michael Perfetto; Nancy Baran; Rachelle Galant; Jinping McCormick  
Cc: Ara Aprahamian RPh  
Subject: RE: Smith Drug - Oxycodone 30mg needs

From: Donna Pruitt [mailto:[dpruitt@smithdrug.com](mailto:dpruitt@smithdrug.com)]  
Sent: Thursday, May 24, 2012 2:21 PM  
To: Michael Dorsey  
Subject: Product Shortage

Mike,

ACTAVIS0288357

P-02479 \_ 00002

Regarding our conversation yesterday and my request for additional inventory.

Currently I have a supplier of Oxycodone 30mg that is backordering product until anticipated release of June 11th. Which was changed this week from May 18th.

My inventory usages with this company are 6,700 bottles per month. Combined with my usages currently with Actavis, 3 month average 8,700 bottles. I have requested the following orders to be placed this week. For the Spartanburg Location 2,400, 1,200 bottles for the Paragould Location and 2,400 bottles for the Valdosta Location.

Thank you for your attention.

Michael Dorsey  
Director, National Accounts

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From: Michael Perfetto  
Sent: Thursday, May 24, 2012 1:32 PM  
To: Nancy Baran; Rachelle Galant; Jinping McCormick  
Cc: Michael Dorsey; Ara Aprahamian RPh  
Subject: RE: Smith Drug - Oxycodone 30mg needs

I would ask for documentation...to support your concerns.

Full disclosure...which I presume the customer would do to cover both them and us.

From: Nancy Baran  
Sent: Thursday, May 24, 2012 1:22 PM  
To: Michael Perfetto; Rachelle Galant; Jinping McCormick  
Cc: Michael Dorsey  
Subject: RE: Smith Drug - Oxycodone 30mg needs

I am not saying I disagree but this brings up a valid question. If a customer says they would like to increase their usage by 2x's "because a competitor is having supply issues" how do we know this is what they were really purchasing from them if at all? By us accepting the additional business and using competitive supply issues reason for the next month or so...our system will eventually show this as within normal range. Do you see what I'm getting at?

ACTAVIS0288358

P-02479 \_ 00003

Nancy Baran  
Director, Customer Service

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From: Michael Perfetto  
Sent: Thursday, May 24, 2012 1:19 PM  
To: Nancy Baran; Rachelle Galant; Jinping McCormick  
Cc: Michael Dorsey  
Subject: Re: Smith Drug - Oxycodone 30mg needs

I say do it

From: Nancy Baran  
Sent: Thursday, May 24, 2012 01:18 PM  
To: Rachelle Galant; Michael Perfetto; Jinping McCormick  
Cc: Michael Dorsey  
Subject: RE: Smith Drug - Oxycodone 30mg needs

We need to get an answer to Rachelle on this. Lets discuss today. Tx

Nancy Baran  
Director, Customer Service

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From: Rachelle Galant  
Sent: Wednesday, May 23, 2012 11:59 AM  
To: Michael Perfetto; Nancy Baran; Jinping McCormick (JMCCORMICK@actavis.com)  
(JMCCORMICK@actavis.com)

ACTAVIS0288359

P-02479 \_ 00004

Cc: Michael Dorsey  
Subject: FW: Smith Drug - Oxycodone 30mg needs

Mike P, Jinping, and Nancy -

Smith drug is requesting 6K in additional bottles of Oxy 30mg this month, due to Qualitest being on backorder until the end of June.

From Actavis, Smith Drug's average purchase volume on the 30mg is averaging 11,500 bottles a month. This month they have received 9500 bottles MTD. In April, they only ordered and received 5500 bottles. My question is can we ship Smith Drug an additional 6,000 bottles on the 30mg as they are requesting, and document it as a market shortage, using justification that they under-ordered in April?

Please respond back today to the group if possible as Dorsey is working on a timeline with his buyer

Many thanks,

Rachelle

Rachelle Galant  
Senior Product Manager

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From: Michael Dorsey  
Sent: Tuesday, May 22, 2012 5:15 PM  
To: Rachelle Galant  
Subject: Smith Drug - Oxycodone 30mg needs

Rachelle,

Smith Drug is requesting another 6,000 bottles of our 30mg (2,400, 1,200, 2,400 in their respective DC's) The reason is that Qualitest is on a back order until the end of June and this will help fill that void.

Please let me know by tomorrow (Wednesday) if possible, as Donna is off on Friday and Monday.

ACTAVIS0288360

P-02479 \_ 00005

Thank you,

Michael Dorsey  
Director, National Accounts

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P-02479 \_ 00006