

**To:** Seid, Stephen[/O=PURDUE/OU=PURDUE US/CN=Sales and Marketing - Field/cn=B4BEE2C8]; Scifo, Tony[/O=PURDUE/OU=PURDUE US/CN=Sales and Marketing - Field/cn=54ED8E5E]; Fujimoto, Dr. Darlene[/O=PURDUE/OU=PURDUE US/CN=Sales and Marketing - Field/cn=FujimotoD]  
**Cc:** DaBronzo, Dr. Joseph[/O=PURDUE/OU=PURDUE US/CN=RECIPIENTS/CN=DaBronzJ]; Cook, Dr. Mary[/O=PURDUE/OU=PURDUE US/CN=Sales and Marketing - Field/cn=CookM]; Schiff, Deborah[/O=PURDUE/OU=PURDUE US/CN=RECIPIENTS/CN=SchiffD]; Ruess, Cheryl[/O=PURDUE/OU=PURDUE US/CN=RECIPIENTS/CN=73A3A648]; Vincent, Jennifer[/O=PURDUE/OU=PURDUE US/CN=RECIPIENTS/CN=VincentJ]; Fisher, Windell[/O=PURDUE/OU=PURDUE US/CN=Sales and Marketing - Field/cn=6DF5A406]  
**From:** Sposato, Chris  
**Sent:** Mon 9/17/2001 10:50:59 PM  
**Subject:** RE: Walgreen Flordia Speaker Program

To all:

We are hearing many concerns at the retail level. This would be a great educational opportunity to help preserve the rights of the pain patients while helping to further educate the Walgreens pharmacists.

Chris

-----Original Message-----

**From:** Seid, Stephen  
**Sent:** Wednesday, September 12, 2001 8:11 AM  
**To:** Scifo, Tony; Fujimoto, Dr. Darlene  
**Cc:** DaBronzo, Dr. Joseph; Cook, Dr. Mary; Schiff, Deborah; Sposato, Chris; Ruess, Cheryl; Vincent, Jennifer; Fisher, Windell  
**Subject:** RE: Walgreen Flordia Speaker Program

Darlene,

We need to look at the big picture here. I believe we can negotiate the number, length, etc. But, the key issues here are

1) For the first time ever Walgreens has agreed to a regional approach. We can hit a lot more pharmacists this way. I realize the expense, but we *want* to educate a lot of pharmacists. 2) We are also trying to focus our energies in hot spot areas quickly. There are 500 Walgreen stores in Florida.

-----Original Message-----

**From:** Scifo, Tony  
**Sent:** Monday, September 10, 2001 2:47 PM  
**To:** Fujimoto, Dr. Darlene  
**Cc:** DaBronzo, Dr. Joseph; Cook, Dr. Mary; Schiff, Deborah; Seid, Stephen; Sposato, Chris; Ruess, Cheryl; Vincent, Jennifer  
**Subject:** RE: Walgreen Flordia Speaker Program

Darlene:

I understand the time constraints. The Purdue directive this year is to coordinate centralized Speaker programs at the Corporate level.

I have been working with Dawn for several years at Walgreens for Local Chicago programs. Dawn sets up these programs as well as being the Director of Pharmacy recruiting for Walgreens. This is a monumental task in itself to hire new pharmacists and keep pace with hiring pharmacists for Walgreens growth plans of opening a store every 17 hours.

Dawn has now been able to help schedule time for Centralized programs. We have several factors involved.

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EXHIBIT  
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1. The recruitment factor that Dawn is under.
1. With the shortage of pharmacists, summers are spent filling in for vacations, thus centralized programs are not the best at this time.
1. We now have a window of opportunity but the Holiday season is approaching. In November/December pharmacists will be working overtime.
1. We have the end of the year time frame for Pharmacist requirements.

Dawn is open to pain management topics. She suggested patient testimonials at these programs to help the pharmacist in understanding the need for high dosage levels given appropriately to people in need.

We are currently working on Auditoriums and schools in 5 central locations to help facilitate the speaker's travel as well as that of the Walgreen pharmacists.

Steve Seid and I will work on the topics and logistics this week. As we are all in Stamford this week, your thoughts and participation are welcomed.

Tony

-----Original Message-----

**From:** Fujimoto, Dr. Darlene  
**Sent:** Saturday, September 08, 2001 5:55 PM  
**To:** Scifo, Tony  
**Cc:** DaBronzo, Dr. Joseph; Cook, Dr. Mary; Schiff, Deborah; Seid, Stephen  
**Subject:** RE: Walgreen Florida Speaker Program

Tony,

Nice to hear from you. I believe we need to schedule a huge function such as this further out in the future. There is less than 60 days until your proposed dates. I know most of the Medical Liaisons are already booked for that time. We could probably accommodate a couple programs or a couple hours.

I need to know what your plans would be for 5 hours. I would need locations, dates and times. We also need titles of programs, etc. If Purdue is providing the CE there would be substantial costs in relation to providing 5 hours of CE for 1500 to 2000 pharmacists. We would need to work with DMLs from both teams to accommodate.

If you can get the specifics and give us a better idea of the program you would like we can begin to plan.

Thank you,  
Darlene

**Darlene Fujimoto, Pharm.D.**  
Area Director, Medical Liaisons

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-----Original Message-----

**From:** Scifo, Tony  
**Sent:** Saturday, September 08, 2001 7:04 AM  
**To:** Fujimoto, Dr. Darlene  
**Subject:** FW: Walgreen Florida Speaker Program

**Importance:** High

Darlene:

Sorry I thought Florida was also Dr. Mary Cook.  
Do we have enough Medical Liaisons to do a 5 hour CE program for 1500-2000 Walgreen pharmacists in 5 cities? The time frame is at the end of October and possibly the first or second weekend in November.

Tony

-----Original Message-----

**From:** Scifo, Tony  
**Sent:** Friday, September 07, 2001 3:56 PM  
**To:** Seid, Stephen  
**Cc:** Cook, Dr. Mary; Sposato, Chris; Ruess, Cheryl  
**Subject:** Walgreen Florida Speaker Program  
**Importance:** High

Steve:

As we discussed Walgreens would like to have a 5 hour CE program for virtually all 2,000 Walgreen pharmacists in Florida.

Walgreens will bring all Walgreen Pharmacists to 5- 6 major cities i. e. Tampa, Orlando, Ft Meyers, Palm Beach and Jacksonville.

Dawn DiLullo at Walgreens suggested and is contacting Auditoriums and schools as well as hotels to accommodate the number of participants and reduce the cost.

Dawn would like to conduct this over 2 weekends at the end of October and the Beginning of November.

At your request, I will again contact Dawn and ask if we can reduce this to 2 CE hours of Credit if we cannot accommodate the 5 hours of CE and cannot schedule our ML's at this time frame. If we lower the CE credits from 5 to 2 we would be defeating the purpose making this a mandatory participation.

I will also ask for an estimate of the costs involved.

As we will be together next week in Stamford, maybe we can resolve this discussion at that time with all the appropriate personnel there.

This would be a great opportunity to have almost a full day sponsored by Purdue.

Tony