

From: Jinping McCormick
To: Michael Dorsey; Michael Perfetto; Ara Aprahamian RPh
Sent: 1/10/2012 11:19:43 AM
Subject: RE: Dr. Schwartz - Pharmacies
Attachments: image001.gif; image002.png; image003.png; image004.png; image005.gif; image006.png; image007.png; image008.png; image009.png

Mike,

Appreciate your input.

Per Nathalie, this is a huge prescriber - largest prescriber in the country.

Jinping McCormick
Director of Marketing

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From: Michael Dorsey
Sent: Tuesday, January 10, 2012 9:43 AM
To: Michael Perfetto; Jinping McCormick; Ara Aprahamian RPh
Subject: RE: Dr. Schwartz - Pharmacies

All,

Specific store stockings are best done at the Store level - better yet with the help of Ritchie. Tatia, the office manager. We are spending a lot of resources for this 1 doctor. If Patrick (below) has already discussed with Tatia, I would have him ask her to fax/call in a request for the store to stock - store will do so knowing that the patient is coming in there.

Just my 2 cents worth...

Michael Dorsey
Director, National Accounts

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From: Michael Perfetto
Sent: Monday, January 09, 2012 10:02 PM
To: Jinping McCormick; Michael Dorsey; Ara Aprahamian RPh; Steve Cohen
Subject: RE: Dr. Schwartz - Pharmacies

I think two separate emails...

One to steve regarding Dr. Schwartz and the need for Walmart to stock it... Then Steve can follow up...maybe there is a DM that help within Walmart

Then an email to Dorsey..for CVS....

That should get us started..

Michael Perfetto
VP, Sales and Marketing

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From: Jinping McCormick
Sent: Monday, January 09, 2012 2:12 PM
To: Jinping McCormick; Michael Perfetto; Michael Dorsey; Ara Aprahamian RPh; Steve Cohen
Subject: RE: Dr. Schwartz - Pharmacies

· CVS - 3 locations around Oklahoma City

· Walmart pharmacies - 20 locations see attached. Can we send the attached list to Walmart DC and ask them to ship product to these stores if they haven't?

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P-03755 _ 00002

I cannot find any Albertson pharmacies around - I will ask Nathalie.

900 SOUTHWEST 44TH STREET
OKLAHOMA CITY, OK 73109
Phone: 405-682-1651

Pharmacy | 24-Hour Pharmacy | Drive Thru Pharmacy | Flu Shots |
24-Hour Store | Photo

Accepts SNAP

<<http://www.cvs.com/CVSApp/store/storedetails.jsp?getStoreID=5959&frmsfr=true>> Get Map &
Directions for Store # 5959

<http://www.cvs.com/CVSApp/store/storefinderresults.jsp?_requestid=458442> Weekly Store Ad for
Store # 5959

<http://www.cvs.com/CVSApp/store/storefinderresults.jsp?_requestid=458442> Collapse Full Store
Details for Store #5959

Store #5959

Store Hours
Mo-Fr: Open 24 hours
Sa: Open 24 Hours
Su: Open 24 Hours

<<https://flushot.cvs.com/CVSApp/showStoreSearchResults.do?zipCode=73109&storeId=5959>>

Pharmacy Hours
Mo-Fr: Open 24 hours
Sa: Open 24 Hours
Su: Open 24 Hours
Flu shots available every day.

No appointment needed or <<https://flushot.cvs.com/CVSApp/showStoreSearchResults.do?zipCode=73109&storeId=5959>> schedule a flu shot appointment>
Age restriction: 9 yrs and older.
High dose flu shots and
Pneumonia shots are also
available.

Store # 6003 4026 NORTH MACARTHUR BOULEVARD
WARR ACRES, OK73122
Phone: 405-789-0101

Pharmacy | 24-Hour Pharmacy | Drive Thru Pharmacy | Flu Shots |
24-Hour Store | Photo

Accepts SNAP

<<http://www.cvs.com/CVSApp/store/storedetails.jsp?getStoreID=6003&frmsfr=true>> Get Map &
Directions for Store # 6003

<http://www.cvs.com/CVSApp/store/storefinderresults.jsp?_requestid=458442> Weekly Store Ad for
Store # 6003

<http://www.cvs.com/CVSApp/store/storefinderresults.jsp?_requestid=458442> ExpandFull Store
Details for Store #6003

Store #6003

Store Hours

Mo-Fr: Open 24 hours

Sa: Open 24 Hours

Su: Open 24 Hours

<<https://flushot.cvs.com/CVSApp/showStoreSearchResults.do?zipCode=73122&storeId=6003>>

Pharmacy Hours

Mo-Fr: Open 24 hours

Sa: Open 24 Hours

Su: Open 24 Hours

Flu shots available every day.

No appointment needed or <<https://flushot.cvs.com/CVSApp>

[/showStoreSearchResults.do?zipCode=73122&storeId=6003](https://flushot.cvs.com/CVSApp/showStoreSearchResults.do?zipCode=73122&storeId=6003)> schedule a flu shot appointment>

Age restriction: 9 yrs and older.

High dose flu shots and

Pneumonia shots are also

available.

Store # 6165 3651 WEST ROBINSON STREET

NORMAN, OK73072

Phone: 405-360-5406

Pharmacy | 24-Hour Pharmacy | Drive Thru Pharmacy | MinuteClinic® | Flu Shots | 24-Hour Store
| Photo

Accepts SNAP

<<http://www.cvs.com/CVSApp/store/storedetails.jsp?getStoreID=6165&frmsfr=true>> Get Map &
Directions for Store # 6165

<http://www.cvs.com/CVSApp/store/storefinderresults.jsp?_requestid=458442> Weekly Store Ad for
Store # 6165

<http://www.cvs.com/CVSApp/store/storefinderresults.jsp?_requestid=458442> ExpandFull Store
Details for Store #6165

Store #6165

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From: Jinping McCormick
Sent: Monday, January 09, 2012 12:23 PM
To: Michael Perfetto; Michael Dorsey; Ara Aprahamian RPh; Steve Cohen
Subject: RE: Dr. Schwartz

CVS and Supervalu is a little different via wholesalers.

For Walmart, they buy direct, can we ask DCs to send product to the stores directly, push rather than pull?

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From: Michael Perfetto
Sent: Monday, January 09, 2012 11:13 AM
To: Michael Dorsey; Jinping McCormick; Ara Aprahamian RPh; Steve Cohen
Subject: RE: Dr. Schwartz

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P-03755 _ 00006

Maybe we can get the wholesaler #'s and the chain may have an order number...

We can also call the chain accounts or email...to advise them we need some specific help...

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VP, Sales and Marketing

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From: Michael Dorsey
Sent: Monday, January 09, 2012 11:03 AM
To: Jinping McCormick; Michael Perfetto; Ara Aprahamian RPh; Steve Cohen
Subject: RE: Dr. Schwartz

It is loaded in CVS System and they can pull from Wholesaler and it'll be on the shelves the next day.

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From: Jinping McCormick
Sent: Monday, January 09, 2012 11:02 AM
To: Michael Perfetto; Ara Aprahamian RPh; Michael Dorsey; Steve Cohen
Subject: FW: Dr. Schwartz

Need to put some generic Kadian to the following pharmacies in Oklahoma City. This doctor is one of the top prescribers in Kadian.

-Albertsons

-CVS

-Walmart

Mike D, Steve - what would you suggest? Can you call the distribution center to send products? For CVS, would we call wholesaler or call pharmacy directly?

Jinping McCormick
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From: McClanahan, Patrick [mailto:PMcClanahan@kadian.com]
Sent: Sunday, January 08, 2012 12:02 PM
To: Nathalie Leitch
Cc: Ritchie
Subject: re: Dr. Schwartz

Nathalie,

I spoke with Dr. Schwatrz' office late Friday and with Ritchie. Tatia, the office manager, said things did get better this week but still having trouble finding generic Kadian. I told her that we would send out communication to the retail pharmacies in the Oklahoma area and make sure they have access to generic Kadian. She said that would be great. I informed her to call me with any issue that may arise next week and in the future.

Below are the most critical pharmacies they use:

-Albertsons

-CVS

-Walmart

Please let me know what I can do on my end to assist and thanks for the help. Tell Jinping thanks as well.

Patrick

Patrick McClanahan

Regional Business Director

Actavis / inVentiv

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Fax # 407-740-7807

pmcclanahan@kadian.com



SECRET

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P-03755 _ 00013

ACTAVIS0328332

P-03755 _ 00014

Flu shots.
Every store. Every day.
• No appointment needed.
• Insurance accepted.



