
From: Doug Boothe
To: Michael Perfetto
Sent: 10/12/2011 10:11:43 AM
Subject: RE: Monday October 10 Sales Call
Attachments: image001.gif

Thanks.

Any ability to drive more fentanyl at MHA based on the contracting data provided by Mike M?

DB

Doug Boothe
Chief Executive Officer, Actavis Inc.

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From: Michael Perfetto
Sent: Wednesday, October 12, 2011 10:01 AM
To: Doug Boothe
Subject: FW: Monday October 10 Sales Call

Summary of my weekly meeting...

Michael Perfetto
VP, Sales and Marketing

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From: Michael Dorsey



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Sent: Monday, October 10, 2011 12:13 PM

To: Bob Miranda; Michael Perfetto; Ara Aprahamian RPh; Jinping McCormick; John Reed; Soojung Chung; Alana Dundas; Cheryl De La Cruz; Patrick LaClair; Nancy Baran; Customer Service; Lisa Pehlke; Thad Demos; Michael Berryman; Steve Cohen; Karen Stodter; Violet Wojtulewicz; Rachelle Galant; Mark Palmisano; Mike Diblasi; Beth Zelnick-Kaufman; Lindsay Wills; Maria Gonzalez; Gerard Farrell
Subject: Monday October 10 Sales Call

First 3 quarters strong - In the final stretch and need to finish strong.

Key items: Oxycodone, Fentanyl, Diltiazem CD, Gabapentin, Zolpidem, Market pricing adjustments on products.

Oxycodone: Will supply Key accounts through the end of the year, based on historical demand.

Do NOT share with ANYONE that we received our Q4 allocation for Oxycodone.

Customers will need to be able to support charge backs on this item or no Oxycodone.

Marketing:

Valacyclovir, Desipramine, Oxycodone letter

Pantoprazole: 40mg 90ct 3 weeks back order - capsule defect (End of October) Wholesalers having up to 2 months inventory.

20mg: Lot in end of this week.

Tamsulosin: In good shape 100ct this week, 500ct end of this month (maybe 1 week out of stock)

Finasteride 30ct: Week on 17th, balance end of October. Beginning of November back on line

Carb/Levo: API issue - 25mg/100mg 100ct back order expect more end of month.

Diclofenac: Large orders from Wholesalers causing back-orders.

Contracting: Automated Profit Analysis ETA November 1st or sooner.

ABC - Contract

Prime Therapeutics

Premier

Legal and Contracting SOP's - In process

Oxazepam PI working in process. Will know the success of this initiative by months end.

Tramipramine launch moved to mid - November

Methylphenidate: Received quote and making product for a early 2012 launch.

AMP discussion for our meeting next week.

Valacyclovir - Cardinal (Mylan has it tied), Kaiser Oct 2012 bid, Humana receive commitment with additional products.

Use as Chip for Adderall XR. GPO business (Gerimend/MHA). Hannaford on line. API, Keysource and QK pickup in September.

New Sales slick out by weeks end. Costco add

Fentanyl Patch - Back-up on Kroger, Working with Gerimed, Kerr Drug. New slick coming.
Telemarketing program at key OptiSource

Members.

Desipramine - Frank W. Kerr (adding), Wal-Mart opportunity, Gerimed opportunity, Medassets opportunity due to broadlane. CVS - should

Know by this week.

Oxymorphone - McKesson promotion - Telemarketing & On-line will start next week. Cardinal exploring program. NC mailing, Morris Dixon

Ready to commit. Kerr Drug & Weis Drug potential. Mailing and telemarketing at Key OptiSource Members.

Michael Dorsey
Director, National Accounts

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