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
**From:** Kim Bloom <kim.bloom@andanet.com>  
**Sent:** Thursday, October 18, 2007 7:56 PM  
**To:** Michael Cochrane  
**Cc:** Al Paonessa III  
**Subject:** Re: Fw: H J Harkins

OK, I just got off the phone with the customer and his business model is no different than Sandhills. He repacks and sells to direct dispensing physicians. - Absolutely, no pharmacies.

Can we raise him to 75,000? that would put him at the same level as Sandhills, but still less than his actual prior purchases?

Kim Bloom  
Sr. Director, Sales Operations  
Anda, Inc.  
954-217-4754


 Michael Cochrane/Anda/Anda/Andrx

**Michael Cochrane/Anda/Anda/Andrx** To Kim Bloom/Anda/Andrx@Andrx  
10/17/2007 05:44 PM cc Al Paonessa III/Anda/Andrx@Andrx  
Subject   
Re: Fw: H J Harkins

I think that is a good start. We don't want them selling any customers that we have cut off.

I definitely don't want to lose the customer and I see the non-controlled sales have stayed consistent, it is the volume of controlled substances that scares me though. If we gave them unlimited ordering capabilities they would be our number one controlled substance customer at this point. In my mind that would possibly make them the first customer of ours DEA questions us on. I would like to have something regarding their customers and the company as a whole to defend ourselves.

Thanks  
Mike

 Kim Bloom/Anda/Andrx

**Kim Bloom/Anda/Andrx** To Michael Cochrane/Anda/Anda/Andrx@Andrx  
10/17/2007 05:31 PM cc Al Paonessa III/Anda/Andrx@Andrx

PLAINTIFF TRIAL  
EXHIBIT  
**P-16603\_00001**

Subject

Re: Fw: H J Harkins



Should we ask for a sales out data report from their system?. Maybe we don't raise all the way to their prior usage, but something we're more comfortable with. I didn't save the voicemail

Kim Bloom  
Sr. Director, Sales Operations  
Anda, Inc.  
954-217-4754

Michael Cochrane/Anda/Anda/Andrx

**Michael**

**Cochrane/Anda/Anda/Andrx**

To Kim Bloom/Anda/Andrx@Andrx

10/17/2007 05:24 PM

cc Al Paonessa III/Anda/Andrx@Andrx

Subject

Re: Fw: H J Harkins



One thing DEA mentioned was looking into our higher volume customer that have purchased more than 1 million dosage of Hydrocodone. They are one of them. Due to the volume I am hesitant to raise without more concrete information regarding their customer base. With that kind of volume we need to know more. Al, let me know if you don't agree. I did not get the voicemail she forwarded. It ended as Joanne stopped talking. If you have forward it to me so I can listen as well.

Kim Bloom/Anda/Andrx

**Kim**

**Bloom/Anda/Andrx**

To Michael Cochrane/Anda/Anda/Andrx@Andrx

10/17/2007 04:39 PM

cc Al Paonessa III/Anda/Andrx@Andrx

Subject


Re: Fw: H J Harkins




But this accounts % of controls is within the right mix, even at the volumes that they're buying to, they're under 25% of their total mix from us. Yesterday Joanne forwarded an audix to us from the account, because he knows we've raised his competitors (not sure who he's referring to). I know they're a large purchaser, but I would think we would be able to do something. One of the reasons, I left the decision to you because of the volume.


We stand to lose all his business, which averages \$150,000/monthly.

Kim Bloom  
Sr. Director, Sales Operations  
Anda, Inc.  
954-217-4754

 Michael Cochrane/Anda/Anda/Andrx

**Michael  
Cochrane/Anda/Anda/Andrx** \_\_\_\_\_ To Kim Bloom/Anda/Andrx@Andrx  
10/17/2007 02:50 PM \_\_\_\_\_ cc  
\_\_\_\_\_  
Subject \_\_\_\_\_  
Re: Fw: H J Harkins 

I sent an email to al regarding this one yesterday. We need some more information regarding their customer base. They are the second largest controlled substance customer we have up until July 07. The largest controlled substance customer (DIT Helathcare) was cut off before our trip to Washington. Their non-controlled %'s were always in the 70's before we made our changes. Now they are high 90's. I'm not saying that 70's are bad for a wholesaler, it is the volume that scares me. Their controlled dosage units are double the number 3 customer, which is DCI.


 Kim Bloom/Anda/Andrx

**Kim  
Bloom/Anda/Andrx** \_\_\_\_\_ To Michael Cochrane/Anda/Anda/Andrx@Andrx  
10/17/2007 01:41 \_\_\_\_\_ cc  
PM \_\_\_\_\_  
\_\_\_\_\_  
Subject Fw: H J Harkins

Sent you paperwork yesterday - have you had a chance to review?

Kim Bloom  
Sr. Director, Sales Operations  
Anda, Inc.  
954-217-4754

----- Forwarded by Kim Bloom/Anda/Andrx on 10/17/2007 01:40 PM -----

**Joanne  
Brook/Anda/Anda/Andrx** \_\_\_\_\_ To Kim Bloom/Anda/Andrx@Andrx  
10/16/2007 05:19 PM \_\_\_\_\_ cc  
\_\_\_\_\_  
Subject \_\_\_\_\_  
Re: H J Harkins 

Thanks- this was the customer that you listened to their voicemail today...

Joanne Brook

Executive Accounts Sales Representative

Tel: 800-331-2632 x-4555

Fax: 800-290-0916

Email: [joanne.brook@watson.com](mailto:joanne.brook@watson.com)

