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Sent: 10/20/2006 7:05:33 PM
Subject: IMPORTANT- Walgreens stores that have stocked Opana
Attachments: Walmart Opana Stocked Pharmacies.xls

Pharma DM Team:

Attached is a list of approximately 1500 Walgreens high opioid potential stores that have stocked Opana 5 mg, Opana ER 5 mg, and Opana ER 20 mg. The list is sorted by state and zip for easy reference.

This is a tremendous opportunity for us to leverage this additional stocking across the nation. Please ensure that your representatives are aware of the Walgreens stores stocked in their territories so that they can share this information with their physicians when discussing Opana and Opana ER. Let's show Walgreens that our Endo team can pull through this product quickly!

As a reminder, Walgreens has a corporate policy that prohibits sales representatives from calling on Walgreens pharmacies. Please comply with their policy.

With the addition of 1500 Walgreen stores to the 4000 stores that your representatives have already stocked, let's really begin to close for the business. As your RDs have communicated, **let's get 5 high opioid decile MDs in each territory to try Opana ER for the first time on at least one patient next week!** Based on the feedback we have been hearing across the country, physicians who try Opana and Opana ER are impressed with the results. If we can accomplish this challenge next week, we'll be able to accelerate our launch and show Walgreens our ability to drive prescription demand.

Thanks for your efforts and focus on continuing to accelerate our launch of Opana and Opana ER.

Have a great weekend,

Mike



Walmart Opana Stocked Pharmacies.xls



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