
From: Michael Perfetto <MPerfetto@actavis.com>
To: Sales reps and contract team@ALPHARMA
CC: Doug Boothe; dmartin@abrika.com; Jinping McCormick
Sent: 10/31/2007 3:46:06 PM
Subject: Fw: FentanylChargeback Units
Importance: High
Attachments: Fentanyl Chargeback Units YTD Oct 30 07.xls

We have solid inventory and you have promotional tools to drive contract sales !
Let make sure that you contact accounts and ensure compliance.

I've attached the chargeback units by accounts and YTD contract sales are only at 17 K units.

Please let me know if you need any additional support material to drive your contract sales.

TX

Michael Perfetto
Vice President, Sales
Actavis US
Cell 908 - 868 -9778
Office 607-724-2930
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----- Forwarded by Michael Perfetto/SM/CRA/Alpharma on 10/31/2007 11:19 AM -----

Jinping McCormick/Actavis@Exchange

10/31/2007 10:16 AM To
Michael Perfetto/SM/CRA/Alpharma@ALPHARMA
cc
Subject
Fentabyl Chargeback Units

Mike,
Here is a chargeback units by contract YTD totaling 17K units. We shipped 128K Oct 30 YTD (41K in Sept, 87K in Oct)
mostly to wholesalers.

Jinping McCormick
Rx Marketing
Actavis Inc.
60 Columbia Road, Building B
Morristown, NJ 07960
Tel: (973)889-6977

PLAINTIFF
TRIAL EXHIBIT
P-04424_00001

File Provided Natively

Time Frame: Month, October (YTD)
 CARS Entity: All CARS Entity
 CARS MktType Contracts: All CARS MktType Contracts
 CARS Prod Group: Fentanyl Patch

	2007
By Sku	YTD Chargeback Units
Fentanyl Patch 100mcg/hr	3,076
Fentanyl Patch 25 mcg/hr	6,890
Fentanyl Patch 50mcg/hr	5,122
Fentanyl Patch 75 mcg/hr	2,846
Fentanyl Patch (Boxes)	17,934

By Contract	YTD Chargeback Units
AMERINET	242
COSTCO WHOLESALE	12
CVS RETAIL STORE BUSINESS	4,307
DEPT OF VA (OGA)	28
DEPT OF VETERAN AFFAIRS	722
DUANE READE	6
EPIC PHARMACIES, INC	225
MANAGED HEALTHCARE ASSOCIATES	2,420
MANAGED HEALTHCARE ASSOCIATES	1,060
MEDASSETS SUPPLY CHAIN SYSTEMS	736
PACT MEDMANAGEMENT	770
PREMIER PURCHASING PARTNERS	1,700
PUBLIX	5,698
SCHNUCKS MARKETS INC	8
All CARS MktType Contracts	17,934