

## Unknown

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**From:** Chartier, Charles A. [JANUS]  
**Sent:** Friday, October 31, 2003 12:33 PM  
**To:** Ferry, Shawn [OMP]; Thurmond, Tracey [OMP]  
**Cc:** Farley, Brett [JAN]; Lawrence, Matthew [JAN]; DeFlorio, MaryJo [JANUS]  
**Subject:** RE: Omnicare Top OAB Sites

Shawn & Tracey,

I have taken a shot at which LTC business manager/director covers these locations. I was not certain about the Illinois locations as well as the location on OK. I am sure on the othr ones. The phyician information is best obtained through the LTC manager/director. As the accounts are called on, that information may be shared by the pharmacy. Keep in mind that this is generally not information they share willingly, we will have to approach the subject carefully and on an account by account basis.

Chuck

-----Original Message-----

**From:** Ferry, Shawn [OMP]  
**Sent:** Friday, October 31, 2003 12:21 PM  
**To:** Chartier, Charles A. [JANUS]; Thurmond, Tracey [OMP]  
**Cc:** Farley, Brett [JAN]; Lawrence, Matthew [JAN]; DeFlorio, MaryJo [JANUS]  
**Subject:** RE: Omnicare Top OAB Sites

Chuck & Tracey,

I'd like to forward this to each of our FSD's to put these facilities on their radar screens. At the same time, I'd like to also provide them with who the contact person would be in your groups that they should think about working with to drive business in these accounts.

Can you provide that information?

Second, do we know who the big physician writers are for these facilities, so that the reps and managers know who to target or to at least mention geriatrics and our status to? If so, that would be a very useful piece of information.

Shawn

-----Original Message-----

**From:** Chartier, Charles A. [JANUS]  
**Sent:** Monday, October 20, 2003 10:48 AM  
**To:** Ferry, Shawn [OMP]; Thurmond, Tracey [OMP]  
**Cc:** Farley, Brett [JAN]; Lawrence, Matthew [JAN]; DeFlorio, MaryJo [JANUS]  
**Subject:** FW: Omnicare Top OAB Sites

Shawn & Tracey,

Per your request, here are the addresses for the top OAB sites at Omnicare. The volume is listed to the right of the address in RXs per month on average.

- |   |      |                 |
|---|------|-----------------|
| 1. Specialized Pharmacy Services<br>33510 Schoolcraft Road<br>Livonia, MI 48150             | 2000 | MaryJo Deflorio |
| 2. Omnicare of Perrysburg (Northwest Ohio)<br>7643 Ponderosa Road<br>Perrysburg, Ohio 48551 | 1500 | Chuck Chartier  |
| 3. Value Health Care<br>525 Knotter Drive<br>Cheshire, CT 06410                             | 1200 | Tom Zavasky     |

4. Omnicare of Wadsworth 1360 Reimer Road Wadsworth, OH 44281	1000	Chuck Chartier
5. Jacobs Health Care System 2313 S. Mount Prospect Road Des Plaines, IL 60018	900	Matt Lawrence
6. Roeschen's Intermed 3402 Douglas Avenue Racine, WI 53402	800	MaryJo Deflorio
7. Enloe PCI Prescription Center 885 Schneider Road South Elgin, IL 60177	700	Matt Lawrence
8. Enloe PCI Prescription Center 2305 West Altorfer Road Peoria, IL 61614	600	Bruce Cummins
9. Interlock Pharmacy 355 Dunn Road Florissant, MO 63031	600	Bruce Cummins
10. Sequoia Health Services 4500 North Cooper Oklahoma City, OK 73118	570	Bruce Cummins
11. PRN Pharmaceuticals Services Inc. 8351 W. Rockville Road Indianapolis, IN 46234	550	Blaine Morris
12. Home Care Pharmacy 5549 Spellmire Drive Cincinnati, OH 45246	500	Blaine Morris
13. Enloe Drugs Inc. 1811 South Taylor Road Decatur, IL 62521	500	MaryJo Deflorio
14. Home Pharmacy Services 1520 Mascoutah Avenue Belleville, IL 62220	500	Bruce Cummins

I hope this is helpful in allowing you to better target these high volume sites. Let me know if I can be of any further service.

Chuck

*Chuck Chartier*

*Long -Term Care Account Director*

**REDACTED**

ccharti1@janus.jnj.com

-----Original Message-----

**From:** Farley, Brett [JAN]  
**Sent:** Monday, October 20, 2003 9:50 AM  
**To:** Chartier, Charles A. [JANUS]

**Subject:** FW: Omnicare Top OAB Sites

Chuck, let's use Shawn and Tracey to support this. Please provide the needed information to both of them to help us drive business. Regards-Brett

*Brett J. Farley*  
Region Business Director  
Central Region  
Long Term Care Group

**REDACTED**

EM - bfarley2@ibius.jnj.com

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-----Original Message-----

**From:** Ferry, Shawn [OMP]  
**Sent:** Monday, October 20, 2003 9:20 AM  
**To:** Farley, Brett [JAN]  
**Subject:** RE: Omnicare Top OAB Sites

Brett,

If you can provide more detail on the pharmacy sites, such as addresses, I can forward to the appropriate FSD's and RBD's which may spark more openness for pull-through.

Shawn

-----Original Message-----

**From:** Farley, Brett [JAN]  
**Sent:** Friday, October 17, 2003 12:13 PM  
**To:** Ferry, Shawn [OMP]; Thurmond, Tracey [OMP]; Forsthoefel, Tim [OMP]  
**Cc:** Chartier, Charles A. [JANUS]; Lawrence, Matthew [JAN]; DeFlorio, MaryJo [JANUS]  
**Subject:** FW: Omnicare Top OAB Sites

To all,

Chuck Chartier has put together a list of top OAB pharmacies for Omnicare. Tracey, we need your help in putting pull through plans in place to drive share at these key sites. Any activity we undertake with OCR should be directed at these high volume sites. Tracey can you coordinate with Chuck/Matt for pull through? Regards-Brett

*Brett J. Farley*  
Region Business Director  
Central Region  
Long Term Care Group

**REDACTED**

EM - bfarley2@ibius.jnj.com

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-----Original Message-----

**From:** Chartier, Charles A. [JANUS]  
**Sent:** Thursday, October 16, 2003 2:12 PM  
**To:** Farley, Brett [JAN]

**Subject:** Omnicare Top OAB Sites

Brett,

Per our discussion yesterday here are the top 14 sites for Omnicare according to volume as reported on the monthly market share reports. I have written to rounded prescription volume per month beside the account.

Omnicare Site	Prescriptions per Month
Specialized	2000
OCR of Perrysburg	1500
Value Health Care	1200
OCR of Wadsworth	1000
Jacobs/Law Weber	900
Roeschen's	800
Enloe S. Elgin	700
Enloe Peoria	600
Interlock Florissant	600
Sequoia	570
PRN	550
Home Care Cinti	500
Enloe Decatur	500
Home	500

I hope this is helpful information. If we can drive the OAB business at these locations, we will move the aggregate share up nicely.

Chuck