

From: Barry Cadden </O=FIRST ORGANIZATION/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=BCADDEN>
Sent: Thursday, February 10, 2011 4:33 PM
To: Mario Giamei, Jr. <mgiamei@medicalsalesmgmt.com>
Subject: RE: University of MI

At some point we just say NO to these "nibblers"...unfortunately it was a big\$\$ order so we let them push us around a little bit more.

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

From: Mario Giamei, Jr.
Sent: Thursday, February 10, 2011 4:27 PM
To: Barry Cadden
Subject: RE: University of MI

I can live with that answer. I told her on the next batch, it will cost her more to do that testing. I obviously cannot allow her to back door me on this going forward. Don't want to be the company headache here.

Thanks,

Mario

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

From: Barry Cadden
Sent: Thursday, February 10, 2011 3:52 PM
To: Mario Giamei, Jr.
Subject: RE: University of MI

That particular guideline is quite goofy...where the 25 units came from..I have no idea. So we should write that we are 99.999% compliant....sorry!

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

From: Mario Giamei, Jr.
Sent: Thursday, February 10, 2011 3:40 PM
To: Barry Cadden
Subject: RE: University of MI

Hi Barry,

On the potency testing, Jaimie at Univ of MI is going to potency test this order herself. She had questioned why we do not test as she claims USP requires testing on anything over 25 units and that our website says we are USP compliant. I told her I did not personally know USP chapter and verse but would get back to her on the issue. Don't mean to give you a headache on this and the conversation went well but I feel I should give you a heads up on the discussion. Please advise.

Mario

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

From: Barry Cadden

USAO00061458

Sent: Tuesday, February 08, 2011 1:23 PM
To: Mario Giamei, Jr.
Subject: RE: University of MI

...another issue...we do not have any samples left of that lot...all was boxed + shipped. Can do on next order?

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

From: Mario Giamei, Jr.
Sent: Tuesday, February 08, 2011 1:04 PM
To: Barry Cadden
Subject: Re: University of MI

I have left a message for her regarding cost. She is gone til tomorrow. Will see if she wants to follow thru. Can I tell her how much more?

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

From: Barry Cadden
Sent: Tuesday, February 08, 2011 12:34 PM
To: Mario Giamei, Jr.
Subject: RE: University of MI

Ok...can do but more \$\$\$ + slightly insulting. This is as easy as it gets (but we do not want to tell them that!!)
a weight + fixed volume = final %

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

From: Mario Giamei, Jr.
Sent: Tuesday, February 08, 2011 11:58 AM
To: Barry Cadden
Subject: Re: University of MI

Customer left message said ground shipping is fine. She now is asking about concentration testing which she did not want before. What would the cost for this be.

Mario

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

From: Barry Cadden
Sent: Tuesday, February 08, 2011 11:12 AM
To: Mario Giamei, Jr.
Cc: Robert Ronzio
Subject: RE: University of MI

We called and left a message on # you gave us??? they may not check their phone messages??It is shipping today. We will send sterility testing next week when we get it. How should we ship this? Can we send ground since they will not be using till we send the sterility testing anyhow? Get back to me.

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

From: Mario Giamei, Jr.
Sent: Tuesday, February 08, 2011 10:51 AM
To: Barry Cadden
Subject: University of MI

Barry

USAO00061459

Regarding the large order for concentrated sodium chloride, the customer called and said she had not received a confirmation call from the pharmacy. Just wanted to make sure there are no issues. Please advise.

Mario