

From: Barry Cadden
Sent: Wednesday, August 08, 2012 3:35 PM
To: Mario Giamei, Jr.
Subject: RE: Mike's contact info

Add benzyl alcohol to the (pf) list and that's it

From: Mario Giamei, Jr.
Sent: Wednesday, August 08, 2012 3:28 PM
To: Barry Cadden
Subject: RE: Mike's contact info

No this is not a trap, I am sure. They have been buying methylprednisolone as the commercial depo product but also use US Compounding on their beta. US compounding offers a MP80 in a 10 ml but we have beaten that price down pretty good based on the price sheet I have seen. There is no 10ml generic MP80 that I am aware of.

Mario

From: Barry Cadden
Sent: Wednesday, August 08, 2012 2:08 PM
To: Mario Giamei, Jr.
Subject: RE: Mike's contact info

It's a judgement call...I hate to give all of this in writing for the (p) product.....especially if it's a trap! What do you think? The compounded MP-80 has the same ingredients in the same concentrations as DEpo-Medrol....is there a generic?

From: Mario Giamei, Jr.
Sent: Wednesday, August 08, 2012 11:07 AM
To: Barry Cadden
Subject: RE: Mike's contact info

Barry,

These are for preserved methyl products at an orthopaedic clinic. Does that change the first sentence in terms of what to disclose. Just want to be safe on what I say.

Mario

From: Barry Cadden
Sent: Wednesday, August 08, 2012 10:28 AM
To: Mario Giamei, Jr.
Subject: RE: Mike's contact info

It's actually identical except for the lack of a preservative.

Methylprednisolone acetate, USP = active
Polyethylene glycol 3350mw = suspending agent
Polysorbate-80, emulsifying agent
Sodium phosphate monobasic = buffering agent
Sodium phosphate dibasic = buffering agent
Sodium chloride = for tonicity
SWIFI = sterile water for injection

From: Mario Giamei, Jr.
Sent: Wednesday, August 08, 2012 10:11 AM
To: Barry Cadden
Subject: FW: Mike's contact info

Barry,

I received the email below yesterday from this prospect. He has trialed the methylprednisolone and wants to go ahead and start ordering but his doctor has some questions. Can you please advise as to how you want me to address this specifically?

Mario

From: Bruner, William D. [mailto:brunerwd@tocdocs.com]
Sent: Tuesday, August 07, 2012 1:29 PM
To: Mario Giamei, Jr.
Cc: Dills, Marty E.
Subject: RE: Mike's contact info

Mario,

Marty, At our Park West facility, will be using the compounded depo medrol. Do you have a list of all ingredients in the compounded depo medrol, and information on how the product was produced? He basically is trying to see if there is any difference in the compounded product, as compared to the name brand item. All the information on your company, that you have, will also be appreciated. The doctor who Marty wants to use the compounded product, is asking questions about the makeup of the depo medrol, and the company.

William D. Bruner
Tennessee Orthopaedic Clinics
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Barry,

Per your conversation with Bob, this is the 9 facility clinic looking for group pricing.

Here is the info on this. He is interested in the 5 and 10 ml pricing on the methyl but does not want to entertain a 2ml product. He says that tried that once and they don't want them. From the two conversations, I would guess that he will go with whichever price is best at the end of the day. Price is king to this group. I tried to point out that we might be able to work it with a 2ml but he was quick to shoot it down.

Qty # 135 Methylprednisolone 80 mg/10 vials\$30

Qty # 270 Methylprednisolone 80MG 5ML vials (based on annual usage of 3286 5 vials from distributor would not say who)\$18

Qty #65 Betamethasone repository 6MG 10ML vials He is fine with 6mg/ml was getting US product due to price. The best price sheet I have from them says \$27 per vial He has indicated that he would not want to switch over a few dollars savings, but I know there is a huge big picture here so we will see what he says. (monthly usage is based on customer estimate of 785 vials per year.).....\$25 per 10ml, min# = #10

33 Kenalog 40MG 10ML vials based on annual usage of 397 vials..\$45

36 Kenalog **10MG** 5 ML vials dead on arrival for us
12 Depo Medrol 40MG 10ML vials.....\$30