2013 PHARMACY WHO’S WHO

YOUR COMPLETE SOURCE GUIDE TO THE CANADIAN PHARMACY MARKET
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<td>A.R.P. Pharmacy see McKesson Canada</td>
<td>(514) 745-2100</td>
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<td>(514) 832-7000</td>
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<td>Abbott Medical Optics</td>
<td>(905) 305-3300</td>
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<td>Abbott Nutrition Canada</td>
<td>(514) 832-7000</td>
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<td>AbbVie Corporation</td>
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<td>Accenture Inc.</td>
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<td>Accustix</td>
<td>(905) 829-9927</td>
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<td>Advantage International</td>
<td>(416) 863-0685</td>
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<td>Agro Health Associates Inc.</td>
<td>(905) 335-3232 ext 223</td>
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<td>Alberta College of Pharmacists</td>
<td>(780) 990-0321</td>
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<td>Alberta Health</td>
<td>(780) 427-7164</td>
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<td>Alberta Pharmacists’ Association (RxA)</td>
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<td>Allied Reclamation Services Inc.</td>
<td>(416) 787-9953</td>
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<td>Alternatives Technologie Pharma</td>
<td>(514) 324-4720</td>
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<td>(514) 625-0622</td>
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<td>AmerisourceBergen Canada Corporation</td>
<td>(905) 681-6551</td>
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<td>Amgen Canada Inc.</td>
<td>(905) 285-3000</td>
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<td>ANB Canada</td>
<td>(905) 953-9777</td>
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<td>Apex Pharmacies Ltd.</td>
<td>(403) 270-7873</td>
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<td>Apotex Inc.</td>
<td>1-877-427-6839</td>
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<td>Apothecary Products Inc.</td>
<td>(952) 890-1940</td>
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<td>Apple Drugs see Value Drug Mart Associates Ltd.</td>
<td>(780) 453-1701</td>
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<td>Aptalis Pharma Canada Inc.</td>
<td>(450) 467-5138</td>
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<td>Association of Deans of Pharmacy of Canada</td>
<td>(780) 868-5530</td>
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<td>Association of Faculties of Pharmacy of Canada</td>
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<td>Association Québécoise des Pharmaciens Propriétaires</td>
<td>(514) 254-0676</td>
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<td>Astellas Pharma Canada Inc.</td>
<td>(905) 470-7990</td>
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<td>AstraZeneca Canada Inc.</td>
<td>1-800-668-6000</td>
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<td>ATS Healthcare</td>
<td>(416) 744-4994</td>
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<td>(905) 669-9057</td>
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<td>1-800-461-0991</td>
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<td>Auto-Star Compusystems Inc.</td>
<td>(403) 529-5595</td>
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<td>AutoMed Canada</td>
<td>1-866-770-7702</td>
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<tr>
<td>Axios Mobile Assets Corporation</td>
<td>1-877-762-9467</td>
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<td>Bausch &amp; Lomb Canada Inc.</td>
<td>(905) 695-7700</td>
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<td>(905) 369-6000</td>
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<td>BD Canada Inc.</td>
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<td>Belvedere International Inc.</td>
<td>(905) 568-0700</td>
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<td>Benefit Management, Non-insured Health Benefits, First Nations and Inuit Health Branch</td>
<td>(613) 957-7674</td>
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<td>Bioforce Canada Inc.</td>
<td>(514) 421-3441</td>
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<td>Biogen Idec Canada Inc.</td>
<td>(905) 804-1444</td>
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<td>Biologics and Genetic Therapies Directorate, Health Products and Food Branch (HPFB)</td>
<td>(613) 957-8064</td>
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<td>Bioniche Life Sciences Inc.</td>
<td>(613) 966-8058</td>
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<td>BIOTEC Canada</td>
<td>(613) 230-5585</td>
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<td>Blairmore Media Inc.</td>
<td>(306) 373-6730</td>
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Pharmacy Distributors

Supported by MEDICALMART®
LEGEND OF PRODUCTS

BC  Baby Care  
BP  Blood pressure monitoring devices  
COM  Compounding supplies & equipment  
COS  Cosmetics  
DIA  Diabetes products  
FC  Foot care products  
GC  Greeting cards  
HBC  Health & beauty care  
HBR  Herbal remedies  
HHC  Home health care  
HMR  Homeopathic remedies  
OTC  Over-the-counter drugs  
Rx  Rx drugs  
VIT  Vitamins  
WOU  Advanced wound care products

LEGEND OF SERVICES

ACC  Accounting  
CCS  Call centre support  
CCSP  Cold chain and specialty product management  
CSS  Controlled substances security/management  
DT/A  Delivery timeliness/accuracy  
EDI  Electronic data interchange  
EOE  Electronic order entry  
F/SM  Formulary/substitutions management  
FPM  File and price maintenance  
I/DM  Inventory/demand management  
LOC  Line of credit  
M/P  Merchandising/retail banner programs and planograms  
N/F  Newspaper/flyer advertising  
NDD  Next-day delivery  
PD  Product destruction  
PMA  Pharmacy management assistance  
R/WM  Recall/withdrawal management  
RCR  Regulatory compliance reporting/management  
RMP  Returns management and processing  
S/D  Site selection/store design  
SC/R  Shipment consolidation/routing/sequencing  
SUO  Single-unit and multiple order fill  
T/E  Training/education  
TP  Ticket program

AMERISOURCEBERGEN CANADA CORPORATION

3450 Harvester Rd Burlington, ON L7N 3M7
Tel: (905) 681-6551 1-888-420-5457  
Fax: (905) 681-6090
Email: corporateservices@amerisourcebergen.ca
Website: www.amerisourcebergen.ca

Acting president: Joe Short
jshort@amerisourcebergen.com
President, specialty group and VP, business development, Canada: Guy Payette gpayette@innomar-strategies.com
VP, Finance: Nik Kristic
nik.kristic@amerisourcebergen.ca

Parent company
AmerisourceBergen Corporation, Valley Forge, PA

Distributor for: hospital, retail

Provincial breakdown of pharmacies

Nunavut ................................................................. 11
Northwest Territories ........................................ 1
Yukon .................................................................... 3
British Columbia .................................................. 1,070
Alberta .................................................................. 400
Saskatchewan .......................................................... 40
Manitoba ............................................................ 45
Ontario ................................................................. 1,500
Quebec ................................................................. 650
New Brunswick .................................................... 150
Nova Scotia .......................................................... 275
Prince Edward Island .......................................... 35
Newfoundland ...................................................... 240
Total ................................................................. 4,420

Distribution services: ACC, CCS, CCSP, CSS, DT/A, EDI, EOE, F/SM, LOC, M/P, N/F, NDD, PMA, S/D, SC/R, SUO, T/E, TP

Regional offices/distribution centres

Richmond B Distribution Centre
103-7435 Nelson Rd Richmond, BC V6W 1G3
Tel: (604) 231-5700 Fax: (604) 279-2521
DC manager: Craig Baker
Email: cbaker@amerisourcebergen.ca

Richmond Distribution Centre
1500-13711 Mayfield Pl Richmond, BC V6V 2G9
Tel: (604) 279-2520 Fax: (604) 279-2521
DC manager: Craig Baker
Email: cbaker@amerisourcebergen.ca

Calgary B Distribution Centre
11195 42nd Street Calgary, AB T2C 3B5
Tel: (403) 774-2020 Fax: (403) 592-8522
DC manager: Ed Tonner
Email: etonner@amerisourcebergen.ca

Regina Distribution Centre
620 Vennels St Regina, SK S4P 2Z4
Tel: (306) 564-5860 Fax: (306) 564-1020
2013 PHARMACY WHO’S WHO

Pharmacy Manufacturers

Supported by

CARLTON CARDS
Pharmacy Manufacturers

Note: Companies in bold are CAPDM members

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<th>LEGEND OF PRODUCT CATEGORIES</th>
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<td>Rx</td>
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<td>OTC</td>
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<tr>
<td>HBC</td>
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<tr>
<td>GM</td>
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**ABBOTT LABORATORIES, ESTABLISHED PHARMACEUTICALS DIVISION**
(Sta)
8401 Trans-Canada Hwy Saint-Laurent, QC H4S 1Z1
Tel: (514) 832-7000 1-800-361-7852
Fax: (514) 832-7800
Email: charles.hudon@abbott.com
Website: www.abbott.ca
Pharmaceutical national account manager:
Charles Hudon
(438) 382-4725, charles.hudon@abbott.com
Director, external operations: David Simpson
(905) 474-4755, david.simpson@abbott.com
Product categories: Rx

**ABBOTT MEDICAL OPTICS**
(AMO Canada Company)
80 Whitehall Dr, Unit 2 Markham, ON L3R 0P3
Tel: (905) 305-3300 1-866-266-2566
Fax: (905) 305-3313
Website: www.abbottmedicaloptics.com
Product categories: OTC

**ABBOTT NUTRITION CANADA**
(Division of Abbott Laboratories Ltd.)
8401 Trans-Canada Hwy St-Laurent, QC H4S 1Z1
Tel: (514) 832-7000 (Abbott Laboratories Ltd)
1-800-361-7852
Fax: (514) 832-7845 (pediatric and medical nutrition)
Website: www.abbott.ca
Product categories: Rx, OTC

**ABBVIE CORPORATION**
8401 Trans-Canada Hwy St-Laurent, QC H4S 1Z1
Tel: (514) 906-9700 1-888-703-3006
Fax: (514) 906-9701 1-888-704-8266
Website: www.abbvieve.ca
President and general manager: Felipe Pastrana
Director, trade and pharmacy relations: Pierre Cloutier
Commercial director, immunology: Todd Manning
Pharmaceutical national account manager:
Hélène Beauchemin
Product categories: Rx

**ALCON**
(Division of Novartis)
2665 Meadowpine Blvd Mississauga, ON L5N 8C7
Tel: (905) 826-6700
1-800-268-4574 (customer service, English)
1-800-387-8184 (customer service, French)
1-800-268-3778 (instrument service, English)
Fax: (905) 567-0592
Website: www.alcon.ca
General manager: Alex Long
Head of pharmaceuticals: Michelle Ummels
Head of scientific affairs: Susan Saremi
Head of operations: Roy James
Head of vision care: Tom Ruggia
Product categories: Rx, OTC

**ALLERGAN INC.**
85 Enterprise Blvd, Unit 500 Markham, ON L6G 0B5
Tel: (905) 940-1660 1-800-668-6424
Fax: (905) 940-1902
Email: murphy_fraser@allergan.com
Website: www.allergan.com
President and general manager: Stuart Fowler
(905) 940-7057, fowler_stuart@allergan.com
Director, eye care: Jim Tierney
(905) 940-7044, tierney_jim@allergan.com
Director, finance/information systems: Wendel Poole
(905) 940-7036, poole_wendel@allergan.com
National sales manager, retail trade: Fraser Murphy
1-800-668-6424 ext 2026, murphy_fraser@allergan.com
Director, supply chain operations: Erik Priedtis
1-800-668-6424 ext 7023, priedtis_ek@allergan.com
Product categories: Rx, OTC

**AMGEN CANADA INC.**
6775 Financial Dr, Ste 100 Mississauga, ON L5N 0A4
Tel: (905) 285-3000 1-800-665-4273 (Canada only)
Fax: (905) 285-3100 (905) 286-5033
Website: www.amgen.ca
Director, operations: Ralph Mueller
(905) 285-3453, rmueller@amgen.com
Product categories: Rx

**APOTEX INC.**
150 Signet Dr Toronto, ON M9L 1T9
Tel: 1-877-427-6839 (national order desk)
1-800-268-4623
Fax: 1-800-609-9444
Email: marketing@apotex.com
Website: www.apotex.com
SVP, sales and marketing: Peter Hardwick
(416) 401-7801, phardwic@apotex.com
Director, trade relations: Scott Gillis
(416) 749-9300 ext 2920, sgillis@apotex.com
Director, national accounts: Ray Shelley
(416) 401-7572, rshelley@apotex.com
Product categories: Rx, OTC
Pharmacy Retailers

LEGEND OF PRODUCTS & SERVICES

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<th>AR</th>
<th>Automated refill reminders</th>
<th>HD</th>
<th>Prescription home delivery</th>
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<tr>
<td>BP</td>
<td>Blood pressure monitoring machine</td>
<td>HHC</td>
<td>Home health care</td>
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<td>CD</td>
<td>In-store educational events (e.g., health-risk screenings)</td>
<td>HMR</td>
<td>Homeopathic remedies</td>
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<td>COM</td>
<td>Community educational events (e.g., presentations)</td>
<td>LRP</td>
<td>Loyalty/rewards program</td>
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<tr>
<td>COS</td>
<td>Cosmetics counter</td>
<td>MAI</td>
<td>Mail order pharmacy</td>
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<td>CP</td>
<td>Compliance/blister packaging</td>
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<td>Workplace programs (e.g., on-site health-risk screenings)</td>
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<td>Medication management (e.g., one-on-one medication reviews)</td>
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<td>Nutrition education</td>
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<td>Greeting cards</td>
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<td>TP</td>
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<td>VM</td>
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APEX PHARMACIES LTD.
2139 4 Ave NW Calgary, AB T2N 0N6
Tel: (403) 270-7873 Fax: (403) 270-7814
Email: investor.relations@apexpharmacies.com
President: Bruce Winston, (403) 270-7873 ext 222
Investor relations: Ryan Lodoen, (403) 270-7873 ext 225, ryan@apexpharmacies.com

Retail name: Apex Pharmacy
Format .............................................................. Banner

Provincial breakdown of pharmacies
Alberta .....................................................................14

Buying policy
Rx: head office
OTC: head office
Frontshop: head office

Products distributed: ARR, BP, CD, COM, CP, DM, GC, GS, GW, HBR, HD, HHC, MM, NE, OLR, SC, VM

CANADA SAFEWAY LIMITED
(Subsidiary of Safeway Inc.)
1020 64th Ave NE Calgary, AB T2E 7V8
Tel: (403) 730-3500 Fax: (403) 730-3638
Website: www.safeway.ca
President and COO: Chuck Mulvenna, (403) 730-3515, chuck.mulvenna@safeway.com
VP, sales: Bill Sexsmith, (403) 730-3507, bill.sexsmith@safeway.com
VP, legal and corporate affairs: Bruce Bowman, (403) 730-3518, bruce.bowman@safeway.com
Group director pharmacy operations administration and managed care: Angela Wierzbicki, (403) 730-3673, angela.wierzbicki@safeway.com

Retail name: Calgary Co-op
Format .............................................................. Supermarket
Total number of outlets .............................................. 24
Provincial breakdown of pharmacies
Alberta ..................................................................... 24

Disease management: asthma, cholesterol, diabetes, hypertension, osteoporosis, smoking cessation, women’s health, tobacco reduction, nutrition, travel medicine

Buying policy
Rx: head office
OTC: head office
Frontshop: head office

Distribution breakdown
Distributors/wholesalers ............................................ 100%


CALGARY CO-OPERATIVES ASSOCIATION LTD.
#110, 151-86th Ave SE Calgary, AB T2H 3A5
Tel: (403) 219-6025 Fax: (403) 299-5415
Email: tlane@calgarycoop.com
Website: www.calgarycoop.com
Pharmacy operations director: Trent Lane
tlane@calgarycoop.com

Retail name: Calgary Co-op
Format .............................................................. Supermarket
Total number of outlets .............................................. 24
Provincial breakdown of pharmacies
Alberta ..................................................................... 24

Disease management: asthma, cholesterol, diabetes, hypertension, osteoporosis, smoking cessation, women’s health, tobacco reduction, nutrition, travel medicine

Buying policy
Rx: head office
OTC: head office
Frontshop: head office

Distribution breakdown
Distributors/wholesalers ............................................ 100%


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2013 PHARMACY WHO’S WHO

Goods and Services Suppliers

Supported by

pangaea group
CATEGORIES OF GOODS & SERVICES

Carrier
Category Management/Merchandising Consultant
Contract Pharmaceutical Manufacturer
Contract Sales Force
Information Technology
Market Access
Marketing Programs
Market Research
Media/Communications
Medical Devices/Equipment
Other
Packaging/Labels
Pharmacist Recruitment/Relocation
Pharmacy Business Management
Pharmacy Staff Training
Product Support Services
Professional Programs/Consultant Pharmacist
Returns Management Facility
Robotics Automation
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