



Traditional Drug Wholesalers- This is where 90+% of pharmacies in the country purchase their drugs. These are the commercially available meds that you and I get at a typical pharmacy.

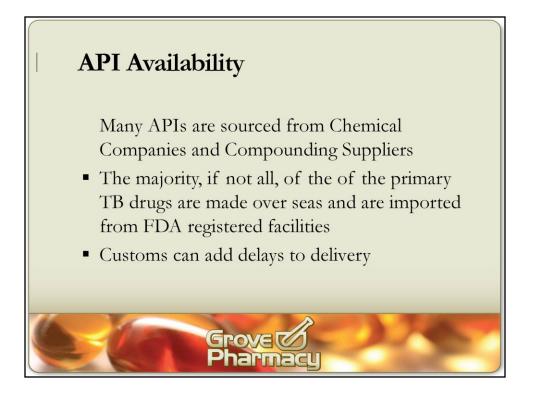
Compounding Suppliers- They supply raw drugs and equipment basically most everything a small compounding pharmacy needs to make a typical prescription.

Chemical and Raw Drug Companies- These are companies that sell chemicals and raw drugs. Some of them sell to drug manufacturers, some of them sell to compounding suppliers, and tons of other manufacturers.

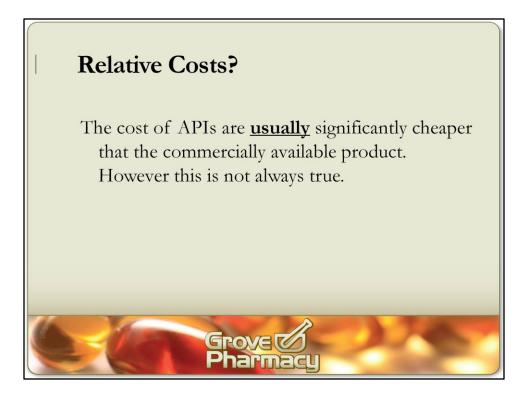
Drug Manufacturers- In the 10 years I have worked for this company we have purchased directly from the manufacturer a hand full of times and it was usually because it was a newly released chemo drug that the company wanted to control the chain of custody on. However many times they have programs in place for low income patients but I have never been successful in getting them to donate for veterinary use. By all means if you have an in with a drug company I would try any way you can to leverage it for donated drugs.

Drug	Availability 4/1/11	
Isoniazid 300mg tab	43 Bottles	
Rifampin 300mg cap	22 Bottles	
PZA 500mg tab	17 Bottles	
Ethambutol 400mg tab	98 Bottles	

These totals are from McKesson who is the largest drug wholesaler in the country. This is their total inventory available to us w/i a reasonable time frame. In the past when we have sourced these drugs we purchased entire quantities from multiple warehouse's and wiped out all their stock. After doing this a few times we were told just because the inventory is available doesn't mean we are entitled to it. McKesson has min inventory comments to hospitals and state health agencies and their official position is now that they will not deplete their inventory below min levels due to not being able to supply meds to treat a human patient and that poses "a public health risk". The last time we sourced Ethambutol commercially we bought almost everything from the top 3 wholesalers in the country.



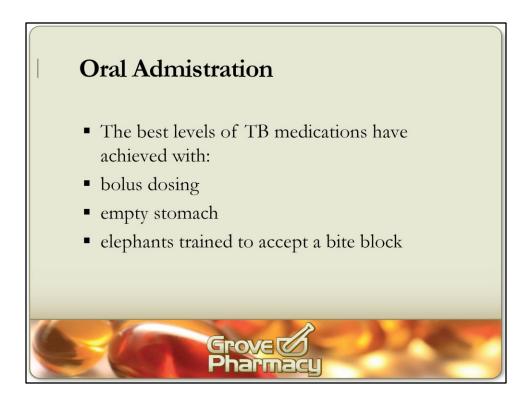
After a recent conversation with someone at Center for Veterinary Medicine @ FDA we were told that if we experience a delay in customs they will intervene to prevent an elephant from suffering. I wish we would have know this when we waited 12 weeks for our Ethambutol.

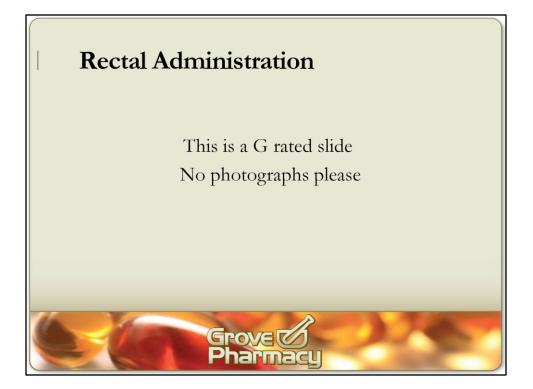


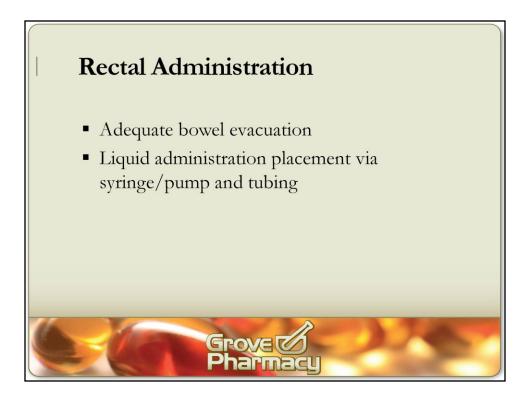
Cost of Commercial Products vs API (Bulk Chemicals)			
Drug	Qty	API	Commercial Product
INH	1kg	\$1500-\$1600	\$350-\$1000
Rifampin	1kg	\$1000-\$3800	\$3500-\$5000
PZA	1kg	\$1300-\$2500	\$6000-\$7500
Ethambutol	1kg	\$1200-\$2500	\$4500-\$5500
Grove C Pharmacy			

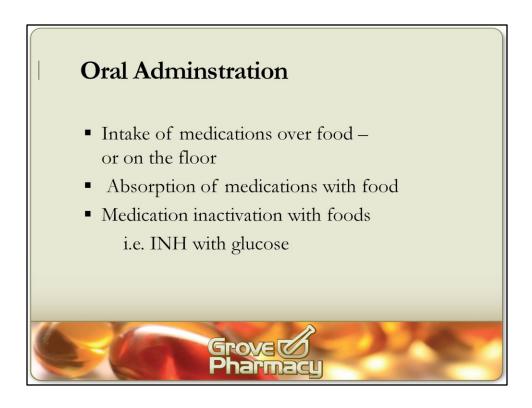
This slide is pretty self explanatory but I want to point out that in the instance of INH the commercially available tablets are less expensive than the raw drug. These prices are effective as of 4/1/11. Please understand we are at the mercy of our suppliers and the quantities we order. Recently we leverage our buying power buy combining orders for multiple facilities buying 5kg is a lot more expensive than buying 100kg.

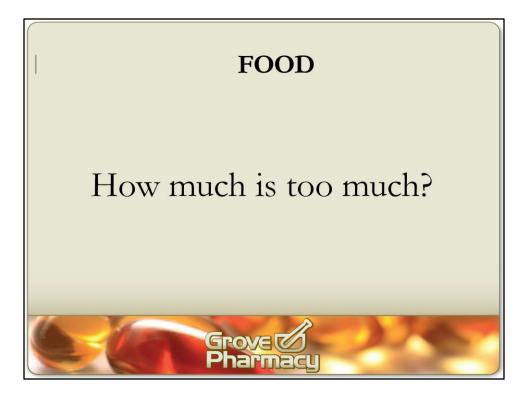




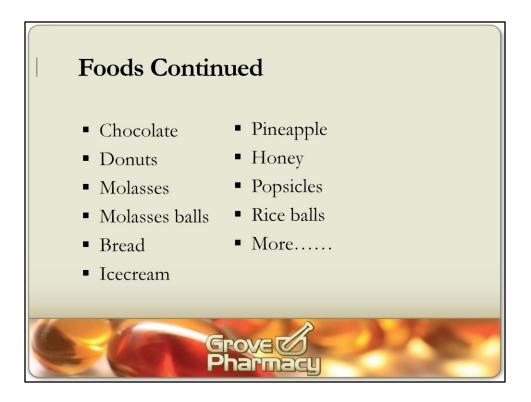


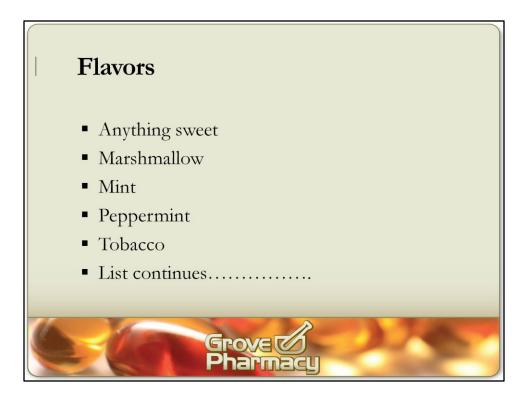




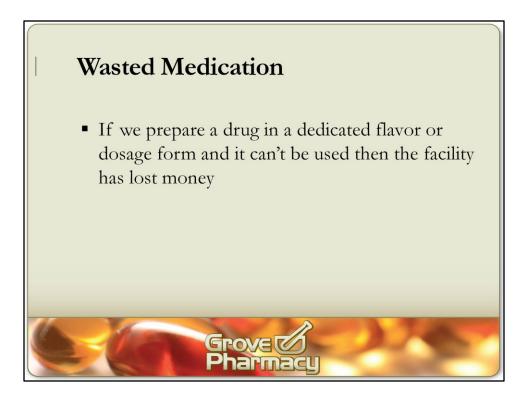




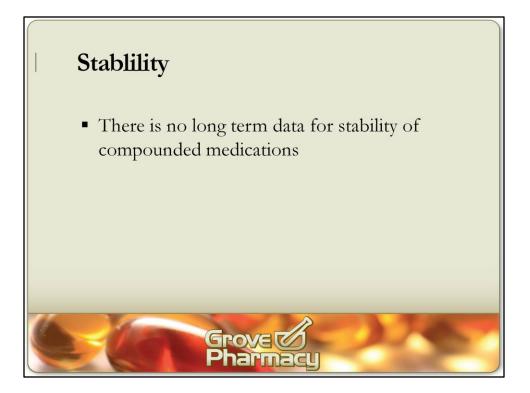






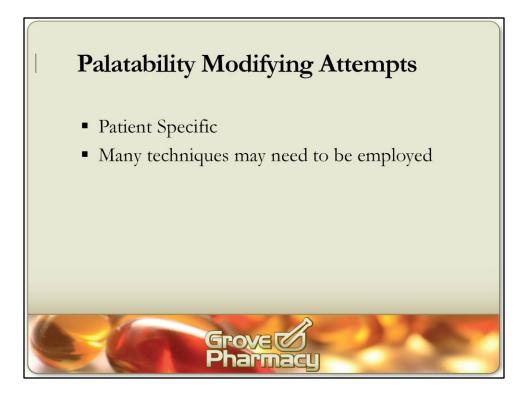








Down side to choosing dedicated flavor is if animal refuses it you are stuck with that dosage form







## Acknowledgements and Thanks

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