



Dear Spectrum Pharmacy Products Customer,

Letco Medical, a division of The Harvard Drug Group, has just completed the acquisition of Spectrum Pharmacy Products and will begin servicing Spectrum customers effective May 17, 2010. We understand that you may have questions about who Letco Medical is and what this acquisition means to your business. At Letco Medical, we're committed to helping you understand changes that impact your business.

**Who is Letco Medical?** Letco Medical is now the leading supplier of fine pharmaceutical ingredients, pharmacy equipment and specialty pharmaceuticals to customers throughout the United States. At Letco, our mission is to identify and develop products that help our customers realize long-term sustainable growth, while focusing on the highest level of quality and service.

**What immediate benefits will I receive through this acquisition?**

- Expanded line of over 6,000 sku's including fine quality compounding chemicals, equipment and supplies.
- API quality assured through independent testing
- Free Next Day Shipping on chemical orders
- Combined world class sales, customer service & technical support
- Hands-on Compounding Education classes in Letco's onsite compounding lab
- Extended customer service hours, M-F 8:30AM – 7:30PM EST
- Industry leading online web ordering at [www.letcomedical.com](http://www.letcomedical.com)
- CSOS – Controlled Substance Online ordering

In addition, Letco Medical is pleased to inform you that your Spectrum Pharmaceutical sales, customer service and technical support teams have joined the Letco Medical team. Committed to your long-term success, the combination of the Letco Medical and Spectrum teams will ensure you receive the world class service you deserve.

**Which additional products are now available to me?** In addition to continuing to supply the complete Spectrum product line, Letco Medical offers an extensive range of dosage forms and delivery systems including inhalation, oral solids, controlled release, injectables, topicals, transdermals, and liquids.

**Who is The Harvard Drug Group?** As a specialty wholesaler focused on products and services in the healthcare industry, The Harvard Drug Group's corporate sales total of over \$500 million dollars per year. The Harvard Drug Group, a Michigan based company, has been supporting independent pharmacies for over 30 years offering quality products at fair prices.

**Who do I contact with concerns?** Please call (800) 375-0009 or we invite you to contact your sales and customer service representatives directly at the new telephone number listed on the attached list. Please send any fax orders to our new number (734) 843-7669 or visit [www.letcomedical.com](http://www.letcomedical.com) for additional information.

**When will these changes start affecting my business?** To ensure proper credit, all invoices dated before May 17, 2010 should be remitted to Spectrum Chemical Mfg. Corp., File No. 11990, Los Angeles, CA 90074-1990. Invoices dated on or after May 17, 2010 will be invoiced by Letco Medical and should be remitted to Letco Medical, 1821 Reliable Parkway, Chicago, IL 60686-0001.

Letco Medical is excited about the opportunity to serve you and we are committed to your ongoing success. Once again, we invite you to contact your sales representative at our toll-free number (800) 239-5288 or our executive team with any questions or concerns.

Sincerely,

The Letco Medical Executive Team

Chuck Makarov  
President  
734.843.4616

Elizabeth Ferguson-Brown  
V.P. Sales & Customer Service  
734.843.4668

Gabe Peluso  
V.P. & General Manager  
734.843.4617

\* Free overnight shipping for chemical orders totaling \$75.00 or more. Restrictions apply. Speak with your sales or customer service representative for details.

**Inside Sales Representatives**

Alesia Giluiano	734.843.4694
Annette Ferraioli	734.843.4672
Bill Fraser	734.843.4670
Greg Christianson	734.843.4671
Jared Holtz	734.843.4686
Kelly Greenleaf	734.843.4679
Kim Greenwood	734.843.4618
Kristine Olsen	734.843.4683
Rick Tapia	734.843.4661
Ron Larson	734.843.4675
Sam Richardson	734.843.4673
Laurie Schumacher (Manager)	734.843.4662
Josh Van Vooren (Manager)	734.843.4674

**Customer Service Representatives**

Alesha Larson	734.843.4682
Anamaria Ballesteros	734.843.4685
Candy Tokheim	734.843.4681
Cheryl Novak	734.843.4684
Claudia Robles	734.843.4688
John Baker	734.843.4665
Lydia Steadman	734.843.4689
Tammy Nichols	734.843.4615
Karen Brackin(Manager)	734.843.4636
Kelly Mollner (Manager)	734.843.4663

**Outside Sales Representatives**

Adrian Scotto Account Executive	714.469.2946
Jennifer Petska, CPhT Regional Sales Manager/Cleanroom Specialist	612.799.9786
Kyle Northcott Regional Sales Manager/Cleanroom Specialist	806.217.0464

**Technical Support**

Vic Williams, CPhT	734.843.4695
Kim Kieffer-Williams, CPhT	734.843.4696
Angie Emens, CPhT	734.843.4631
Bob Stack, RPh. Director, Pharmacy Services	734.843.4630

**GPO's and Contracts**

Ken Elliott Pharmacy Contracts & Wholesale Manager	734.843.4687
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**Pharmacy Support & Business Development**

Erik Tosh, RPh Director, Pharmacy Business Development	254.493.6587
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