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## World of Children

Cardinal Health annually sponsors the Cardinal Health Children's Care Award as part of the World of Children awards ceremony, which recognizes individuals who dedicate their lives to children. At this year's awards ceremony, more than 1,000 school children had the opportunity to interact with the eight World of Children Award finalists at a Kids' Town Hall meeting. For more on the award and our involvement, turn to page 3.



Volume 2 Number 1 February 2004

# Insight



  
**CardinalHealth**

**On the cover :**

**Claudia Ortega** (main photo) completes a quality check in the Pyxis CUBIE® test area at our Pyxis Products business in San Diego, Calif. The Pyxis CUBIE family of products improves efficiency and enhances safety in medication distribution and dispensing by providing secure, computerized, unit-based inventory for health care provider customers.

Featured in the second row of photos are, from left: A student from Central Ohio participates in the World of Children Kids' Town Hall Meeting; participants at the American Society of Health-System Pharmacists December conference, where Cardinal Health showcased our products and services to nearly 18,000 attendees; **Bob Walter**, chairman and chief executive officer of Cardinal Health presents the Cardinal Health Children's Care Award to **Dr. Martin Eichelberger**, a renowned surgeon who has made significant lifetime contributions to preventing childhood injuries; a pharmacist from our Clinical Services and Consulting business draws a medication dose at an Oak Ridge, Tenn., hospital.

*Insight* is published by Corporate Communications for Cardinal Health employees and their families. This is the fourth in a series of quarterly editions intended to bring you news about our company and how we work together to serve the health care industry.

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## 1 Chairman's Focus

## 2 Living our Promise

From daily routines to exceptional events, Cardinal Health employees around the world are working together to help our customers improve health care.

## 3 Cardinal Health Children's Care Award

Sponsored by the Cardinal Health Foundation, the Cardinal Health Children's Care Award recognizes significant lifetime contributions to the health and well-being of children.

## 4 Clinical Services and Consulting 101

## 6 Success through teamwork

Integrated selling by Cardinal Health leads to a GPO contract with HealthTrust Purchasing Group for pharmaceuticals, radiopharmaceuticals and medical supplies.

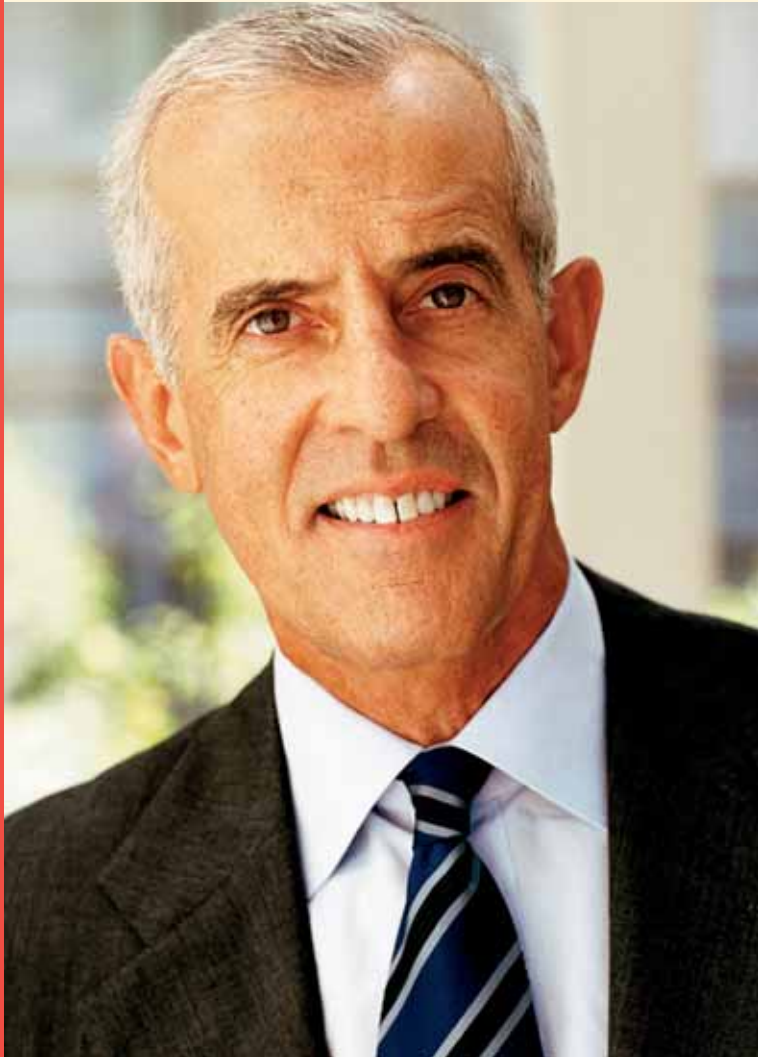
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Recognizing our employees with five or more years of service

## Chairman's focus

**Bob Walter** Chairman and Chief Executive Officer



*"We couldn't create new products or expand our businesses if we didn't have employees who care about our customers, who are motivated to learn more about our industry, and who are willing to think outside the box when it comes to the products or services we offer."*

As an employee of Cardinal Health, you know how quickly time passes in a business as competitive and changing as ours. It's a new calendar year — one that will likely bring new challenges to our industry and new opportunities to expand our reach in health care.

This is a terrific time for Cardinal Health. We are moving forward with great momentum and an enviable capital position that gives our company terrific flexibility. Consider these important achievements from just the last couple of months:

- We completed our acquisition of Intercare, a leading European pharmaceutical products and services company. Intercare will significantly expand our global capabilities. Their product development capabilities are complementary to ours, they have significant manufacturing operations in the United Kingdom and continental Europe, great service capabilities, and a strong roster of global customers — many of which are already Cardinal Health customers. It's a great match of strengths that will benefit customers.
- Medicine Shoppe also completed an acquisition last month of Medicap Pharmacies Inc., a franchisor of 181 community pharmacies with locations in 34 states. The result will be a network of more than 1,100 Medicine Shoppe® and Medicap Pharmacy® locations that offer a personalized, expert, individualized service.
- Early in December, we received clearance from the Food and Drug Administration to market an advanced new line of medical gloves made with Neu-Thera™, an emollient that is clinically proven to improve health care professionals' skin health and protect their hands from

irritation. The gloves are the first to be manufactured with a proprietary formula that protects, restores, moisturizes and soothes the hands of caregivers who wear them — a concern surgeons and physicians have had for years.

This month, we celebrate our first anniversary of going to market as a single Cardinal Health brand, which makes it easier for customers to understand the breadth of our expertise and offerings and gives all of us a shared focus. By working together as one company, we can better serve our customers, expand our offerings and grow into new markets.

These are just some of the ways Cardinal Health keeps pace with the health care industry and creates new opportunities.

Here's where you come in: Everyone knows it is the talent and expertise of our employees that allows us to pursue and win these opportunities. We couldn't create new products or expand our businesses if we didn't have employees who care about our customers, who are motivated to learn more about our industry, and who are willing to think outside the box when it comes to the products or services we offer.

I want to extend my personal thanks for the contribution you've made to our business over the past year, and I look forward to the accomplishments I am confident are in store for us in 2004.

Happy New Year!

Working together. For life. <sup>SM</sup>

# Living our promise

## Our promise

We *integrate* our broad resources to meet health care business needs with insight and action.

We deliver solutions that are both *innovative* and appropriate and create greater value for our customers' businesses.

We are making it our commitment to see it through, to *partner* for the long term.

## The A (frame) team

"Do what you can where you are with what you have." — Theodore Roosevelt

That's exactly what **Peter Piskorowski**, **Shaun Rogers** and the rest of the **night operations team** at our pharmaceutical distribution center in Peabody, Mass., did this past August when the machine that picks and processes more than 17,000 prescription drugs each night went down.

On an average night, the facility's automated order-picking device — the A-frame machine — picks and processes one-third of the distribution center's night volume.

But the night of August 29 was far from average. Just before midnight, the A-frame machine stopped working because of power problems. The A-frame team had 1,600 totes left to process — nearly 11,000 product lines.

Rogers, manager of Information Systems, who was highly involved with the installation of the A-frame, got the call. "My first thought was, 'we're in big trouble,'" he said.

He and Piskorowski, a member of the facility's maintenance group, immediately implemented a manual pick process to keep orders moving. They also got in touch with our A-frame vendor in Austria to assess the situation and come up with solutions to get the A-frame up and running temporarily — long enough for them to receive parts from Austria necessary to fix the machine.

"The vendor suggested that we go to an electronics store and purchase a 12-volt, direct current power supply," Rogers said. "But it was after midnight, and an electronics store wouldn't be open until morning."

That meant the facility would have to rely solely on the manual pick process to fill the remaining totes, all but guaranteeing late orders and missed departure times. "The A-frame picks four times faster than our employees can," Rogers said. "Pete kept thinking of what we could do to fix this that night. He was trying to ensure our customers would receive their orders on time the next morning."

Piskorowski came up with an idea: use an automotive battery to power the A-frame. The idea was just crazy enough to work. He took the battery from the company truck and spent 30 minutes wiring it to the A-frame's compact cabinet and checking the voltage until he was able to "jump start" the machine.

"There was a cheer when the A-frame started working again," Piskorowski said. "There was a sigh of relief."

Thanks to the innovative idea of Piskorowski and the hard work, coordination and dedication of the entire night operations team, the pharmaceutical distribution center in Peabody was able to quickly respond to the emergency and continue to meet the needs of Cardinal Health customers.

"Innovative thinking got us where we needed to be," Rogers said. "By thinking outside of the box, we were able to fill every order — on time, accurately and completely."

## The "power" of teamwork

Pharmacy Manager **Mark Tankersley** and his team at the nuclear pharmacy facility in Memphis were in the process of preparing for visitors from a local hospital when a massive storm, with winds in excess of 110 miles per hour, hit the city, cutting out electricity to more than 500,000 people and knocking down trees, making navigation nearly impossible.

Putting the facility contingency plan into action, the team used a generator to power three critical systems — a computer and printer, a hood for purifying the air and a single channel analyzer (SCA), used for handling radiopharmaceuticals. Just 30 minutes after losing power, the facility was up and running again — and was able to fill every prescription on time without missing a single customer request.

To keep customer orders flowing the next day, the team worked with our satellite pharmacies in Jackson, Tenn., and Cleveland, Miss. Electricity was not likely to be restored for several days, so our pharmacy in Tupelo, Miss., loaned them another power generator.

"With power drawing from two generators, we were able to get two hoods online and two SCAs running," Tankersley said. "But it was like Apollo 13 — every time we turned one thing on, another thing went off. The conditions were difficult and challenging — we worked in very hot conditions, without air conditioning, and used flashlights and other lighting that we rigged in strategic locations." Even under these adverse conditions, the team was able to maintain their high standards of quality and radiation safety.

Tankersley said one of the team's biggest challenges was finding gas needed to make deliveries and keep the generators and vehicles running. "We had to be creative to find gas because power was also out at most of the gas stations," he said. "We had scouting missions and kept a running log of where gas was available."

To complicate matters further, the Memphis team soon realized it was picking up competitors' customers and orders too. "Our rival labs were not dealing well with the storm, so we were pretty stretched," Tankersley said. When power was finally restored five days later, the team had successfully managed to fill every customer order on time, without missing a single dose.

"It was a remarkable testament to absolute teamwork," Tankersley said. "We never considered failure an option. We were all in it together, and we found a way."

**Tim Rogers**, senior director, Mid-South Operations, said it was hard to describe what it meant to the team to realize that it could accomplish the near impossible. "It's one of those things that are expected in our line of business," he said. "But when you really see it, as we did here, it's a great sense of satisfaction and pride."

## Tell us your stories

If you or someone you know at Cardinal Health is living our promise of integration, innovation and partnership, we want to hear from you. Please send us your story in any of the following ways:

*By mail:*

**"Living Our Promise"  
Employee Communications  
7000 Cardinal Place  
Dublin, Ohio 43017**

*By phone:*

**614.757.5595**

*By e-mail:*

**[gmb-dub-employee-communications@cardinal.com](mailto:gmb-dub-employee-communications@cardinal.com)**

*Or online:*

**Visit the Living Our Promise intranet site at <http://cardinal.net/promise>**

Selected stories will be featured on [cardinal.net](http://cardinal.net) or in future editions of *Insight*.

**We look forward to hearing from you!**



# Cardinal Health Children's Care Award

Cardinal Health employees —  
*making a donation, making  
a difference*

As part of the World of Children Awards festivities, more than 1,000 Central Ohio school children had the opportunity to meet with the eight World of Children Award finalists at a Kids' Town Hall Meeting.

At this event, students participated in a Humanitarian Action Project, assembling more than 4,000 health and school kits for children in Sierra Leone, a western Africa nation torn by 10 years of civil war.

Cardinal Health, through our facilities in McGaw Park, Ill.; and Obetz and Zanesville, Ohio, among others, donated more than 41,000 personal care items, including shampoo, body wash, hand towels, toothbrushes and toothpaste, for the kits. Nearly 50 employees at McGaw Park contributed their lunch hours to sort and pack items for delivery to the World of Children event, while employees at our Obetz distribution center made personal monetary donations to purchase some of the school supplies requested for the Action Project.

"The effort that our employees put into this project was truly amazing," said **Debra Hadley**, executive director of the Cardinal Health Foundation. "It was so rewarding to stand in the room where the kits were being assembled and see all of the items that had been donated by Cardinal Health. Our company contributed enormously to the success of this project."

At Cardinal Health, our responsibility to health care extends far beyond the products and services we provide to our customers. We also have a responsibility to support, honor and recognize others whose innovative and entrepreneurial efforts have made a difference to the health and well being of people around the world.

In this spirit, we have chosen to sponsor the Cardinal Health Children's Care Award, a prestigious \$100,000 award from the Cardinal Health Foundation. This award, presented each November through World of Children Inc. and the Hannah Neil World of Children Awards, recognizes those individuals who have made significant lifetime contributions to the health and well being of children.

This year, **Bob Walter**, chairman and chief executive officer of Cardinal Health, presented the Cardinal Health Children's Care Award to **Dr. Martin Eichelberger**, a renowned surgeon who has made significant lifetime contributions to preventing childhood injuries. Eichelberger, director of emergency trauma and burn services at Children's National Medical Center in Washington, D.C., founded the National SAFE KIDS Campaign in 1998 and SAFE KIDS Worldwide in 2002. Through massive education campaigns, policy efforts and funding drives, these organizations have brought life-saving safety messages and community interventions to hundreds of millions of children in more than 15 countries. In the United States alone, these programs have saved nearly 26,000 lives and prevented millions of emergency room visits.

"It is both a pleasure and a privilege for our company to be a sponsor of the Cardinal Health Children's Care Award," said **Debra Hadley**, executive director of the Cardinal Health Foundation. "Dr. Eichelberger is an extremely noteworthy and deserving award winner. His contributions to pediatric surgery are enormous, but the fact that he turned his passion for helping injured children into an international effort to prevent injuries through his SAFE KIDS campaign is what makes him truly extraordinary."

Through the creation of Emergency Medical Services for Children, Eichelberger initiated the first training program to equip emergency medical technicians, paramedics and others with the specific skills needed to treat injured children. Eichelberger, who has contributed extensively to the field of pediatric trauma and injury control, believed that most pediatric injuries were the result of society's failure to protect its children.

He also has created the Crash Injury Research and Engineering Network (CIREN) center at the Children's National Medical Center. CIREN is a multi-center research program that pursues in-depth studies of motor vehicle crashes, injuries and treatments and is the only site dedicated exclusively to children who are injured in motor vehicle crashes. As a practicing pediatric surgeon for over 23 years, Eichelberger has personally treated more than 14,600 children.

This year, more than 160 nominations for the Cardinal Health Children's Care Award were received from 25 countries. A selection committee comprised of more than 70 individuals from across Central Ohio, where World of Children Inc. is based, participated in the first round of the selection process. From there, another selection committee — with 30 members representing 10 nations, including Cardinal Health's executive vice president of Human Resources, **Carole Watkins** — made the final decisions, selecting a winner and finalists for each award.

This year's finalists for the Cardinal Health Children's Care Award were **Dr. Elizabeth Jones** of California and **Mehendra G. Mehta** of Mumbai, India.

Jones has traveled to Tijuana, Mexico, for 27 years to bring the message of good nutrition and wellness to children, parents and health care professionals. In addition, she is the co-founder of the Hospital Infantil de las Californias, the first full-service pediatric hospital of the San Diego/Tijuana region, which is open to all children regardless of their ability to pay. More than 17 million children have benefited from her work.

Mehta has raised money to help more than 20 million children in India and throughout the world. His numerous educational, medical and developmental initiatives include the Food for Education and Saving Program, where children living on the street are fed every day in exchange for regularly attending school.

## Integrating our expertise

# Clinical Services and Consulting

The Clinical Services  
and Consulting  
leadership team

**Dwight Winstead**  
Group President

**George Plava**  
President,  
Pharmacy Management

**Joan Moss**  
President,  
Consulting and Services

**Ron Graham**  
General Manager,  
Pharmacy Resources

**Charlie Burwell**  
General Manager, Data and  
Clinical Information

**Terri Lanphier**  
Vice President,  
Pharmaceutical Contracting

**Stacy Butterfield**  
Senior Vice President, Finance

**Tracy Gould**  
Vice President, Human Resources

**Bill Lukefahr**  
Vice President, Information  
Technology Services

*Earlier this year, Cardinal Health aligned consulting offerings at the provider pharmacy services business and the consulting arm of the medical products business to form a new service organization focused exclusively on bringing greater value to customers. Now, through our Clinical Services and Consulting business, we are offering our provider customers all the clinical and operating expertise they need to improve health care delivery and optimize hospital performance — and we're doing so from a single source.*

### The need

Today, hospitals and health care systems are looking for partners who can implement integrated solutions for everything having to do with patient care. Fueling this trend are growing industry pressures like an expanding population of aging and uninsured patients, declining reimbursements, increasing operating costs and prescription drug expenditures, declining profit margins and widespread labor shortages.

### The answer

Simply put, we help hospitals and health care providers solve their most pressing challenges — challenges such as patient safety, bed shortages, escalating costs of medical supplies and drugs, and lack of medical personnel — while enhancing overall organizational effectiveness.

Through our colleagues at our Clinical Services and Consulting business, Cardinal Health offers a full spectrum of services, including pharmacy management, consulting, transition leadership, staffing, information technology solutions, pharmaceutical portfolios and other strategic resources. Our Clinical Services and Consulting business, based in Houston, employs some of the leading experts in health care, including 2,370 pharmacists and 80 clinically credentialed professionals.

The Clinical Services and Consulting business's roots are in a pharmacy management business called Owen Healthcare, which Cardinal Health acquired in 1997. Over time, a strategy of diversifying its products and services has yielded solid results: operating earnings with a five-year compound annual growth rate of 28.88 percent.

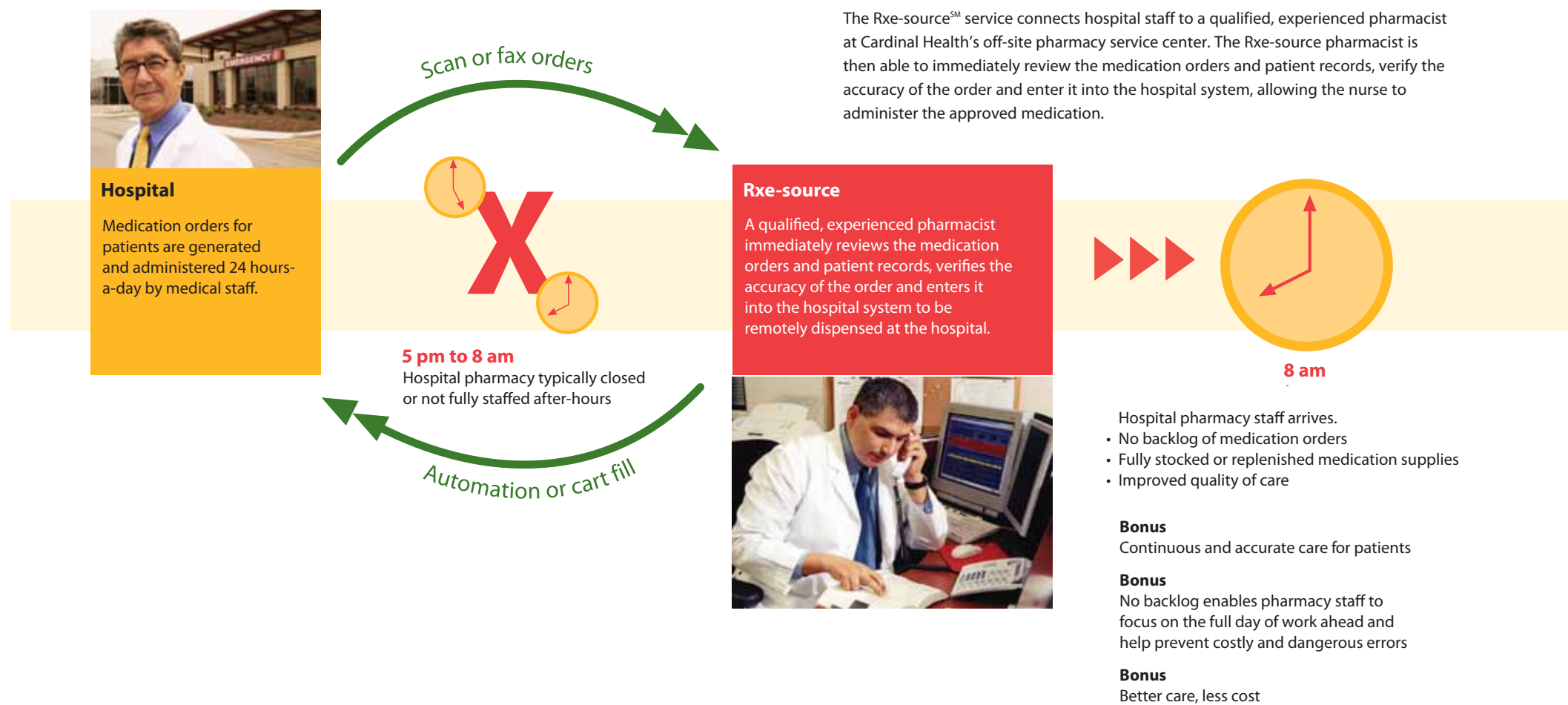
Here's what the business's newly expanded platform includes:

### Pharmacy management

For more than 30 years, first as Owen Healthcare and for the past three years as Cardinal Health, the pharmacy management business has been helping health care professionals achieve their pharmacy goals. We offer a comprehensive solution to address every area of hospital pharmacy performance, designing programs for controlling escalating pharmacy costs, patient safety initiatives, accreditation preparedness and regulatory compliance, and clinical utilization strategies.

Cardinal Health pharmacists collaborate with hospital staff to ensure the appropriate selection of medication therapies and correct dosing for individual patients. By doing so, we help clients identify, prioritize and manage patient safety issues and drug costs. Through this business, we also support pharmacy industry outreach by coordinating 18 pharmacy residency and management training programs nationwide.

## How Cardinal Health Rx-source<sup>SM</sup> works



The Rx-source<sup>SM</sup> service connects hospital staff to a qualified, experienced pharmacist at Cardinal Health's off-site pharmacy service center. The Rx-source pharmacist is then able to immediately review the medication orders and patient records, verify the accuracy of the order and enter it into the hospital system, allowing the nurse to administer the approved medication.

### Consulting and services

Cardinal Health's recently consolidated consulting services offer an integrated and collaborative approach to operational and outcome improvement along the chain of care, from patient point-of-access through post-acute care. With more than 100 specialists with expertise in every aspect of patient care delivery, the consulting and services group develops comprehensive, customized solutions that focus on measurable and sustainable results, streamlined processes and optimized cost-savings opportunities.

The consulting and services team offers four key service areas:

- *Patient throughput* – increasing capacity and delivering a higher quality of patient care by streamlining processes from arrival to discharge
- *Operational effectiveness* – delivering quality care at an optimal cost by providing detailed analysis of key department operations, focusing on management development, resource deployment and process improvements
- *Supply chain optimization* – reducing cost and increasing efficiency from procurement to utilization
- *Transition management* – providing transitional leadership with seasoned, clinical management professionals

### Pharmacy resources

The Rx-source<sup>SM</sup> service is Cardinal Health's innovative new offering that further supports patient safety by providing 24-hour off-site pharmacy expertise and remote order processing capabilities for hospital pharmacies. Through the Rx-source offering, patients receive the benefit of real-time pharmacist review of medication orders when it would not otherwise be available, such as during staffing shortages, when the pharmacy is closed or during peak periods when demand is high. The Rx-source service makes a significant contribution to patient safety while helping hospitals control costs.

The staffing services business of Cardinal Health is the nation's leader in pharmacy staffing with experienced, quality pharmacists and pharmacy technicians who are available for supplemental staffing, as well as temp-to-hire and direct-hire assignments in retail and hospital pharmacies. In addition, our group's interim pharmacy directors, with an average of 15 years of experience in hospital settings, are available to help clients when they need interim assistance to maintain current pharmacy operations.

### Data and clinical information

Our data and clinical information capabilities combine several of our information technology resources, including Supplyline<sup>®</sup>, MediQual, Pharmaceutical and Clinical Information Services and Information Analysis and Services. We assist health care industry clients as a focused information aggregator and marketer.

We collect data from multiple sources, integrate it, analyze it and then package and deliver clinical information that helps customers make better decisions in operating their businesses.

### Pharmaceutical contracting

Our pharmaceutical contracting group supports acute care hospital pharmacies, long-term care facilities and physician clinics with a full line of pharmaceutical contracts and represents more than \$1 billion in annual drug purchases. By providing total portfolio management with valuable strategies and services beyond price, we help our customers optimize opportunities to manage total pharmaceutical costs.

If you would like to learn more about the Clinical Services and Consulting business, visit [www.cardinalcsc.com](http://www.cardinalcsc.com).

# Success through teamwork

Integrated selling leads to GPO contract By Jill Feldon LaNouette

This past fall, members of HealthTrust Purchasing Group, a group purchasing organization — or GPO — for health care providers, began signing commitments with Cardinal Health for radiopharmaceuticals, pharmaceuticals and medical supplies.

This is not the first time Cardinal Health has done business with a GPO. It is, however, the first time our medical products, pharmaceutical distribution and nuclear pharmacy businesses approached a GPO together to win new business.

The approach — working together and demonstrating the value of our integrated capabilities — worked. And the resulting agreement, which will represent nearly \$1 billion in sales for Cardinal Health in 2004, enabled Cardinal Health to win business away from one of our key competitors.

“We help our customers more by understanding the offerings, capabilities and operations of the other parts of our company,” said **Mark Rosenbaum**, executive vice president, Corporate Sales and Marketing. “We learned how to craft an agreement that would integrate our distinct offerings. We also learned how other parts of our company sell to customers. Coupling our best practices and adding the value of our nuclear pharmacy services group created a very compelling offer that strongly appealed to HPG.”

Nashville-based HealthTrust Purchasing Group, better known as HPG, was established by Hospital Corporation of America to support the purchasing function of its two spin-off companies and their nearly 75 member facilities — hospitals and health care systems — by leveraging their collective buying power. To do so, HPG negotiates national contracts with market-leading distributors and manufacturers such as Cardinal Health.

**Dennis Bailey**, vice president, Health Systems, Medical Products and Services, had been calling on HPG for a couple of years when HPG asked him to submit a bid that combined the distribution of pharmaceuticals and medical/surgical supplies. Also at HPG’s request, Bailey asked our nuclear pharmacy business to get involved in the proposal. Bailey took the lead on putting together an integrated proposal that Rosenbaum describes as an “all-encompassing offer.”

#### HPG now has more than 880 members. Here is just a sampling:

Ardent Health Services  
Essent Healthcare  
Health Management Associates (HMA)  
Healthcare Corporation of America (HCA)  
Iasis Healthcare  
LifePoint Hospitals  
Province Healthcare  
Quorum Health Group  
Resurgence Health Group  
Richmond Market Office  
Triad Hospitals  
Ty Cobb Healthcare System  
United Surgical Partners International (USPI)  
Vanguard Health Systems

As the relationship grew, HPG asked if Cardinal Health would lend its team-building expertise to its own executive team. And we responded. **Frank LaFasto**, Ph.D., senior vice president, Organization Effectiveness, facilitated a full-day seminar for HPG’s executives, demonstrating Cardinal Health’s commitment to working with its customers to enable their success.

Enhancing the Cardinal Health deal was our Supplier Diversity program, which helps Cardinal Health proactively seek out products and services from small businesses owned by minorities and women.

HPG itself has a strong commitment to minority business development and a portfolio of minority suppliers — both manufacturers and distributors. “They asked us as part of this deal to closely align our supplier diversity initiatives with theirs,” said **Kathy Benn**, vice president, Supplier Diversity.

**Benn** and **Malik Malone**, director, Supplier Diversity, put together a plan giving additional focus and support to five HPG minority business vendors. This support included access to key purchasing and strategic sourcing resources within Cardinal Health, as well as access to our logistic and supply chain managers. In addition, Cardinal Health offered prompt payment terms and an opportunity to understand our sourcing streams to make their business more competitive.

“In presenting our proposal, we told them they could get just the services of our medical products and services business, or just our pharmaceutical distribution business, or just nuclear pharmaceuticals if they’d prefer,” Rosenbaum said. “But the additional opportunity and synergies of working with several Cardinal Health businesses would enable them to realize additional value they could not get from anyone else. When HPG saw the integrated proposal, including the capabilities of our nuclear pharmaceutical services, they were convinced.”

Pulling together the integrated proposal was no small task. That responsibility fell to **Susan Lahr**, director of Operations for Health Systems, Medical Products and Services. In addition to coordinating the sales team’s messages, Lahr collaborated with Legal, Finance and Operations representatives to ensure our offerings were properly positioned and the information would meet HPG’s needs. “It was a good exercise in showing that we had a ‘market basket’ of Cardinal Health offerings and could provide all the things the customer was looking for,” Lahr said. “The customer recognized that value. We are hopeful other GPOs will see the value of our combined contracting and offering capabilities.”

HPG signed the agreement, giving Bailey the green light to go on the road with his Cardinal Health counterparts and meet with HPG members to persuade them to do business with us. In fact, Bailey and **Barry Morrison**, vice president, Health Systems, Pharmaceutical Distribution, worked together so much, Bailey joked, “we even started to dress alike.”

After the road show was finished, 12 out of HPG’s 13 member divisions signed commitments with Cardinal Health.

This success was made sweeter by the fact that it was the first Cardinal Health integrated offering in the for-profit customer segment. “We were not the lowest priced vendor,” said **Kenny Wilson**, senior vice president, GPO Sales, Pharmaceutical Distribution. “HPG chose us because they believed in our value proposition — that our service, systems and sales representatives could have a positive effect on their bottom line.”

Said **Joseph Cosgrove**, general manager, Corporate Accounts and Complex Pharmaceutical Services, Nuclear Pharmacy Services, “This is a classic example of how linking our internal businesses together can be used to produce a compelling response to our customers. The HPG award serves as confirmation that Cardinal Health is setting the pace in the health care industry by providing one-stop solutions that make it easier for our customers to manage their businesses more efficiently.”

Just as important as the agreement was the experience Cardinal Health leaders had in working across businesses. “We learned what medical products and pharmaceutical distribution do and do well,” said **Kevin Mohler**, director, Corporate Accounts — GPO Sales, who acted as the point person with HPG for Nuclear Pharmacy Services. “We can be a stronger partner when we are integrated in our approach across Cardinal Health.”

Added Wilson, “The agreement was a ground-breaking opportunity to work across businesses. All sides deserve credit. We played off of each other’s strengths and everything came together.”

#### A key: Supplier Diversity

Cardinal Health and HealthTrust Partnership Group share a commitment to Supplier Diversity that helped seal our agreement with the GPO. As a result, five minority vendors will benefit from this agreement:

- **Kerma Medical:** Located in Portsmouth, Va., manufactures and assembles a variety of medical products, including telemetry pouches, OR towels and other patient care items, for health care facilities
- **Broadline Medical:** Based in San Francisco, a leading manufacturer/sourcer of medical/surgical supplies, including caps, shoe covers, isolation gowns and gloves
- **LSL Industries:** A leading manufacturer of small sterile kits, urology and plastic supplies located in Chicago
- **Trinity Laboratories:** Manufactures small sterile kits and other sterile put ups, based in Maryland
- **Vital Care:** Located in Chicago, manufactures operating room microscope drapes and camera drapes, as well as other sterile medical/surgical products

#### The HPG cross-selling team

**Dennis Bailey**, team leader  
Vice President,  
Health Systems,  
Medical Products  
and Services

**David Anderson**  
Executive Vice President,  
Health Systems  
and Alternate Care,  
Pharmaceutical  
Distribution

**Joe Cosgrove**  
General Manager,  
Corporate Accounts  
and Complex  
Pharmaceuticals,  
Nuclear Pharmacy  
Services

**Gary Eizenga**  
President, Health Systems  
and Administration,  
Medical Products  
and Services

**David Goldsberry**  
Vice President,  
Medical Products  
and Services

**Susan Lahr**  
Director of Operations,  
Health Systems,  
Medical Products  
and Services

**Kevin Mohler**  
Director, Corporate  
Accounts — GPOs,  
Nuclear Pharmacy  
Services

**Barry Morrison**  
Vice President,  
Health Systems,  
Pharmaceutical  
Distribution

**Marc Mullen**  
Vice President, Sales  
and Marketing,  
Nuclear Pharmacy  
Services

**Kenny Wilson**  
Senior Vice President,  
GPO Sales,  
Pharmaceutical  
Distribution

## Company news



### Intercare to expand global reach

Cardinal Health announced plans to significantly expand our global reach and capabilities by purchasing The Intercare Group, a well-established service provider to the pharmaceutical and biotech industry based in the United Kingdom. Once final, the acquisition will enable us to better serve customers globally, increase our scale of proprietary manufacturing and broaden participation in the fast-growing generics market.

"Intercare's expertise in sterile manufacturing and specialty pharmaceutical development is an ideal complement to Cardinal Health's rapidly growing life sciences business," said **George Fotiades**, president and chief executive officer of the Life Sciences Products and Services area of Cardinal Health, to which the Intercare organization will now report. "We are excited about the possibilities the people of Intercare will bring to Cardinal Health and our customers."

### Gala Biotech to enhance drug development services

Cardinal Health has acquired the remaining 42 percent of Gala Biotech as part of our ongoing strategy to grow and enhance our range of innovative drug development services. In September 2002, Cardinal Health entered into a strategic relationship with Gala to fully leverage the start-up company's proprietary gene insertion technology for the manufacture of biopharmaceuticals. Now, by acquiring the remainder of Gala, Cardinal Health will be able to capitalize on the relationship for the benefit of biotechnology and pharmaceutical customers and, ultimately, the patient.

"The biopharmaceutical industry is constantly evolving — influenced, in part, by the rapidly growing therapeutic protein market," said **Frank Leo**, group president of the Pharmaceutical Technologies and Services business of Cardinal Health. "Cardinal Health is well positioned to service this industry's needs from gene to clinic. With Gala, we have created an integrated network of services for our biopharmaceutical customers — from supporting protein drug discovery to commercial manufacturing to packaging and commercialization services."

### Medicine Shoppe® completes acquisition of Medicap Pharmacies Inc.

Medicine Shoppe International, the nation's leading chain of independent retail pharmacies, completed its acquisition of Medicap Pharmacies Inc., a franchise with 181 community pharmacies located in 34 states. "Similar to The Medicine Shoppe® Pharmacies, Medicap Pharmacy® locations focus on personalized patient care and services, making the combination an ideal fit," said **Bob Storch**, president of Medicine Shoppe, Inc. "The completion of this transaction represents a major milestone in helping us achieve our vision of building a world-class pharmacy system."

The companies plan to continue to offer franchisees a business proposition that enables them to control their hours, select their location and receive the financial and personal benefits of owning their own business. The result will be a network of more than 1,100 Medicine Shoppe and Medicap Pharmacy locations that offer a personalized, expert, individualized service. "Medicine Shoppe International represents a great opportunity for our franchisees, and the complementary nature of our businesses will also bring benefits to our patients," said **Bill Kimball**, chairman and chief executive officer of Medicap Pharmacies.

### Cardinal Health makes top 20 in Puerto Rico

The packaging services business of Cardinal Health in Guaynabo, Puerto Rico, was chosen as one of the "Top 20 Best Employers to work for in Puerto Rico" by Hewitt Associates, Gaither International, PricewaterhouseCoopers and the *El Nuevo Dia* newspaper. This was the first year Cardinal Health has been considered for the recognition, which was created in 1999 to identify companies that strive to be the "employer of choice" in Puerto Rico.

The nomination process contained rigorous questions about practices, policies, procedures, benefits and culture. In addition, Cardinal Health employees at the Guaynabo facility were randomly selected by Hewitt Associates to complete a survey on their attitudes and feelings towards Cardinal Health and our culture. The employees' opinions accounted for 60 percent of the final decision.

This marked the first year that Cardinal Health participated in the nomination process, which included nearly 120 companies and two other Cardinal Health facilities — the packaging services location in Humacao and the Añasco medical/surgical facility.

### First Cardinal Health LogisticSource<sup>SM</sup> automated replenishment program signed

West Penn Allegheny Health System, a nationally recognized provider of health care services in Pittsburgh, has implemented the first Cardinal Health LogisticSource<sup>SM</sup> program, featuring automated replenishment of both pharmaceuticals and medical/surgical supplies, as part of the health system's ongoing efforts to improve supply-chain efficiency and drive patient safety initiatives. It is expected that this five-year sole-source agreement will cover more than \$500 million in supplies and services provided by or through Cardinal Health. Through LogisticSource, the West Penn Allegheny Health System expects to realize efficiencies across 75 percent of its overall supply expense while driving improved process and patient safety.

LogisticSource<sup>SM</sup> is designed to improve operational effectiveness by using continuous automated replenishment at the point of care, combining the benefits of medication and supply automation technology with stockless distribution of medical products and supplies and pharmaceuticals. "It is one way we can use our Cardinal Health resources and capabilities to achieve more through

a collective offering than is possible through individual business units," said **Mark Rosenbaum**, executive vice president, Corporate Sales and Marketing.

### Premier selects Cardinal Health in two national agreements

Premier Inc., a strategic alliance owned by more than 200 U.S. hospital and health care systems, signed three-year agreements with Cardinal Health for custom procedure trays (CPTs) and bulk non-sterile surgical drapes and gowns. Under the non-exclusive agreement, Premier members may purchase our leading Custom Sterile™ surgical-procedure kits and its full line of bulk non-sterile Convertors® surgical drapes and gowns for use in custom procedure trays. The agreements run through January 2007.

Premier's systems operate or are affiliated with more than 1,500 hospitals and hundreds of other care sites. Premier members buy more than \$17 billion of supplies and equipment annually through group purchasing contracts. "We are very pleased that Premier has given us a vote of confidence and is extending our relationship," said **Jim Stauner**, president, Perioperative Products and Services. "This agreement will allow us to continue assisting our customers in improving their bottom line by working as a team to address their changing requirements."

### Cardinal Health leaps to No. 2 spot in InformationWeek 500

Cardinal Health skyrocketed to a number-two overall ranking in this year's *InformationWeek 500* study, which rates companies on their information technology capabilities and innovations. Cardinal Health placed 131 last year. The annual study published by *InformationWeek* magazine, which analyzed more than 20 industries, examines each company's core areas of operations, including IT budgets, technology deployment, e-business, customer knowledge, infrastructure and strategies to determine the most innovative users of technology among one-third of America's largest companies.

"By bringing together the resources and talent of people all across Cardinal Health, we have been able to create innovative IT solutions that create greater value for our customers," said **Jody Davids**, executive vice president and chief information officer, Cardinal Health. "That is what enabled us to make the big jump forward on the survey this year. Through integration and collaboration, we will do even better in the years ahead."

### The Cardinal Health Foundation commits \$100,000 to relief for victims of California wildfires

At the request of several dozen employees in San Diego, an area particularly hard hit by the recent California wildfires, the Cardinal Health Foundation has committed to deliver at least \$100,000 to support fire victims. In addition, Cardinal Health is collecting funds from employees who would like to help these fire victims through the Cardinal Health Giving Station.

All employee donations, regardless of the amount, to the California Fire Victims Relief Fund will be matched at 100 percent by the Cardinal Health Foundation. This means that if you give \$20, the company will match it dollar-for-dollar with another \$20, making your contribution a total of \$40. (Donations to the California Fire Victims Relief Fund will be considered above and beyond the \$2,000 annual per person maximum for matching gift funds through the Cardinal Health Giving Station — the dollars you give to this effort will not count against the maximum.) To make a donation, simply log on to the Cardinal Health Giving Station, available on [cardinal.net](http://cardinal.net) or [cardinal.com](http://cardinal.com), and select "California Fire Victims Relief Fund" from the "Click Here to Give" menu.

# Service milestones

## Congratulations to the Cardinal Health employees celebrating a milestone anniversary from August 2003 through December 2003.

### 40 years

Harold Glover • Ted Seifert

### 35 years

Robert Anderson • Albert Apperti • Drema Coffman • Anthony Cuellar • Elizabeth Huffman • Major Moore • David Parsons • Steven Stroh • Robert White

### 30 years

Nahirah Adams • Mario Alfaro • Karen Amann • John Bangs • Margo Bentivegna • Bruce Brockhoff • John Burke • Dennis Costello • James Daly • Robert Davis • Gloria Garcia • Donald Godwin • John Guerra • Teresa Hatten • Linda Heiskanen • Robert Hughes • Steve Inman • Thomas Jadrich • Guadalupe Jimenez • Donna Kolar • Leo Lindsey • David Martinez • Russelene Mason • Connie Milbert • Rudy Mockel • Kenneth Nichols • Claudia Niva • David Renter • John Ross • Charles Skelton • Thomas Szabo

### 25 years

Michael Anderson • Joseph Anthony • John Anton • Betty Bayless • Mary Bean-Mccroy • Carol Blackwell • Charles Brown • Patricia Burch • Donna Butsko • Edmundo Campa • William Crates • Jill Crooks • Milton Davies • James Duchow • Linda Flaspohler • Kevin Floyd • Diana Forma • Edna Furigay • Paulette Glover • Barbara Gossard • Armen Gostanian • Ronald Graham • David Griego • Carol Hansen • John Hnilicka • Nancy Howe • Timothy Huckabay • Althea Jackson • Jacob Jaroszewski • Terrence Karl • William Karlbon • James Kelly • Cathy Kohn • Susan Kormos • Johnnie Lawson • David Leshner • Vicki Lewis • Gail Mashburn • Joseph Mazzitelli • Lorelee McIntyre • Mark Meadors • Romeo Molina • Alfonso Montelongo • Diane Moynihnan • Charles Mundahl • Richard Myslinski • Robin Nelson • Jacob Nuber • Ruben Ortiz • Vincent Paterno • Angela Perez • Barbara Pierce • Diana Poland • Gilda Ponder • Judy Poss • Reynold Price • Stephen Rachner • Benjamin Rey • Norma Rigby • Francisco Rodriguez • Joyce Roeder • Jesus Rubio • Jane Sage • Maria Sanabria-Hidalgo • Margaret Schuck • Leon Shurtleff • Betty Slaughter • Linda Smith • James Staton • Joseph Strack • Daniel Swanberg • James Walters • Kathleen Williams • John Young • Ricardo Zamora • Leonard Zimmermann

### 20 years

Billy Adcock • Martin Anaya • Connie Arceneaux • Michael Arlington • Alfredo Avelar • James Bach • Sheryl Back • Charlee Bailey • Richard Barany • Louise Beeck • Gregory Benoist • Peggy Berger • G. Michael Blackbird • Catherine Bokowy • Constance Bowers • Dorothy Bowers • Ricky Brackett • Jeffrey Brannon • Tracy Branson • Manuel Cardona Diaz • John Clark • Jeff Cox • Brian Davis • Edward Deluca • David Dodson • Convalencia Donnell • Barbara Dowe • D. Shawn Ducey • Diane Dudick • Geoffrey Duncan • James Dyutka • Kenneth Eisenhower • Catherine Eldredge • Clayton Embree • James Erskine • Jo Anne Fasetti • Lecia Feezel • Charles Fenske • Florencio Fernandez • John Foley • David Gaston • Peter Gazeko • Maria Gerena-Velez • Christy Gibson • Betty Glander • Susan Goedke • Carol Goldman • Cynthia Goodly-Jackson • Marjorie Green • Carol Hagwood • Myra Hall • Gregory Haneline • Edward Hannity • Hairl Hensley • Janet Houtz • Gary Howland • Karen Johns • Mary Johnson • Katherine King • Robert Kirk • Jerome

Lark • Robert Lewis • James Long • John Lukaszewicz • Rita Lyons-James • Alan Marshall • Howard Masin • Henry McCrory • Thomas McMullen • Karen Mendoza • Lawrence Mitchell • Robert Myers • Frank Nichols • Felix Orquiz • Sonaben Patel • Frank Petruno • Elizabeth Priday • Steven Purlee • John Rau • Judith Robinson • Semi Alfredo Ruiz • Carl Sartin • Paul Schooley • Dennis Schuler • Rose Secketa • Therese Sediqad • Kathy Sexton • Karl Simmet • Scott Sunday • Joyce Symons • Larry Tate • Merle Thompson • Donna Uyttebroeck • Nestor Vallejo • Mark Vanhorn • Verner Vaughn • Manuel Venegas • JoAnn Vettese • John Voorhies Jr. • Catherine Wamboldt • Paul Wolffer • Stephen Wood • John Wright

### 15 years

Brian Adams • Wanda Adams • Timothy Allsbrooks • Traci Anderson • Eduardo Andrade • Gines Arquero • Mary Arroyo • Carmen Arteaga • Adriana Ayala • Edwina Baca • Graciela Ballesteros • Kevin Barnes • Ruth Bearrick • Louis Benecke • Sharon Bice • Stajka Bozich • Jeffrey Brimer • Laird Broadfield • Ruby Brown • Daniel Bruening • Barry Brunick • Bryan Byers • Carolyn Callahan • Nicholas Campolongo • Norberto Candelaria-Agron • Maria Cardona-Gonzalez • Julie Chandler • Joanie Chapin • Linda Clark • Margaret Colbert • Leona Collins • Robert Cook • Rosa Cordova • Kenneth Cornell • Vivencia Cruz • Danny Danhoff • Brian Davis • Patrick Davis • Adolfo De Santiago • Rita Dietz • Roxanne Doley • Christopher Dorsey • Dennis Drenner • Scott Duffield • Caritino Estrada • Vicente Estrada • Roberto Fabela • Eric Feltes • Michael Fialka • Omar Flores • Phebe Floyd • Paulette Freeman • Salvacion Frick • Allan Friedman • James Fries • Larry Fry • Jacqueline Frye • Betty Fuchs • Pedro Fuentes • Lyndon Gaddy • Juan Garcia • Kathy Garrison • Colleen Gibson • Susana Glenn • Susan Goe • Octavio Gonzalez • Dorita Marie Gorman • Sharon Gosnell • Delphine Grala • Frances Gutierrez • Michael Hall • Tony Hannah • Thomas Harkins • Darlene Harrington • Jeffrey Hathaway • Tanya Heavner • Sean Henrich • Kimberly Hill • Sharyl Hodkinson • Barbara Hoffmann • John Houts • Craig Hurrell • Diana Janga • Norma Johnson • Rebecca Johnson • Ronald Johnson • Dennis Jordan • Donna Jordan • Joseph Juancho • Jerold King • Daniel Klaetsch • Janna Kraemer • Jovita Krohn • Cheri Krug • Janet Labiche • Juan Lallave-Velazquez • Tony Leonetti • Juelita Lindstrom • Daniel Littlefield • Benton Lord • Varaporn Lucero • Charles Macdonald • Bonnie MacQuire • Ernest Marks • Juan Manuel Martinez • Rhonda Martinez • Aleida Matias-Rodriguez • Linda McCoy • Jin McKenzie • David McWhorter • Gustavo Medina • Manuela Medina • Paul Melko • Martha Mendoza • John Mertens • Alan Mina • John Mireles • Mark Mitchell • Carlos Mojica • M. Antonia Montano • Bernard Morales • Lucia Morales • Stephen Moy • Donna Mudrick • Mario Munoz • Susan Nehring • Patricia Nelson • Katalin Newsom • Kevin Nichols • Kevin Nickerson • Helga Nieves-Velazquez • Richard Ortins • Carrie Packard • Ernesto Payabyab • Lisa Peapples • Robert Pelli • Josephine Perez • Janet Perriguet • Joanne Pitts • James Porter • Paul Priestly • Susan Provost • Fay Pruitt • Rodolfo Quinones • Armando Quinonez • John Rakoc • Cynthia Reece • Claude Reed • Don Reents • Guillermo Romani • Emma Romero • Joseph Ruggieri • Narcisca Ruiz-Crespo • Maria Saavedra • Richard Saavedra • Angel Sanchez • Ruben Sanchez • Donna Saunders • Stephen Scali • Catherine Schallert • Michael Schramm • James Sears • Linda See • Frank Segoviano • Robert Shepherdson • Wm. Burnett Shryock • Bernard Spencer • Luanne Spooner • Paul Stack • Judith Staley • Mary Ruth Stanley • Anthony Steven • Wendell Stewart • Theresa Tarro • Herbert Taylor •

Debra Teachey • Erick Thorne • Clyde Tucker • Jacqueline Vanga • Charlotte Vasquez • Silvia Sr. Vilchiz • Gregory Volpentesta • John Warfield • Lisa Warner • Joseph Weller • Douglas Wells • Debbie Wicklund • Michael Williams • Kenneth Wilson • Betty Yoakum • Billy Young • Linda Zarleno • James Zarrilli • Susan Zechiel

### 10 years

Donna Ackison • Thomas Adams • Betty Adamski • Evelyn Agee • Ricardo Aguilar • Darren Airola • Catherine Akers • Cynthia Amack • Henry Andreatta • Stephen Andruszkiewicz • Erlinda Apodaca • Katherine Ballay • John Banghart • Gregory Barcus • Katherine Benson • William Bergmann • Laura Brecci • Jo Bridges • Steven Brill • Judy Brinkley • David Brown • Winston Brown • Loren Buckels • Anne Burkett • Todd Cameron • Ursula Campbell • Jesus Canales Jr. • Jose Canizales • Willa Carpenter • Danny Carter • Jeffrey Cassaway • Jaime Castaneda • Martha Caswell • Tanya Chapman • Lorenzo Chavez • Elaine Chisholm • Mariya Chuzhin • Christa Coady • Junior Colon • Otilia Contreras • Kenneth Copeland • Cristobal Covos • Glyndon Dawson • Douglas Day • Teresa Day • Tammy Delawder • Adrian Delgado • Karen Dennis • Hiep Dieu • Kathleen DiOrio • Brian Dixon • Robert Donofri • Scottie Duff • Richard Edwards • Angela Elkins • Raymond Elliott • Gerald Emmer • Cynthia Entrekim • Stacey Fairchild • Donna Faircloth • Joseph Feliciano • Donald Ferrel • Julio Figueroa • Robert Flantroy • Angel Flores • Carmen Flores • Stephen Ford • Jennifer Freeman • Joseph Gamber • Frank Garduno • Chad Gay • Joanne Gehas • Christopher Gibson • Vic Goad • Jean Gocala • Luis Gomez • Maria Isab Gonzales • Rebecca Graff • Carol Greco • Kerry Green • Stephen Gregory • Mary Griffin • Maria Gurumendi • Mary Guzniczak • Daniel Haggerty • Julie Hall • Thomas Hamblin • Billy Hamilton • Lucius Hamilton • Richard Hamon • Geraldine Hanzich • Karen Hattaway • Darlene Heath • Sarah Heath • Renelle Hebert-Sassine • Carl Henderson • Lee Henry • Ralph Herbison • Robert Hesson • James Hoffman • Kimberly Hogan • Thomas Holmes • Thomas Houseknecht • Robert Hughes • Sheila Hughes • Theresa Hughes • Bradley Hungerford • Thomas Hunter • Darryl Ivanson • Carol Jackson • Maria Jarero • Harold Johnson • Donna Jones • Sylvia Kauk • Kenneth Kelley • Angela Kousiantas • Mark Krause • Oscar Kresmery • Glenn Kromeke • Robert Krumrine • Brian Lally • Margaret LaValle • Gabriel Leiker • Jeanne Leoni • Patricia Lewis • Charles Lopez • Juan Lozano • Nanci Lueras • Thien Luong • Maria Maldonado • Neil Mangan • Priscilla Martinez • Rebecca Martinez • Kevin Massie • Karl Mattauach • Daniel Mazur • Cheryl McClurkin • William McCormick • Elizabeth McDonald • Alvin McEntire • Julie McKie • Joann McNeilly • Mark Meier • Maribel Mendoza • Joseph Merts • W. Calvin Mickler • Molly Miller • Shirley Mitchell • Mark Montgomery • Kent Moody • Harold Moon • Mary Moore • Malcolm Moorhouse • Amador Morales • Elizabeth Moreno • Emma Moses • Lea Mullins • Patricia Muncy • Charles Myers • Frank Nelson • William New • Linda Nichols • Karen Nishi • Todd Nizolek • Richard Nodal • Angela Norman • William Norton • Bradley Odenkirk • Craig Olson • Michael Palmer • Edward Park • Mark Parrish • Steven Parrow • Jose Perez • Jerry Peterson • Suzanne Petrides • Kathleen Phillips • Terry Picicci • Thomas Powell • Joni Presley • Pamela Rader • Bert Rambo • Robert Rankin • Cheryl Rash • Nathan Reed • Victor Reyes Olique • Janet Rhodes • Luis Rivera • Sharon Roberson • Dana Root • Susan Rossum • Thomas Ryan • Maura Sadim • Manuel Sanchez • Robert Sanders • Bienvenida Santiago • James Saponaro • Renita Schneider • Pamela Scott • Dennis Seal • Samuel Sedilko • Marielle Seelye • Daniel Seiders •

#### Editor's Note

The September issue of *Insight* did not include employees who celebrated a milestone anniversary in August 2003. We apologize for this oversight and are recognizing these employees in this issue.

Raymond Sell • Francisco Semidey • Kathleen Severt • David Shreiner • Jane Simmons • Jeffrey Small • Lindsay Smith • Christopher Smitley • Barbara Snyder • Robert Sobie • Wilfrido Sosa • Brandon Sparks • Harold Spears • Robert St. Onge • Gary Stachowiak • Christine Stamm • Dina Stinziano • Paul Stricker • Robert Summers • Rhonda Svihula • Ronald Swanson • Geraldine Sweeney • Sharon Szybowski • Orlando Tabayoyong • Richard Tabera • Janet Tankel • Sean Taylor • Tonya Taylor • Donald Thomas • Zenaída Thomas • Jose Torres • Kathleen Torres • Todd Tracey • Hoa Tml Tran • Eladia Trigueros • Reba Trujillo • Silvia Updegrove • Anthony Valenti • Gregory Vann • Gregory VanSplinter • Stacey Vaughan • Angeles Vazquez • Dominic Villanti • Curtis Vincent • Peter Visconti • Mark Wada • Robert Waddell • Keely Walker • Rasheed Warren • Terri Lee Weirich • J. Michael Wells • Howard West • Lawson Whitfield • Terence Williams • Sandra Wilson • Katherine Wintz • Harold Woods • Mark Wright • Neil Wright • Xong Xiong • Lester Young • Gloria Zamarripa • Janina Zgrzebska

### 5 years

Emilila Abalos • Damon Ackison • Elmer Adamson • Rene Aguilar • Pamela Ahola • Jorge Alcedo • Katie Aldridge • Kathleen Allbright • Beverly Allen • Milton Allen • Paul Allen • Philip Allen • Stephen Allen • Constance Almazan • Michael Aluise • Rebecca Alvarado • Ronald Amann • Deborra Ammons • Christine Anchondo • Brian Anderson • Howard Anderson • Kevin Anderson • Cheryl Anderson-Hustad • Jason Andrews • Orlando Apodaca • Kathleen Applegate • Darla Ardrey • Rogelio Argomaniz • Sandra Armstrong • Bradley Arnold • Yonja Lee Arnold • James Atha • Christian Aubertin • David Austin • Julie Austin • Sandra Auten • William Ballow • John Banick • Richard Barath • Linda Barnard • Ernest Barr • Lowell Barr • Susan Barrus • Nancy Barton • Alex Basilio • Pam Baughman • David Baxley • William Bean • Rick Becerra • Tammy Beckett • Mark Beggs • Jesus Beltran • Charles Belzer • Dyann Bengtson • Darlene Benson • Teresa Berkey • Jackie Best • Siddiqui Bhagwan • Brian Bickerstaff • Maurice Billups • Susan Bisol • Elisa Black • Rosalind Blair • Cecilia Bland • Mark Blawas • Diane Block • Theodore Bodden • Timothy Boddie • Larry Bohr • Kimberly Bolden • Linda Boran • Susan Amy Borchard • Darrick Borocz • Stacy Boulom • James Bowen • Roger Bowers • Yvette Boyajian • Kimberly Boyer • Zivka Bozic • Scott Brackenridge • Steven Brannan • Jerry Bressi • Sherry Brewer • Bruce Brinker • Aaron Brown • Darlene Brown • Denise Brown • Donald Brubaker • Craig Brumfield • Jennifer Brunner • Susan Renee Brunner • Aaron Buchan • Karen Buchholtz • Karen Bucholtz • Lourdes Burgos • Alicia Burke • Coleen Burke • Gregory Burkett • Mary Jo Cutler Burleson • Annie Burnworth • Lorenzo Burriss • Tammy Burrus • Chad Burt • Sonia Busby • Tonya Butkovich • Harold Butler • Thomas Butler • Lazaro Cabrera • Eduardo Calderon • Pilar Calderon • Ollie Mae Caldwell • Arthur Calloway • Eduardo Camacho • Pablo Camacho • Joyce Campbell • Ruby Campos • Gregory Cantrell • Helen Carbone • Blanca Cardenas • Paul Carnes • David Caron Jr • Ricardo Carrillo • James Carter • Edith Cassidy • Doris Castellanos • Martin Castellanos • Sylvia Castellon • Aracely Castillo • Jesus Castillo • Pierre Chabrier • Danny Chapman • Orlando Chavez • Yvette Chavez • Anthony Chilton • Steve Chow • Danielle Chudy • Shalo Clanton • J Michael Clark • Nathan Clark • David Clasen • Adrienne Cobb • Darryl Cleary • Jeffery Cline • Paulette Cobb • Jimmy Coker • William Collington • Ian Collins • Marilyn Colon • Rita Conaway • Kate Conn • John Connell • Linville Conner • Rita Contreras Gonzales • Larry Coomer •



Congratulations to **Jennifer Reis** (far right), pictured here with fellow Cardinal Health Financial Development Program graduates in Dublin, Ohio, on her five years of service milestone.

Brent Cooper • Harry Coots • Lyn Corbitt • Agustin Cordero • Eric Cordova • Deborah Cordrey • Bruce Cornett • Veronica Cortes • Genaro Cortez • Linda Cota • Richard Cramer • Jerry Crockerham • James Crockett • Aristides Cruz • Julio Cruz • Laura Cruz • Maria Cruz • Kerry Cunningham • Shelby Cunningham • Alma Curiel • Luis Curras • Mark Currie • Colleen Cvetich • John Czarnowski • Aran Daley • Laurie Dalziel • Steven D'Amico • Diane Daskey • Jessica Davidow • Charles Davis • Conrad Davis • Harvey Davis • Hazel Davis • John Davis • Lori Davis • Nancy Davis • Robert Davis • Diane De Filippis • Maria De Gonzalez • Marie Bell De Los Santos • Scott Decker • Chastity Dege • Baltazar Delgado • Maria Delgado • Frank Delgrosso • Christopher Denby • Chad Dennis • Patricia Dennis • Adam Derengowski • Lisa Derocher • Christopher Dial • Lorraine Diana • Josefina Diaz • Migdalia Diaz • Neal Dilday • Charlie Dildy • Thomas Dimke • Michael Distelcamp • Virginia Divina • Asters Dixon • Nancy Dixon • Pablo Dizon • Ricardo Dizon • Ruth Dohan • Idalia Dominguez • Gary Dowdy • Andre Drake • Raymond Drayton • Jonathan Driscoll • Michael Dryden • Kathryn Duke • Christopher Dulski • Johnny Dunham • Andrew Dunn • Marie Duran • Margaret Dye • Christopher Ebbe • Marie Margaret Eckman • William Eddy • Linda Edwards • J. Todd Ehrman • Julie Ann Eldred • Sairi Elliott • Troy Ellison • Karen Ellsworth • Connie Enderli • Alfred Enger • Monalisa England • Carlos Albert Esquivel • Irma Estrada • Felicia Evans • Kerry Evans • Robert Fabela • Gilbert Fabricante • Suzette Favella • Kimberly Feedback • Dimitrios Fekos • Brenda Feldsien • David Fenlon • Michael Fesh • Ana Figueroa • Robert Fisher • Teresa Fister • Robert Fitzgerald • Elizabeth Flippin • Kathleen Flottman • Sylvia Floyd • Kimberly Forney • Valerie Fortin • Linda Foster • Sheri Foster • Ronald Fox • Carey Ann Francesconi • Paula Francisco • Lisa Frantz • Russell French • Julie Frice • Johnnie Fryer • Tashara Fullylove • Kenneth Joseph Galluzzo • Martha Gama • Scott Gamble • Walter Garber • Laura Garcell • Angel Garcia • Gilberto Garcia • Israel Garcia • Jose Garcia • Jose Garcia-Zimmermann • Elizabeth Garza • Thomas Gasper • Janice Gearhart • Charles Geddis • Warren Geiwitz • Thomas Gessells • Cynthia Gibson-Dyde • Kathy Giese • Tuesday Gill • Bonnie Gist • Jean Giuseppetti • Donna Gjurich • Jacqueline Gleason • Deborah Glenn • William Glover • Matthew Gmyr • Stephen Gombar • Juan Gonzalez • Mercedes Gonzalez • Miriam Gonzalez • David Goodwin • Diane Gosser • Kathryn Gould • Antoinette Gowan • Diana Graham • Demetre Gray • Rochelle Grayer • Jerome Grayson • Charita Green • Jeffrey Green • Linda Green • Seretta Green • Steven Green • Jim Greske • Sherry Griffie • Rocio Guadarrama • Aida Luz Guevara-Rexach • Bibiana Guifarro • Julia Guiso • James Gumm • Evelyn Gunter • Xuejian Guo • Barbara Guzman • Rebecca Concha Guzman • Paul Haab • Elizabeth Hagan • Jerry Haggerty • Aida Hakopian • Craig Hall • Jeffrey Hall • Rebecca Halvorson • Dolores Hamilton • Brandeon Hampton • Mark Harmon • Janet Harris • Keith Harris • Michael Hart • Alan Harvey • Jeffrey Harvey • Michael Hatzinikolis • Virginia Havai • Christie Hawkins-Rath • Trudy Hay • Janet Ann Hayes • Ivan Hays • Victoria Hayward • Stacey Headen • Gary Headrick • Julia Heimlich • Debra Heinsma • Reginal Henderson • Armando Henriquez • Hope Herbert • Ariana Hernandez • Efrain Hernandez • Emily Hernandez • Maria Hernandez De Lopez • Gloria Herrera • Peter Herrmann • Timothy Herzer • Jennifer Hess • Jolene Hicks • Curtiss Hill • Lee Hill • Randy Hill • Joe-Deane Hinton • Shawn Hitchings • David Hodnett • Nora Hogan • John Hohman • Carolyn Holt • Danny Horn • Cheryl Horne • Steve Horvath • Colette Host • Robyn Hover • Chad Howard • Jason Howard • Thomas Howard • Gloria Howze • Amy Hoyd • Sandra Hudson • William Hughes • Michael Hunter • Keith Hurley • Mireya

Hurtado • Joseph Hutson • Ryland Huyghue • Deborah Hynes • Israel Ibanez • Theresa Ingram • Brian Jackson • Enid Jackson • Garland Jackson • Marvin Jackson • Eloise Jamison-Gonzalez • Joyce Jantvold • Joseph Jean • Marie Jean-Francois • Heidi Jennings • Matthew Jensen • Albertha Johnson • Byron Dwight Johnson • Craig Johnson • Henry Johnson • Richard Johnson • Shirley Johnson • Marie Jones • Richard Jones • Greg Jordan • Aaron Kahalon • Robert Kapis • Todd Kaser • Anna Kaufmann • Mon Ke • Daymond Keefer • Bonnie Keegan • Paul Kelley • Paula Kelley • Elizabeth Kelly • David Eric Kent • Jennifer Kerestan • William Kiesow • Craig Killen • Ada Kincaid • Jeffrey Kindig • Charles King • Reginald King • Tim King • Harlan Kiracofe • Perry Kirk • Lynd Klepesky • Matthew Klug • Edward Koenig • George Kokkines • Alison Koteris • Brittney Krejci • Edward Krings • Alan Krinsky • Richard Kueller • Maher Kyrillos • Ann Ladish • David Lagrou • Diana Lake • Sofia Lakhovski • Fred Lambert • Steven Lamerson • Keith Lancot • Angel Landa • Cheri LaNouette • Kia Lao • Arthur Lassiter • William Lavender • John Lawson • Kelli Lawwill • Ronald Lazar • Arthur Lazaryan • Hong Le • Russell Le Blanc • Julia Leavengood • Leny Lee • Julie Lejeune • Sandra Lemons • John Dennis Lennon • Geraldo Lewis • Martha Lewis • Charles Lile • Bory Lim • Donna Lister • April Little • Leigh Livermore • Aronda Livingston • Donna Loebe • Michael Loeffler • Pamela Loftin • Thomas Lopez • Neng Lor • Linda Lorello • Malgorzata Los-Lechowicz • Todd Lovrin • Tamierneki Lowray-Hicks • Rafael Lubrica • Gloria Lucero • Sandra Lunde • Samuel Lynch • Susan Magill • Dunia Maldonado • Marilou Malit • Angel Mancha • Patricia Manson • Daniel Markle • Gualberto Marmolejo • Maria Marticio • Darla Martin • Carolina Martinez • Thomas Martinez • Kimberly Mason • Stephen Mason • Genora Massey • Charles Masteller • Jeffery Masters • Tara Masterson • Charhonda Mathews-Chakrathou • Linda Maurer • Sharon Maxwell • Thomas Mayes • Michael Mc Hale • Tyrone McCall • James McClinton • Brian McCormick • Billy McDanal • Viola McGee • Louise McGill • Wanda McKenny • Scott McKibbin • Veronica McLamb • Elizabeth McManmon • Maureen McNabb • Gerard McNally • Derek McPhatter • Amanda McPhearson • Charles McPhearson • Joel McTopy • Robert McVicker • Frankie Medeiros • Michelle Medina • Rita Medina • Martha Medrano • Debbie Meeder • Deborah Meek • Sararith Men • Rosendo Mendez • Gabriel Mendoza • Ortencia Mendoza • David Mercado • Roman John Mercado • Sherri Merket • Gerald Merritt • Edward Messer • James Metcalfe • Barbara Meyers • Melinda Milam • George Miller • Gordon Miller • Nancy Miller • Patrick Miller • Robert Miller • Kari Millican • Derek Milligan • Francis Mills • Donald Miner • Jill Minnis • Joseph Minter • Terry Minton • Osvaldo Miranda • Arun Mistry • Stephanie Mitchell • Nancy June Moczek • Aleksandr Mokritskiy • Kurt Mollor • Annette Montano • Jonarde Montenegro • Jose Montenegro • Josefina Montenegro • Wendy Montes De Oca • John Moore • Randy Moore •

Jose Morales • Juan Morales • Sylvia Morales • Monica Moreno • Richard Morey • Craig Morgan • William Moriarty • Daniel Morrow • Sherry Morse • Veronica Mosley • Dmitri Moundous • Jennifer Moyer • Robert Mullins • Martin Munoz • Maria Murillo • Delia Murphy • Robert Murphy • Gregory Muse • Melissa Myers • Maryanne Nagorr • Mike Nakanishi • Ken Nakashima • Christopher Natkiel • Andres Navarrete • Tamar Nazarian • Cheryl Nelson • Myra Revonne Nelson • Tonyia Nelson • Donna Nettleton • Amy Neu • Huyen Nguyen • Lai Nguyen • Ryan Truong Nguyen • Trinh Nguyen • Penny Nichols • Nilda Nieves • Johana Nikolla • Kirk Noha • Linda Noland • Melessa Norcross • Theresa Northern • James Norton • Mark Norton • Miguel Nunez • Kiven Ocasio • Kathleen Oh • Kelvin Oldham • Wilhelmina Oliva • Crystal Oliver • Stacey O'neal • Imogene Orcutt • Vicnere Orlean • Barbara Ortega • Angel Ortiz • Dorothy Ortiz • John Ostrom • Luis Otero • Brenda Otte • Jackie Oxendine • Roy Palar • Teresita Palmer • Harsha Pandejee • Larry Panzer • Chandrakant Patel • Imtiyaz Patel • Jitendra Patel • Salena Patellis • Elena Patlan • Dale Payne • Suyapa Paz • Russell Peer • Gerardo Penola • William Pereira • Carmencita Perez • Jorge Perez • Ruben Perez • Tricia Perez • Jason Perry • Michael Peters • Julie Peterson • Michelle Petiya Folsom • Ton Pham • Fanaida Phillips • Larry Phillips • Tonya Phillips • Dao Pho • Julia Dawn Pickler • Sayni Pin • Michael Pinkowski • Javier Duq Pino • Rebecca Pirouz • Christopher Pitts • Timothy Platt • Diane Pletsch • Paul Plourd • Travis Poe • Dina Polushkin • Amy Popolozio • Thomas Porter • Maria Rowena Porto • Raul Porto • Phyllis Prestileo • Tracy Price • William Prillerman • Denise Prins • Anthony Proctor • Joseph Prybell • Suzanne Psaras • Alan Putz • Craig Raben • Dianne Lynn Radke • Timothy Rafferty • David Rain • Hilda Ramirez • Jodie Ramirez • Renato Ramirez • Audrey Ramon • Paulino Ramos Jr. • Gail Randall • Lisa Randolph • Crystal Rankins • Gregory Rathemacher • Bruce Rausch • Andrea Ravagnani • Peggy Ray • Nicholas Razor • Katherine Reed • Jennifer Reis • Pablo Resolme • Robert Ressa • Carlos Restrepo • Gail Reynolds • Susan Richards • Kawana Richardson • Kathy Ricker • Bernadette Rieman • Alice Riggins • Leslie Rigley • Eric Riley • Rita Rincon • Justino Rios • Todd Ritchey • Carmen Rivera • Jose Rivera • Mariza Rivera • Ali Rizvi • Eileen Rizzo • Sarah Robertson • Wendy Robertson • Jennifer Robinson • Michael Robitaille • Carl Roeder • Jamison Roepke • Lori Roepken • Angel Rojas • Aida Rolon • Gilbert Romo • Lois Roquette • Oscar Rosales • Pete Rosales • Jose Rosario • Andrew Rose • Joan Ross • Christine Rossi • Craig Rothman • Frances Roush • Scott J Rowley • Victor Rubio • Willie Ruff • Pedro Ruiz • Steven Rule • Doyle Runyan • Carol Rupe • Carolyn Russell • Janet Russell • Frank Ryan • Kevin Ryan • Linda Ryne • Paul Saggus • Bernabe Salazar • Victor Salinas • Kathryn Ellen Sampson • Jennifer Sams • Theresa Samuel • Diane Samuelson • Delfino Sanchez • Pamela Sanchez • Laura Sanders • Valarie Sanders • Veronica Santana • Fabiola Santiago • Lucia Santiago • Christopher Sargent • Inocenta Saturno • Siteoun Prom Say • Tony Saygnavong • Anthony Scaletta •

Dolores Schaefer • Jeffrey Schultz • Bryon Scott • Kevin Scott • Karen Scullion • Frank Sepulveda • Trinidad Sepulveda • Ana Serna • Mariasela Serrano • Tania Serrano • David Serry • Cindy Sewell • Shelwyn Shackelford • Larry Shaffer • Frank Shaw • Ann Marie R. Shea • Jeffrey Shepherd • Joseph Sherman • Jian Shi • Patrick Shields • Clifford Shulman • Heather Sibiski • Thongsy Sibounheuang • Grace Simms • William Simon • Carolyn Sippel • Frank Slas • Mary Slawoniewski • Gregory Sleeth • Rick Slemmer • Howard Smelser • Arbydella Smith • Dale Smith • Daryl Smith • Erin Smith • Melissa Ann Smith • Scott Smith • Teretha Smith • Mary Snider • Mauryc Sokolowski • Curtis Solomon • Estela Solorio • Norma Sosko • Sourinh Soundara • Steven Speedling • Karen Spell • William Springer • Renee St. Amant • Judy Stafford • Sharon Stanelle-White • Reshia Stankiewicz • Arletha Stanley • Nicole Stan-Vega • Linda Starnes • Kurt Stelmar • Roberta Stevens • Marilou Stewart • Michael Stewart • Merriann Stockwell • Wanda Strautmann • Nathalie Strong • Susan Stuart • Steve Suhay III • Terry Sullivan • Ronald Sumling • Craig Sutton • Janet Swallow • Michael Taggart • Kevin Talford • Rene Telic • Brian Temo • Timothy Terveer • Trinidad Tesoro • Donna Tholen • Jessica Thomas • Mark Thomas • Marvella Thomas • Raymond Thomas • Vernard Thomas • Daniel Bryant Thompson • Frankie Thompson • Karen Thompson • Anne Thornton • Christopher Tice • Scott Tiernan • Julie Tillerson • Tammy Tillery • Raymundo Tinajero • Timothy Tipple • Alicia Todd • Dragan Todorovic • Laarne Bugawisan Toledo • Steven Toohy • Eric Toombs • Patty Tordera • Frank Tornatore • Jorge Torres • Amanda Torres • Patricia Torres • Susan Townsend • Douglas Townson • Truong Tran • Veronica Trevino • Cynthia Tropez • Peggy Tsai • Thomas Tudor • Jeff Turner • Timothy Turner • Susan Tuttle • Joachim Ungruh • Fayne Upshur • Amalia Urena • Kathleen Utter • Leticia Vaca • Aida Vajraca • Eduardo Valino • Martin Van Horn • Kenneth Vantassell • Nicole Vanvalzah • Rafael Vargas • Estela Vasquez • James Vasquez • Aida Vega • Mirna Velasquez • Miguel Velazquez • Mary Frances Venn • Joseph Verducci • John Vignola • Angela Villalobos • Jason Villalobos • Martina Villarreal • Sotero Villeda • Gary Vinson • Terry Vogelntanz • Sheryl Vollmuth • Lidiya Voznyuk • Lan Vu • Tam Thi Vuong • Ronald Wadsworth • Jeffrey Walker • Rebecca Walker • Brandon Wall • Shaun Walsh • Francis Wandell • Brian Wangsgard • Lewis Ware • Amy Warren • Kathleen Waters • Carmelita Watson • Brian Weglarz • Misty Welborn • Jerry Wells • Leticia Wence • Donald Wetherhold • Londa Wharton • Fredrick White • Gina White • Andrew Williams • Courtney Williams • F.G. Williams • Jennifer Williams • Laura Williams • Michael Williams • Nicole Williams • Steve Williams • Katie Williamson • Rhonda Samanta Willis • Sandra Willoughby • Angela Wombough • Lorena Wonder • Robert Wood • Deborah Wooten • Patricia Wooton • Angela Wurster • Yuko Yamauchi • Sheila Yeater • Charles Young • Thomas Young • Anita Yu • Harold Zarus • Angela Zarzosa • Keith Ziemba • Tamara Zmysla