



 **PharmaChoice**  
Canada

**Trade Show**

# FRIDAY NIGHT CELLIDH



**COCKTAIL HOUR**  
6PM TO 6:45PM

**OPENING ADDRESS  
& HIGHLAND DANCING**  
STARTING AT 6:45PM

**BUFFET DINNER,  
CASINO GAMES &  
CLOSE-UP MAGIC**

**LIVE MUSIC:**  
**SIGNAL HILL**  
9:30PM TO 11PM

**CASH BAR**  
OPEN TIL 11:30  
BUSINESS CASUAL

**HALIFAX CONVENTION CENTRE BALLROOM**  
**FRIDAY MAY 10, 2024 6PM TO MIDNIGHT**



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# CEO Message

## **WELCOME to the 2024 PharmaChoice Canada Trade Show!**

On behalf of the Board of Directors and staff at PharmaChoice Canada, I would like to take this opportunity to thank you for your support in attending our 2024 PharmaChoice Canada Trade Show in beautiful Halifax, Nova Scotia, where PharmaChoice was born 25 years ago!

Our Trade Show offers store owners and their staff the opportunity to meet colleagues from across the country in a more casual environment and we encourage you to explore what Atlantic Canada has to offer.

I would be remiss if I did not share with you a brief update on our business. Since last year, we have increased our membership and system sales by adding over 55 new members which catapulted us over the 1,100-store count and achieving over \$2.3 billion in sales. Our strategic and measured approach to pursue quality pharmacies that enhance our system and add incremental value to the co-op program is continuing to be a success. We expect to continue the same pace of growth over the next few years and will continue to deliver best-in-class value for the membership.

Notwithstanding the growth we are experiencing, our business continues to face challenges related to 3rd party payors as well as competition from large traditional and online retailers. To counter these challenges, we are launching some exciting meaningful programs to maintain and attract new customers and patients for our members to continue to be successful within their communities they serve.

Finally, I would encourage each of you to check out our Education Sessions or visit with anyone from our team during the next few days.

Thank you and enjoy the Trade Show!



Grady Brown  
CEO, PharmaChoice Canada



# Agenda

## Thursday, May 9th, 2024

7:30am-8:00am	Welcome Breakfast & Early Registration *Light breakfast items	Members Lounge - Convention Hall Level
8:00am-12:00pm	Education Sessions	Argyle Level
12:00pm-1:00pm	LUNCH	Members Lounge - Convention Hall Level
1:15pm-4:45pm	Education Sessions	Argyle Level
5:00pm-5:30pm	Owners' Only Meeting	Argyle Level, Argyle Suite

## Friday, May 10th, 2024

7:30am-8:30am	Welcome Breakfast & Registration *Light breakfast items	Ballroom
8:30am-12:00pm	PharmaChoice Canada Trade Show	Convention Hall
12:00pm-1:00pm	LUNCH	Ballroom
1:00pm-4:00pm	PharmaChoice Canada Trade Show Resumes	Convention Hall
6:00pm-6:45pm	Cocktail Hour	Ballroom
Starting at 6:45pm	Opening Address & Highland Dancing  Networking, Close-up Magic, Buffet Dinner & Casino Games	Ballroom
9:30pm-11:00pm	Live Music by Signal Hill	Ballroom
11:00pm-11:30pm	Bars remain open	Ballroom

## Saturday, May 11th, 2024

7:30am-8:30am	Light Breakfast	Members Lounge - Convention Hall Level
8:30am-12:00pm	PharmaChoice Canada Trade Show	Convention Hall
12:00pm-12:30pm	Prize Draws	Members Lounge - Convention Hall Level



# Education Schedule

<b>Pharmacy Streams</b>		
8:00am - 9:30am Non-Accredited	<b>Elevating Consumer Engagement: Resources, Rewards, Reach</b> Presented by PharmaChoice Canada Marketing Team	Argyle Suite
9:45am - 10:45am Accredited - CEU 1.0 Pending	<b>In The Know In 20: What Every Pharmacist Needs to Know Now Part 1</b> Presented by Michael Boivin	Argyle Suite
11:00am - 12:00pm Accredited - CEU 1.0 Pending	<b>In The Know In 20: What Every Pharmacist Needs to Know Now Part 2</b> Presented by Michael Boivin	Argyle Suite
1:15pm - 2:15pm Accredited - CEU 1.0 Pending	<b>Pharmacy Management of Contraception: Tune-up, Tools &amp; Tips</b> Presented by Anne Marie Whelan	Argyle Suite
2:30pm - 3:30pm Accredited - CEU 1.0 Pending	<b>5 Seconds Easier... Building Capacity Through Small Changes</b> Presented by Glenn Rodrigues	Argyle Suite
3:45pm - 4:45pm Accredited - CEU 1.0 Pending	<b>Managing Chronic Disease in Retail Pharmacy</b> Presented by Michelle Stewart	Argyle Suite
<b>Front Shop Streams</b>		
8:30am - 9:30am Non-Accredited	<b>Kruger Products - Capabilities of Selling Paper</b> Presented by Eddy Carlo	Room 201
9:45am - 10:45am Non-Accredited	<b>Mars Wrigley - Insight Within the Confection Category &amp; Planograms/Planoguides</b> Presented by Agnes Whyte	Room 201
11:00am - 12:00pm Non-Accredited	<b>Coca-Cola Canada - Chill &amp; Thrive: Unleashing Profit Potential with Single-Serve Beverages</b> Presented by Stephane Poirier	Room 201
1:15pm - 2:45pm Non-Accredited	<b>Elevating Consumer Engagement: Resources, Rewards, Reach</b> Presented by PharmaChoice Canada Marketing Team  *10 Minute Break	Room 201
2:55pm - 3:30pm Non-Accredited	<b>PharmaChoice Canada and Private Label - The next evolution and what's in it for you!</b> Presented by Chris McCain and Cory Flaman	



# 4 Ways to Win!



## Grand Prize



Just for attending you are eligible to win **\$2,500** from PharmaChoice Canada

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## \$100 Prize Draw



Visit and Talk to Exhibitors participating in the \$100 Prize Draw for your chance to win a **\$100 Prepaid Credit Card**

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## Mystery Show Special



Take advantage of a Mystery Show Special and get ballots to enter into a draw for prizes in our **Prize Zone**

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## Casino Games



Try your luck at the casino games during the Friday Night Cèilidh to be entered in a **Prize Draw** after the musical performance



# Area Map



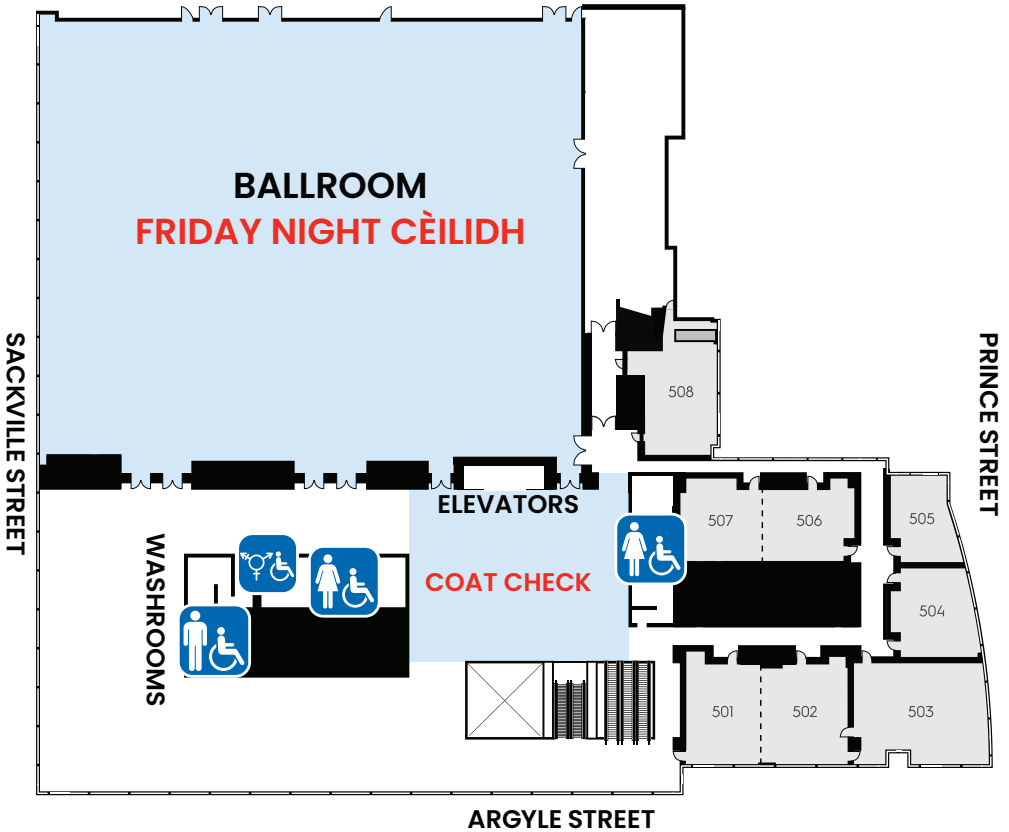
- |                                   |                                  |
|-----------------------------------|----------------------------------|
| <b>A</b> Sutton Place Hotel       | <b>D</b> Hotel Halifax           |
| <b>B</b> The Prince George Hotel  | <b>E</b> The Barrington Hotel    |
| <b>C</b> Cambridge Suites Halifax | <b>F</b> Hampton Inn             |
|                                   | <b>G</b> Four Points by Sheraton |





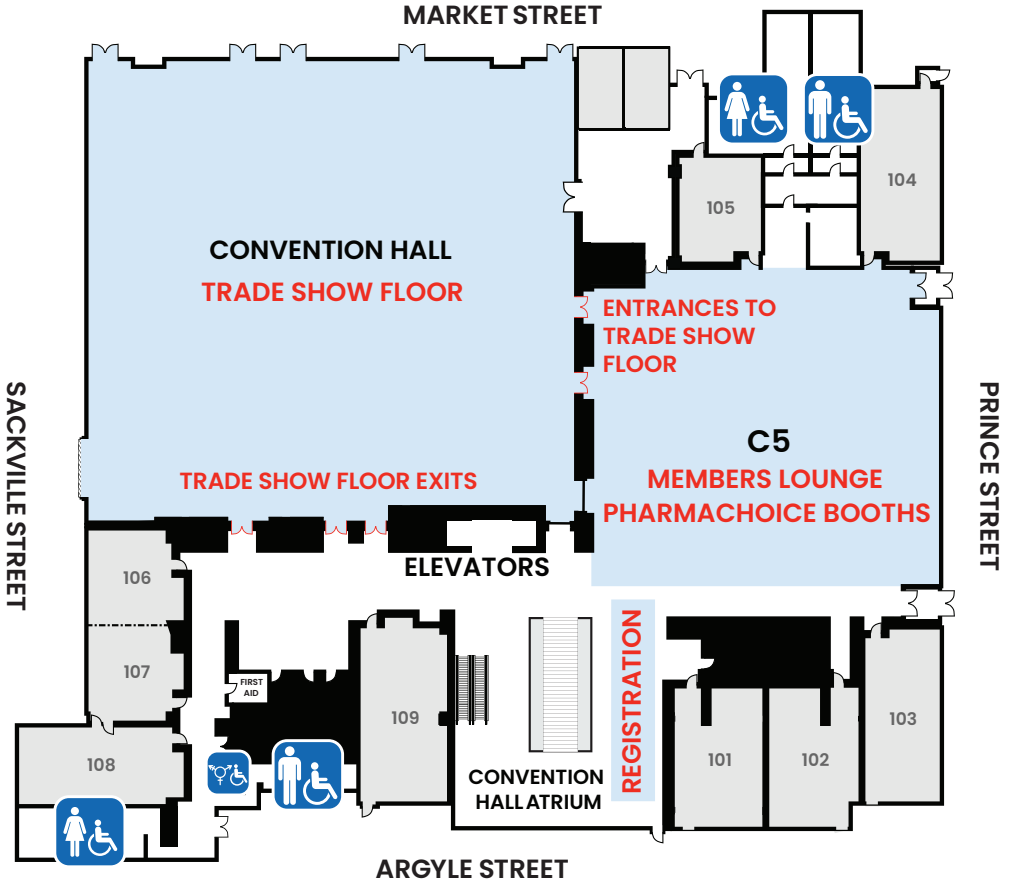
# Halifax Convention Centre Maps

## BALLROOM LEVEL MARKET STREET

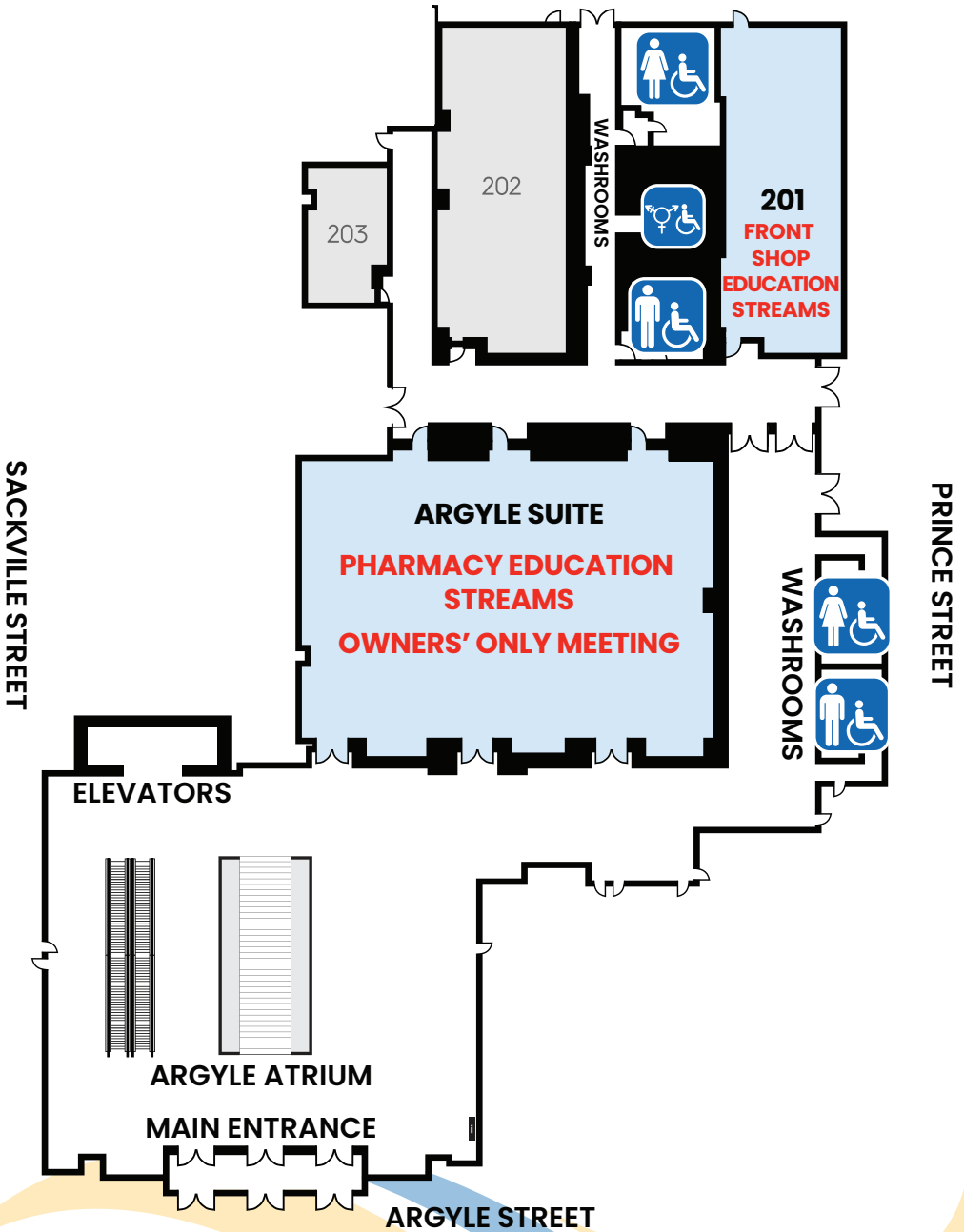




## CONVENTION HALL LEVEL



# ARGYLE LEVEL & ATRIUM



# Show Floor Map

<b>1</b> Amgen Canada Inc.	<b>25</b> POSitec Solutions Inc.	<b>26</b> Abbott Laboratories Co.	<b>49</b> CashRX Point of Sale	<b>50 &amp; 51</b> Bochi Brothers Accessory Network	<b>73</b> Airway Surgical Appliances Ltd.	<b>74</b> EcoloPharm Inc.	<b>96 &amp; 97</b> Starmaker Distribution		<b>118</b> Shred-it	<b>119</b> Unilever Canada Inc.
<b>2</b> LifeScan Canada	<b>24</b> Richards Packaging Inc.	<b>27</b> AMG Medical Inc.	<b>48</b> DR-HO'S		<b>72</b> Best Buy Medical Supplies Inc.	<b>75</b> embecta	<b>95</b> Hypertension Canada	<b>98</b> McKesson Canada	<b>117</b> AI Distribution	<b>120</b> Mobia
<b>3</b> Drive Medical Canada	<b>23</b> Little Town Apparel	<b>28</b> Drakkar International Inc.	<b>47</b> Alcon Canada Inc.	<b>52</b> Carlton Cards	<b>71</b> Agendrix	<b>76</b> Jones Healthcare Group	<b>94 &amp; 99</b> McKesson PTS Canada		<b>116</b> Pharmaris Canada Inc.	<b>121</b> Accord Healthcare Inc.
<b>4</b> Norwell Consumer Healthcare Inc.	<b>22</b> A-Line Greeting Cards	<b>29</b> Quality Life Services Inc.	<b>46</b> Select Future Technologies Ltd.	<b>53</b> Nestle Canada (Nutrition & Confection)	<b>70</b> Sigvaris	<b>77</b> Medisca	<b>91-93 &amp; 100-102</b> McKesson Canada Automation		<b>115</b> Glenmark Pharmaceuticals Canada Inc.	<b>122</b> Fresenius Kabi Canada Inc.
<b>5</b> Wampole Inc.	<b>21</b> Mirage Eyewear Ltd.	<b>30</b> Mondelez Canada	<b>45</b> Maplewave	<b>54 &amp; 55</b> Advantage Solutions		<b>78</b> Simcan Enterprises Inc.			<b>114</b> Biocon Biologicals Canada Inc.	<b>123</b> Taro Pharmaceuticals Inc.
<b>6</b> Connected Craft Beverages Ltd.	<b>20</b> Eagle Ridge Trading	<b>31</b> Comet Strip Enterprises Ltd. (Canada)	<b>44</b> Relaxus Products Ltd.			<b>68 &amp; 69</b> BD-Canada	<b>79</b> Dexcom	<b>113</b> Odan Laboratories Ltd.	<b>124</b> Apotex Inc.	
<b>7 &amp; 8</b> Starmaker Distribution	<b>19</b> Outset Media	<b>32</b> Bee By The Sea Canada Inc.		<b>56</b> Mars Wrigley Canada	<b>67</b> BIOS Medical	<b>80</b> Vanity Fashions Limited	<b>90</b> Perkk Check	<b>103</b> Pfizer Canada Inc. (PFC)	<b>112</b> JAMP Pharma Corp	<b>125</b> Pharmascience Inc.
<b>9</b> Revluxe Beauty Systems Inc.	<b>18</b> Kerr's Candy (Kerr Bros. Limited)	<b>33</b> H.A. Kidd and Company Limited	<b>42 &amp; 43</b> Groupe Ricochet Inc.	<b>57</b> Regal Confections	<b>66</b> Zonnic	<b>81</b> Create Compounding	<b>89</b> Canadian Pharmacists Association (CPS Full Access)	<b>104</b> GroupHEALTH North	<b>111</b> Natco Pharma (Canada) Inc.	<b>126</b> Sandoz Canada Inc.
<b>10</b> BrokerLink	<b>17</b> Auto-Star Compusystems Inc.	<b>34</b> Coca-Cola Canada	<b>41</b> Nuvatek Distribution Corporation	<b>58</b> FGX Canada	<b>65</b> WN Pharmaceuticals Ltd.	<b>82</b> Amjay Software Solutions Inc.	<b>88</b> TELUS Health	<b>105</b> PCCA Canada	<b>110</b> Hikma Canada Limited	<b>127</b> Teva Canada Ltd.
<b>11</b> Pioneer Medcare	<b>16</b> Hershey Canada	<b>35</b> Storck Canada Inc.	<b>40</b> Kruger Products Ltd.	<b>59</b> Old Dutch Foods	<b>64</b> GSK Canada	<b>83</b> MedEssist	<b>87</b> Merck Canada Inc.	<b>106</b> Planipharm Design Inc.	<b>109</b> Juno Pharmaceuticals Canada	<b>128</b> Mint Pharmaceuticals Inc.
<b>12</b> Sol- Millennium Canada Inc.	<b>14 &amp; 15</b> iH Casadecor	<b>36</b> Sun Bum	<b>39</b> Husky Food Importers & Distributors Ltd.	<b>60</b> Lindt & Sprungli	<b>62 &amp; 63</b> Vision Sales & Marketing	<b>84</b> Ascensia Diabetes Care Canada	<b>86</b> AlertRx	<b>107</b> Vigilance Sante	<b>108</b> Lupin Pharma Canada Limited	<b>129</b> Auro Pharma Inc.
<b>13</b> AYK International Inc.		<b>37</b> The Petting Zoo	<b>38</b> Country Home Candle Co. Ltd.	<b>61</b> Canadian Imperial Bank of Commerce (CIBC)		<b>85</b> ScriptPro Canada Ltd.				

Entrance  
from  
Members'  
Lounge  
←

Entrance  
from  
Members'  
Lounge  
←

Exit

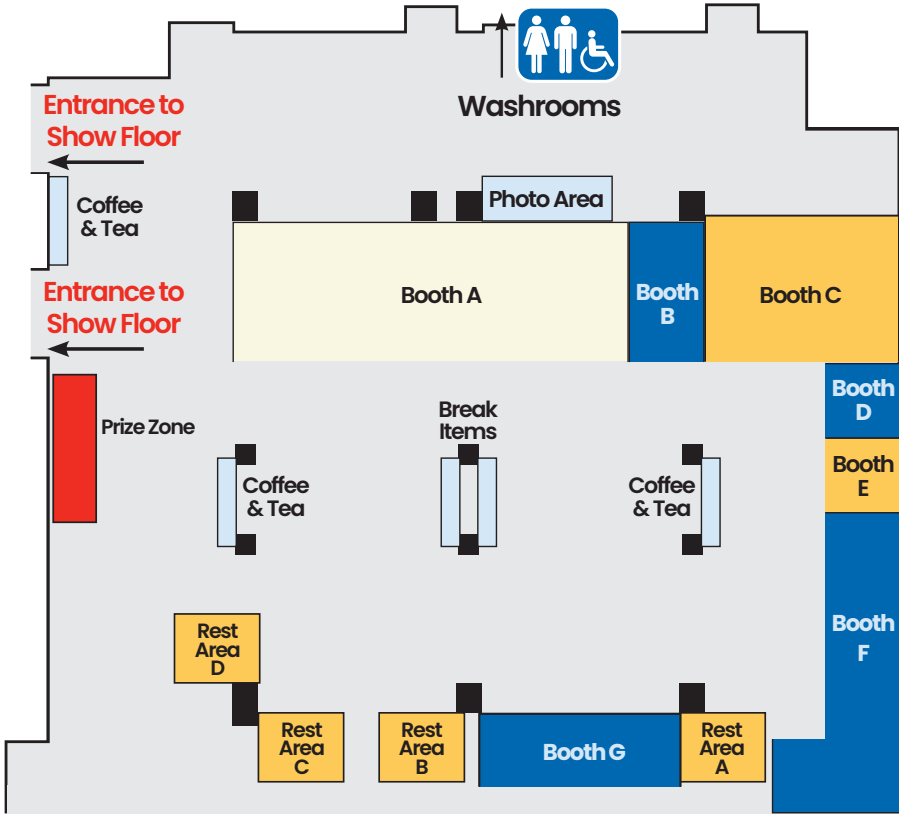
Exit

Exit

Exit



# Members' Lounge Map



Booth A	PharmaChoice Canada Private Label
Booth B	PharmaChoice Canada Promotional Prebooking
Booth C	Global Citizen Apparel Inc.
Booth D	PharmaChoice Canada Marketing
Booth E	IMP Digital Marketing
Booth F	PharmaChoice Canada Pharmacy Services/Generics
Booth G	PEIPhA, PANS, NBPA, OPA
Rest Area A	Laboratoire Riva Inc.
Rest Area B	Marcan Pharmaceuticals Inc.
Rest Area C	Explore Halifax - Sponsored by Viatris Canada
Rest Area D	Jamieson Laboratories Ltd.
Prize Zone	Sponsored by Mantra Pharma Inc.



# Vendor List

Mystery Show Special \$100 Booth Prize Participant

Booth #		Mystery Show Special	\$100 Booth Prize Participant
22	A-Line Greeting Cards		💰
117	AI Distribution	❓	
26	Abbott Laboratories Co.		
121	★ Accord Healthcare Inc.		💰
54 & 55	Advantage Solutions		💰
71	Agendrix		
73	Airway Surgical Appliances Ltd.	❓	💰
47	Alcon Canada Inc.		💰
86	AlertRx	❓	💰
27	AMG Medical Inc.	❓	💰
1	Amgen Canada Inc.		
82	Amjay Software Solutions Inc.		💰
124	★ Apotex Inc.	❓	💰
84	Ascensia Diabetes Care Canada		💰
129	★ Auro Pharma Inc.	❓	💰
17	Auto-Star Compusystems Inc.		💰
13	AYK International Inc.		💰
68 & 69	BD-Canada		
32	Bee By The Sea Canada Inc.		
72	Best Buy Medical Supplies Inc.	❓	💰
114	Biocon Biologicals Canada Inc.		
67	BIOS Medical	❓	💰
50 & 51	Bochi Brothers Accessory Network	❓	💰
10	BrokerLink		💰
61	Canadian Imperial Bank of Commerce (CIBC)	❓	💰
89	Canadian Pharmacists Association (CPS Full Access)		

52	Carlton Cards		💵
49	CashRX Point of Sale		
34	Coca-Cola Canada		
31	Comet Strip Enterprises Ltd. (Canada)		
6	Connected Craft Beverages Ltd.		💵
38	Country Home Candle Co. Ltd.	🔍?	💵
81	Create Compounding		💵
79	Dexcom		
48	DR-HO'S	🔍?	💵
28	Drakkar International Inc.		
3	Drive Medical Canada	🔍?	
20	Eagle Ridge Trading	🔍?	💵
74	EcoloPharm Inc.		💵
75	embecta		
58	FGX Canada		
122	★ Fresenius Kabi Canada Inc.		💵
115	Glenmark Pharmaceuticals Canada Inc.	🔍?	💵
MEMBERS' LOUNGE Booth C	Global Citizen Apparel Inc.	🔍?	💵
42 & 43	Groupe Ricochet Inc.		
104	GroupHEALTH North		💵
64	GSK Canada		
33	H.A. Kidd and Company Limited		💵
16	Hershey Canada	🔍?	
110	Hikma Canada Limited		💵
39	Husky Food Importers & Distributors Ltd.		💵
95	Hypertension Canada		
14 & 15	iH Casadecor	🔍?	
MEMBERS' LOUNGE Booth E	IMP Digital Marketing		

REST AREA D	Jamieson Laboratories Ltd.		
112	★ JAMP Pharma Corp	⚡?	💰
76	Jones Healthcare Group		
109	Juno Pharmaceuticals Canada		💰
18	Kerr's Candy (Kerr Bros. Limited)		💰
40	Kruger Products Ltd.		
REST AREA A	Laboratoire Riva Inc.	⚡?	💰
2	LifeScan Canada		💰
60	Lindt & Sprungli		💰
23	Little Town Apparel	⚡?	💰
108	Lupin Pharma Canada Limited		
PRIZE ZONE	Mantra Pharma Inc.		
45	Maplewave		
REST AREA B	★ Marcan Pharmaceuticals Inc.		💰
56	Mars Wrigley Canada		
98	McKesson Canada		💰
91-93 & 100-102	McKesson Canada Automation		
94 & 99	McKesson PTS Canada		
83	MedEssist	⚡?	💰
77	Medisca		
87	Merck Canada Inc.		
128	★ Mint Pharmaceuticals Inc.		💰
21	Mirage Eyewear Ltd.	⚡?	💰
120	Mobia		💰
30	Mondelez Canada		
111	Natco Pharma (Canada) Inc.		💰
53	Nestle Canada (Nutrition & Confection)		💰



4	Norwell Consumer Healthcare Inc.	??	💰
41	Nuvatek Distribution Corporation	??	💰
113	★ Odan Laboratories Ltd.		
59	Old Dutch Foods		💰
19	Outset Media	??	
105	PCCA Canada		
MEMBERS' LOUNGE Booth G	PEIPhA, PANS, NBPA, OPA		
90	Perkk Check		
103	Pfizer Canada Inc. (PFC)		
MEMBERS' LOUNGE Booth D	PharmaChoice Canada Marketing		💰
MEMBERS' LOUNGE Booth F	PharmaChoice Canada Pharmacy Services/Generics		💰
MEMBERS' LOUNGE Booth A	PharmaChoice Canada Private Label		💰
MEMBERS' LOUNGE Booth B	PharmaChoice Canada Promotional Prebooking		💰
116	Pharmaris Canada Inc.		
125	★ Pharmascience Inc.	??	💰
11	Pioneer Medicare	??	💰
106	Planipharm Design Inc.		💰
25	POSitec Solutions Inc.	??	💰
29	Quality Life Services Inc.	??	💰
57	Regal Confections	??	💰
44	Relaxus Products Ltd.		
9	Revluxe Beauty Systems Inc.		💰
24	Richards Packaging Inc.		💰
126	★ Sandoz Canada Inc.	??	💰
85	ScriptPro Canada Ltd.		💰
46	Select Future Technologies Ltd.	??	💰

118	Shred-it		
70	Sigvaris		
78	Simcan Enterprises Inc.	⌚?	
12	Sol-Millennium Canada Inc.		
96 & 97	Starmaker Distribution	⌚?	⌚\$
35	Storck Canada Inc.	⌚?	⌚\$
36	Sun Bum	⌚?	⌚\$
123	★ Taro Pharmaceuticals Inc.	⌚?	⌚\$
88	TELUS Health		⌚\$
127	☆ Teva Canada Ltd.	⌚?	⌚\$
37	The Petting Zoo	⌚?	⌚\$
119	Unilever Canada Inc.	⌚?	⌚\$
80	Vanity Fashions Limited	⌚?	⌚\$
REST AREA C	★ Viatrix Canada		
107	Vigilance Sante	⌚?	⌚\$
62 & 63	Vision Sales & Marketing		
5	Wampole Inc.	⌚?	⌚\$
65	WN Pharmaceuticals Ltd.		⌚\$
66	Zonnic	⌚?	⌚\$



# Head Office Contacts

303 Wellman Lane Suite #203  
Saskatoon, SK S7T 0J1  
306.244.2176

238 Brownlow Ave. #300  
Dartmouth, NS B3B 1Y2  
902.832.2490

contact@pharmachoicecanada.ca

		PHONE	EMAIL
Grady Brown	CEO, PharmaChoice Canada	306.956.2110	g.brown@pchcanada.ca
Curtis Chafe	Vice President, PharmaChoice Canada	902.431.1088	c.chafe@pchcanada.ca
Calvin LeRoux	Special Advisor, PharmaChoice Canada	902.832.2492	c.leroux@pchcanada.ca

## FINANCE

Terri Tatchell	Director of Finance	306.956.2105	t.tatchell@pchcanada.ca
Greg Liakpoulos	Senior Manager of Transactions & Strategy	639.318.8484	g.liakpoulos@pchcanada.ca
Sherry Wagner	Finance	902.832.3905	s.wagner@pchcanada.ca
Veronika Vent-Cabello	Office Manager/HR Coordinator	306.805.9710	v.vent-cabello@pchcanada.ca
Kelly Doney-Morrison	Administrative Assistant	902.832.2490	kdoney-morrison@pchcanada.ca
Megan Barbour	Member Services Representative	306.805.9704	m.barbour@pchcanada.ca
Chenele Fisher	Accounting Manager	306.956.2116	c.fisher@pchcanada.ca
Shelley Bower	Member Central Bill	902.468.0729	s.bower@pchcanada.ca
Kati Scopie	Financial Analyst	902.406.2683	k.scopie@pchcanada.ca
Eileen de Boer	Finance Assistant	902.832.2491	e.deboer@pchcanada.ca
Brett Lindsay	Finance Assistant	306.956.2114	b.lindsay@pchcanada.ca

## GENERICIS

Carolyn McCaughan	Director of Generics	902.832.9500	c.mccaughan@pchcanada.ca
Steven Chysyk	Manager of Generic Supply	306.956.2108	s.chysyk@pchcanada.ca
Maryam Tat Hesari	Program Coordinator (Generics)	902.442.9656	m.tathesari@pchcanada.ca
Jiyue Huang	Analyst (Generics)	902.406.5293	j.huang@pchcanada.ca
Troy Bagnell	Analyst (Generics)	902.407.2716	t.bagnell@pchcanada.ca
Kiran Kumar	Database Consultant	902.406.3353	k.kumar@pchcanada.ca

## PHARMACY SERVICES

Laurie Deal	Director of Pharmacy Services	902.406.3955	l.deal@pchcanada.ca
Melanie Cann	Pharmacy Advisor	306.480.1887	m.cann@pchcanada.ca
Theresa Smith	Pharmacy Support Administrator	902.706.7421	t.smith@pchcanada.ca
Shelley Freeborn	Pharmacy Support, Analysis/Administrator	807.700.9821	s.freeborn@pchcanada.ca
Peter Dyke	Pharmacy Software Administrator	902.406.7955	p.dyke@pchcanada.ca

**MERCHANDISING**

Jacques Gaudet	Director, Merchandising	902.468.0738	j.gaudet@pchcanada.ca
James Stevens	Category Manager, Consumer Goods	902.832.3957	j.stevens@pchcanada.ca
Justin Bannister	Category Manager, Consumer Goods & Trade Show Manager	902.406.4373	j.bannister@pchcanada.ca
Chris McCain	Category Manager, Private Label	902.468.0656	c.mccain@pchcanada.ca
Patricia Magnuson	Member Liaison	306.956.2102	p.magnuson@pchcanada.ca
Darren Morris	Promotion Development Manager	306.221.5285	d.morris@pchcanada.ca
Claire Lewis	Promotions Coordinator	902.468.0677	c.lewis@pchcanada.ca
Kyle Hackett	Analyst (Retail Sales)	902.442.9657	k.hackett@pchcanada.ca

**MARKETING**

Cory Flaman	Director of Marketing	306.956.2101	c.flaman@pchcanada.ca
Martin Wigginton	Senior Marketing Manager	902.468.0657	m.wigginton@pchcanada.ca
Kayla Cozac	Marketing Manager - Consumer Loyalty/Digital Incentives	306.956.2106	k.cozac@pchcanada.ca
Cheryl Craig	Marketing Supervisor	902.442.9658	c.craig@pchcanada.ca
Mohammad Islam	Marketing Assistant - Consumer Loyalty/Digital Incentives	306.805.9706	m.islam@pchcanada.ca
Trystan Hughes	Marketing Assistant - Loyalty Member Support	306.805.9735	t.hughes@pch.canada.ca
Allison Lahey	Graphic Artist	902.706.1401	a.lahey@pchcanada.ca
Alex Mann	Graphics Designer	902.446.4431	a.mann@pchcanada.ca
Karla Marshall	Marketing Specialist	306.956.2104	k.marshall@pchcanada.ca
Mitch Walls	Marketing Specialist	306.956.2107	m.walls@pchcanada.ca

**BUSINESS DEVELOPMENT**

Corey Leverton	Director, Business Development & Operations (West)	604.725.4515	c.leverton@pchcanada.ca
Darlene Wirun	Manager, Business Development (AB)	403.585.6780	d.wirun@pchcanada.ca
Geri Smith	Director, Business Development (Ontario West)	416.258.5093	g.smith@pchcanada.ca
Mike Jazzar	Director, Business Development (Ontario East)	613.983.1218	m.jazzar@pchcanada.ca
Kirk Oake	Director, Business Development (Atlantic)	709.325.3230	k.oake@pchcanada.ca

**OPERATIONS**

George Allison	Mgr. of Pharmacy Operations (AB)	403.836.9787	g.allison@pchcanada.ca
Alexis Seitz	Mgr. of Pharmacy Operations (BC)	604.379.3445	a.seitz@pchcanada.ca
Cathie Perrin	Mgr. of Pharmacy Operations (MB & SK)	204.371.8841	c.perrin@pchcanada.ca
Robert Mather	Mgr. of Pharmacy Operations (SK)	306.381.4450	r.mather@pchcanada.ca
Jeff Toll	Operations Mgr. (Eastern & Northern ON)	613.878.6046	j.toll@pchcanada.ca
Christine Kieswetter	Operations Mgr. (Central & Western ON)	519.880.4269	c.kieswetter@pchcanada.ca
Chris Slaney	Operations Mgr. (Atlantic)	902.220.2171	c.slaney@pchcanada.ca







A special thank you to all our sponsors

## ★ PLATINUM ★

**APOTEX**



**SANDOZ**



## GOLD



## SILVER



**MARCAN**

## BRONZE



## SPECIAL EVENT SPONSOR

