



Health Mart Brand Products

Building a Consumer-Ready Front End



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Overview

Our goal is to help Health Mart franchisees like you reach their maximum business potential. We're working hard to deliver retail solutions designed to meet your unique business environment, which is based on trusted partnerships and ongoing customer service.

Many times, independent pharmacies leave significant dollars on the table when providing a front end or over-the-counter (OTC) section in their store. This is because many don't have the time, or staff-hours, to manage this "necessary" part of the business.

In preparation for the launch of the new Health Mart branded OTC products, we began to refine our front-end retail strategy with feedback from consumers, Health Mart pharmacy owners and experts within McKesson. We directed our focus toward the correct steps needed to ensure success for McKesson and our Health Mart franchisees both short and long term.

Health Mart Brand Products

- Boost front-end sales
- Improve profitability
- Attract new customers
- Drive repeat store visits

To help Health Mart franchisees build a profitable consumer-ready front end, we have focused on three key areas:

1. **Competitive pricing**, both wholesale and retail
2. **Optimized SKU selection** of Health Mart brand products
3. **Inventory management** and ordering

Competitive Pricing

Consumers have many choices of where to spend their dollars, and when your Health Mart store is up against super centers and large pharmacy chains, you need effective pricing programs to stay competitive. Offering competitive prices while maintaining overall profitability is a significant challenge for most independent retail pharmacies. To assist in finding this balance, McKesson has developed a pricing strategy that will build the competitive image for consumers shopping Health Mart stores and allow successful promotions across core Health Mart brand categories.

The following steps were taken to develop a strategy for the new Health Mart brand products that would help to define front-end category focal points, provide competitive pricing and improve upon promotional vehicles/methods.

With this approach, Health Mart franchisees will be able to continue to sell high-quality products and offer them at retail prices as much as 20–40% less than national-brand varieties, thus increasing unit sales without compromising margins across the front end.

Step 1: Extensive market research taking the following criteria into account:

- Wholesale and retail pricing at local, regional and national levels
- Regional and national sales data for related private and branded products
- Health Mart customer feedback

Step 2: Adjusted wholesale prices with an emphasis on competitive key items:

- Optimized the SKU selection and passed along cost savings to Health Mart stores
- Simplified everyday retails on key “image” items to build a competitive image that consumers will recognize across Health Mart stores

Step 3: Increased promotional impact for both Health Mart stores and consumers:

- Worked toward developing a solid retail platform to provide promotional programs (e.g., BOGOs, Circular Program) with value
- Re-evaluated Compare & Save POP execution with a focus on key fast-moving products

Optimized Product (SKU) Selection

We understand that the right SKU selection and the correct product placement play as great a role as pricing in a Health Mart store's success. As part of the strategy behind the launch of the new Health Mart brand products, McKesson analyzed the optimal number of SKUs that should be made available under the new brand. We redirected our focus to the shopping experience by simplifying the product line and making it easier for consumers to find the products they prefer without presenting them with an overwhelming product mix.

Following the 80/20 rule (20% of products generate 80% of sales), McKesson carefully analyzed and selected the top SKUs covering all major OTC categories to bring the best-performing items preferred by Health Mart consumers. This logic is also reflected in the new Health Mart FrontEdge Planograms.

This doesn't mean that in the near future McKesson will not add additional items to the Health Mart brand product line. As Health Mart and product demand continue to grow, we will evaluate the needs and introduce new items as seen fit.

Focused on consumers' shopping experience by:

1. Offering an optimal product line to simplify shopping at the shelf and reduce product selection angst
2. Analyzing and selecting the top best-performing SKUs covering all major OTC categories preferred by consumers
3. Following the 80/20 rule (20% of products generate 80% of sales) and understanding that more choices seldom result in additional sales

Inventory Management and Ordering

As a Health Mart franchisee, you understand the importance of good inventory-management practices, but can easily be burdened by the details of day-to-day operations behind the counter. This means that you might sometimes miss opportunities for driving profitability within your front end.

In addition to having the right product selection with competitive pricing, McKesson understands that ordering and inventory-management best practices allow Health Mart stores to meet or exceed consumers' expectations of product availability. Through proper inventory management and ordering, Health Mart stores can maintain the proper amount of each item that allows front-end profits to be maximized.

A key component in helping Health Mart stores improve inventory management and ordering will be the **Minimum Order Quantity** (MOQ) strategy that will be introduced for select Health Mart brand products.

What is a MOQ?

MOQ, or "Minimum Order Quantity," is an inventory best practice. A select group of Health Mart private-label items within each category will feature a MOQ of 3 when the item is being ordered in McKesson *Connect*.SM For some Health Mart private-label items, the MOQ of 3 pieces will be required, with an incentive to order 3 for many other items.

When will it happen?

MOQ is scheduled to go into effect March 1, 2012, with the launch of the new Health Mart brand Upper Respiratory category.

- The Analgesics and Vitamin Health Mart brand categories will also include MOQ options as well as other future category releases.

Why are we doing it?

We want to help prepare Health Mart owners for a consumer-ready retail front end with inventory-management and ordering best practices.

Source: Harris Interactive Marketing and NCPA Front End Solutions

In most cases, "One to show/one to go" won't help independent pharmacies compete with chains. Stocking only one of an item can be a barrier to growth and a fast track to driving a good customer to the competition.

When Health Mart stores stock their shelves predominantly with one piece per item, the shelf sends mixed messages to consumers:

- The store looks like it is hanging on by a thread, close to going out of business.
- "This is the last one." Many people prefer not to buy the last item on the shelf.
- "Sorry, we are not successful enough to buy more than one of each. If you need more than one or if someone with you or the other person behind you also needs one, we suggest you go down the road to the next store. They have plenty."
- The merchandise is so expensive that even the store can't afford more than one.

Nearly 70% of U.S. adults would avoid shopping at a retail store if they encountered empty shelves.*

Some independent pharmacy owners feel that there is no reason to have more than one on the shelf because they get a delivery every day. This practice can lead to:

- **Sales never growing** to more than one sale a day.
- **Increased labor costs** for putting out an item every day for five days. This is countless times more expensive than putting out three of an item every few days.
- **Lost customers** to the competition due to out-of-stocks.

McKesson's intent is not to push inventory out to Health Mart stores, but to help with inventory management to maximize the front end's growth potential with appropriate ordering requirements and built-in incentives. In short, the goal is for Health Mart stores to keep their front-end shelves adequately stocked with the right products that move quickly and in turn produce a steady cash flow.

Products with MOQ

A team of McKesson experts used retail experience and inventory movement to analyze each Health Mart brand item, understanding the current state of order quantities and calculating the proper MOQ for each item.

A list of Health Mart private-label items with MOQ options will be published before the scheduled effective date and before each new Health Mart brand category launch.

- The item list will be published on McKesson *Connect* under the Health Mart brand products page.
- The item list will identify the Health Mart brand categories with MOQs and whether or not an incentive is applicable.
- Not all Health Mart brand categories will have items with MOQ options. The product list will be regularly updated to include new categories and any product changes.

HM UPC	HM Econo	HM Description	Sell Effective 3-01-2012	MOQ Type Effective 3-01-2012	MOQ SELL Effective 3-01-2012	CUST MIN MULT (MOQ) Effective 3-01-2012	IMAGE ITEM
05256913268	3918315	HM ASPIRIN E/C TAB 81MG 120	\$1.79	Mandatory	\$1.79	3	YES
05256913271	3918141	HM CHILD PAIN REL SUSP CHR 4OZ	\$1.97	Mandatory	\$1.97	3	YES
05256913325	1670611	HM PAIN REL TAB X/STR 100	\$2.33	Mandatory	\$2.33	3	YES
05256913263	3918067	HM IBUPROF CAPL 200MG 100	\$2.64	Mandatory	\$2.64	3	YES
05256913285	3918265	HM IBUPROF TAB 200MG 100	\$2.64	Mandatory	\$2.64	3	YES
05256913270	3918133	HM ASP ADL CHW TAB OR 81MG 36	\$0.88	Mandatory	\$0.88	3	
05256913264	3918075	HM IBUPROF SFTGEL 200MG 40	\$3.48	Incentive MOQ-3	\$3.31		
05256913288	3918299	HM SLEEP AID TAB 32	\$3.56	Incentive MOQ-3	\$3.38		
05256913252	3917937	HM SLEEP AID SOFTGEL M/STR 32	\$3.79	Incentive MOQ-3	\$3.60		
05256913257	3918000	HM IBUPROF SUSP 88/G 100MG 4OZ	\$3.92	Incentive MOQ-3	\$3.72		
05256913296	1146356	HM GLUCOSE TAB ORANGE 50	\$3.37	N-A			
05256913295	3918349	HM GLUCOSE TAB RASPBERRY 50	\$3.37	N-A			
05256913297	1611607	HM GLUCOSE TAB ORANGE 10 CT6	\$6.00	N-A			
05256913298	1611698	HM GLUCOSE TAB RASPBERRY 10 CT6	\$6.00	N-A			

(This is a condensed snapshot sample of the product list — representative only, NOT final data.)

Ordering on McKesson Connect

The ordering process will be the same as the current ordering method for Health Mart brand or any other over-the-counter product. Ordering items with a required MOQ will not be any different than what is in place for the approximately 103 OTC products currently sold with a MOQ greater than 1. The sample product list can be found in the Appendix section of this guide. You can view the MOQ for the OTC products sold in quantities greater than 1 under the “Cust Min Multiple” column. This is our system’s field name.

With required MOQs of 3 items:

If you order	You will receive
1 →	3
2 →	3
4 →	4
5 →	5, and so on

Currently there is no dedicated screen messaging that is in place within McKesson *Connect* to identify or alert any MOQs. McKesson *Connect* will automatically fulfill the order quantity with the present minimum order required for Health Mart brand items where the MOQ is required. You can verify the MOQ requirements, if any,

by clicking on the item Description link and viewing the “ITEM DETAILS” window under the **Key Information — Standard MOQ** box. It will identify the MOQ for that particular item.

ITEM DETAILS	
Key Information	
NDC	
UPC	0-25715-67008 (As of 05/04/2001)
Mfr /Supplier	APOTHECARY PRODUCTS 952-890-1940
Full FDB Description	
Orange Book Code (OBC)	
Color	
Drug Shape	
Route	
Mfr Size	1.0
Generic Status	Brand
Standard MOQ	6
Other Search Keywords	67008 Ezy-Dose Oral Syrin

(Sample image/ product used for illustration purposes only.)

For Health Mart brand items with a MOQ offering an incentive, the item will be marked with an **"S"** under the **Price Indicator** column identifying it as having special pricing.

MCKESSON Connect







HOME ORDERING / INVENTORY BUSINESS MANAGEMENT / PROGRAMS SPECIAL OFFERS GENERICS INDUSTRY INFO / EVENTS COMMUNITY

CATALOG ORDERS + BACKORDERS RETURNS + PHY INV + TELXN + REPORTS + ADMINISTRATION + HELP TUTORIAL

CATALOG SEARCH QUICK ORDER RESULTS

Account: 177113-SMO DEMO ACCT By: Keyword Search (Recommended) For: 3918125,3918109,3918067 Non-Mck ☐

CATALOG : SEARCH RESULTS

Mck Item #	Image	Pref Ind	Hist	Description	AWP	Net Price	Purchase Price	Unit Price	Price Ind	DC Qty
3918125				HM ASPIRIN TAB 325MG 100 		\$.99	\$.99	\$.0099	S	>100
3918067				HM IBUPROF CAPL 200MG 100 		\$2.78	\$2.78	\$.0278		>100
3918109				HM ALL DAY PAIN REL CAPL 100 		\$5.25	\$5.25	\$.0525	S	>100

(Sample image/product used for illustration purposes only.)

You'll be able to view the pricing details for every item by clicking on the **"PRICING"** tab and reviewing the information under **Acquisition Pricing** within the item description window.

seasonal promotions will override the MOQ pricing regardless of whether it is a required or incentive MOQ.

Product alternatives

With the implementation of MOQ, you may search for alternatives such as Sunmark® brand or other OTC generic products. As a Health Mart franchisee, if you attempt to order a Sunmark brand product, the “Autosubstitute” feature that will be implemented within McKesson *Connect* will replace the Sunmark item ordered with the equivalent Health Mart brand item.

The Health Mart franchise agreement requires Health Mart stores to purchase 85% of their private-label products from McKesson. If a Health Mart branded product is shown in the FrontEdge Planogram you choose to use for a particular category, then you must carry 100% of the Health Mart branded products in that planogram.

It is important to remember that successful store-brand programs help to enhance an independent retailer's image. By marketing high-quality, distinctive products under the Health Mart brand, you can differentiate your store from competitors. The Health Mart brand represents the quality of care offered by trusted pharmacists; this same quality is presented at the shelf. There is no need for other options or alternatives.

3918109 HM ALL DAY PAIN REL		
McK Item# 3918109 HM ALL DAY PAIN REL CAPL 100		
ITEM DETAILS	PRICING	PHARMACY
Acquisition Pricing Retail Pricing Ind...		
PRICING		
Acquisition Pricing	Price	
Purchase Price	\$5.25	
Net Price (Estimated)	\$5.25	
Unit Price	\$.0525	
Contract Bid Price	(01/15/2012-02/29/2012)	
Contract MOQ	3	
Regular Price	\$4.36	

(Sample image/product used for illustration purposes only.)

If the selected item has an MOQ incentive, you'll be able to view the price savings as demonstrated in the screen shot above. Any special pricing resulting from Trade Show, Circular or any other

Point-of-Sale (POS) systems

If you currently have a POS system in your store, you'll need to begin reviewing your ordering and inventory-management process to learn how your POS system will be impacted by the MOQ for Health Mart brand products.

In some cases, if you have a POS system you will have to prepare by:

- Adjusting your Days of Supply Inventory (DSI) settings
- Updating your Min/Max ordering calculations

You'll need to have an understanding of how your POS system handles ordering and inventory management. If you have questions, you should contact your POS system provider in advance for guidance and support.

In the Appendix of this guide, we have provided the list of known POS system providers currently supporting Health Mart stores with technical support contact information.

Shelf labels

The Fine Line shelf labels were originally designed to reflect MOQ requirements. Shelf labels delivered to your Health Mart store during the category resets will reflect the updated MOQ requirement for each item. No changes will be necessary to the current Fine Line shelf label layout.



(Sample image/product used to illustrate the location of the MOQ.)

It is important to note that Health Mart stores will not receive updated shelf labels for the Health Mart brand categories that have already launched. The shelf labels will begin to reflect the MOQ requirements starting with the launch of the Health Mart brand Upper Respiratory category.

Returns

We strongly recommend against returning partial orders of Health Mart brand products with MOQ requirements back to the distribution centers. **Please note** that as with any return, customary handling fees can apply to both required and incentivized MOQ orders.

Once again, McKesson's intent is not to push inventory out to Health Mart stores, but to help with inventory management to maximize the front end's growth potential with appropriate ordering requirements and built-in incentives. In short, the goal is for Health Mart stores to keep their front-end shelves adequately stocked with the right products that move quickly and in turn produce a steady cash flow.

Frequently Asked Questions to Anticipate

What is a MOQ?

Minimum Order Quantity, or MOQ, is the smallest quantity of an item Health Mart franchisees can order at a time.

Why is McKesson implementing it?

McKesson is implementing MOQ requirements to increase ordering efficiency and to help with inventory management. This can result in improved labor productivity and maximized front-end profits for Health Mart stores.

Is it mandatory?

The MOQs of 3 pieces will be required for a select group of Health Mart brand items, but we'll be offering incentives to order 3 for many other Health Mart brand items.

What's the incentive for ordering 3 or more items?

Many Health Mart brand items will have a 5% discount for orders of 3 or more. But that's not the intended benefit. Proper inventory management can help improve labor productivity and increase front-end profits.

Will Sunmark have MOQs?

At this time MOQs will only be implemented for Health Mart brand products. McKesson has been working diligently over the past year to optimize the Sunmark product selection and potentially follow the same process as Health Mart brand products.

Can we return 1 or 2 of 3 items from MOQ?

Yes, but this is not something we recommend. Our goal is to assist you with your inventory management and ordering so that you can maximize your front end's growth potential. Additionally, all returns are subject to the customary handling fees.

Can we order Sunmark items instead?

No, Health Mart stores are required to purchase 85% of the private-label products from McKesson. If a Health Mart branded product is shown in the FrontEdge Planogram you choose to use for a particular category, then you, the Health Mart franchisee, must carry 100% of the Health Mart branded products in that planogram.

How should I reset my POS system?

You'll need to have an understanding of how your POS system handles ordering and inventory management. If you have questions or doubts, you should contact your POS system provider in advance for guidance and support.

How will MOQ impact my store's inventory?

MOQ is part of the retail best practice for ordering efficiency and inventory management that will allow Health Mart stores to meet or exceed consumers' expectations of product availability by maintaining the proper amount of each item that in turn will maximize front-end net profits.

Appendix

Sample product list of OTC items currently sold with a MOQ greater than 1:

Category Name	Brand	UPC	Econo	Description	Cust Min Multiple (MOQ)
DIGESTIVE HEALTH	SWAN	30869068638	1353366	CITROMA L/S S/F LEM SWAN 10OZ	12
DIGESTIVE HEALTH	SWAN	30869069338	1353473	CITROMA L/S S/F CHRY SWAN 10OZ	12
DIGESTIVE HEALTH	APOTHECARY	02571569693	1881531	COLA SYRP 2OZ APOT 69693	6
BABY CARE	HUGGIES	03600016367	2201150	BABY WIPE HUGG N/C FF REF 216	3
BABY CARE	ENFALYTE	30087026524	2106367	ENFALYTE RTU 6OZ	8
BABY CARE	APOTHECARY	02571567113	1837350	NASAL ASPIRATOR APOT 67113	6
BABY CARE	APOTHECARY	02571564656	1859263	ORAL SYR 1TSP APOT 64656	6
BABY CARE	APOTHECARY	02571564673	1858919	PACIFIER ORTHO EZY APOT 64673	6
BABY CARE	APOTHECARY	02571567030	2266765	MEDICAT SPOON TWIN APOT 67030	12
BABY CARE	HUGGIES	03600016386	2201374	BABY WIPE HUGG G/C SEN REF 184	3
BABY CARE	HUGGIES	03600012110	1151208	BABY WIPE HUGG N/C FF TUB 72	3
BABY CARE	NUTRAMIGEN	30087026324	1736446	NUTRAMIGEN LIPIL NURSETTE 6OZ	8
BABY CARE	NUTRAMIGEN	30087049801	3283942	NUTRAMIGEN LIPIL CONCEN 13OZ	12
BABY CARE	RCF	07007440108	1864016	RCF CONC LIQ 13OZ	12
BABY CARE	SIMILAC	07007460850	1431915	SIMILAC PM 60/40 PWD 14.1Z	6
BABY CARE	APOTHECARY	02571567007	1932284	ORAL SYR 2TSP APOT 67007	6
UPPER RESPIRATORY	RETRE GEL	07951140001	3543584	RETRE-GEL CLIP STRIP 0.25OZ	12
UPPER RESPIRATORY	CARMEX	08307811212	1964675	CARMEX JAR 1/2OZ	12
UPPER RESPIRATORY	FILTER	32878583502	1202076	FILTER WICKING CL MST KAZ WF2	6
DIABETIC	APOTHECARY	02571566967	3638673	DIABETIC DAILY LOG APOT 66967	6
DIABETIC	APOTHECARY	02571566957	3745205	INSULIN-VL THER STA APOT 66957	3
DIABETIC	APOTHECARY	02571566962	3745395	DIABETIC CARRY ALL APOT 66962	3
DIABETIC	APOTHECARY	02571566956	3745197	INJECTION SAFTY GRD APOT 66956	12
NUTRITIONAL SUPPLEMENTS	COMPLEAT	04390014240	1737212	COMPLEAT PED FORM CANS 250ML	24
NUTRITIONAL SUPPLEMENTS	COMPLEAT	04390014010	1732718	COMPLEAT FORM MOD CANS 250ML	24
NUTRITIONAL SUPPLEMENTS	PIVOT 1.5	07007458014	1660380	PIVOT 1.5CAL RTF INST 8OZ	24
NUTRITIONAL SUPPLEMENTS	MICROLIPID	04167908702	1179241	MICROLIPID BOTTLE 3OZ	8
ORTHOPEDICS, BRACES & SUPPORTS	APOTHECARY	02571569628	2282549	SLING ARM APOT 69628	3
ORTHOPEDICS, BRACES & SUPPORTS	APOTHECARY	02571597203	1857945	FINGER COT LGE APOT 97203	6
EYE AND EAR CARE	APOTHECARY	02571567969	3744943	EAR PLUG VINYL+METL APOT 67969	6
EYE AND EAR CARE	APOTHECARY	02571568362	1856822	EYE SHIELD CONTOUR APOT 68362	6

Category Name	Brand	UPC	Econo	Description	Cust Min Multiple (MOQ)
EYE AND EAR CARE	APOTHECARY	02571568353	1856640	EYE WASH CUP GLS APOT 68353	6
EYE AND EAR CARE	APOTHECARY	02571568352	1856582	EZY EYE DROP GUIDE APOT 68352	6
EYE AND EAR CARE	SIGHT SAVER	01011943002	2220010	SIGHT SAVER SPR CLNR 0.5OZ	12
EYE AND EAR CARE	FLENTS	07760200766	1631985	EYE GLASS REP KIT+SCREW K766	12
FEMININE CARE	SUMMERS EVE	04160808735	2201663	SUMMERS EVE FEM CLOTH SENS 32	4
FEMININE CARE	APOTHECARY	02571588304	2133866	URO-TRAC TAB 30S APOT 88304	12
FIRST AID	APOTHECARY	02571569611	3744810	SCISSORS BANDAGE APOT 69611	6
FIRST AID	AARON	71525690021	2204469	ALCOHOL RUB 50% A/IN 12OZ	12
FIRST AID	SUNTORY	02594611001	1712363	WATER ARTES EVR CLR SUNT 128OZ	6
FIRST AID	GENERIC	30395194988	2151389	CLOVE OIL NF 1949 HUMC 1/8OZ	12
FIRST AID	APOTHECARY	02571597524	1616283	INSTY-SPLNT LARGE APOT 97524	6
FIRST AID	APOTHECARY	02571597406	1858182	FINGER PROTECT 4SDE APOT 97406	6
FIRST AID	APOTHECARY	02571597410	1858281	FINGER GUARD LGE APOT 97410	6
FIRST AID	APOTHECARY	02571597429	1881630	FINGER TOE MULT/PCK APOT 97429	6
FIRST AID	APOTHECARY	02571597409	1858273	FINGER GUARD MED APOT 97409	6
FIRST AID	APOTHECARY	02571567326	1856418	LICE COMB METAL APOT 67326	6
FIRST AID	APOTHECARY	02571567323	1676378	LICE COMB PLASTIC APOT 67323	6
FOOT CARE	APOTHECARY	02571594870	1123942	TOE CUSHIONS APOT 94870	6
ORAL CARE	KYLES	03013800516	1342146	TOOTHBRUSH HOLDER KYLE 516	12
SKIN CARE	WOLTRA	07006612335	1366376	WOLTRA COCOA/B STK TRAY 1.5OZ	12
SKIN CARE	WOLTRA	07006612330	1638212	WOLTRA COCOA BUTTER STK 1OZ	12
BATTERIES	PROCELL	04133311440	2177327	BATTERY PROCELL ALK C PC1400	12
BATTERIES	PROCELL	04133385595	2177293	BATTERY PROC ALK AA PC1500BKD	24
HOUSEHOLD PRODUCTS	LYSOL	01920079329	1389683	LYSOL DISINF SPR CRSP/LIN 19OZ	3
HOUSEHOLD PRODUCTS	LYSOL	01920081145	1389857	LYSOL DISINF WIPES CITRUS 35	3
STORE SUPPLIES	3M	02120016403	1420421	TAPE SCOTCH RX BULK 1.75IN 800	6
STORE SUPPLIES	APOTHECARY	02571523110	1925429	STIRRING ROD 10IN APOT 23110	3
STORE SUPPLIES	APOTHECARY	02571532340	1848878	NASAL SPR BOT 35ML APOT 32340	12
STORE SUPPLIES	APOTHECARY	02571523112	1925825	STIRRING ROD 12IN APOT 23112	3
STORE SUPPLIES	APOTHECARY	02571567208	1247675	WATER PROOF CAPSULE APOT 67208	6
STORE SUPPLIES	3M	02120004344	1420579	TAPE SCOTCH RX BULK 2X72YD 800	6
STORE SUPPLIES	3M	02120003551	1468370	TAPE SCOTCH RX BULK 1X72YD 800	9
STORE SUPPLIES	3M	02120003552	2769263	TAPE SCOTCH RX BULK 1.5X72 800	6
BATH SAFETY	CAREX	02360100005	1349505	SHOWER SEAT W/BACK B656-00	3
BATH SAFETY	CAREX	02360106001	1459262	SHOWER STOOL ROUND B600-11	2
BATH SAFETY	CAREX	02360100019	1488071	COMMODE DELX MON/BL B362-0	2
DIAGNOSTIC PRODUCTS	APOTHECARY	02571567357	1133271	THERMO COVER DISPOS APOT 67357	6

Category Name	Brand	UPC	Econo	Description	Cust Min Multiple (MOQ)
DIAGNOSTIC PRODUCTS	APOTHECARY	02571567118	1141340	FEVER READER APOT 67118	6
DIAGNOSTIC PRODUCTS	APOTHECARY	02571567358	1132265	DIGITAL THERMOMETER APOT 67358	3
AMBULATORY AND MOBILITY PROD	SUNMARK	03870300185	1464213	CANE TIP BLK 18MM S/M185	6
AMBULATORY AND MOBILITY PROD	SUNMARK	03870300160	1883842	CANE TIP 16MM S/M 160	6
AMBULATORY AND MOBILITY PROD	SUNMARK	03870300120	3603495	CANE TIP 20MM SHAFT S/M 120	6
AIDS TO DAILY LIVING	APOTHECARY	02571590516	1334994	EPILEPSY BRACEL E/A APOT 90516	2
AIDS TO DAILY LIVING	APOTHECARY	02571567427	1743442	MEDICAL ORGANIZER VITA-F 67427	6
AIDS TO DAILY LIVING	APOTHECARY	02571567410	1487321	PILL CASE PKT WATCH APOT 67410	6
AIDS TO DAILY LIVING	APOTHECARY	02571567767	1662220	TABLET CUTTER DLX APOT 67767	6
AIDS TO DAILY LIVING	APOTHECARY	02571567150	1662329	PILL BOX VITAMIN APOT 67150	6
AIDS TO DAILY LIVING	APOTHECARY	02571590501	1340223	PENICIL NECKL E/A APOT 90501	2
AIDS TO DAILY LIVING	APOTHECARY	02571566955	3745155	SYRINGE MAGNIFIER APOT 66955	6
AIDS TO DAILY LIVING	APOTHECARY	02571590510	1334465	WALLET BRACEL E/A APOT 90510	2
AIDS TO DAILY LIVING	APOTHECARY	02571567977	3745080	EAR SYRINGE APOT 67977	6
AIDS TO DAILY LIVING	APOTHECARY	02571567024	2279727	MEDICINE DRP GLS ST APOT 67024	6
AIDS TO DAILY LIVING	APOTHECARY	02571590502	1340611	PENICIL BRACEL E/A APOT 90502	2
AIDS TO DAILY LIVING	APOTHECARY	02571590504	1326719	DIABETIC BRACEL E/A APOT 90504	2
AIDS TO DAILY LIVING	APOTHECARY	02571590506	1328368	HEART BRACEL E/A APOT 90506	2
AIDS TO DAILY LIVING	APOTHECARY	02571567760	1857788	PILL REMIN 1DAY 101 APOT 67760	6
AIDS TO DAILY LIVING	APOTHECARY	02571590530	1335405	BLANK BRACELET E/A APOT 90530	2
AIDS TO DAILY LIVING	APOTHECARY	02571567565	1963602	PILL REM 7D PNC-POP APOT 67565	6
AIDS TO DAILY LIVING	APOTHECARY	02571595142	2731750	SHOEHORN X/LNG 16IN APOT 95142	3
AIDS TO DAILY LIVING	APOTHECARY	02571567008	2279602	ORAL SYR 1TSP APOT 67008	6
AIDS TO DAILY LIVING	APOTHECARY	02571567013	1857978	PILL BOX DAILY APOT 67013	6
AIDS TO DAILY LIVING	APOTHECARY	02571567370	1963073	PILL REM 7D PSH-POP APOT 67370	6
AIDS TO DAILY LIVING	APOTHECARY	02571567555	1964295	PILL REM 7D PSH-POP APOT 67555	6
AIDS TO DAILY LIVING	APOTHECARY	02571567199	1881317	PILL REMIN JMB 3XL APOT 67199	6
AIDS TO DAILY LIVING	APOTHECARY	02571567405	1950112	PILL BOX 1DAY/TIME APOT 67405	6
AIDS TO DAILY LIVING	APOTHECARY	02571567012	2278950	PILL BOX INDESTRUCT APOT 67012	6
AIDS TO DAILY LIVING	APOTHECARY	02571567380	1856954	MEDICINE SPN 2T+BRS APOT 67380	6
AIDS TO DAILY LIVING	APOTHECARY	02571567379	1857226	DROPPER 1/2TSP+BRS APOT 67379	6
AIDS TO DAILY LIVING	APOTHECARY	02571567800	1863687	ADULT LOCK ONE DAY APOT 67800	6
AIDS TO DAILY LIVING	APOTHECARY	02571567165	1868066	PILL BX ADY A/TM DP APOT 67165	6
AIDS TO DAILY LIVING	APOTHECARY	02571567223	2125581	MED CUP GRAD 1OZ 10 APOT 67223	6
UROLOGICALS	TYCO	38290004014	2408755	SPECIPAN COLLECT CUR 4014	10

List of known Point-of-Sale (POS) system providers currently supporting Health Mart stores:

Point-of-Sale System Provider	Technical Support Number
McKesson (Pharmaserv®)	800.424.0444
CAM Commerce Solutions	800.949.1470 (Option 6)
Computer-Rx	800.647.5288 (Option 1)
Foundation Systems - FSI	801.785.7720
Freedom Data Systems	800.765.5049
HCC Pharmacy Solutions	888.317.8400
HP Systems	800.334.5144 (Keyword: Point of Sale System)
NCR Retail Systems Manager (RSM)	800.225.5627 (Option 2)
Opus-ISM	800.835.6787 (Option 1)
QS/1	800.845.7558 (Option 9 then x1410)



Have Questions?

Don't hesitate to contact us at **855.HLTH.MRT (855.458.4678)** if you have any questions, or talk to your sales representative or Health Mart franchise manager.