

*The Economic,
Political & Legal
Power of
Independent
Pharmacy*

American Pharmacies®

**RECORD
SHAREHOLDER
DISTRIBUTIONS
CONTINUE**



2016 Annual Rebate Rises 72%; Distribution is 94% of Earnings

Buoyed by continuing strong growth in shareholder numbers, rising purchasing volume and a powerful economics with our wholesaler, American Pharmacies recently announced a 2016 annual distribution to shareholders that was 72% higher than the record-setting 2015 total.

The stunning 2015 return was achieved in a fiscal year of only eight months -- APRx used a one-time short fiscal year of May-December 2015, to convert to a new calendar-year basis. All fiscal years going forward will mirror the 12-month calendar year.

"Our Board of Directors is deeply committed to returning every dollar we possibly can to our purchasing members," APRx President Mike Gohlke said. "The powerful economics in our contract with AmerisourceBergen give us the strength and flexibility to succeed at a high level. Our Board thinks that as much of that success as possible belongs in the hands of our shareholders, and our annual rebates are proof of that."

"To give back as much as we can to our members, we run as lean and efficient an operation as possible," Gohlke said. "And for 2015, we returned 94 cents of each dollar we earned to our shareholders!"

American Pharmacies board members are elected by shareholders and have no more rights or privileges under our purchasing agreement than other shareholders. Their annual distributions are calculated under the same formulas, and they receive no bonuses or incentives for recruiting new members.

Your APRx Board

Robert Kinsey, R.Ph.
Chairman

Mike Muecke, R.Ph.
Vice Chairman

Alton Kanak, R.Ph.
Secretary/Treasurer

Vance Oglesbee, R.Ph.
Immediate Past Chairman

DIRECTORS

Lynn Everett, R.Ph.

Joe Ochoa, R.Ph.

Bruce Rogers, R.Ph.

Your APRx Staff

Mike Gohlke President
mgohlke@aprx.org

Laird Leavoy,
Sr. VP, Sales & Operations
lleavoy@aprx.org

John Cooper,
VP of Genetics & Vendor Relations
jcooper@aprx.org

Ryan Gevara, Sales Director
rgevara@aprx.org

Chris Benest
Business Dev. Manager
cbenest@aprx.org

Marissa Lansford
Business Dev. Manager
mlansford@aprx.org

Nathan Rawls
Business Dev. Manager
nrawls@aprx.org

John Rogers
Business Dev. Manager
jrogers@aprx.org

Torey Eckhardt
Business Dev. Manager
teckhardt@aprx.org

The annual distribution comes from a variety of APRx organizational revenues: our Primary Vendor Agreement with AmerisourceBergen, our secondary generics program with ParMed, and endorsed vendors.

Member Feedback on the Annual Rebates

It's clear that many members were not expecting their rebates to be so large, especially after the 153% increase in last year's distribution: "Wow!" exclaimed Robin Elliott of Platinum Rx Pharmacy in Bellaire, TX.

"I don't know how anyone survives if they aren't members of American Pharmacies," remarked Joel Cumbie of Raff & Hall Family Park Pharmacy in Lubbock.

Annual rebate payments were deposited by EFT and mailed by check last week. Members can view the year-end statement for each of their stores in their online member account at www.aprx.org. Active shareholders also should have received an annual distribution letter from Gohlke and Board Chairman Robert Kinsey.

Owned and governed by its independent pharmacist members, American Pharmacies is the fastest-growing pharmacy services corporation in the Southwest, with members in Texas, Louisiana, Oklahoma, New Mexico and Arizona. From offering the best generic pricing, rebates and transparency in group purchasing to providing industry-best generics intelligence and data analysis tools, we are advancing the state of pharmacy purchasing organizations. Plus, we aggressively defend your business model with the strongest legal and legislative advocacy for independent pharmacy in the United States.

Reminder: APRx Halting Paper Checks after 12/31

APRx will no longer issue rebate payments by check after December 2016. If you have not yet done so, we strongly encourage you to sign up now -- just fill out [this form](#) and send it back to APRx with a cancelled check or deposit slip.

B2G Launch Planner Helps You Buy Smarter

Be sure to log into your member account at www.aprx.org to view the Brand to Generic (B2G) Launch Planner prepared specifically for your pharmacy(ies). The B2G Launch Planner shows your purchasing profile for branded products that are set to go generic in the near future, so you can calculate your savings once generic product is available. We will provide regular communications to remind members of the return policy deadline and to watch inventory closely.

