

December 17, 2009

Mr. Venkat Krishnan  
Ranbaxy, Inc.  
Vice President and Regional Director, North America  
600 College Road East, Suite 2100  
Princeton, NJ 08540

Dear Mr. Krishnan,

We are writing to express the concerns of our members that Ranbaxy has made the decision to restrict the distribution of valacyclovir. Our understanding is that Ranbaxy is supplying only certain, large publicly traded chains and is not providing the same access to community pharmacies including independent community pharmacies and regional chains.

Additionally, while we understand that there may be production limitations for the product, we are concerned that Ranbaxy is favoring one segment of the retail pharmacy marketplace by shipping product only to large chains. Access to product is a vital service that community pharmacies provide for their patients. Not being allowed access to product is not only detrimental to the pharmacy but to the patient. Community pharmacies serve a disproportionate share of underserved patients—twice as many Medicare and Medicaid patients as the large publicly traded chains--so restricting product access to them is especially harmful to this more vulnerable population.

Adding to our concerns, production of the similar medication acyclovir, was recently discontinued by one of its generic manufacturers leaving only one generic manufacturer and restricting its availability as an alternative treatment option.

NCPA recognizes your organization's shared commitment to increasing and ensuring patient access to affordable medications. We urge you to open up your channels of distribution to increase the availability of valacyclovir to millions of Americans in underserved areas to help pediatric children with chickenpox, seniors with shingles, and others needing the medication to treat their condition. We certainly hope that Ranbaxy values relationships with your customers equally – from the large publicly traded companies on Wall Street to the community pharmacies on Main Street. We look forward to a response to the concerns of our members.

Sincerely,



Bruce T. Roberts, R.Ph.  
CEO National Community Pharmacists Association

cc: Bill Winter, Ranbaxy, VP Sales