

Chain Drug Review

Reporter for the Chain Drug Store Industry

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Vision Pharma is a generic pharmaceutical company that specializes in niche products with various delivery options and dosage forms. The company founded was founded in 2003 and continues to grow at a steady rate with 2008 being a record breaking year in sales. Tom DeStefano, Executive Vice President of Sales & Marketing, comments on the organization's success, "We have built a solid foundation over the last five years with growth coming primarily from our chain pharmacy partners". He adds, "It is our belief that all things being equal our reputation and the trust we have established with our customers is what separates us from our competitors". The management team that also includes Sander Busman, President & CEO, and Michael McAloose, CFO & COO, have over 51 years of combined experience in the pharmaceutical industry with a primary focus in the generic arena. Busman comments on the company's rise, "We have established a strong reputation in the generic industry by providing quality products with near perfect service levels". He adds, "Because the generic pharmaceutical industry is so competitive, we find an edge by offering difficult to manufacture products coupled with a customer centric philosophy". McAloose comments on the plans the company has in foreseeable future, "Our goal is continue to operate our company with the highest standards of quality while keeping our overhead to a minimum. "That is one of the key reasons we have had experienced such tremendous growth". Busman goes on to comment on the organization's future plans, "With the expansion of our operation to include a manufacturing facility, it is our desire to bring production for strategic products in house to maintain a better cost basis and turn around approval time". The company offers a value added service to industry professionals at no charge called VisVoice. The service provides FDA news regarding product shortages, approvals, recalls as well as other pertinent information as it is released from the agency. DeStefano says anyone can sign up for the service on Vision Pharma's website.



Advancing with Generic Pharmaceuticals

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