

Lufkin Meeting - Brookshire Brothers

I. Explain BB Pharmacy Woodville Reason:

A. 1300-1500 Veterans in Tyler County

B. The Veterans had to use a contract with a group called Express Services
The contract was not met by mail with meds.

Each medicine was charged \$12 plus the cost of the medicine. The medicine was late arriving and removed from boxes routinely.

The veterans complained and the contract was canceled.

II. Explain BB Pharmacy Woodville Reason:

Tyler County Vets went every where to get their meds until I worked with your pharmacy at your food market. Your Pharmacy meds volume is up and need help by expansion.

Reason for Expansion: 1. Driving to VA Hospital in Houston. 2. Going to other towns for their pharmacy help. I take my requests to BB Pharmacy and get excellent help. The county vets will all use your local pharmacy if you would consider expansion. Your pharmacy could stock more drugs and store more shelf meds for Tyler County patients including Veterans.

* A recent newspaper compared store and pharmacy of Walmart and Brookshire Brothers. Your food store was #1, but your pharmacy was #2. I think size expansion and available meds made the difference. The government needs your pharmacy. Tyler County Veterans will increase your profit.

Brookshire Brothers
PHARMACY

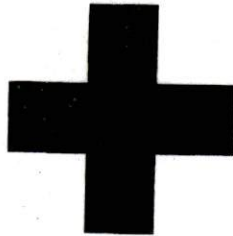
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