

IMDA Mid-Year Workshop

"Consolidation of Medical Specialty Distributors"

May 1998

**Oak Brook Hills & Resort
Oak Brook, IL**

Workshop Highlights:

- "Consolidation of medical specialty distributors," Richard Manley, CVC Inc.
- "Viewpoints on consolidation," Mike Malloy, 3CI; Regis Farrel, Triad; John Rooney, Tucson Medical; Steve Picheny, Stepic Medical.
- "Customer perception," John Baxter, Compass Associates.
- "The physician and managed care," Joseph Murphy, M.D., Chicago Medical Society.
- "Strategic marketing for an industry in consolidation," Alison Cherney, Cherney & Associates.