2017 IN REVIEW

NOW is the time

CONSUMER HEALTHCARE PRODUCTS ASSOCIATION
Vision
Happier, healthier lives through responsible self-care.

Mission
Empower self-care by preserving and expanding choice and availability of consumer healthcare products.
During 2017, CHPA has been laser-focused on opportunities. We’ve worked hard to position our industry as the trusted voice of consumer healthcare. Now is the time to keep consumers at the center of everything we do and provide leadership on issues that will support a vibrant and growing over-the-counter medicine (OTC) and dietary supplements industry, today and in the years ahead.
How would you describe 2017 in one word?
Unpredictable. It was certainly not business as usual in Washington, at CHPA, or across our membership. We’re living in an unprecedented period of change, tumult, and opportunity.

Did this prompt CHPA to think differently in 2017?
We’ve had to think differently in 2017, whether we wanted to or not. We are taking control of our future by working to shape it to the new environment that we – and our members – are operating in. We want to better position CHPA to be the organization that represents consumer healthcare companies, broadly defined.

Where have fresh ideas had the greatest impact this past year?
One area we took a fresh look at is our meetings, and we decided to discontinue the Market Exchange event and replace it with two more focused meetings – one on Marketing and one on Supply Chain. We believe this new structure will provide better value to both manufacturer and associate members, and allow us to reach marketers within our membership who previously did not have a clear home at CHPA. We’re also looking holistically at consumer healthcare and hoping to create an association structure that would facilitate more involvement with consumer medical devices and digital technologies. We’re approaching it through the lens of the consumer, not the regulator, and we received Board approval to begin a pilot program over the next three years.

How do you see advancing key issues in 2018?
I’m confident we will see OTC Monograph reform enacted soon. The legislative calendar in Congress is unpredictable, so we will wait for the right opportunity and strongly advocate for enactment at the opportune time. This will be a monumental accomplishment for the industry.
I also see us making more progress on drug take-back in 2018. I am increasingly hopeful the supply chain will align and provide consumers with disposal education and take-back options that will negate the need for local jurisdictions to enact costly and unnecessary mandates on industry. Having Walgreens and CVS install hundreds of take-back kiosks in their stores is a huge move forward. And we will keep pursuing reinstatement of OTC eligibility under Health Savings Accounts (HSAs) and Flexible Spending Arrangements (FSAs). It was part of the Affordable Care Act repeal, and when that effort renews, we’ll hope to reinstate this key consumer benefit.

Jeff Needham is wrapping up his second term as Chair of CHPA’s Board. What has his leadership meant to the association?
Jeff was such an obvious choice for chair not only because of his long involvement on CHPA’s Board, but also because of the thoughtful and collaborative way in which he interacts with his peers and with CHPA staff. He works hard to ensure all points of view are heard, and he puts aside his personal agenda to achieve industry-wide consensus. That’s not an easy job on a board full of competitors, but Jeff does it masterfully.

What is CHPA’s New Year’s resolution?
Embrace change. Is there really any other choice?
How would you describe 2017 in one word?

I guess the one word I would use is “turbulent,” as in flying through turbulence in an airliner. We know we are moving forward and staying on course but it’s been a fairly bumpy ride this year.

Is this turbulence driving change in the retail environment?

Yes – especially with the emergence of new players to the U.S. retail marketplace. The e-commerce segment has – and will continue to have - significant impact in the retail marketplace. With the dramatic shifts in how consumers and patients get information, self-care is being redefined. Retailers are adapting their business models to anticipate new buying behaviors and influence purchase decisions. We are presently experiencing and managing through changes that will be felt for many years to come.

How are companies pivoting to meet these challenges?

The consumer healthcare business in the U.S. remains a great business that provides tremendous value to consumers and patients. I remain very optimistic that our industry will generate very positive growth in the years ahead. But how we accomplish that growth will need to be done in a different way, with investments in different places and channels than in the past. From brand advertising and marketing, to retailer merchandising practices and consumer education, the way we build our brands and businesses is evolving rapidly in today’s changing marketplace.

As you prepare to step down as Chair of the CHPA Board, tell us why you took on this job.

I’ve been part of the consumer healthcare business for more than 30 years and active in CHPA for most of those years. I felt a responsibility to serve the association in this leadership capacity for this short amount of time. I have tremendous respect for the business leaders on the CHPA board and truly enjoy our collaboration and partnership. I look forward to continuing to serve on the CHPA board as I step down from my role as Chair and wish Chair-Elect Gary Downing the best as he prepares to succeed me in March. Gary will do a great job as Chair.

What initiatives are you most proud of?

I am particularly proud of our progress in moving Monograph reform forward with both FDA and Congress — and I’m optimistic that monograph reform will become a reality in the months ahead. I’ll also point to progress on CHPA’s long range plan to re-think the definition and constituency of association membership. As the meaning of “consumer healthcare” continues to expand and evolve, CHPA’s 2020 Vision is critical to how we evolve with it.

How do you see the association’s role changing as we look at the consumer healthcare market as a whole?

CHPA needs to anticipate change to ensure we are equipped with the expertise and resources to broaden our efforts in serving and representing a more diverse consumer healthcare industry. CHPA may be 136 years old but I’m confident that we are poised to adapt to this rapidly changing world in which we live.
NOW IS THE TIME

to push for reform.

CHPA has been at the forefront of preserving and modernizing the OTC Monograph System for nearly three years. By engaging our members, the FDA, and public health stakeholders, we achieved consensus: Reform is necessary — not only to spur innovation — but to increase the efficiency and responsiveness necessary to protect the public health. In 2017, CHPA seized the opportunity to work with Congress to foster bipartisan momentum for Monograph reform in both the House and Senate. Our leadership is actively engaged in seeking enactment of the Over-the-Counter Monograph Safety, Innovation, and Reform Act of 2017.
CHPA has waged a long battle for Monograph reform. How did you step up your advocacy efforts in 2017?

I’m proud of the critical prep work we did in Congress to move a bipartisan bill forward. First, we had to recruit Republican and Democratic champions. No legislation like this is going anywhere without support on both sides of the aisle.

Once that was accomplished, what was your strategy?

That’s when the “shoe leather” phase starts. CHPA members and staff hit the Hill in force, building support for a legislative package. Along the way, you find out what the obstacles are and tackle them.

How do you see Monograph reform moving forward in 2018?

It’s hard to say in this very unpredictable environment in Washington, but we regard any piece of legislation that may move as a potential vehicle for reform. The Animal Drug User Fee Act, which must be reauthorized next year, is an obvious candidate.

The Fight for Monograph Reform Has Been Waged on Many Fronts

A working group of company representatives and CHPA staff that met weekly to develop policy reform language.

CHPA’s regulatory team and a group of company representatives who worked closely with the FDA to achieve agreement on the Goals Letter.

Communications strategies that targeted media in health, policy, and consumer outlets to educate and inform.

A “stronger together” alliance of organizations recruited to press lawmakers for reform:

- American Academy of Allergy, Asthma & Immunology
- American Academy of Pediatrics
- American Dental Association
- American Public Health Association
- March of Dimes
- National Association of County and City Health Officials
- The Pew Charitable Trusts
NOW IS THE TIME
to expand our efforts.

During 2017, the national opioid and substance abuse crisis fueled the drug disposal debate. What began as a West Coast initiative has now spread as far east as Illinois and New York. Drug disposal — also known as Extended Producer Responsibility (EPR) — has created a formidable coalition among environmental and substance abuse prevention organizations. Their EPR proposals take many forms but CHPA focused on fighting initiatives that would require manufacturers to create, fully fund, and maintain drug take-back programs. This year, CHPA defeated state-level take-back legislation in Washington and Oregon. We also offered an industry-supported alternative in Cook County, Illinois and Los Angeles, and helped amend legislation in New York which — if signed — would preempt local ordinances.
**What is fueling the spread of take-back as an issue?**

The opioid crisis has really fueled the discussion. Extended producer responsibility (EPR) has been around a while, but now pharmaceutical disposal is also perceived as a public safety issue. Pharmaceuticals in the environment are the key driver on the West Coast, while public safety seems to be the driver elsewhere.

**With legislation trickling down to the local level, what is your approach?**

CHPA has increased our level of engagement in local government relations and started to more actively monitor city and county board agendas. We’ve also hired local consultants, when and where appropriate. And – for the first time – we’re collaborating with local-level policy organizations like the U.S. Conference of Mayors, National League of Cities, and the National Association of Counties.

**Do you foresee any slowdown on this issue in 2018?**

Unfortunately, no. I think we can expect state-level fights in California, Washington, Oregon and possibly other states in the central and eastern regions of the country. I also anticipate that local government will continue to be active on this issue. Los Angeles County in California and Cook County in Illinois remain threats in 2018 and more localities in Washington state will undoubtedly seek to pass ordinances as well.

CHPA opposes mandates for manufacturer-funded drug take-back programs, but we fully support educating consumers about the proper methods for OTC medicine disposal. This year, we actively engaged lawmakers and stakeholders across the country.
NOW IS THE TIME 
to lead with good science.

When CHPA engages lawmakers, the media, and other healthcare stakeholders, good science speaks volumes. Measurable data underscores our messages about the value of OTCs. In 2017, CHPA continued our investment in consumer, behavioral, and clinical research and completed two significant studies. The first focused on the safety of pediatric cough and cold medicines. The second, conducted with Nielsen, examined consumer use of OTC allergy medications.
Why the focus on pediatric cough and cold?
In 2007, the FDA held an advisory committee meeting to talk about the safety and efficacy of cough and cold products in children. At that time, CHPA committed to further the scientific evidence supporting use of these ingredients in children, and we have been doing so ever since.

Did you have to alter your methodology to study children?
Yes. When we study cough and colds in children and adults we rely on reports of symptoms, such as a cough or stuffiness. But children can’t rate these symptoms for themselves in the same way adults do, so we had to develop new measurement tools.

How did you choose your partners for the study?
Our member companies and the consultants to our team have long-standing expertise in studying colds. We held two roundtables of academic experts before beginning any research to take advantage of their experience in study design.

What do you see coming in 2018?
We’re looking forward to the publication of a large-scale clinical trial testing the efficacy of pseudoephedrine as a decongestant in children. There’s never been a study like it in the field of colds research. We also anticipate publishing findings from our multi-year, comprehensive safety surveillance study which describes the safety profile of cough and cold medicines in children under 12 years of age.

BenchMark Study Shows Safety of Cough and Cold Medicines for Children
CHPA-sponsored research tracked more than 4,000 cases over five years and concluded that OTC pediatric cough and cold medicines are safe when used and stored as directed. Researchers found that safety issues from children’s cough and cold medicines are very rare, occurring only 1 time per 1.75 million units sold, mostly due to accidental exposure or misuse. These definitive results reassure healthcare professionals who recommend OTC medicines, parents who use them, and retailers who sell them.

The study tracked the safety of cough and cold medicines containing the eight most common active pharmaceutical ingredients:
- Brompheniramine
- Chlorpheniramine
- Dextromethorphan
- Diphenhydramine
- Doxylamine
- Guaifenesin
- Pseudoephedrine
- Phenylephrine

More Americans Suffering from Allergies and Choosing OTC Medicines
In 2017, CHPA and Nielsen published “Assessing Consumer Benefits of Allergy Rx-to-OTC Switches,” a multi-year study on patient behavior, preferences, treatment dynamics, and costs. This study found that approximately 28 percent of Americans in 2015 reported that they suffer from seasonal allergies, with the majority of allergy sufferers (60 percent) saying they choose OTC medicines alone as their preferred treatment method. This represents a 20 percent increase from 2009 when four ingredients, including antihistamines and intranasal steroids, switched from prescription-only to OTC.
2017 was another successful year in the fight to stop methamphetamine production and preserve access to medications that contain pseudoephedrine (PSE). The National Precursor Log Exchange (NPLEx) network continues to grow and has successfully blocked the illegal sale of PSE in 33 states across the country. CHPA defeated prescription-only legislation in Maine, successfully encouraged passage of a NPLEx law in Wisconsin, and worked to implement new Board of Pharmacy PSE rules in Indiana.
Michigan Joins Anti-Smurfing Campaign

In May, Attorney General Bill Schuette joined fellow Michigan leaders to convey an important message to residents of his state: If you are buying PSE for a meth cook, you are committing a criminal offense – and NPLEx will help law enforcement catch you. CHPA’s Carlos Gutiérrez shared the podium with Schuette and State Senator John Proos at a press conference that made Michigan the seventh state to deploy CHPA’s anti-smurfing retailer program.

In November, Wisconsin became the 34th state in the union to adopt NPLEx. As of September 2017, NPLEx has blocked over 1.3 million boxes of PSE from being illegally sold. The system continues to grow in popularity around the country given its ability to block sales at the point of sale, across state lines, and in real-time.

RESTORING OTC MEDICINES IN Tax-Preferred Accounts

OTC medicine eligibility in flexible spending arrangements (FSAs) and health savings accounts (HSAs) was removed in 2011 as one of the first-implemented provisions of the Affordable Care Act (ACA). During 2017, CHPA continued to lead a coalition effort to restore OTC eligibility, both through a bipartisan stand-alone bill, the “Restoring Access to Medication Act,” and through broader legislative packages. Further Congressional efforts on the tax code are potential vehicles for 2018.

75% of Americans favor including OTCs in FSAs and HSAs.

Source: Harris Poll
Throughout 2017, CHPA lent our voice to a variety of issues that impact the dietary supplements industry, including:

- Supporting legislation that would expand access to dietary supplements through federal assistance initiatives like the Women, Infants, and Children (WIC) program.
- Helping defeat New York state legislation that would have required unreasonable supplement labeling changes.
- Submitting comments to the USDA Agricultural and Marketing Service on development of the National Bioengineered Food Disclosure Standard.
- Submitting comments to FDA asking for additional clarity regarding the labeling, approval process, and the utilization of structure/function claims for ingredients considered for inclusion as dietary fibers.

Hosting a Dietary Supplements Seminar

For the first time, CHPA collaborated with the Council for Responsible Nutrition (CRN), the American Herbal Products Association (AHPA), and the United Natural Products Alliance (UNPA) to host a seminar on dietary supplements. FDA officials and industry regulatory experts were featured in a day-long program. Pictured above is the closing panel, led by Steve Tave (far right), director of FDA’s Center for Food Safety and Applied Nutrition in the Office of Dietary Supplements Programs. He was joined by (from right) Steve Mister from CRN, Michael McGuffin from AHPA, Larisa Pavlick from UNPA, and CHPA’s Scott Melville.

In October, Jay Sirois, senior director, Regulatory & Scientific Affairs, spoke at an FDA-sponsored public meeting on creating an authoritative list of grandfathered dietary ingredients.
New Initiative Supports Retailers

Retailers are essential to the effective implementation of DXM age-restriction laws. In October, CHPA added a new Pharmacists and Retailers page to the StopMedicineAbuse.org website to support retailers in the 14 states where age-restriction legislation has passed. Downloadable or free-to-order materials include state-specific consumer handouts as well as an informational poster and fact sheet for retail employees.

Engagements with Campaign Content

StopMedicineAbuse.org 907,300 Engagements with parents

WhatisDXM.com 2.7 million Engagements with teens

Fighting TEEN COUGH MEDICINE ABUSE

CHPA has long supported national educational efforts to curb teenage abuse of dextromethorphan (DEX) through its StopMedicineAbuse.org education campaign which focuses on parents, and WhatisDXM.com, a website targeting teens. During 2017, we continued to lobby in support of bipartisan legislation in the U.S. House of Representatives though collaboration with The Partnership for Drug-Free Kids, Community Anti-Drug Coalitions of America (CADCA), National Association of School Nurses (NASN), and others. The DXM Abuse Prevention Act would establish a national age-18 requirement for the purchase of medicines containing DXM.

Progress Continues at the State Level

Nevada and Oregon joined 12 other states that ban over-the-counter sale of medications containing DXM to minors. The states of Ohio, Pennsylvania, and Wisconsin are actively considering age-18 bills.
LAUNCH OF A NEW
Responsible Reporting Project

HPA is working with the National Consumers League (NCL) on a Responsible Reporting project aimed at improving the accuracy and accountability of the media when reporting about consumer healthcare products such as OTCs. The first phase of the project, conducted in 2017, involved consumer research on health news sources and news consumption. Our research included an innovative experiment that tested whether “irresponsible” reporting actually affects consumer perceptions and behavior. Depending on the results of this first phase, CHPA and NCL hope to get funding in future years for a second phase that would include publication and dissemination of a whitepaper on the research findings, hosting a stakeholder summit, and direct media outreach to engage journalists.

A GREATER VOICE IN AN
Evolving Regulatory Tool

During 2017, a group of CHPA member companies initiated a dialogue with Underwriters Laboratories regarding their WERCsmart Portal. WERCsmart was developed as a regulatory compliance tool which allows manufacturers and retailers to share sensitive product information. But now, retailers are relying on the portal to help manage their internal sustainability programs. That means changes to the system, many requiring additional data from product manufacturers. CHPA is focused on giving our members a greater voice in how any changes to the portal are developed and implemented. Our ongoing dialogue included a trip to UL’s headquarters to discuss how to increase supplier participation as WERCsmart continues to evolve.
LEADING THE CONVERSATION ON Emerging Issues

CHPA takes a proactive approach to emerging issues, tackling them as soon as possible to gain an edge in the conversation. During the last year, we identified four issues on the horizon:

**Oxybenzone in sunscreen:** Lawmakers in Hawaii, struggling to cope with the decline of coral reefs, needed answers. Although the overwhelming evidence pointed to causes like global warming and runoff from agriculture, one piece of bad science identified oxybenzone – an ingredient found in most broad-spectrum sunscreens – as the culprit. This spawned 13 bills in the state legislature and a county ordinance in Maui which proposed to ban the sale of sunscreens. Fortunately, none advanced, but this issue is expected to continue into 2018. CHPA has formed a working group with the Personal Care Products Council (PCPC) to press hard on lobbying and to launch a campaign defending oxybenzone’s critical role in skin cancer prevention.

**Internal analgesics:** CHPA members established a new internal analgesics task group to increase consumer knowledge about the different categories of OTC pain relievers and encourage appropriate selection and safe use. Tactics include building out OTC pain reliever content on the CHPA Educational Foundation website, KnowYourOTCs.org, as well as a digital campaign targeting consumers who are searching for information on OTC pain reliever safety. In 2018, the campaign will work to further establish the appropriate role of OTC pain relievers in the broader pain conversation by expanding engagement with healthcare providers (HCPs) and key stakeholders.

**Loperamide:** CHPA members created another new task group to plan an educational campaign to inform HCPs about the rare but serious abuse of the OTC antidiarrheal ingredient loperamide. Some individuals who are suffering from opioid withdrawal or who are unable to secure opioids are intentionally taking large quantities of loperamide in an attempt to treat withdrawal or achieve a state of opioid-like euphoria. A serious side effect of this behavior can be heart arrhythmia, leading in some cases to death. In June 2016, FDA issued a drug safety communication about this issue. The loperamide task group is another page in CHPA’s long history of public service and leadership in drug abuse prevention.

**Proton pump inhibitors (PPIs):** A fourth new task group established by CHPA members this year focuses on PPIs. The task group is charged with creating a consumer confidence campaign to strengthen consumer and media trust in the safe use of OTC PPIs. A public campaign is expected to launch in early 2018.

CHPA and PCPC are working hard to defend oxybenzone’s critical role in skin cancer prevention.

In Review

Educating Families about Safely Using OTC Medicines

Helping families understand how to safely use, store, and dispose of OTC medicines and dietary supplements remains the focus of the CHPA Educational Foundation. The foundation’s public education outreach seamlessly dovetails with the association mission and vision. For more information about this year’s programs and activities, you can read the 2017 CHPA Educational Foundation Annual Report, a companion piece to this report.
Fostering a Vibrant INDUSTRY COMMUNITY

“Really hit on marketing challenges that most are wrestling with today.”
2017 Annual Executive Conference attendee

“So thoughtful, specific, frank and open – you don’t get that type of access every day.”
2017 Meet the Manufacturer attendee

MEETINGS AND EVENTS

CHPA enables its members and associates to learn from the best and the brightest. Often that means learning from each other at events like Meet the Manufacturer and the Annual Executive Conference. Year after year, attendees return to CHPA events because of the great networking opportunities, enhanced by timely programming. Our 2017 calendar of events attracted more than 1000 industry professionals.
Meet the Manufacturer
More than 100 attendees representing 55 companies took part in this year’s expanded Meet the Manufacturer (MTM) in Princeton, New Jersey. The September event featured senior leaders from Colgate-Palmolive Company, Dr. Reddy’s Laboratories, Inc., Johnson & Johnson Consumer, Inc., and Perrigo Company. CHPA service providers gained insights into the strategic direction of each company and explored how to best partner with them for mutual success. Attendees from AccentHealth, Joanne Harp (top) and Megan Sullivan (bottom), posed questions during an educational session.

Annual Executive Conference
In March, the Annual Executive Conference (AEC) convened on Amelia Island, Florida, bringing together decision makers from across our industry. Ample time for networking was punctuated with thought-provoking business sessions. That included an insider’s perspective on “The New Political Reality,” offered by Josh Earnest, former White House Press Secretary under President Barack Obama, and Nicolle Wallace, former Director of Communications at the White House under President George W. Bush.

Retail Immersion
In October, members gathered to experience the perennial deep-dive provided by CHPA’s Retail Immersion. This year’s Nashville event put the spotlight on Dollar General and their plans for future growth in the health and beauty category. The company’s top leaders shared their vision to embrace substance and simplicity in their business model and how to partner effectively for mutually beneficial relationships. Attendees got a behind-the-scenes look at four different store designs and their merchandising strategies. A robust panel discussion provided an added opportunity for them to engage in a Q&A specific to merchandising, marketing, and loss prevention.

Bertalan Mesko, M.D., Ph.D., The Medical Futurist

Regulatory, Scientific & Quality Conference
CHPA’s Regulatory, Scientific & Quality Conference (RSQ) took place in May in Rockville, Maryland with the FDA participating as speakers, panelists, and attendees. The program featured more than a dozen sessions spotlighting the latest in regulatory, scientific, product quality, and legal topics. “The Impact of Technology on Advancing Consumer Self-Care” was addressed by Bertalan Mesko, M.D., Ph.D. Known as The Medical Futurist, Mesko’s speech inspired audience members to comment: “riveting, inspiring, relevant” and “the future is now.”

Dollar General was represented at Retail Immersion by (left to right) Brian Hartshorn, Emily Taylor, Angela Martin, Tony Zuazo, Rick Channell, Lauren Bowers, and Rachel Kessler.
CHPA’s OTC Academy has become a one-stop educational resource for members and non-members for seminars, workshops, and webinars. The curriculum ranges from OTC 101 for those new to the industry to e-learning on up-to-the-minute topics for industry veterans. During 2017, more than 30 member companies sent their staff to classes at OTC Academy.
What do members value most about CHPA events?

Networking is consistently the top reason. That’s why we build in breaks, receptions, and free time so attendees can set up a meeting, have a conversation, or just catch up. Close behind is education which has been a big priority of our CEO, Scott Melville. His leadership has led to ever-increasing satisfaction scores for our events.

What drove the decision to drop Market Exchange and add two new events?

We reviewed the event evaluations and conducted over 30 interviews with manufacturer and associate members. Our conclusion: Market Exchange was a great event that had run its course. But the interviews also revealed that manufacturers wanted OTC-specific education in marketing and supply chain. So look for new events in 2018 on these disciplines.

Why is fostering an industry community so important?

I’ve been fortunate to work in associations representing a wide array of industries. That experience taught me that everyone needs a place to meet, learn, and socialize with others who do similar work. The CHPA community is an especially tight one that really values the opportunity to get together and do things that help the industry. Don’t get me wrong – they are still fierce competitors – but their ability to put that aside to help the whole industry is quite remarkable.

Working on the marketing side I don’t often have great context on the regulatory issues affecting my brand. This session gave me great context around the regulations and legal issues governing what can and cannot be done.”

“I was impressed with the depth of knowledge the speakers offered. They were very knowledgeable about the content and were able to walk us step by step through the resources.”

Back for a third year, CHPA’s OTC 101 was held in October in New Brunswick, New Jersey. This back-to-the-basics seminar is ideal for newcomers to the industry or professionals in need of a refresher. Attendees gained a better understanding of the legal and regulatory framework of the OTC industry.

Interactive Workshop

Following OTC 101, CHPA hosted an interactive workshop, “Navigating the OTC Monograph System Online.” The program used case studies and hands-on participation to explore the monograph system and its role in OTC innovation.
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CHPA understands that a fully engaged staff better serves our membership. In June, we took steps to bolster that engagement by holding a staff retreat to focus on organizational values. Work groups were formed that met throughout the summer to brainstorm ideas that would enhance CHPA culture. As a result, CHPA staff has adopted five values that define our working environment: Excellence, Integrity, Teamwork, Empowerment, and Development. Our staff is committed to creating a high-performance organization that puts our members first.
UPCOMING IN 2018

Major Meetings and Events

**Annual Executive Conference**
March 11-14
Turnberry Isle Miami
Aventura, Fla.
chpa.org/AEC

**Regulatory, Scientific & Quality Conference**
May 17-18
Renaissance Washington, D.C.
Downtown Hotel
Washington, D.C.
chpa.org/RSQ

**CHPA Marketing Conference**
July 16-17
Loews Philadelphia Hotel

**CHPA Educational Foundation Gala**
November 13
The Plaza, New York, N.Y.
chpa.org/foundationgala

**CHPA Supply Chain Conference**
November 5-6
Hyatt at the Bellevue