



McKesson
A Heritage of Delivering Better Health



McKesson

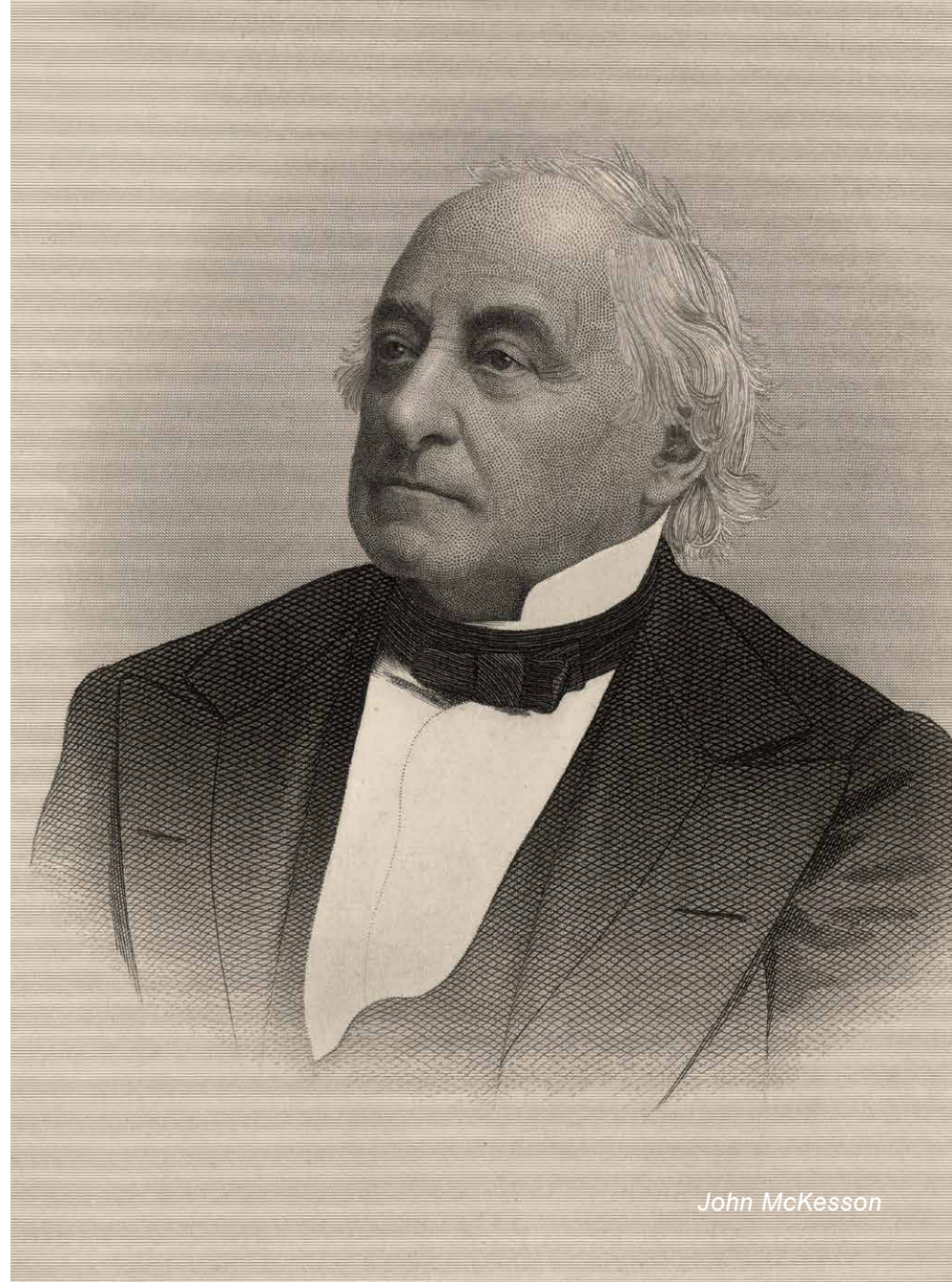
A Heritage of Delivering Better Health

McKesson took root in the earliest days of the United States, when organized healthcare was just emerging across the country. Over the past 185 years, we've played a significant role in shaping the evolution of healthcare. From our company's early leaders to more recent events, this book offers a tour of the people, innovations, values and purpose that continue to drive McKesson as we strive to improve lives by bringing better health to healthcare.

1800s

Early Pioneers

In the 1830s, the United States of America was a young country with just 24 states. Populist Andrew Jackson was its strong-minded seventh president, and New York City had grown into a bustling metropolis of 220,000 people. In 1861, the Civil War commenced, dividing the country during President Abraham Lincoln's term. The Pony Express began later in that decade, and the transcontinental railroad reached the Utah Territory. In 1879, Thomas Edison invented the first light bulb.



John McKesson

1833

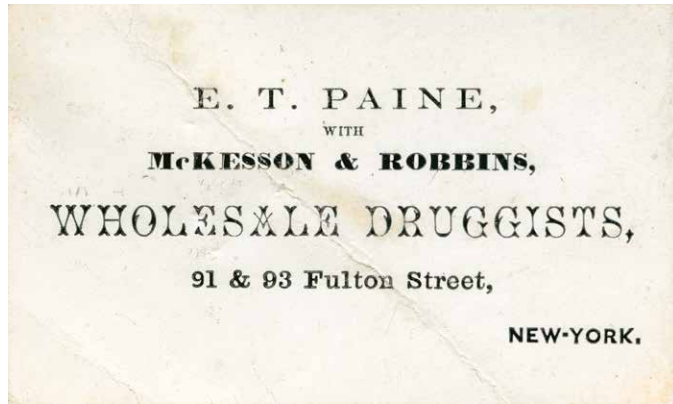
John McKesson and Charles Olcott, two young entrepreneurs, opened Olcott & McKesson, a drug import and wholesale business located on Maiden Lane in Manhattan. The company quickly thrived with its first customers — captains of the tall-masted clipper ships that docked nearby.



1835

Franz Ludwig Gehe founded his chemist and dye business, Gehe & Co., in Dresden, Germany. Later known as Celesio AG, it was acquired by McKesson in 2014.



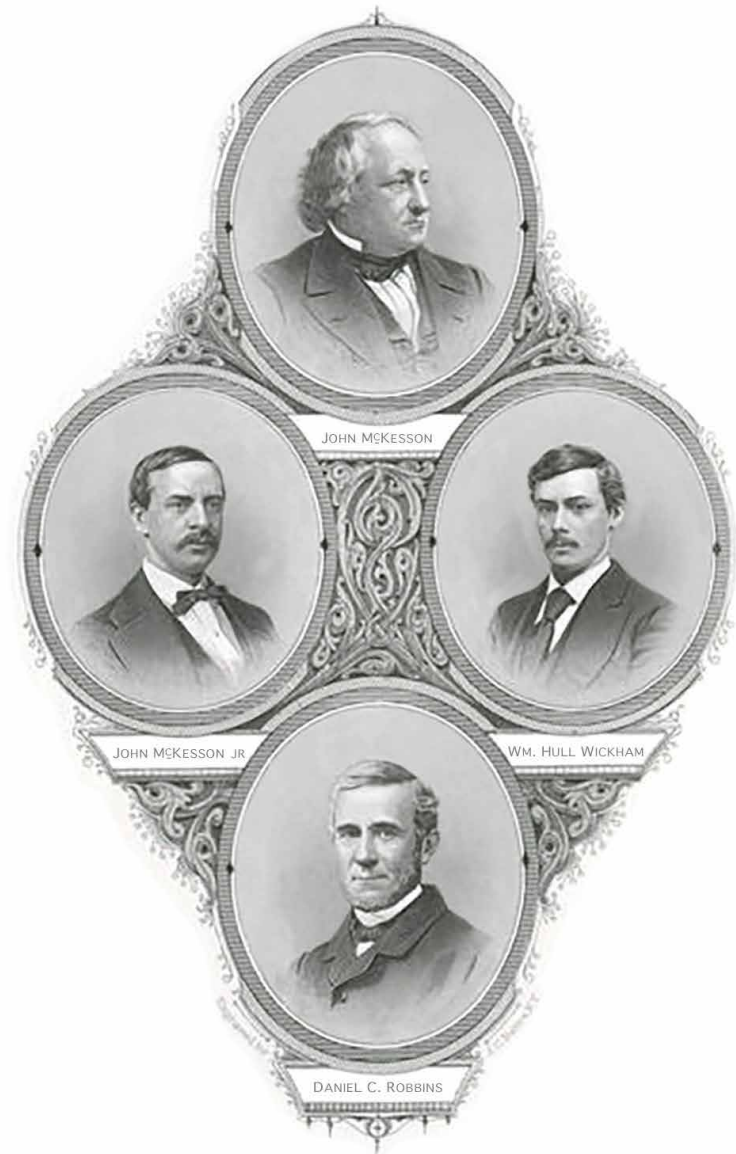


1853

Daniel Robbins, who originally started as an apprentice in 1833 after walking 80 miles to answer McKesson's first help-wanted ad, became a partner, and the company was renamed McKesson & Robbins.

1870

McKesson & Robbins pioneered the development of gelatin-coated pills, which were immediately in great demand around the world. In 1873, the company received a medal of merit at the Vienna Exposition for "the finest drug and pharmaceutical preparations," and in 1876, it won a gold medal at the Centennial Exposition in Philadelphia for the famous pills.



Gelatine-Coated Pills,

MANUFACTURED BY

McKESSEON & ROBBINS,

TRADE



MARK.

Process and Machinery Patented.

FOR PRICE LIST, SEE PAGE 57.

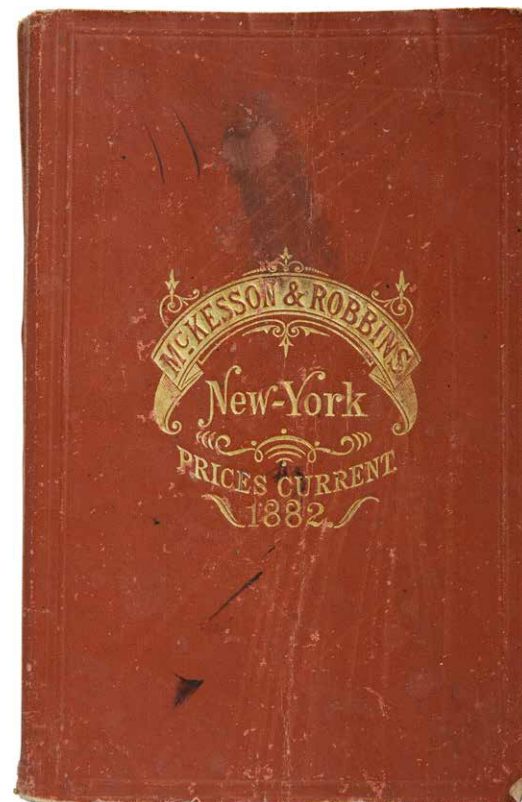
Important Facts about McKesson & Robbins' Gelatine-Coated Pills.

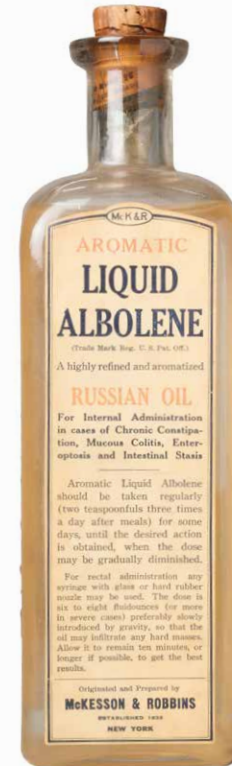
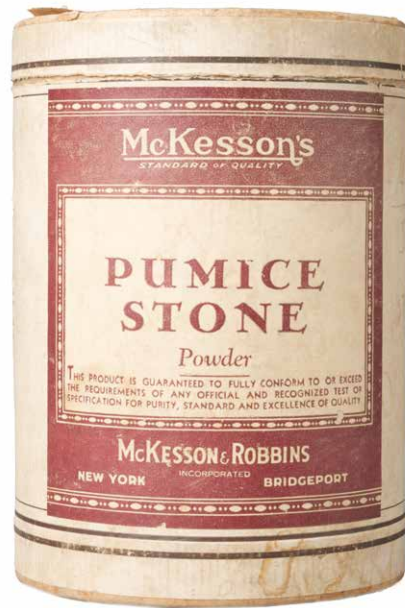
Every Physician will recognize the importance of knowing the character of the house manufacturing Pharmaceutical Preparations, which they prescribe, and every Druggist should be as careful in filling prescriptions.

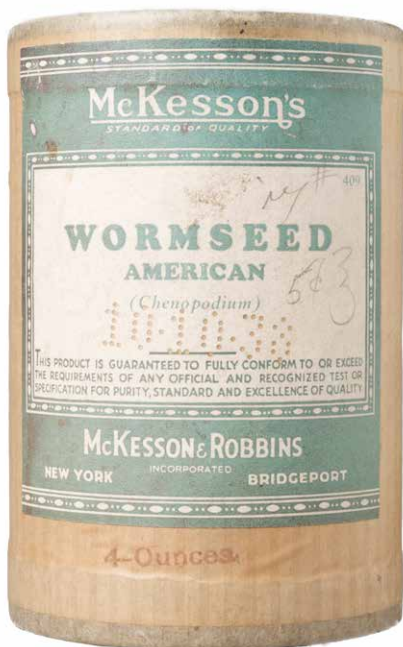
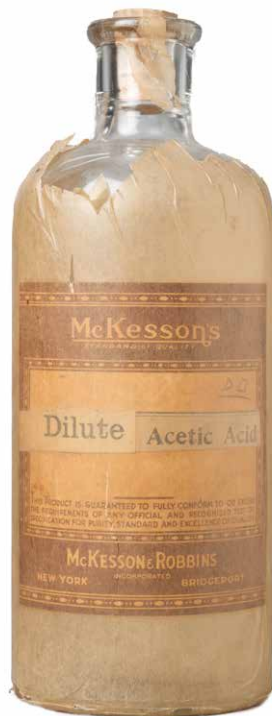
THE REPUTATION WE HAVE GAINED FOR OUR GELATINE-COATED PILLS MAY INDUCE OTHERS TO PUT UPON THE MARKET INFERIOR PREPARATIONS AND INTRODUCE THEM THROUGH OUR PREVIOUS ADVERTISEMENT. IN SUCH AN EVENT, WE PROPOSE TO PROTECT OURSELVES AND THE PUBLIC, AS FAR AS POSSIBLE, AND WOULD RESPECTFULLY ASK BOTH PHYSICIANS AND DRUGGISTS TO SPECIFY MCKESSEON & ROBBINS' GELATINE-COATED PILLS IN ORDERING.

1st.—They are *reliable*, being made strictly in accordance with formulas, and of the best materials.

2d.—They are *soluble*; the gelatine, in the temperature of the stomach, being speedily converted into jelly, and the contents of the Pill left free to act.







1900s

Expanding Horizons

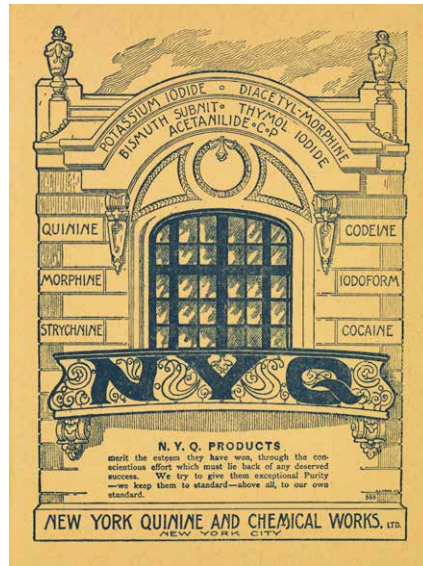
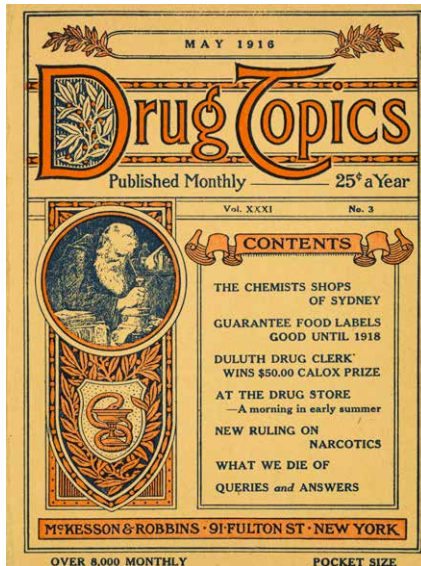
The early 20th Century was marked by the Industrial Revolution; America's entry into World War I; the social decadence of the Roaring 1920s fueled by Prohibition; and the election of the longest-serving president in history, Franklin D. Roosevelt, in response to the crippling Great Depression. In addition, the first radio broadcasts arrived along with Charles Lindbergh's first transatlantic flight.

Early 1900s

A nationwide distribution network was created when several large wholesale drug distributors became McKesson & Robbins subsidiaries.







1903

The Fox-Vliet Drug Company was founded. In 1983, the company name was changed to FoxMeyer Drug Company, Inc., and it eventually became the fourth-largest pharmaceutical wholesaler in the U.S. based in Carrollton, Texas. McKesson acquired the company in 1996.

NATIONAL DRUG AND CHEMICAL CO. OF CANADA
WHOLESALE DRUGGISTS LIMITED

Salesman: No. _____ HALIFAX, N. S. _____ 191
Sept 14-10

SOLD TO: _____
BY: _____
To: _____
St Peter's, C.B.

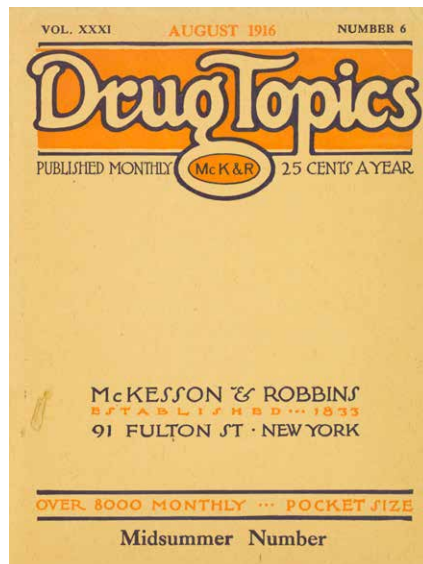
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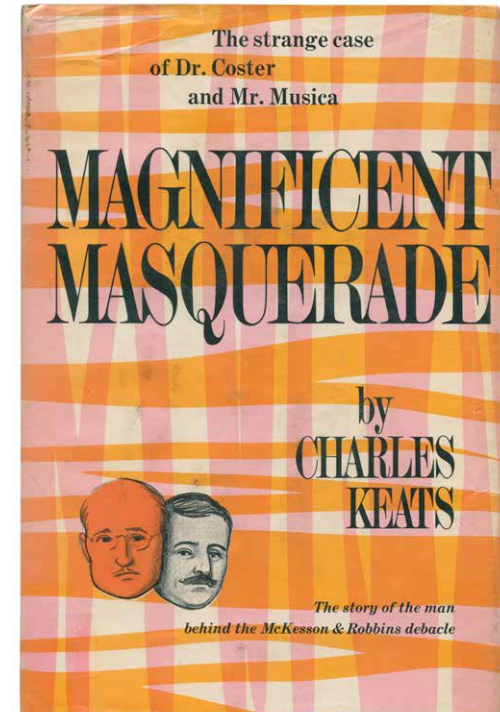
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COPELAND-CRATCHEON-CHAM SYSTEMS TORONTO AND OTTAWA

1905

The National Drug and Chemical Company of Canada was incorporated in Montreal. Later known as Medis Health and Pharmaceutical Services, it was acquired by McKesson in 1991.





1926

Dr. F. Donald Coster purchased McKesson & Robbins for \$1 million. Although his 13-year tenure was laden with fraudulent business dealings, the company thrived during this time, adding liquor distribution with the repeal of Prohibition in 1933. Coster's true identity, an ex-convict named Philip Musica, was revealed in 1938 when it was discovered that he embezzled \$3 million from the company. This later became the subject of the book titled "Magnificent Masquerade."

1929

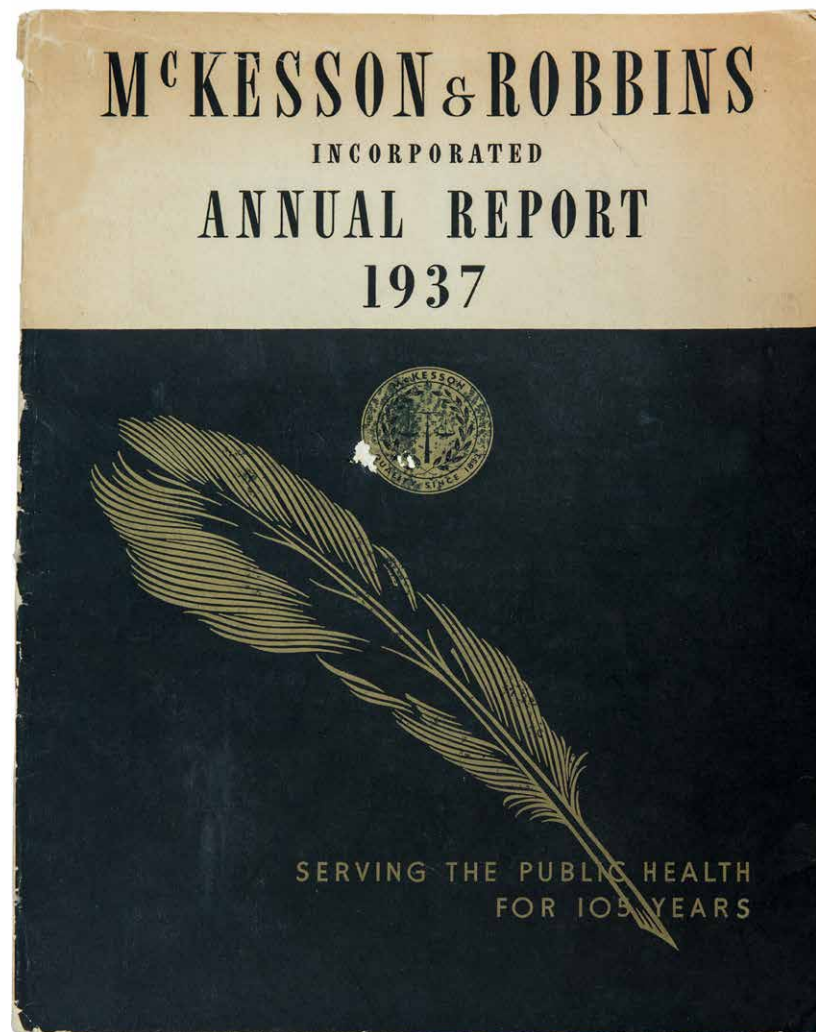
Despite the Great Depression, the company achieved unprecedented sales of \$140 million with profits of \$4.1 million and sustained steady growth with the addition of wholesale drug companies in 42 cities in the U.S. and Canada.





1931

Foremost Dairies, Inc., was established in Jacksonville, Florida. The company was an offshoot of a firm co-founded by the legendary retailer James Cash (J.C.) Penney, who named the company after one of his prize bulls, Foremost. Foremost later merged with McKesson in 1967.



1940s-50s

Era of Experimentation

America emerged from World War II a world superpower and the North Atlantic Treaty Organization was formed. While the Cold War raged in the shadows, innovations at home were changing the lives of millions: Dr. Jonas Salk developed the polio vaccine, rock and roll music emerged, and a new media format was taking the country by storm — television.

Early 1940s

At McKesson Laboratories, experimental production of penicillin was carried out under license by the government. The company received a citation from the War Production Board for its part in this wartime activity.



1943

The McKesson Foundation was established to support employees' community involvement efforts and improve the health of patients by providing programs such as disaster relief funds, matching gifts, scholarships and grants.

Tartan lets you Tan *never burn*!*



When Tartan Suntan lotion is used as directed — you can have fun in the sun with safety. Tartan, the new suntan lotion, gives you complete protection — never a blister — yet a beautiful tan. Tartan's proved and tested protection means:

- 1 NO PAINFUL BURN!** Tartan screens out 90% of the sun's burning rays (the rays below 3130 angstrom units).
- 2 A GLORIOUS TAN!** Tartan admits 90% of the healthful tanning rays of the sun (the rays above 3130 angstrom units).
- 3 IT'S STAINLESS!** Tartan contains no iodine or tannic acid — keeps towels, linen, and bathing attire cleaner.
- 4 IT'S GRASELESS!** Helps you look your best when you're on the beach. Tartan's invisible protective film is non-greasy, non-oily. No sand or dirt can cling to your skin.



*When Tartan is applied thoroughly and completely over all exposed skin areas, before and after bathing and frequently enough to take care of amount of the preparation from the sun due to excessive perspiration.

The Suntan Lotion
Recommended above All Others
by Leading Resort Hotels.

A McKesson & Robbins Product

McKESSON'S FIRST AID AND GOOD HEALTH CALENDAR

1950

With Compliments of Your Druggist

DAVID J. BYRNE CO.
TEL. 803
330 BROADWAY NEWPORT, RHODE ISLAND

McKESSON'S FIRST AID and GOOD HEALTH CALENDAR

PREPAREDNESS FOR EMERGENCIES

FIRST YEAR IN FIRST AID

CALOX TOOTH POWDER

the favorite dentifrice of many movie stars

CALOX FAN BETTY HUTTON
PARAMOUNT STAR



CALENDAR 1947

WED.	THU.	FRI.	SAT.
2	3	4	
9	10	11	
16	17	18	
23	24	25	
30	31		

LEWISTON PHARMACY
LEWISTON JOHN H. NEUMANN, PH. G., PROP. MINNESOTA



1945

McKesson & Robbins created a separate chemical division to meet the post-war needs of the nation. McKesson Chemical Company became a diversified national distribution leader representing more than 100 companies by 1955.

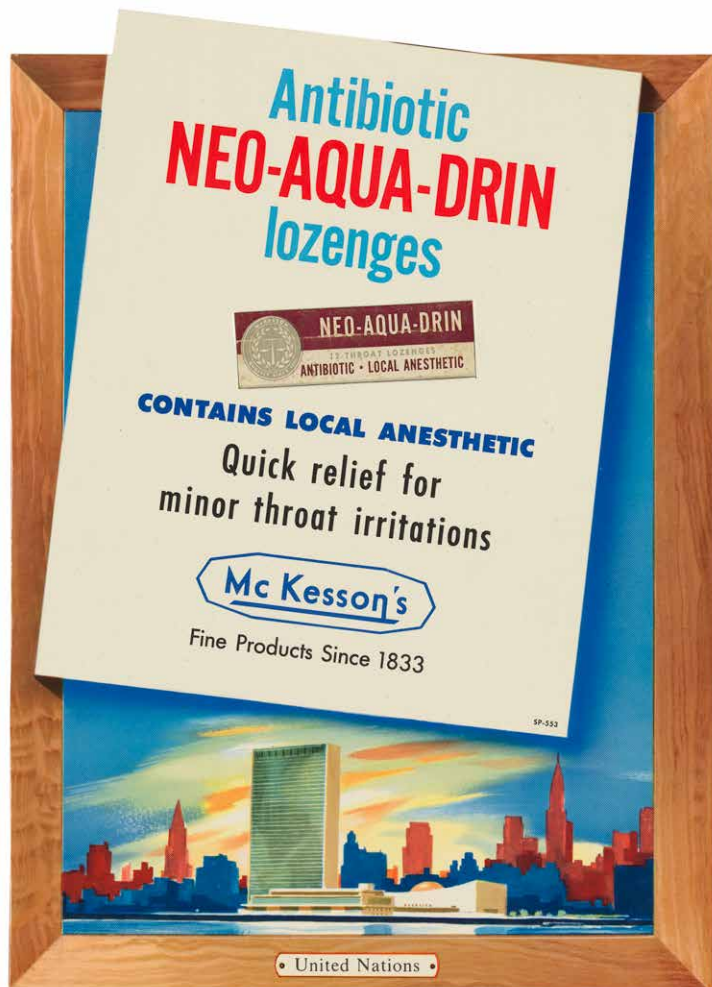


1950

Richmond Surgical Supply was founded by Max H. Goodloe and Jack Enoch. The company changed its name to General Medical Supply in 1965 and was later acquired by McKesson in 1997.

1957

McKesson & Robbins was the only national wholesale distributor of liquor, serving some 60,000 package stores, hotels, taverns and restaurants. Net sales in the Liquor Division represented 30% of the company's total sales and a quarter of its profits.



THERE IS A MEMBER OF THE

Bexel[®]

FAMILY
FOR EVERY MEMBER
OF YOUR FAMILY



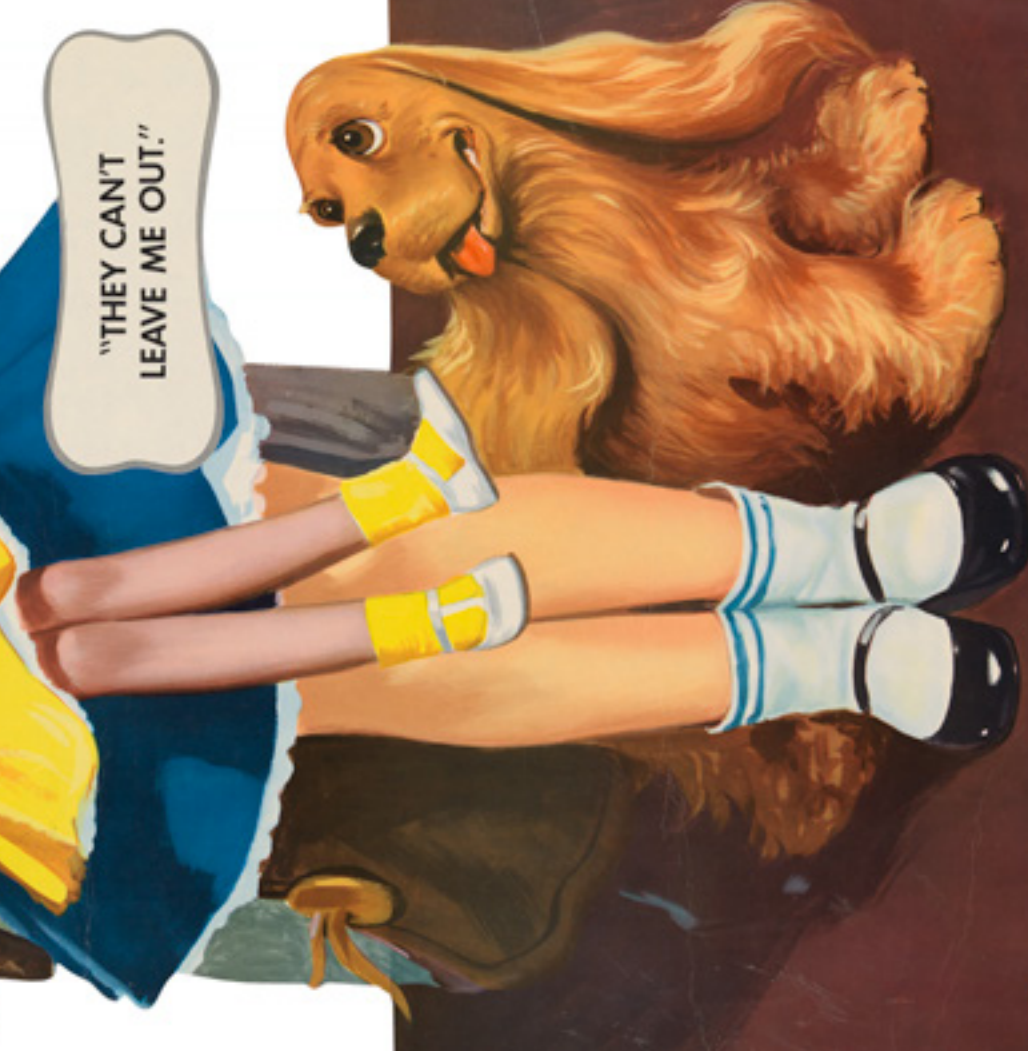
"I TRY TO KEEP THAT
21 YEAR OLD FEELING
WITH **Bexel** VITAMINS."

"VITAMINS AND MINERALS
ARE MY MOTTO - OF
COURSE IT'S **Bexel**."

Bexel CAPSULES FOR
CHILDREN ARE TINY
AND GOOD TASTING. I
TAKE THEM EVERY DAY."

"THAT DELICIOUS
ORANGE FLAVORED
Bexel SYRUP
FOR ME."

"THEY CAN'T
LEAVE ME OUT."



Mc Kesson's

1960s-70s

Period of Diversification

The Cuban Missile Crisis, assassinations of John F. Kennedy and Martin Luther King, Jr., and success of the moon landing defined an era of turmoil and triumph. While the Vietnam War raged abroad, America saw the zenith of the Civil Rights Movement at home, the first personal computers, and the Watergate break-in that led to the resignation of President Richard M. Nixon. The Medicare and Medicaid programs were established to help the underprivileged and senior citizens receive healthcare services.



1964

Sparkletts Drinking Water Corporation, a pioneer in the marketing of bottled water, joined Foremost Dairies.



1965

McKesson entered the hospital and surgical supply field with the formation of Gentec Hospital Supply Company. During this same period, Foremost acquired Alhambra National Water Company.

1967

McKesson and Foremost Dairies merged to form Foremost-McKesson, Inc., becoming the largest U.S. distributor of pharmaceutical drugs, alcoholic beverages and chemicals. Three years later, McKesson moved to its new corporate headquarters at One Post Street in San Francisco.





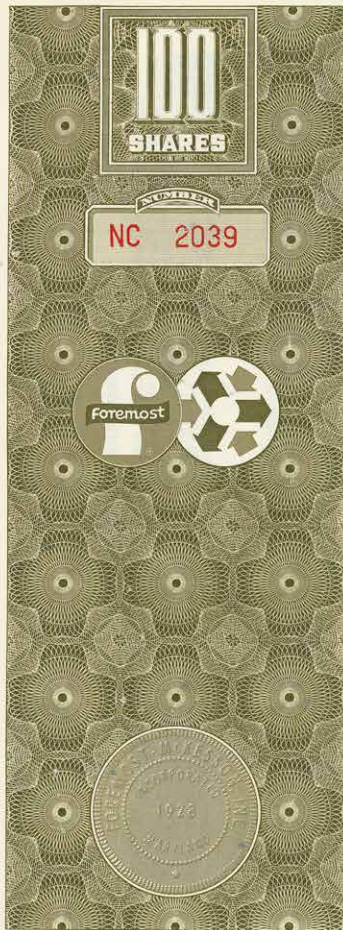
Early 1970s

Barcoded shelf labels and Economost™, the first electronic order transmission system, revolutionized drug distribution and enabled pharmacists to order products electronically using a handheld pad and a telephone line.



1977

Foremost-McKesson achieved \$1 billion in annual sales volume — a first in the pharmaceutical wholesale industry.



FOREMOST-McKESSON, INC.

INCORPORATED UNDER THE LAWS OF THE STATE OF MARYLAND
THIS CERTIFICATE IS TRANSFERABLE IN NEW YORK, NEW YORK, CHICAGO, ILLINOIS, OR SAN FRANCISCO, CALIFORNIA

COMMON
STOCK

THIS CERTIFIES THAT

KIDDER, PEABODY & CO. INCORPORATED

COMMON
STOCK

IS THE OWNER OF

SEE REVERSE FOR
CERTAIN DEFINITIONS

ONE HUNDRED

FULLY PAID AND NON-ASSESSABLE SHARES OF THE COMMON STOCK OF

Foremost-McKesson, Inc. (hereinafter and on the back hereof referred to as the corporation) transferable on the books of the corporation by said owner to person or by duly authorized attorney upon the surrender of this certificate properly endorsed. This certificate and the shares represented hereby are issued and shall be held subject to all the provisions of the Charter and of the By-Laws of the corporation and all amendments thereto, of which are copies are on file with the Transfer Agent to all of which the holder hereby, by acceptance hereof, expressly consents. This certificate is not valid unless countersigned by the Transfer Agent and registered by the Registrar.

Witness the facsimile seal of the corporation and the facsimile signatures of its duly authorized officers.

Dated:

JUL 13 1967

Wayne D. Hudson
SECRETARY

Rudolph J. Drews
PRESIDENT

REGISTERED: BANKERS TRUST COMPANY
(NEW YORK)

REGISTRAR

COUNTERSIGNED: MARINE MIDLAND GRACE TRUST COMPANY OF NEW YORK
TRANSFER AGENT

BY

[Signature]

ASSISTANT SECRETARY

BY

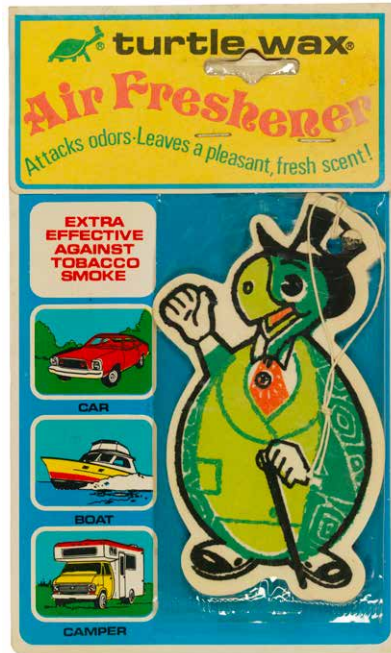
[Signature]

AUTHORIZED OFFICER



1979

Foremost-McKesson acquired Armor All, the company that launched the automotive protective products market. By the early 1990s, this division captured 90% of the U.S. market with sales in more than 50 countries.



Spring Value Days

A Great Time To Buy!

WD-40

- Stops Squeaks
- Protects Metal
- Loosens Rusted Parts
- Frees Sticky Mechanisms

WARNING: EXTREMELY FLAMMABLE. HARMFUL OR IRRITATING. CONTENTS UNDER PRESSURE.

NET WT. 9 OZ.

WD-40

SPRING VALUE DAYS

What do you have that sticks or squeaks? WD-40 will make it work better, quieter and last longer! Clean WD-40 prevents rust and wear and lubricates endless things around your home, garage and car. Join the millions of Americans who know and love WD-40. Look for displays at your favorite store and stock-up now!

WD-40 COMPANY, San Diego, CA 92110

PROTECTION HAS NEVER LOOKED SO GOOD

From the day your car or bike was built it has been under constant attack by the rotten elements. The sun starts by fading your upholstery and dashboard and tires. Then heat goes to work drying out the suppleness. And finally they go in for the kill to crack and discolor all your rubber, leather and vinyl.

Given time, the elements can turn your pride and joy into a rotting heap. Armor All Protectant will protect and beautify all the rubber, leather and vinyl on your car or bike. It's not a cover-up wax or polish but a unique formula that actually combines with

treated surfaces to give long lasting protection and beauty. In fact, protection has never looked so good. Try it and see the difference a little Armor All Protectant can make to a dull dashboard - it's so good, there's a patent on the way it works. Get a bottle of Armor All Protectant today - stop the rot and extend the life of your investment. Available from service stations, accessory and hardware stores and major retail chains.

ARMOR ALL

PROTECTANT

Marketed exclusively by the WD-40 People. © Hawk Pacific Pty. Ltd. A member of the Howard Company.

1980s-90s

Focus on Healthcare

The U.S. soared with the launch of the first space shuttle and the end of the Cold War. The era was marked by the birth of the World Wide Web, the first dot-com boom and a personal technology revolution.



1982

McKesson Drug Company positioned itself strongly in the home healthcare market with Sunmark® home care items and durable medical equipment.

The industry embraced technology, and more than 95% of McKesson's customer orders were transmitted using computer systems that were first introduced in the early 1970s.

1983

McKesson acquired Zee Medical, Inc., and sold C.F. Mueller, the country's largest pasta maker, along with Foremost Dairies, accelerating its move toward a more streamlined portfolio of businesses. In 1983 alone, more than one-third of the company's holdings were divested to focus on healthcare-related products and services.

1984

The company was renamed McKesson Corporation.



THE WALL STREET JOURNAL.

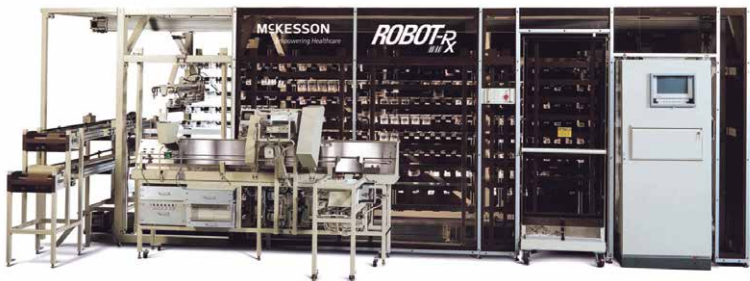
MONDAY, OCTOBER 7, 1996 - VOL. CCLII NO. 76

★★★★ \$2.00

McKesson Agrees to Buy Assets of FoxMeyer's Drug Distributor

McKesson Corp. said it agreed to acquire substantially all of the assets of FoxMeyer Health Corp.'s drug-distribution business.

McKesson said it will pay as much as \$80 million in cash for the unit, FoxMeyer Drug Co., which filed for protection under Chapter 11 of the federal Bankruptcy Code on Aug. 27. Upon approval of a federal bankruptcy court in Wilmington, Del., McKesson said it would provide FoxMeyer Drug with \$30 million in new financing, allowing it to buy as much as \$100 million in badly needed inventory...



1986

Univar Corporation bought McKesson Chemical for \$76 million. Proceeds of the sale provided funding for subsequent acquisitions of healthcare-related companies.

1991-1998

Medis Health and Pharmaceutical Services, Canada's major drug wholesaler, was acquired.

McKesson purchased Automated Healthcare Inc., a manufacturer of hospital automation equipment that helped the company provide automated solutions focused on reducing preventable medication errors in hospitals.

McKesson acquired wholesaler FoxMeyer Drug Company. With this acquisition came the Health Mart® franchise that started with several hundred pharmacies and has grown to approximately 5,000 pharmacies strong.

McKesson bought General Medical Inc. of Richmond, Virginia, one of the nation's largest medical supply and equipment distributors.

McKesson's buying trend continued with the acquisition of BakerAPS, then the leading U.S. supplier of automated retail and outpatient prescription filling and dispensing systems.



1992-1993

Acumax®, a proprietary barcode warehouse management solution, was pioneered by McKesson and received the Computerworld Smithsonian Award for information technology innovation.

1998

McKesson applied its expertise in barcode accuracy to introduce Closed Loop DistributionSM, the industry's first Palm-based technology for automated pharmacy receiving and ordering.





1999

McKesson acquired HBO & Company, creating McKesson HBOC, Inc., the world's largest healthcare services company. An accounting impropriety was discovered, and as a result, new leadership took over and the ICARE Shared Principles were introduced. In 2001, the company reverted to its former name: McKesson Corporation.

M. H. Kesson

2000s

Growth and Expansion

At the turn of the century, the U.S. was home to more than 281 million people. The events on September 11, 2001, shocked the world and defined the decade. The smartphone arrived to change communications and provide instant access to information. The country mourned the loss of Michael Jackson, the King of Pop, but also elected Barack Obama, its first African American president, in 2008, who would sign the landmark Affordable Care Act.



2000

McKesson Water Products was sold to Groupe Danone for \$1.1 billion, completing the plan to focus on healthcare-related businesses.

2005

St. Louis-based regional wholesaler D&K Healthcare Resources was purchased for \$206.8 million.

2006

McKesson re-launched the Health Mart pharmacy franchise, helping to level the playing field for independent retail pharmacies. Health Mart is now the nation's largest network for independent pharmacies.

2008

McKesson acquired McQueary Brothers Drug Company for \$190 million, further expanding its momentum in the independent pharmacy segment.

2009, 2011 and 2016

Health Mart ranked “Highest in Customer Satisfaction among Chain Drug Store Pharmacies” by J.D. Power and Associates.

2009

The Centers for Disease Control and Prevention (CDC) expanded its contract with McKesson to include centralized distribution of the H1N1 flu vaccine — a program that ultimately delivered 126 million doses across the U.S.





2010

US Oncology was acquired, and McKesson became the second-largest specialty company.

2012

The Giving Comfort program was founded by the McKesson Foundation to provide cancer patients with care packages created by McKesson employees across North America during Community Days, McKesson's hallmark volunteer event.

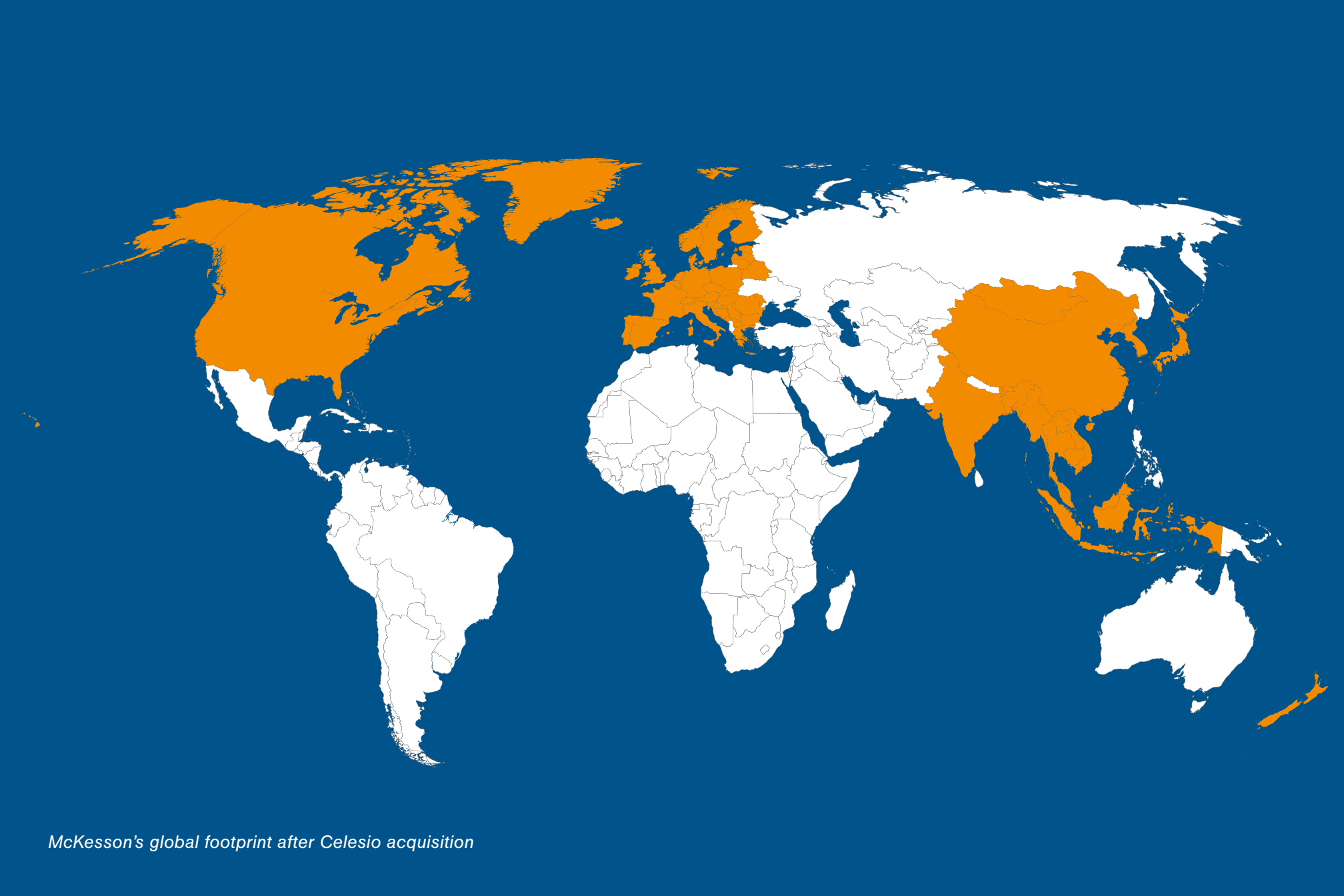
2013

McKesson announced CommonWell Health Alliance™, an independent not-for-profit organization that supports universal access to healthcare data through seamless interoperability, in partnership with other industry leaders.

McKesson purchased PSS World Medical, combining the business with its Medical-Surgical Division based in Richmond, Virginia, and strengthening its leadership in medical-surgical distribution.

2014

McKesson acquired Celesio AG, a leading international wholesale and retail company with operations supplying 50,000 pharmacies and hospitals in 13 countries. The deal expanded McKesson's footprint internationally to become one of the largest pharmaceutical wholesalers and providers of logistics and healthcare services in the world.



McKesson's global footprint after Celesio acquisition

2014

McKesson launched ILEAD (Inspire, Leverage, Execute, Advance and Develop), a common set of leadership competencies. ILEAD and the company's long-standing ICARE shared principles (Integrity, Customer-First, Accountability, Respect and Excellence) comprise McKesson's company values.

Rexall

2016

McKesson acquired Rexall Health from Katz Group, strengthening its position in Canada's pharmaceutical supply chain.

Employee Resource Groups (ERGs) were thriving, with a total of seven national ERGs. The voluntary, employee-led and company-sponsored groups were formed to serve as resources for both their members and the organization. These affinity groups offer employees opportunities to educate and build awareness, grow personally and professionally, and give back to their communities.





2017

McKesson was named the #1 Most Admired Company in the Healthcare Wholesale Industry by Fortune Magazine and was also recognized as a “Best Place to Work” by the Human Rights Commission.

CHANGE HEALTHCARE

2017

McKesson and Change Healthcare completed the creation of a new healthcare IT company to deliver wide-ranging financial, operational and clinical benefits to payers, providers and consumers. The new company combined substantially all of Change Healthcare’s business and the majority of the McKesson Technology Solutions (MTS) business.

Together Improving Lives

While a lot has changed around the world, in healthcare and at McKesson over the past 185 years, the one constant has been our focus on helping customers achieve better business health so they can focus on what matters most — improving the health of their patients.

At McKesson, our 70,000 employees are driven every day to not only meet the different needs of our customers — small, large and in-between — but to create lifelong partnerships that help them succeed today and grab hold of tomorrow's opportunities.

Because a healthy, vibrant healthcare system that improves lives is good for all of us.

All for our customers' success. All to improve patient outcomes. All for better health.



Left = 3h30m
Tot Operation= 48h
SW Version= IFVB ##



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4 5 6 C

1 2 3



START
STOP







McKESSON