

According to PBA Health¹,

front-end margins

are

15% HIGHER

than prescription sales



Our Exclusive Value Shipper subscription box stocks your front end with top-selling, high-margin products

*Health Mart[®] is excited to offer an **affordable quarterly subscription box service**. You'll receive carefully selected national brand and Health Mart private label products to help expand your category offering and bottom line.*

With everything that demands your attention, researching and selecting new front-end categories or products is the last thing on your mind. Let our experts provide recommendations on products that keep bringing consumers/patients back to your store.

Key benefits



Right product mix for your bottom line

Our category experts work to create an ideal product mix, including top categories like skincare, digestive health, pain relief and vitamins that yield high margins for increased front-end sales.



The price is right

We negotiate the prices with suppliers, so you pay no more than \$30 per box – regardless of the individual item prices.



Ready, set, stock

Remove products from the box and place them on the shelf using shelf labels. Like what you received in your box? Each box contains details including item numbers, descriptions and category so you can order with ease on McKesson Connect[™].

Get a new box every quarter

Subscribe today!

Visit my.healthmart.com/frontend.htm and look for the subscription box tile to opt in to the program.

Not happy with the box?

If you decide not to receive any boxes in the future, visit my.healthmart.com/frontend.htm and look for the subscription box tile to opt out of the program. The box is eligible for return to your local DC with no restocking fee for one month after receipt. Note that the box can only be returned in its entirety; individual item returns will not be accepted.



Questions?

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¹What Is the Average Independent Pharmacy Profit? (And How to Grow Your Profit Margins.)(2018, May). PBA Health. <https://www.pbahealth.com/average-independent-pharmacy-profit-grow-profit-margins/>



McKesson

Health Mart is proud to be a member of the McKesson family, sharing in the collective industry knowledge and experience residing within all of the McKesson corporate affiliates. Since 1833, McKesson has been committed to the success of independent pharmacies through the delivery of innovative programs and reliable distribution services. Learn more at mckesson.com.

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