



Dear Prescriber,

With the increased demand for Methylene Blue and other medications for that matter, prices have been increasing. Often, we simply absorb those increases because we understand the financial strain those increases have on our mutual patients. However recently there was a two-pronged problem with Methylene Blue.

The first problem is one of supply. With the great demand the producer is having difficulty producing enough to meet the demand. We purchase our product from a Licensed FDA manufacture. There are other non FDA licensed producers of Methylene Blue that do not meet the standards of United States Pharmacopeia. Some of those products are actually available but could be adulterated and of questionable quality. Those products are not tested and produced to the standards necessary for prescription products. The pharmaceutical quality product is in short supply. Thankfully we have contracts which assure us a supply into the future. We have ordered several Kilograms of the product and have been receiving the supply on a regular basis. We have been told by our supplier we are a priority customer and will receive the product on a priority basis. Incidentally one of the demands of the USP is a certificate of analysis with each product. Methylene blue has a 16% loss on drying, meaning we have to increase the amount we put into each prescription by 16% to achieve the correct dose. That's a topic for another time, but it means we use 16% more product to produce the accurate dosing you've ordered.

The second problem is price. We were told that our next shipment will have yet another price increase of almost 30%. We will not be increasing the product cost by 30% but only by the actual increase of the ingredient. That price increase won't be a dramatic 30% increase, but an increase that reflects our actual ingredient cost. The cost of labor, shipping, other excipients to make the capsules will not increase.

Our pharmacy is patient focused and we understand the needs of our mutual patients. You may hear about the increase from your patients, but I wanted you to hear it from us first! Should you have any questions, don't hesitate to call us!

Thank you for understanding,

Sincerely,

David W. Kazarian, CEO

Anthony Wolfinbarger, Pharmacy Director