

## Client Testimonial



ACQUIRING TALENT  
CREATING VALUE

“Mary Jane Schermer and Amy Fisher maintain a sense of urgency which makes me confident that my search is important and that they are moving forward as quickly as possible... At the end of the day, it is about finding the right candidates, and we did. The executives hired have been very successful in their relative positions.” – Ed Hancock, President, AmerisourceBergen Packaging Group

### the client

American Health Packaging (AHP) is a \$245 million technologically advanced, multi-functional packaging company. It operates as a wholly owned subsidiary of AmerisourceBergen Corporation, and is one of three businesses that comprise AmerisourceBergen’s Packaging Group. AHP’s parent, AmerisourceBergen (NYSE:ABC) is one of the world’s largest pharmaceutical services companies providing drug distribution and related services designed to reduce costs and improve patient outcomes. With more than \$61 billion in annual revenue, AmerisourceBergen is ranked #27 on the Fortune 500 list.

### the relationship

Ed Hancock, President, AmerisourceBergen Packaging Group comments, “I retained Cook Associates’ executive search team because I was familiar with their track record of success at AmerisourceBergen. I was personally recruited by Mary Jane Schermer to serve as President, American Health Packaging at AmerisourceBergen; then I relied on her and Amy Fisher to manage key searches within my group – including my own replacement. Both Mary Jane and Amy are quite personable and highly professional. There is a willingness to talk to anybody, anywhere, anytime. They maintain that sense of urgency, making me confident that my search is important and that they are moving forward as quickly as possible. Their knowledge of the industry allows them to hold intelligent conversations with executives, and they are perceptive of human nature and make smart decisions on candidates.

At the end of the day, it is about finding the right candidates, and we did. The executives hired have been very successful in their relative positions. I believe we found the right candidates because of the unparalleled thoroughness demonstrated by Mary Jane and Amy as they defined the criteria for the search and scoured the market for talent. They have a methodical approach to defining target companies, and their extensive network ensures the likelihood of success. I can’t see a way for the process to have gone any better.”

### the result

Ed Hancock moved into an expanded role as President, AmerisourceBergen Packaging Group and Tony Pera was recruited as President, American Health Packaging. Since the business of American Health Packaging had evolved to focus heavily on generic products, a unique combination of skills and experiences were required. The necessary characteristics were embodied in Mr. Pera who came to American Health Packaging with a strong background in the generic pharmaceutical industry. Most recently, he served as Executive Vice President, Generics Business with American Pharmaceutical Partners, a specialty drug company manufacturing injectable pharmaceutical products. Prior to this appointment, Mr. Pera served as Executive Vice President and Chief Operating Officer of Oakwood Laboratories, a drug delivery company. He also served as President/Chief Operating Officer and director of Akorn, Inc., an ophthalmic and parenteral drug manufacturer. Earlier in his career, Mr. Pera co-founded Bedford Laboratories, the generic injectable drugs division of Ben Venue Laboratories, which was acquired by Boehringer-Ingelheim in 1997. Mr. Pera holds an MBA, DePaul University and a BS, Business Administration from the University of Illinois, Champaign-Urbana.