

J M Smith Names Jeff Foreman New Head of Smith Drug Company

J M Smith Corporation selected **Jeff Foreman**, RPh, to succeed **Ken Couch**, RPh, as President of Smith Drug Company. Couch is retiring after 35 years with Smith Drug Company.

Foreman most recently served as divisional vice president, brand and generic pharmaceutical purchasing with Walgreen Co. where he was responsible for US-based brand and generic pharmacy purchasing divisions. Prior to that, Foreman was a vice president with Cardinal Health, providing leadership in strategic purchasing, marketing and business development.


“Jeff’s experience in every facet of pharmacy purchasing, wholesale and distribution, as well as his retail background will be a tremendous asset to Smith Drug Company as we move forward,” stated **William Cobb**, Chairman and CEO of

J M Smith Corporation. “We are in changing times, not only in pharmacy, but in the healthcare industry as a whole. It was crucial to find a leader who has the experience and the skill-set to not only meet those challenges, but to surpass them. Jeff is our choice for that role.”

“I am thrilled to be joining Smith Drug Company,” said Foreman. “Throughout my career, I have been impressed with the organization and its rich history in pharmacy, with its reputation for putting the needs of its customers first. Smith Drug Company has proven itself time and again in the market by making business better for pharmacy. I am looking forward to meeting the entire team, our business partners and our customers, and to exploring ways to continue to win together.”

Foreman’s industry career has spanned

from working as a pharmacist at a community pharmacy in Michigan to experience with independent pharmacy, franchise systems, regional, mass and national chain, as well as experience in wholesale drug distribution and pharmaceutical sales with a leading manufacturer.

In commenting on his new position, Forman stated, “Smith Drug Company has a very robust core business, and I am looking forward to continuing along that path: maintaining our core strengths and to exploring opportunities for additional business with both the upstream manufacturers and the downstream providers.” 



Foreman

Dmitrey Kuznetsov Named Head of H. D. Smith Category Leadership Team

H. D. Smith, announced early this April, the addition of **Dmitrey Kuznetsov** to its executive leadership team. After years of demonstrating successful results through building strong supplier and customer relationships, Kuznetsov was promoted to Senior


Vice President Category Management.

“Dmitrey brings extensive leadership to this position, and his fresh outlook on our manufacturer partnerships will steer the company toward prosperous endeavors,” said **Chris Smith**, President and CEO, H. D. Smith. “He is also very skilled at hiring and developing talented teams.”

Now responsible for implementing company strategy to build mutually profitable relationships with H. D. Smith’s suppliers, Kuznetsov will also drive the development and implementation of programs, services and other business solutions to meet the company’s gross margin and profit objectives, while providing customers an outstanding value.

Most recently in the role of vice president, generic pharmaceuticals, Kuznetsov worked to enhance H. D. Smith’s generic pharmaceutical offerings by driving a consistent and

comprehensive strategy. In addition to generic sourcing, he was responsible for the commercialization of generics. He developed programs and pricing initiatives to optimize generics for H. D. Smith’s customers.

Kuznetsov joined H. D. Smith in 2012 as vice president, generic pharmaceuticals sourcing, and was responsible for the development, implementation and management of the generic pharmaceuticals sourcing strategy. He led the team in establishing key strategic relationships with trading partners that resulted in H. D. Smith’s competitive generics portfolio. In addition, his team negotiated improved terms and conditions with top trading partners. 



Kuznetsov

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