

**Press Release**



**FOR IMMEDIATE RELEASE**

**Editorial Contact:**

Jessica Van Kirk  
ADMS Marketing & Communications Lead  
Swisslog Healthcare Solutions  
Phone: 303.373.7952  
Fax: 303.307.3895  
jessica.vankirk@swisslog.com

**Growth of Swisslog's Pharmacy Automation Business Unit Fuels Sales Force Expansion**

DENVER, Colo. (August 26, 2010) – Swisslog, a leading provider of automated materials transport and pharmacy automation solutions for hospitals, today announced that the rapid adoption of its pharmacy automation products by hospitals throughout North America has allowed it to expand its sales force, including the creation of an account manager role, a new position at the 100 year-old company.

Swisslog's pharmacy automation business unit is officially known as [Automated Drug Management Systems \(ADMS\)](#). The ADMS product family includes PillPick, BoxPicker, ATP High-Speed Packagers, Beacon Pick-to-Light Shelving, and Inventory Management Software. Collectively, these pharmacy automation solutions streamline and optimize the operations of both in-patient and out-patient hospital pharmacies. From the packaging of bulk medications to storage, dispensing and logistics, Swisslog's ADMS products help hospitals reduce or eliminate dangerous medication errors while improving the speed and efficiency of the drug supply chain.

The first of several new account manager positions will be filled by Dominic Conti, formally the company's ADMS region manager covering the North East territory. As account manager, Conti will focus on one of the most important parts of the post-sale customer experience: customer retention. Further, Conti will be responsible for managing the smaller hospital segment, those with less than 150 beds, which until now have not been an area of focus.

Replacing Conti as North East region manager is John Korn. Prior to joining Swisslog, Korn worked as a sales representative for Advanced Medical Systems. Before that, he sold healthcare automation solutions as a medication safety consultant for McKesson. A graduate of Robert Morris University, Korn lives in Cranberry Township, PA.

-MORE-

**swisslog**

John Petrick rounds out the reorganized ADMS sales team as the South East region manager. Petrick comes to Swisslog from P2 Contracting Consultants where he was a sales director. Earlier in his career, Petrick held senior sales positions at Innovation Associates and Morris & Dickson Co. A Louisville, KY resident, Petrick is a graduate of Arizona State University.

“We have earned significant market penetration with our pharmacy automation solutions over the past three to four years,” said ADMS Vice President Ben Hinnen. “As such, we are in the fortunate position of having to bolster our sales organization. The addition of two proven sales professionals like John Korn and John Petrick, and the creation of an account manager role will properly position our business unit for future growth.”

Swisslog Healthcare Solutions is the leading supplier of logistics automation solutions for healthcare facilities. Swisslog has installed automated materials transport and pharmacy automation systems in more than 3,000 hospitals around the world, including more than 2,000 in North America. Swisslog offers total systems design, manufacturing, installation and customer support providing a complete supply chain management approach to the logistics challenges of hospitals. The North American division of Swisslog Healthcare Solutions is based in Denver, CO.

### **About Swisslog**

Swisslog is a global provider of integrated logistics solutions for warehouses, distribution centers and hospitals. Its comprehensive services portfolio ranges from building complex warehouses and distribution centers to implementing Swisslog's own software to intra-company logistics solutions for hospitals.

Swisslog's solutions optimize customers' production, logistics and distribution processes in order to increase flexibility, responsiveness and quality of service while minimizing logistics costs. With years of experience in the development and implementation of integrated logistics solutions, Swisslog provides the expertise that customers in more than 50 countries rely on. Headquartered in Buchs/Aarau, Switzerland, Swisslog currently employs over 2,000 staff in about 20 countries worldwide. The group's parent company, Swisslog Holding AG, is listed on the SIX Swiss Exchange (security number: 1232462, Telekurs: SLOG, Reuters: SLOG.S). For more information, visit [www.swisslog.com](http://www.swisslog.com).

--END--

The logo for Swisslog, featuring the word "swisslog" in a lowercase, sans-serif font. The letters are a dark red or maroon color. The "i" and "s" are connected, and the "o" is a simple circle. The "l" is a simple vertical bar. The "g" has a small tail. The logo is positioned in the bottom right corner of the page.