

# Industry support goes deeper

The level of engagement and commitment among pharmaceutical and healthcare products companies to the mission of Health Partners International of Canada continued to deepen in 2010.

“The industry really came through for us this past year, especially when one considers the types of donations that were offered,” said Linda Campbell, HPIC’s Senior Director, Product Planning.

In total, 50 companies donated \$28 million in medicines and medical supplies. HPIC was pleased to welcome two new companies as product donors: UCB Canada and Alveda Pharma. More than half of the product donations were planned or offered in response to emergencies, a significant increase. “We want to especially thank the industry for their needs driven, quick and generous response to our relief efforts in Haiti,” Campbell said. “Other major projects included medicines for a children’s hospital in Kabul as part of HPIC’s CIDA-funded Afghanistan project, relief for flood victims in Bolivia, a record-breaking year for the Physician Travel Pack program, and Zimbabwe’s Howard Hospital.”

Twenty-eight companies donated \$576,000 in financial support for HPIC’s mission. This financial support included generous matching gift programs for employees who donated to HPIC. “HPIC received significant matching gifts this year and we are very grateful for these donations that were in addition to the annual funding,” Campbell said. Product donor companies also provided several groups for volunteer days packing Physician Travel Packs.

HPIC was also the beneficiary of an innovative volunteer program at GlaxoSmithKline called PULSE. An employee was loaned to HPIC for a six-month full time volunteer experience. She was given particular assignments to do that matched her skills with HPIC’s needs. “It was a marvelous experience and we are very grateful to GSK,” said HPIC’s President Glen Shepherd. “This program was like having a senior consultant to call on for free. We would be very happy to receive this kind of help from other companies as well.”

Toward the end of 2010, HPIC’s industry partners publicly committed to the mission at two special events. In October, a

celebration was held to mark the renewal of a partnership agreement between Canada’s Research-based Pharmaceutical Companies (Rx&D) and HPIC. And in November the Canadian Generic Pharmaceutical Association, Rx&D and several product donor companies showed their support at the official launch of HPIC’s Afghanistan project.

Many of HPIC’s top donors of medicines participated in our 20th anniversary special magazine, *Health & Hope*, which was made possible thanks to their participation. It featured stories about the impact of HPIC’s work around the world and was distributed to thousands of stakeholders across Canada.

“One of the best things that happened in 2010 with our product donors was their participation in our Appreciative Inquiry process,” said Campbell. “We received valuable feedback that will help us as we move into our third decade of service. We also heard a message loud and clear: ‘We want to help you. Just ask us if you need help.’ We are truly grateful for the industry’s support and confidence in HPIC.”

## Thanking HPIC’s top donors of medicines and supplies in 2010

- Abbott Laboratories Limited
- AstraZeneca Canada Inc.
- Bayer Inc.
- GlaxoSmithKline Inc.
- Pharmascience Inc.
- Pfizer Canada Inc.
- Ranbaxy Pharmaceuticals Canada
- Roche Canada
- Sanofi Aventis Group
- Teva Canada

HPIC gratefully acknowledges the support of Canada’s pharmaceutical industry, healthcare products sector and other donors:

- 3M Health Care
- Abbott Laboratories Limited
- Allergan Inc.

- Ansell Healthcare
- Alveda Pharma
- AstraZeneca Canada Inc.
- Barkman Concrete Foundation
- Baxter Corporation
- Bayer Inc.
- Bio Nuclear Diagnostics
- Boehringer Ingelheim (Canada) Inc.
- Bridgeway Foundation
- Bristol-Myers Squibb
- CAW Social Justice Fund
- Calgary Foundation
- Canadian Medical Foundation
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- Dr. D.S. Reimer
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- Johnson & Johnson Inc.
- Karen Toews and Rod Thiessen
- LEO Pharma Inc.
- Main Street Pharmasave
- Merck Frosst Canada Inc.
- Molnlycke Health Care
- Novartis Consumer Health

- Novartis Pharmaceuticals Canada Inc.
- Nycomed Canada Inc.
- Omega Laboratories Ltd.
- Paladin Labs Inc.
- Patterson Dentaire
- Pharmaceutical Partners of Canada Inc.
- Pharmascience Inc.
- Pfizer Canada Inc.
- Pfizer Consumer Healthcare
- Procter & Gamble Pharmaceuticals
- Purdue Pharma
- ratiopharm
- Reinders Family Foundation
- sanofi-aventis
- Roche Canada
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- Shire Canada Inc.
- Smith & Nephew
- Southmedic Incorporated
- Teva Canada
- The Buller Foundation
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- The Honourable Jake Epp
- The Jean Family
- UCB Canada
- uniPHARM wholesale Drugs Ltd
- Valeo Pharma
- Vita Health Products, Inc.
- Virox Technologies Inc.

**Health Partners International of Canada**  
 3675 Sources Boulevard, Suite 209  
 Dollard-des-Ormeaux, Quebec H9B 2T6  
 Tel: 514-822-1112  
 Toll free: 1-800-627-1787  
 www.hpicanada.ca

Health Partners International of Canada is officially registered with the Canada Revenue Agency as a charity. As such, HPIC may issue a tax receipt for qualifying donations to Canadian donors.  
 Registration Number: 119031524RR0001

# About HPIC

Health Partners International of Canada is a humanitarian not-for-profit relief and development organization dedicated to improving access to medicine and enhancing health in the developing world. HPIC contributes to well-being by providing donated essential medicines, supplies and vaccines, building national health sector capacities, and responding to emergencies and health threats. We partner with a network of ministries of health, non-governmental organizations (NGOs) and healthcare professionals, with pharmaceutical and healthcare product companies, and with Canadian government departments; and we count on the financial support of individual donors, foundations and corporations. Because of our unique model, HPIC multiplies every donated dollar to provide, without discrimination, at least \$10 of free medical aid.

## Groundwork laid for major project in Zimbabwe

The groundwork was laid in 2010 for a major development project in Zimbabwe. HPIC has long been involved in the country. For more than 15 years, HPIC has been a major supplier of pharmaceuticals to The Salvation Army’s Howard Hospital.

“We have identified Zimbabwe as a country of concentration for HPIC,” explained Glen Shepherd, HPIC’s President. In the spring of 2010, Shepherd travelled to the African country to meet with the Zimbabwean Association of Church Hospitals (ZACH) as well as partners at Howard Hospital. Shepherd was accompanied by HPIC board member Dr. Artaj Singh. The trip’s purpose was to explore how HPIC can support the ZACH network of 126 hospitals across the country. One of the first activities will be to provide continuing education for the network’s

doctors and healthcare workers through partnerships with Canadian medical schools.

Later in the year, an HPIC staff member spent time at Howard to begin work on improving the hospital’s supply chain management. This project is in partnership with The Salvation Army’s International Headquarters. HPIC staff will continue to work on-site and in Canada on this project in 2011.

“These two projects with ZACH and The Salvation Army will be transformational,” Shepherd said. “This country has suffered significant economic deprivation and we have experience there that we can build on to benefit Zimbabweans.”

The project with ZACH and The Salvation Army is a template that HPIC will develop in Zimbabwe and use to benefit other countries in the future.

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## 2010 YEAR IN REVIEW Message from the president

The devastating earthquake that struck Haiti on January 12, 2010 was the top news story of the year around the world. And it certainly dominated the efforts of Health Partners International of Canada in 2010. Thanks to our extensive network of in-country partners and generous corporate and individual donors, we were able to mobilize over \$9 million in requested medicines and medical supplies. HPIC continues to work with our partners in Haiti, just as we did prior to the earthquake.

In the spring HPIC undertook a major discernment project in collaboration with over 100 stakeholders. The Appreciative Inquiry process revealed many things about what HPIC does best, where it can focus its efforts and what could be improved upon. It is not surprising that many of the people who are well acquainted with our work stated that HPIC is at its best when responding to an emergency. It is during emergencies that the extent of HPIC’s support is revealed as well as the generosity of individual Canadians. When the earthquake struck Haiti, we saw the best that Canada can offer: the healthcare workers who drop everything to bring a Physician Travel Pack and offer health care to the wounded, the senior pharmaceutical executive who pushes his urgent files aside to expedite an important donation of medicine, the selfless NGO workers who are a field presence in desperate times, the church that holds a fundraising concert and

passes the collection plate to help the survivors.

Haiti and the Appreciative Inquiry (AI) process showed the strong support for HPIC’s mission of increasing access to medicine and improving health in the developing world. This was also evident in the way that HPIC bounced back from 2009 – a challenging year. 2010 was a year of reflection and transformation, which has propelled HPIC in a new direction. 2011 will be a year of action when important decisions are made, new global partnerships made official and new projects developed.

HPIC is committed to seven themes that emerged from the AI process: at the core of what we do, HPIC’s focus will remain on the needs of the beneficiary; HPIC will work on greater visibility/awareness among stakeholders and Canadians in general; HPIC will increase its global presence and partnerships; HPIC will enhance its disaster relief capacity; HPIC is determined to build greater financial stability; HPIC continues its ongoing professionalization of operations; on a periodic basis, HPIC will review the scope of its services to better serve beneficiaries.

A project that is representative of where HPIC is headed is the CIDA-funded Capacity Building and Access to Medicines project in Afghanistan. A major highlight of 2010 was the official launch of this development project – in Kabul and Mississauga on the same day. The Hon.



Beverley Oda, Minister of International Cooperation, called HPIC “a key partner with the Government of Canada” in the government’s development work in Afghanistan.

On behalf of those we serve, I would like to thank all the people, organizations and companies that are committed to our mission. I would like to especially thank the dozens of volunteers who help in a variety of ways. In 2010, HPIC received a major gift from GlaxoSmithKline’s Pulse volunteer program and we are most grateful. A senior executive was lent to us for a volunteer assignment on a full-time basis for six months. We would be delighted to welcome suitable candidates from other companies for this kind of volunteer program.

Please do not hesitate to contact me if you would like to know more about the work of HPIC around the world.

Glen Shepherd  
 President



## HPIC in numbers

- 1,200,000 treatments provided
- Active in 75 countries
- Over \$28 million in medical aid provided
- \$9 million in medical aid provided to Haiti
- 885 Physician Travel Packs carried
- 40 special packs for dentists
- 27 20-foot containers\*
- 1,421 volunteer hours offered packing Physician Travel Packs
- Every \$1 donated provided at least \$10 of medicine

\* does not include airlifted pallets and skids

## Record year for HPIC's Physician Travel Pack

It was a record year for HPIC's Physician Travel Pack program. A total of 885 packs were carried to 53 countries, meaning that an estimated 531,000 treatments were dispensed with medicine from these packs.

Haiti received 295 PTPs making it the top recipient in 2010. Other countries that were popular with the volunteer healthcare workers

carrying PTPs were the Dominican Republic, Nicaragua and Honduras. In fact, 64 per cent of PTPs were carried to Central America and the Caribbean. PTPs were also used in response to emergencies, such as the earthquake in Haiti, the flooding in Pakistan and the hurricane that struck St. Lucia.



In Haiti, hundreds patiently line up to receive medical care.

## Afghanistan project makes major progress in 2010

and more than 13,000 treatments were dispensed to children at Indira Gandhi Children's Hospital. In addition, HPIC has finalized partnership agreements with 3 other hospitals, Ibn-i-Sina Emergency Hospital, Ibn-i-Sina Cardiac Hospital and Ataturk Children's Hospital, to begin receiving HPIC donations. Work at all the partner hospitals includes establishing pharmaceutical management and reporting tools to improve accountability and management practices.

**Pharmaceutical Donations Office (PDO):** A Terms of Reference document was created by HPIC in partnership with the Ministry of Public Health (MoPH), outlining the roles and responsibilities of the PDO and was finalized by the MoPH in December 2010. This document was created to improve pharmaceutical management practices for donated pharmaceuticals at a national level. The office has been renovated and refurbished by HPIC providing a safer and more professional work environment. In addition, HPIC has taken strides to professionalize the operations of the office with the provision of a computer and printer.

**Central Medical Stores:** Personal safety and warehouse equipment donation was provided in the summer; initial two-week training on medical stock management completed at the end of November for 40 staff and MoPH participants; activities to develop standard operating procedures for supply chain logistics based on international best-practices have begun; and, the Environmental Assessment Study to assess pharmaceutical waste disposal at the CMS and partner hospitals was completed.

**Quality Control Lab:** Assessment of Quality Control Lab completed in August; validation, calibration and qualification of all lab equipment is being initialized; initial steps to develop key standard operating

procedures have begun; and steps to update and improve the reagents and chemicals used for quality control testing are underway. Assessment Study of Pharmaceutical Manufacturing Industry: The analysis of assessment study results are nearing completion and will be shared with the MoPH and key stakeholders within the year. Furthermore, preliminary steps in the development of the action plan to implement recommendations have begun.

"I am pleased that HPIC is a key partner with the Government of Canada.... This partnership is not only helping Afghans receive priority medicines and medical supplies but is also enhancing the capacity of the Afghan Ministry of Public Health."

The Honourable Beverley Oda  
Federal Minister of International Cooperation



# Haiti Response

## HPIC a channel for Canadians' love and concern for Haiti

Requests for Physician Travel Packs and pallets of medicine, offers of medicine, volunteers, donations, telephone calls offering to help and seeking information all flowed through Health Partners International of Canada in never-before-seen volumes in January and February 2010.

"Not only did we get to witness the incredible love and concern that Canadians had for their brothers and sisters in Haiti following the earthquake, we were a channel for it – equipping Canadian healthcare workers and NGOs and providing essential medicines," said Glen Shepherd, President of HPIC.

Over the course of the year, about 375,000 treatments were dispensed with medicine provided by HPIC.

HPIC has a long history of working in Haiti with a network of

established partners. "Our approach was to send smaller shipments in response to identified needs partners," said Samar Assousa, HPIC's Senior Director of International Health Programs. "We also personally accompanied much of the medicine to ensure that all the connections were made and that the medicine would ultimately get to the patients and not sit at the airport in the heat."

By the time 2010 had drawn to a close, HPIC had provided more than \$9 million in requested medicines, including 295 PTPs.

"Progress is slow in the country," said Helen Crawley, HPIC's Director of NGO Programs, who travelled to Haiti three times in 2010. "However, there are so many stories of healing and hope because of the medicines donated by HPIC's partners in the pharmaceutical and healthcare products industries."

## More patients than ever at partner clinic, all being treated with medicine from HPIC

The Northwest Haiti Christian Mission Clinic in the region of the same name receives the bulk of its medical supplies from HPIC. Rev. Tina Simpson Leslie spends several months a year at the clinic and the rest of her time coordinating things from her home base of Mississauga.

In the aftermath of the earthquake, the clinic saw a huge increase in the number of patients seeking care because of all the refugees arriving from Port-au-Prince.

The health issues they see are "an amplification of the old problems, mostly from overcrowding," Leslie said. "When a virus goes around, everyone gets sick, especially the children."

Leslie told a story about a family that was "in better shape than most." The mother came to the clinic because she had fever at night and then it would go away in the day. Meanwhile she was dragging

herself to work. "She came back again sicker than ever. We had just received a shipment of doxycycline, which is great for treating typhoid."

People line up from 4 a.m. at the clinic. "We have a long hallway with benches down both sides," Leslie said. "There are so many babies and young children, all of them crying. One thing we are really grateful for is children's Tylenol. It comforts the mothers to have something to give to their children."

The vitamins provided by HPIC are also appreciated. "A child can't grow without proper nutrition. I can see the difference when our kids have vitamins," she said.

HPIC provided \$1.8 million of medicines and medical supplies to the clinic in 2010 and has a long-term relationship with the organization that cares for thousands of Haitians in need every year.

## Haitians grateful for the help: Dr. Paul Davis

Equipped with a Physician Travel Pack, Dr. Paul Davis travelled to Haiti a month after the earthquake to provide basic care in Jacmel. He returned a second time in October to work in the same area.

"There was a feeling that we're in this together," Dr. Davis said. "The Haitians were very grateful for the help."

Patients came to Dr. Davis with a variety of health issues: scabies, fungal infections, infected wounds, coughs, malaria and typhoid. "There is limited access to doctors in Jacmel," he said. "It is unusual to see a doctor with less than a life-threatening illness."

Having a Physician Travel Pack from HPIC greatly facilitated his work. "These are the drugs we're familiar with," he said. "It is good to have these medicines available."

Dr. Davis is hopeful about the situation in Haiti. "There is more healthcare available than Haiti has ever had. I think there is more hope for Haiti now."

## HPIC's Haiti Response at a Glance:

375,000 Treatments  
295 Physician Travel Packs or enough medicine to treat 174,000  
Major shipments:  
UNICEF: \$188,000  
HOPE International (Albert Schweitzer Hospital): \$255,500  
Partners in Health: \$1,685,000  
Northwest Haiti Christian Mission Clinic: \$1,800,000

Grace Children's Hospital: \$410,000  
Food for the Poor: \$1,442,000  
International Child Care: \$1,174,000  
Grassroots United: \$535,000  
Samaritan's Purse: \$270,000  
Plan International: \$26,800