

AmeriSource Ranked No. 1 Among Pharmaceutical Distributors in a Goldman Sachs Survey of Hospital Executives

September 13, 2000

AmeriSource led in all three categories: service reputation, price competitiveness and order/pricing accuracy

VALLEY FORGE, Pa.--(BW HealthWire)--Sept. 13, 2000--In a nationwide survey of hospital executives conducted by The Healthcare Equity Research Team at Goldman Sachs (NYSE:GS) and released late last week, AmeriSource Health Corporation (NYSE:AAS) enjoyed the highest overall and individual category ratings among pharmaceutical distributors.

The independent survey measured the major pharmaceutical distributors' performance in three categories: service reputation, price competitiveness and order/pricing accuracy.

"I am always pleased when our customers confirm our 'best in class' status and reaffirm our 'customer-centric' approach to pharmaceutical distribution," said R. David Yost, AmeriSource president and chief executive officer. "Recently we have responded to our customers with a segment-focused sales force that better understands the needs of our health systems and other customer segments, upgraded the efficiency of our locally focused distribution center activities to provide even better customer service, and added Pharmacy Healthcare Solutions, a consulting company to help hospitals capture lost revenue. All these activities and more are designed to help our customers improve their business."

In another customer satisfaction survey conducted in April 2000, AmeriSource was voted the top pharmaceutical distributor by the members of hospital alliances VHA Inc. and the University Health System Consortium.

The Goldman Sachs survey was sent to approximately 4,000 hospital executives this summer and garnered a representative sample of 361 responses. The average respondent tended to be a pharmacist or materials manager. Responses represented all regions of the U.S.

In the major part of the survey, respondents were asked to evaluate the service reputation, price competitiveness, and order/pricing accuracy of national pharmaceutical distributors. They were also asked to rate medical-surgical product distributors and comment on hospital trends.

About AmeriSource

AmeriSource Health Corporation, with more than \$11 billion in operating revenue, is a leading distributor of pharmaceutical and related healthcare services and the industry's largest provider of pharmaceuticals to the acute care/health systems market. Headquartered in Valley Forge, PA, the Company serves its base of about 15,000 customer accounts through a national network of 22 strategically located distribution facilities. For news and additional information about the company, visit its web site at www.amerisource.com.

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