

AMERICAN
ASSOCIATION of



HOMEOPATHIC
PHARMACISTS

Promoting Integrity • Quality • Trust Since 1923



The Voice of the
Homeopathic
Industry

AAHP

EXPERTS IN HOMEOPATHY'S UNIQUE CHALLENGES

The manufacturing of homeopathic medicine is subject to strict regulations and complex technological considerations due to the high dilution process. Each stage of manufacturing — from raw materials to finished product — should be consistently controlled and tested to guarantee that our industry is producing the best quality medicines for retailers, healthcare providers, consumers, and patients. For these distinctive demands and more, manufacturers can turn to experts uniquely qualified in these areas: their peers.

AAHP is a not-for-profit association of homeopathic manufacturers assisting other homeopathic manufacturers to ensure the production of safe, reputable, and efficacious drugs. Small or large, members within our breakout niche unite to propel homeopathy to next-level growth in the U.S. market.

Supplementing the mostly volunteer staff is a seasoned legal counsel and a lobbyist — saving you time and budget on surveillance of regulatory issues and, more importantly, applying decades of knowledge for this specific class of drug to interpret the effect upon your business.

With real-world experience, AAHP's professionals provide firsthand knowledge of scientific, legal, and regulatory information for manufacturing and labeling compliance.

Together we are the leading voice to preserve and expand consumer choice and Americans' access to homeopathic health care options. Together we grow stronger. Join AAHP.



Partial Grouping of AAHP Board of Directors



AAHP MEMBERS

JOIN THE LEADING SUPPLIERS OF QUALITY HOMEOPATHICS

AAHP has grown since 1923 from a small group of like-minded pharmacists to an association that represents more than half of pharmaceutical manufacturers, distributors, and marketers — foreign or domestic — who supply homeopathic medicines for the United States. Our members provide nearly 90 percent of U.S. homeopathic market share. Membership is also open to pharmacists, individuals in the homeopathic field, and allied organizations.

Apotheca Inc./Energique
Boiron, Inc.
Cearna, Inc.
Childlife Essentials
Church & Dwight
Consumer Healthcare Products Association
Energetix Corporation
FDA Connect, Inc.
Forces of Nature
Hahnemann Labs
Hevert Pharmaceuticals, LLC
Historical Remedies
HVS Laboratories
MediNatura
Meirs Laboratories
Natural Health Supply
Natural Ophthalmics
Natural Pharmaceutical
Nelson Bach USA Ltd.
Ollois
OHM Pharma
Prophase Labs, Inc.
Schwabe North America
Similasan Corp.
Standard Homeopathic Company/Hyland's Inc.



TEC Laboratories, Inc.
TRP Company, Inc.
Uriel Pharmacy
Vanda France
WALA-Heilmittel GmbH
Washington Homeopathics
Weleda, Inc.

Our members pledge to manufacture, distribute, market, and sell according to all applicable regulations and guidelines, including but not limited to the Homeopathic Pharmacopoeia of the United States, the Code of Federal Regulations, appropriate current Good Manufacturing Practices (cGMPs) and labeling requirements.



BENEFITS

AAHP MEMBERSHIP

AAHP is the leading association for the manufacturers, distributors, and marketers of homeopathic drugs. It's your association. But it's much more than an association.

YOUR SOURCE FOR BUSINESS INTELLIGENCE. AAHP's monthly electronic newsletter includes member-exclusive articles on crucial and timely topics affecting your business. Recent headlines have included "How to Stop Bad Inspections," "New Regulatory Requirement!," and "2020 Election Results & Impact for Health Care." With AAHP membership, you get custom-tailored industry knowledge you can't get anywhere else.

YOUR VOICE TO FDA AND FTC. AAHP makes sure FDA and FTC hear our members' perspectives. As an example of the power and savings provided by the association, AAHP hired a third-party consultant and worked with FTC to create proper disclaimer language — a monumental task that would prove too costly for any one company. AAHP helps to shape market regulations in your favor, saving you the massive amounts of time and money it would take to do it on your own.

YOUR AGENT ON CAPITOL HILL. AAHP fights for your right to market your product. This means working with elected officials. AAHP has a dedicated committee, including a seasoned lobbyist, that regularly educates lawmakers on Capitol Hill about our industry and our unique needs. AAHP membership eliminates the expense of hiring your own lobbyist — we have your back covered in our nation's capital.

YOUR NETWORK BUILDER. The whole industry comes together at AAHP's semiannual meetings to network, learn, and share knowledge. Members build meaningful relationships, learn of valuable vendor resources, and gain insights from the industry's top professionals and leaders. AAHP membership offers you a seat at the table in shaping the direction of the industry.

YOUR EXPERT SUPPORT. Use the member-exclusive "Ask AAHP" service to receive technical advice and suggestions from board members and other industry experts. Receive insider advice on questions like, "Can the word 'homeopathic' be placed anywhere on my label, or is there a place requirement?" and "Based on the HPUS attenuations listed for *Arnica montana*, is a 1X attenuation acceptable for OTC external use?" Why get an outside consultant for everyday advice when your AAHP is ready to help?

YOUR EDUCATION HUB. AAHP offers a host of webinars and training programs to help your company achieve peak performance. Recent topics have covered the differences between U.S. and E.U. Regulations, updated FDA compliance, and consumer shopping habits in the era of COVID-19. As a member, you receive significant registration discounts for these one-of-a-kind training sessions.



ABOUT

AAHP

VISION

Founded in 1923, AAHP functions as a trade association within the homeopathic pharmaceutical industry to represent the opinions and interests of homeopathic product manufacturers and distributors.

MISSION

- To promote excellence in the practice of homeopathic pharmacy, manufacturing and distribution, and marketing.
- To enable effective legislation and the prestige of the industry through positive and productive dialog with lawmakers and regulators.
- To enhance the reputation of homeopathic medicine.
- To contribute to retailer acceptance and consumer demand for homeopathic medicines.
- To facilitate mutually beneficial relationships with leaders and experts in the homeopathic and self-care communities.



EVENTS & EDUCATION

October 2021

EAS GMP COMPLIANCE SEMINAR

This virtual event presented by EAS Consulting Group, LLC (EAS), prepares manufacturers for FDA enforcement by facilitating an understanding of compliance requirements of domestic and foreign firms who manufacture, label, pack, or hold homeopathic drug products for sale in the United States, including those involved with the testing, quality control, and distribution of supplements.

Sept. 23, 2021

AAHP INDUSTRY RECEPTION

Designed to connect and support retailers who champion the industry's products with manufacturers, this event presents the annual Integrative Medicine Award (previously given to trailblazers at Wegman's and Rite Aid). Network over hors d'oeuvres and cocktails with senior executives in the homeopathic industry and allied associations before hearing the award winner share retail initiatives for natural products.

Oct. 1, 2021 and March 11, 2022

AAHP ANNUAL AND SEMIANNUAL MEMBERSHIP MEETINGS

Exclusive to AAHP Members, these bi-annual briefings cover the latest legal and regulatory issues from AAHP Legal Counsel as well as federal programs affecting your business from AAHP's Lobbyist. Emerging issues and critical topics are addressed as necessary by expert guest speakers — the last being a former FDA official who reviewed common issues raised in FDA warning letters to homeopathic manufacturers.

June 15, 2021

AAHP SUMMIT: DEVELOPING HPUS GUIDELINES FOR FDA COMPLIANCE

This year's virtual event continues a multi-year effort to close gaps between 21 CFR cGMP requirements and implementation. Each Summit tackles one of five technical gaps identified at Summit 2019 in partnership with the Homeopathic Pharmacopoeia Convention of the United States. An FDA keynote speaker facilitates an open dialog with the agency in hope of moving from enforcement to compliance.

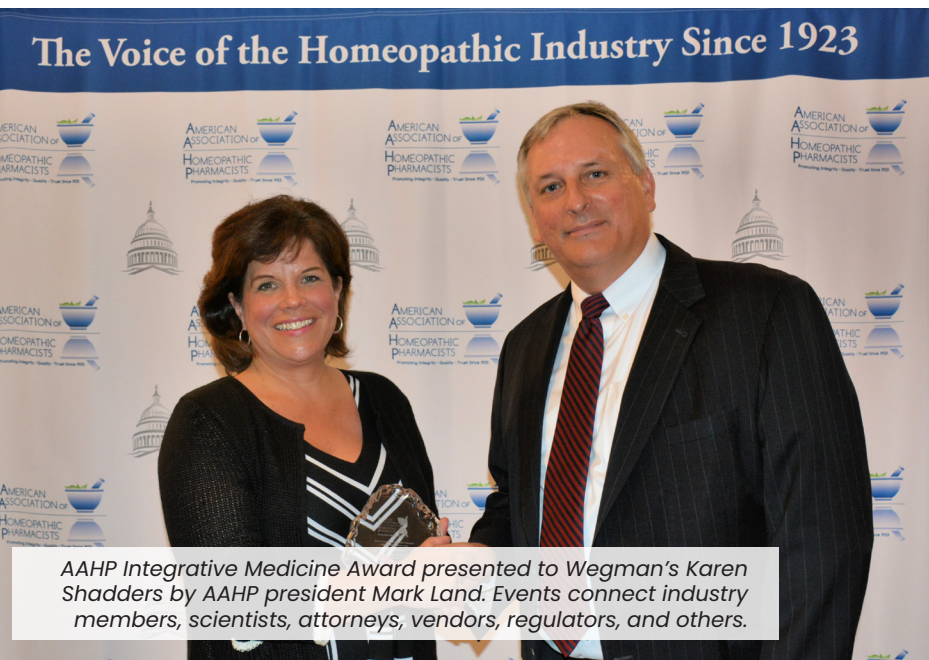


EVENTS & EDUCATION

May 6, 2021

HPUS UPDATES

The annual webinar reviews changes and updates to monographs in the Homeopathic Pharmacopeia of the United States (HPUS), including revised attenuation levels and updates to quality control methods and specifications. HPUS insider Eric Foxman provides a fresh glimpse a month after the HPCUS annual meeting. Learn what may affect your cGMP compliance and your long-term success!



March 4, 2021

THE STATE OF HOMEOPATHIC RESEARCH

Rachel Roberts, Chief Executive at the Homeopathy Research Institute looks at the true status of the clinical evidence base for homeopathy — including both its strengths and weaknesses. She examines frequently repeated myths about homeopathic research and their origins so they can be firmly dispelled. View at www.TheAAHP.org/Archive.

Feb. 9, 2021

POISON CONTROL: INFORMATION FOR HOMEOPATHIC PRODUCT SAFETY STAKEHOLDER

Hosted by the National Capital Poison Center (NCPC), this session shows how to ensure that consumers receive accurate information and advice for unintentional and worrisome exposures to your company's products. NCPC shares how it determines the potential toxicity of products through webPOISONCONTROL®. View at www.TheAAHP.org/poison-control-recap.

July 23, 2020

HOMEOPATHIC SHOPPER PANEL IN THE ERA OF COVID-19

To help manufacturers and marketers adapt during post COVID-19, AAHP offers a glimpse into the minds of homeopathic shoppers by reviewing results of a survey of 600 dedicated homeopathy users. Featuring panelists from mom groups, conversations cover market drivers and the impact of COVID-19 on future shopping behaviors. Report available to purchase at www.theaahp.org/report.



SUPPORTING YOUR SUCCESS

2020 ACCOMPLISHMENTS

In 2020, we expanded programs to engage the following audiences:

MANUFACTURERS: INFORMING ON ISSUES AFFECTING BUSINESS

- Hosted multiple educational events that gave members access to industry experts and FDA officials.
- Alerted members to hot button issues through e-blasts, Facebook, LinkedIn, and Twitter.
- Published over 40 articles on regulatory issues, compliance, and manufacturing best practices. Expanded the reach of AAHP's message to an enhanced homeopathic industry and stakeholder list, reserving the most crucial information for members only via passwords.
- Welcomed four new members:
 - Cearna, Inc.
 - MediNatura
 - Hahnemann Labs
 - Vanda France

RETAILERS: STIMULATING MARKET DEVELOPMENT

- Connected retail buyers with manufacturing sales executives through a second Industry Retailer Reception. Presented this year's AAHP's Integrative Medicine Award to Derrick Shaffer, category manager at Rite Aid Corporation.
- Conducted original research on shoppers' buying habits in the era of COVID-19. Presented survey results virtually to 100 attendees and distributed a written report free to AAHP members. Increased awareness among retailers through our moderator with *Chain Drug Review / Mass Market Retailer*.
- Encouraged retailer confidence in, acceptance, and understanding of homeopathic products through AAHP trade press ads (donated by The Emerson Group) and contributed to articles in *Drug Store News*, *Chain Drug Review*, and *Mass Market Retailer*.



SUPPORTING YOUR SUCCESS

2020 ACCOMPLISHMENTS

REGULATORS AND LEGISLATORS: EDUCATING TO PROTECT YOUR ENVIRONMENT

- Filed comments with FDA on the agency's revised draft guidance. During the six years of regulatory review of homeopathic products, AAHP has made every effort to ensure a favorable regulatory climate for our products while maintaining public safety. Gained support from 15 Members of Congress toward transparent development of FDA's guidance for homeopathic drug products.



AAHP legal counsel, president, board member, and lobbyist educating Congressional offices.

- Responded to FDA's enforcement action against homeopathic injectable products by engaging in meaningful and frank discussions with the Office of Compliance that revealed the agency's concern about safety. AAHP then filed an amicus curia with the appropriate court of jurisdiction in support of the safety of homeopathic medicines in general.
- Built relations with FDA's Center for Drug Evaluation and Research (CDER) by involving the office as industry defines compliance solutions related to the agency's enforcement priorities.

CONSUMER: ENHANCING HOMEOPATHY'S REPUTATION

- Invested in spreading awareness of homeopathy through positive messages, by designing a world-class consumer marketing campaign designed by digital marketing experts, Cullen+Rose.
- Connected mainstream consumers seeking information on OTCs with homeopathy through two articles on Consumer Healthcare Products Association's KnowYourOTCs.org: a Q&A on homeopathy and an overview on Arnica.
- Strengthened and provided a unified voice for homeopathy through the Homeopathic Action Alliance — a group of 13 homeopathic organizations that meets quarterly.
- Responded to many questions about the FDA guidance from other associations and from consumers through AAHP's social media accounts.

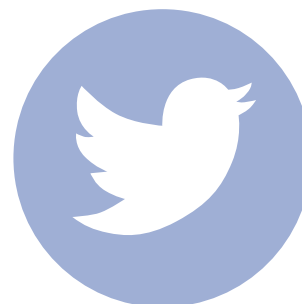


JOIN US

TOGETHER, WE ARE THE VOICE OF THE HOMEOPATHIC INDUSTRY

Apply now: theaahp.org/membership/join-us

CONNECT WITH US



WHY CONNECT WITH US?

- Ask AAHP experts your questions.
- Share a job opening.
- Voice your opinion in real-time discussions on issues affecting your business.
- Vet or find vendors from your peers.
- Stay current on the latest industry news like HPUS updates and curated trade press articles.
- Get breaking news from FDA and FTC, and the interpretation of what it means for your business by AAHP legal counsel and lobbyist.
- Receive compliance tips on manufacturing, labeling, and marketing to safeguard your products, advertising, and websites.
- Read posts on homeopathy's regulatory history to better understand today's business environment.
- Hear first about AAHP virtual events with limited registration.
- Learn about resources available to you as a member.

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