

## Mallinckrodt Key Actors

*A brief listing of key leadership, sales, marketing, and compliance figures included in the Mallinckrodt documents. Hyperlinks direct to deposition transcripts in the [Opioid Industry Documents Archive](#).*

### **[Steven Becker](#), National Account Manager (2000-2014)**

Managed relationships with wholesale distributors and pharmacy chains for generic Mallinckrodt products. Reported to Jane Williams.

### **[Victor Borelli](#), National Sales Manager (2006?-2012)**

Customer service liaison between Mallinckrodt and wholesale distributor clients, managing supply and back orders, forecasting sales, and other responsibilities. Borelli's emails feature prominently in news coverage of Mallinckrodt lawsuits. Reported to Jane Williams.

### **[Deanna Stacy Chick](#), Vice President of Specialty Sales (2013-2015)**

Succeeded Ron Wickline as leader of Mallinckrodt's specialty sales division. Led its sales efforts for Mallinckrodt brands like Xartemis for about two years before the division was dissolved.

### **[Ginger Collier](#), Senior Director of Marketing, Specialty Generics (2009-2015)**

Oversaw marketing plans, promotional literature, product messaging, and other marketing efforts for Mallinckrodt's generic products.

### **[John Gillies](#), Vice President, Global Security (2012-2019)**

Led Mallinckrodt's controlled substances compliance group; member of team monitoring suspicious orders. Retired from 29-year career with the FBI, including work with prescription drug investigations, before joining Mallinckrodt.

### **[Matthew Harbaugh](#), President and CEO of Specialty Generics, previously Executive Vice President and CFO of Mallinckrodt (2007-2019)**

Started with Covidien Pharmaceuticals as VP in imaging solutions group, then promoted to CFO for global finance and shared services, before taking leadership of Generics. Led company's transition away from imaging business and toward pharmaceuticals, including the acquisition of Exalgo, Xartemis, and Roxicodone, and the spinoff of Covidien Pharmaceuticals into Mallinckrodt PLC.

**Karen Harper, Senior Manager, Controlled Substances Compliance (1975-2019?)**

Started at Mallinckrodt as clerical typist and moved up through compliance group, with a career stretching over 40 years. Led suspicious-order-monitoring program and responded to reports of theft and diversion; worked with distributor audits and chargeback reports.

**Kate (Muhlenkamp) Neely, Product Manager (2007-2011)**

Began as marketing analyst for generics; promoted to product manager and led teams for specific “product families,” including oxycodone. Created forecasting tools and worked with supply chain to have inventory on hand. Reported to Ginger Collier.

**Bonnie New, National Account Manager (1989-2018)**

Started at Tyco (which bought Mallinckrodt in 2000) in nuclear medicine division, worked in various departments before joining Mallinckrodt pharmaceutical marketing and sales team. Managed relationships with wholesale distributors and pharmacy chains for generic Mallinckrodt products. Reported to Jane Williams.

**Hugh O’Neill, Executive Vice President, Chief Commercial Officer (2013-present)**

Started as senior vice president for Specialty Generics and was promoted into several leadership roles before becoming CCO. Directs Specialty Brands products, manages commercialization efforts, and oversees new product launch execution.

**William (Bill, Floyd) Ratliff, Chief Security Officer (2000-2012)**

Went to pharmacies in Florida identified as possible diversion problems and gave reports to DEA and Mallinckrodt. An FBI special agent investigating bank robberies, extortions, and drug cases (not involving prescription opioids) before joining Mallinckrodt.

**Terrence Terifay, Vice President, General Management/Marketing (2011-2014)**

Led marketing for Mallinckrodt’s branded products; was interim general manager of the brands division. Worked at Synchrony on Mallinckrodt account before joining Mallinckrodt, consulting on Exalgo and Pennsaid risk evaluation mitigation strategy. Had worked with other pharmaceutical companies and their opioid products, including Johnson & Johnson, Purdue, and Cephalon.

**Mark Trudeau, President and CEO (2012-present)**

Employed first by Covidien as senior vice president and president of its pharmaceuticals business, then became Mallinckrodt president and chief executive and a director in 2013, leading the spinoff transition. Served as president and CEO of Bayer HealthCare Pharmaceuticals for a year before joining Mallinckrodt.

**[Kevin Vorderstrasse](#), Senior Director, Product Management and Analytics, Specialty Generics (1994-present?)**

Developed product management and market analysis team, after holding positions in strategic marketing, product management, market research, and quality assurance.

**[Kevin Webb](#), Senior Product Manager (2007-2009); Director of Advocacy and Stakeholder Engagement (2013-2016)**

Led strategic development and implementation of company's advocacy initiative, with the goal of making Mallinckrodt a leader in "the pain space." Represented Mallinckrodt with advocacy groups, promoting company's policy of access to appropriate pain management. Promoted programs like the C.A.R.E.S. Alliance, Mallinckrodt's response to diversion, work toward abuse-deterrent technology, and more.

**[Ron Wickline](#), Vice President, Sales (2010-2014)**

Led Sales division for branded products such as Exalgo, building up sales team through transition from Covidien to Mallinckrodt.

**[Jane Williams](#), Vice President, Retail Sales, Specialty Generics (2010-2015)**

Began at Mallinckrodt supervising the generics account managers (including Becker, Borelli, and New). Added responsibilities in 2013, then supervising account managers in health system, government sales, inside sales, and addiction treatment sales. Stepped down in 2015 at request of supervisor Walt Kaczmarek.