



Samuel M. Camp, SMA PG '59



Sam entered Staunton Military Academy (SMA) as a post-graduate in the fall of 1958 from Homer, LA, and proved to be an outstanding offensive back on the varsity football team. After leaving SMA, Sam attended Tulane University in New Orleans, LA, where he played half-back for the Green Wave in their 1960-1962 seasons.

After graduation from Tulane in 1963, Sam began a career in pharmaceuticals as a Medical Sales Representative for Rucker Pharmacal, Inc., based in Shreveport, LA. After a decade with Rucker Pharmacal, Sam left the company, along with a handful of his sales representative peers at Rucker, to start UAD Laboratories. UAD Laboratories became known for their pain medication, Lorcet and Lorcet Plus, which caught the attention of Forest Laboratories. Forest eventually bought UAD in the late 1980's and has grown into one of the nation's largest pharmaceutical companies.

Prior to the sale of UAD to Forest, Sam had left UAD to pursue a career in a different industry, but his love of the pharmaceutical business was too strong. In 1987, he bought Pan American Laboratories, commonly referred to as PamLab, from the widow of its founder, Oscar Trappey. Sam relocated PamLab to Covington, LA, and began to build the largest pharmaceutical company in Louisiana.

PamLab eventually grew to over 200 sales representatives with a presence in all 50 states and Puerto Rico, and built Red River Pharma, a manufacturing facility in Shreveport, LA. In the beginning, PamLab focused on cough and cold medications, but, due to competition and generic substitution, a change needed to be made in the late 1990's. Through Sam's vision and leadership as Chairman of the Board, PamLab migrated its brand and marketing strategy toward medical foods. Medical foods had been a lesser-known category of products that could be used by physicians to address disease and illness. However, through the innovative and creative business and marketing strategies of PamLab, medical foods have become a viable option for many physicians across the U.S. to help patients with depression, neuropathy and memory loss.

The success that PamLab experienced with medical foods did not go unnoticed. In April, 2013, Nestlé Health Science bought PamLab to be their "Medical Food Company" for the United States. Nestlé plans

to build on what Sam started and that is to expand PamLab products and become recognized across the United States as a leader in brain health.

Although Sam's vision for PamLab had been fulfilled, he continued to be innovative in the areas of biotechnology and the medical foods industry. After the sale he had a new initiative -- this one for physicians. Sam founded Physicians Proviso (P2), a physician-based organization. P2 has a mission to be an advocate for physicians in the regulatory and legislative process, as well as to help them regain control over their practice, reduce their medical and legal risks, and maximize their practice revenue. Sam believes that P2 can change healthcare in America, but it will take the concerted efforts of physicians and legislators to do so. Sam's vision does not stop with Physicians Proviso. He has founded DiaMC, a diabetic assessment management center which he hopes to franchise throughout the United States. Working in conjunction with Physician Proviso and DiaMC, is another venture – Archway Apothecary which is a compounding pharmacy.

Probably the one area that Sam is the most excited about is the creation of Honeyrock Endtime Foundation which is a 501(c)3 foundation that supports Christian-based non-profit organizations nationally and internationally. To view the website, go to www.hrefoundation.com.

In addition to his exploits in healthcare and with PamLab, Sam has been recognized as “Entrepreneur of the Year” and received “The Governor’s Technology Award” for the State of Louisiana. He was also named Safe Harbor Real Man of St. Tammany Parish. (Safe Harbor is a nonprofit, non-government agency that provides free, confidential 24 hour support to domestic violence survivors in St. Tammany and Washington parishes.) Sam is on the Board of Trustees of St. Tammany Hospital Foundation, the Board of Trustees for Louisiana College, and a member of Northshore-Mandeville Rotary. He attends First Baptist Church, Covington, where he serves on various committees, is an Adult Bible Fellowship leader and a deacon.

In 2007, when Bobby Jindal was a gubernatorial candidate in Louisiana, he had run on a platform of addressing Louisiana's healthcare woes and healthcare policy. In mid-November of that year, Governor-elect Jindal named Sam Camp to a 62-member Health and Social Services Advisory Council. Dr. Daniel “Stormy” Johnson, former AMA President, was named as chairman of that health care transition advisory group.

Sam has three grown children and six granddaughters. He and his wife, Judy, have lived in Covington, LA, for over four decades.