



# Newsletter

VOLUME 46 NO. 3 DECEMBER, 2009

## A Departing Thank You From Outgoing President Bob Gettis

Writing down these thoughts just prior to my two year term as president of PDE comes to an end. Some of the memories that will live on will be the opportunity I had to present awards to promising students at the Delaware Valley Science Fair. It was fun to see the pride in the students and their families.

It was a real honor for me to introduce Philadelphia's Mayor Nutter to our group at the Spring Gala 08. It was our first year at the Union League and I think his presentation about his plans for the City at that venue was a nice addition to a special evening.

My chance to present the JJ Hart Award to both John Braithwaite and Bill Freilich at our 2009 Spring Gala really was a welcome responsibility. They were there at my first PDE meeting and mentored me throughout the years by how they handled themselves and the business of PDE.

I have always been grateful for all the Committees who got the job done during my term and for the special support of Mike DiFebbo and Jim Montich. I'll miss those planning luncheons at the Café DiFebbo. It's how I acquired a taste for black olives.

The Phillies won the World Series during my term and I feel best about the PDE team that will take the field in 2010. We've worked at strengthening our membership during these challenging economic times and even though we added several new member companies we lost as many too. Through this time, decisions we made about our events and excellent planning have kept our organization financially sound.

I want to thank all the volunteers and our members for their efforts and participation. I look forward to remaining active now as a past president and hope to help the organization to get even better going forward.

Best regards, Bob Gettis, *President 2008-09*

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## Eckhardt to Succeed Gettis as President

The PDE Annual Business Meeting and complimentary dinner was once again held at the Crowne Plaza Valley Forge Hotel in King of Prussia on November 17th. Members from 32 companies were in attendance and were treated to a down-to-earth presentation by guest speaker and former Philadelphia Eagles all-star wide receiver Mike Quick who is now color commentator for Eagles radio broadcasts on 610-WIP. Mike spoke lovingly of his children, the life lessons that he has passed on to them, and the opportunities that they have had because of his football career.

Aside from the opportunity this event affords our membership to catch up with colleagues in the Pharma industry, the principal reason for the meeting was the election of officers and directors to ensure the continued success of the PDE. Elected to the



presidency of the PDE for 2010 is Mark Eckhardt, Sourcing Group Manager, GlaxoSmithKline. Mark, a member of the PDE since 1996 served as Vice President in 2008-09. Prior to that, Mark was the PDE Treasurer for 6 years ensuring the financial stability of the association and he also served as Membership Committee Chair and an active member of the Education Committee.

Jim Rutkowski, The Tech Group, takes over as Vice President. Continuing in their current positions as Treasurer and Secretary, respectively, are Fred Lutz and Mike DiFebbo.

Newly elected directors include Gerry Frank, Cephalon and Mike Sauter, Compass Pharma Services. Returning to the Board after a brief absence is Bob Cashman, OSO Biopharmaceuticals Manufacturing. A photo montage of the full Board of Directors is the centerfold of this newsletter issue.

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# **A Message from Incoming President Mark Eckhardt**

Dear PDE Members and Visitors:

Welcome to the PDE. The PDE, formerly known as the Philadelphia Drug Exchange, is the oldest active trade association in the United States. Founded in 1861, the PDE was originally formed to provide medicines for all troops during the Civil War. Over its long history, the organization has evolved and today has over 90 companies working within the Pharmaceutical Industry. Today the PDE exists to serve the interests of both its membership and the scientific community.

As a 20 year veteran in the pharmaceutical industry, I have been personally active with the PDE for over 12 years now, serving on the Board of Directors and as Treasurer throughout much of that time. I am proud, yet humbled to be elected as President and I pledge to do my very best to continue the strong leadership of those who have preceded me. To follow in the shadow of the previous PDE Presidents is truly an honor which gives me great pride.

As we approach the New Year and prepare for the PDE calendar of events, I am reminded of PDE's strong tradition and history. With our roots in Philadelphia, it seems fitting that we are planning to return to the landmark Union League in center city Philadelphia for our annual Spring Gala dinner dance in 2010. Founded in 1862, the Union League is also rich with history and promises to be a wonderful venue for our special evening in the city.

Many of our Member companies hail from the Delaware Valley and as we work to improve PDE, it may be helpful to reflect on our past. Companies have always been attracted to the organization because of the opportunities it has provided. The social gatherings throughout the year have allowed for valuable networking for Members. The events give us a chance to learn about the products and services offered by Member companies and to meet those representing these products and services. All employees of member companies are also eligible to apply for PDE Scholarships awarded each year to high school seniors entering college. My company has had a number of winners over the years and I can tell you that it is a tremendous call to make when the scholarship winners are informed! Finally and more recently, new Members are now given an opportunity to exhibit their offerings at our annual business meeting, and we will continue to expand this program.

We have a tradition of introducing members to others in the organization and we should continue this history of "matchmaking" at which those before us have excelled. Throughout the years, education has been an important theme for our group. Some years ago PDE began funding scholarships and awards for students of Member companies and for local pharmacy and science students. Thousands of dollars have been awarded to worthy students. That philanthropic tradition will continue and expand when we are able. Also, with some additional efforts being made by the Public Relations and Web Presence Committee, ongoing education will again be a benefit to our Membership. These two committees will be establishing a pilot program allowing Members to comment and have questions answered about topics of industry interest.

So as we look forward to improving the benefits of membership in PDE, let's take a moment to be grateful for what has been accomplished and proud of the traditions established!

I look forward to the years ahead and to seeing you at future PDE events. Please visit our Activities Calendar for upcoming events at <http://www.pdetrade.org>. If you have any questions contact us at [pdetrade@msn.com](mailto:pdetrade@msn.com)

Yours sincerely,  
Mark A. Eckhardt  
*PDE President*

# *Introducing The 2010 PDE Board of Directors*

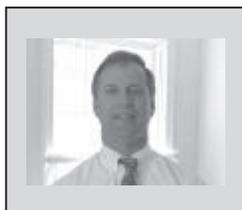
## *Officers*

### *President*



*Mark Eckhardt  
GlaxoSmithKline*

### *Vice President*



*Jim Rutkowski  
The Tech Group*

### *Treasurer*



*Fred Lutz  
Constantia-Hueck Foils*

### *Secretary*



*Mike DiFebbo  
GlaxoSmithKline (ret.)*

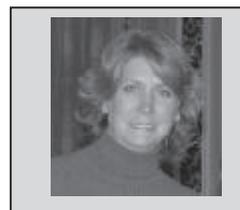
## *Directors with Terms Expiring 2010*



*Steve Fortner  
Merck & Co., Inc.*



*Gerry Frank  
Cephalon*

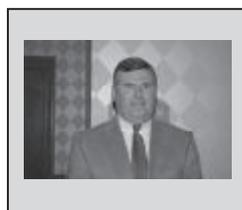


*Janice LaPorta  
Alcan Packaging Co.*



*Scott Schultz  
Information Age Systems*

## *Directors with Terms Expiring 2011*



*Bob Cashman  
Oso Biopharmaceuticals*



*Charles Davies  
Pfizer*



*Vince Dunne  
Univar USA, Inc.*



*Chuck Petrie  
Berry Plastics*

## *Directors with Terms Expiring 2012*



*James Godshall  
Alignment Consulting Intl*



*Gary Peterson  
Gerresheimer Glass*



*Jack Reynolds  
Callahan Chemical Co.*



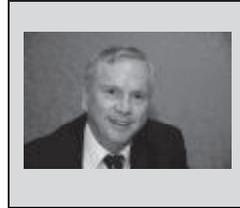
*Mike Sauter  
Compass Pharma Services*

*Immediate Past President*



*Bob Gettis  
Univar USA, Inc.*

*General Counsel*



*Bill Freilich  
AstraMerck (ret.)*

*Administrative Manager*



*Jim Montich  
Merck & Co., Inc. (ret.)*

*PDE Consultant*

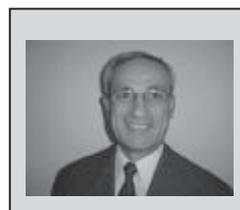


*Bobbie Kelly  
SmithKline Beecham (ret.)*

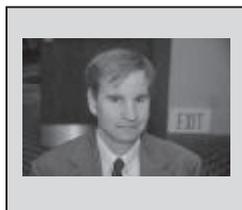
*Senior Council*



*John Braithwaite  
Pharmasource Consulting*



*Bob Calabro  
Norwich Pharmaceuticals (ret.)*



*John Callahan  
Callahan Chemical Company*



*Jim Rhodes  
Vetter Pharma USA, Inc.*

## 2010 Spring Gala

We are pleased to announce that the PDE's annual Spring Gala will return to the venerable Union League of Philadelphia on March 5th. Sign up now either on-line at [www.pdetrade.org](http://www.pdetrade.org) or call the PDE office at 610-631-1255. If you were among the 215 guests



that joined us last year, we are sure that you'll agree that this event is not to be missed.

The PDE has arranged for a limited number of hotel rooms to be available for their guests at the Union

League. If you are interested in reserving a room, please contact the reservations department at 215-587-5570. Be sure to say that you are with the Philadelphia Drug Exchange when making the reservation to receive the special rate of \$209.00 for a standard room or \$249 for a suite. Breakfast is included in the room rate. All room reservations must be made by February 6th.

## 2010 PDE Meeting Dates

**Friday, March 5 ~ PDE Spring Gala**

The Union League of Philadelphia

**Wednesday & Thursday, April 7-8**

Delaware Valley Science Fair

Oaks Convention Center

**Monday, May 17 ~ Spring Golf Outing & Dinner Meeting**

Spring Ford Country Club

**Monday, July 19 ~ Scholarship Golf Outing**

Olde York Country Club

**Monday, September 27**

Fall Golf Outing & Dinner Meeting

Cedarbrook County Club

**Tuesday, November 16 ~ Annual Business Meeting**

Crowne Plaza Valley Forge Hotel

### CONTACT THE PDE

Mike DiFebbo, Secretary

P.O. Box 734 • Oaks, PA 19456

Phone/Fax: 610-631-1255 • E-Mail: [pdetrade@msn.com](mailto:pdetrade@msn.com)

OR

Jim Montich, Administrative Manager

P.O. Box 734 • Oaks, PA 19456

Phone/Fax: 215-679-0383 • E-Mail: [jimpde@verizon.net](mailto:jimpde@verizon.net)

## New Member Company

**OSO BIOPHARMACEUTICALS MANUFACTURING, LLC**

4401 Alexander Boulevard, NE, Albuquerque, NM 87107  
(505) 923-2112 [www.osobio.com](http://www.osobio.com)

Official Correspondent: Bob Cashman, Director,  
Business Development

Delegate: Milton Boyer, Vice President, Business Dev.

Key Product Line/Services: OSO Biopharmaceuticals is a contract manufacturing company with an emphasis on cGMP production of a range of unique product demands for sterile liquid suspension and lyophilized formulations, including clinical to commercial batch sizes and complex potent compounds.

## PDE Scholarship Applications

The PDE Scholarship program is underway for 2010.

Brochures and application forms have been distributed to all member companies and should be available from their respective Human Resource Departments. The Scholarship application form can be found on the PDE website, [www.pdetrade.org](http://www.pdetrade.org) under the Scholarships tab. The deadline for application submission is March 1, 2010. Scholarship America will accept only the first 250 applications. As in the past, four recipients will receive \$2,500 awards, two merit-based and two financial-need based.

## Financial Planning Dos & Don'ts

During these uncertain economic times, financial planning has become a challenge. Here are a few financial planning suggestions that can add to your peace of mind about financial matters and simplifying your life:

- At least once a year, write down your investment goals and what strategy you will use to reach them. This will keep you focused.
- Instead of giving money to many different charities, pick a few that are important to you, and give them a larger amount. This type of directed giving not only makes more sense, but will make it easier to track your donations at tax time.
- Inventory your household possessions, with a camera or camcorder if you desire. Keep the inventory at work or in a safe-deposit box. This inventory will help should you need to submit a homeowner's insurance claim.
- Use one insurance agent and one financial adviser for your transactions.
- If you have doubts about entering into a transaction, don't do it. You will probably save yourself money, time, and aggravation.



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OAKS, PA 19456

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Keep In Touch  
PDE Website  
[www.pdetrade.org](http://www.pdetrade.org)

## ⊖ A Special Thank You ⊖

*The Officers and Board extend their sincerest thanks to all Committee Chairs and their respective team members for their dedication and hard work in making 2009 a very successful year.*

### **Activities Committee**

Jack Reynolds, Chairperson, Callahan Chemical Company  
Bob Cashman, Oso Biopharmaceuticals Manufacturing L.L.C.  
Charles Davies, Pfizer  
Dean Dinnocenti, Drug Plastics & Glass Company  
Vince Dunne, Univar USA Inc.  
Joe Fitzpatrick, Abbott Labs (Ret.)  
Jan LaPorta, Alcan Packaging  
Gary Peterson, Gerresheimer Glass Inc.  
Chuck Petrie, Berry Plastics  
Mike Sauter, Compass Pharma Services, L.L.C.  
Jim Rutkowski, The Tech Group

### **Membership Committee**

Gary Peterson, Chairperson, Gerresheimer Glass  
Sheila Boyle, Strategic Diagnostics Inc.  
John Braithwaite, Pharmasource Consulting, Inc.  
Ed Phillips, Berry Plastics Corporation  
Chris Tompkins, PDE  
Bill Walker, Sharp Corporation

### **Public Relations Committee**

Jim Godshall, Chairperson, Alignment Consulting International  
Mike DiFebbo, GlaxoSmithKline (ret.)  
Jerry Miles, Alcan Packaging  
Jim Montich, Merck & Co. Inc. (ret.)  
Bobbie Thompson Kelly, SmithKline Beecham (ret.)  
Dennis Paris, Tangerine Strategies L.L.C.

### **Scholarship Committee**

Jim Rutkowski, Chairperson, The Tech Group  
Steve Fortner, Merck & Co., Inc.  
Derek Masser, Advanced Scientifics, Inc.  
Mike Renner, Delaware Valley Industrial Resource Center  
Simon Tasker, Colorcon

### **Web Presence Committee**

Scott Schultz, Chairperson, Information Age Systems, Inc.  
Mike DiFebbo, GlaxoSmithKline (ret.)  
Bob Gettis, Univar USA, Inc.  
Jim Montich, Merck & Co., Inc. (ret.)

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