



Newsletter

VOLUME 43 NO. 1 MAY, 2006

2006 ANNUAL DINNER

Over 240 guests enjoyed an evening of fine dining and dancing at the PDE's Annual Dinner at the Park Hyatt Philadelphia on March 3rd. The highlight of the evening was the installation of the new President of the PDE, Bob Calabro. In his inaugural speech, President Calabro emphasized the PDE's role in development of the Pharmaceutical Industry dating back to the mid-1800's and focused on today's current philanthropic scholarship offerings to Temple University and USP's Schools of Pharmacy, the four PDE stipends to children of member companies and the 15 awards at the Delaware Valley Science Fair.

New to the PDE, Purple Reign provided musical sounds from the 60's, 70's and 80's and the dance floor was shoulder-to-shoulder from the initial Drifters' medley until "Goodnight, Sweetheart, Goodnight" signaled the end of a wonderful evening.



Purple Reign provided the musical backdrop and kept the dance floor crowded throughout the evening at the Annual Dinner.



Bob Calabro receives the ceremonial gavel and reigns of command of the PDE from his predecessor, former President, John Callahan at the President's Reception during the Annual Dinner.



The Annual Dinner provided the opportunity for former presidents of the PDE to reunite. Pictured from the left are John Callahan, Rob Albert, Everett Marsh, Judy Arnoff, Jim Rhodes, and Bill Freilich.



PDE SCHOLARSHIP AWARDS

EVERETT L. MARSH SCHOLARSHIP AWARDS



President Bob Calabro is shown here with this year's winners of the Everett L. Marsh Pharmacy Scholarships: Kristin Albright, University of the Sciences in Philadelphia School of Pharmacy and Stefanie Emanuel, Temple University School of Pharmacy.



A Message From Our New President

Bob Calabro

“When the dawn ushered in the memorable year of 1861, the sinister clouds of the War between the States were hovering ominously over our land. The problems of slavery and States’ Rights threatened to disrupt our nation, and our beloved President, Abraham Lincoln, was devotedly trying to avert the rapidly approaching catastrophe. Under such conditions the Philadelphia Drug Exchange was born.”

The above excerpt from the history of the Philadelphia Drug Exchange provides a backdrop for the roots of what today is an organization of more than 100 companies dedicated to making the pharmaceutical industry a workplace in which we can all take pride. Since the inception of the Philadelphia Drug Exchange 145 years ago, now known as the PDE, the focus of the organization has changed. The PDE was founded to provide medicines to the troops on both sides involved in the greatest conflict in our nation’s history, the Civil War. It then became an organization very heavily involved in the influence of legislative bodies at all levels of government. As noted in our mission statement, today we are an “organization dedicated to the advancement of its membership by providing a forum of interaction, communication, and education”.

The PDE welcomes you and invites you to explore our organization, its committees, member companies, and events we sponsor. We think you will find the PDE to be an organization that delivers real value to its member companies. That is one of the responsibilities that the leadership of the PDE has - to provide value to the PDE members. How do we do that? By providing a forum for PDE members to interact, to discuss issues and challenges common to all companies that are either pharmaceutical marketing companies, or providers of products and services to pharmaceutical marketers.

The forums range from an Annual Dinner Dance attended by 250 guests, to 3 golf outings/dinner meetings attended by 250 persons, to educational seminars, to an Annual Business meeting. That is the external view of the PDE. What the external view does not expose is the engine of the organization, the real guts where numerous men and women invest their time making the PDE run like a finely tuned machine – or as we may say today - an atomic clock. We have a very active and competent Board of Directors representing the pharmaceutical industry at all levels. These twelve devoted men and women give of their time to promote the PDE and guide it. We have seven committees that focus on various operational aspects of our organization, which are also led and represented by members from all walks of the industry.

We are very proud of the role we play in the Delaware Valley pharmaceutical industry, but we are most proud of the charitable aspects of the PDE. We award 2 scholarships to Pharmacy students at local Pharmacy schools, and we award 4 scholarships to high seniors whose parents are employees of PDE member companies. We also award 15 savings bonds to local junior and senior high school students who excel at the Delaware Valley Science Fair. The funding of the above scholarships and awards exceeds \$18,000! We are proud to help promising students in their educational endeavors.

If you haven’t done so already, visit our website and take a look around. We think you’ll like the neighborhood. We’ve got a lot to offer the members of the PDE. Give us a call to learn more. If you are a PDE member, consider getting more involved in your organization. It’s trite and over used, but we are only as strong as our members. Consider joining one of our committees; that is where the grassroots action takes place.

I look forward to meeting you at a future PDE event. Please feel free to contact me if you have any questions, or you may email the PDE at pdetrade@msn.com.

Sincerely,

Bob Calabro
President
bob.calabro@norwichpharma.com

PDE Alliances

The PDE has developed alliances with two new organizations, the Pharmaceutical Consultants Consortium Inc. (PCCI) and Philadelphia Pharmaceutical Forum (PPF) as part of our continuing educational initiative.

PCCI consists of 100+ consultants with expertise in the pharmaceutical industry in marketing, operations, legal, technical, medical, business development, regulatory, and venture capital. The PCCI's mission is to assist emerging life science and pharmaceutical service companies, using PCCI's monthly meetings as a forum. The PCCI meets every second Monday of the month at the Chesterbrook Wyndham Hotel for a networking cocktail session followed by dinner, guest speaker, and panel discussion on a selected topic. PCCI has waived its membership fee to PDE members and will charge only the cost of dinner, usually \$35.00.

The Philadelphia Pharmaceutical Forum (PPF) is a local networking organization, affiliated with the American Association of Pharmaceutical Scientists (AAPS). PPF provides its members with opportunities to expand their knowledge and perspective of the pharmaceutical industry, stay current with some of the latest developments in the industry and keep in touch with associates. It meets throughout the year for a networking cocktail session followed by dinner and guest speaker. PPF has waived its membership fee to PDE members. PDE members pay only the cost of the dinner, typically \$40.00, to attend.

As a PDE member, you will receive an invitation to meetings of each of these organizations with registration information. Please feel free to forward the invitation to fellow employees that are interested in educational opportunities in the Philadelphia region.



PDE SCHOLARSHIP STIPENDS

The PDE uses the services of Scholarship America, St. Peter, Minnesota, a non-profit organization founded in 1958, to independently select its award winners. This year, one hundred seventy two applications were submitted. Scholarship America has chosen the following four recipients of the 2006 PDE scholarship program along with their parent's member company affiliations. They are: Michelle Kelly, University of the Sciences in Philadelphia, Philadelphia, PA; Alla Shatsov, Wyeth, East Brunswick, NJ; Andrew D. Thompson, Wyeth, Pearl River, NY; and Jeremy W. Walker, OSG Norwich Pharmaceuticals, Norwich, NY.

Each winner will receive a \$2,500 stipend toward his/her college education. The Officers and Board of the PDE extend their sincerest congratulations to these deserving students and wish them the very best in their college careers and future endeavors.

This scholarship program is open to any graduating high school senior whose parent is an employee of a PDE member company. Applications are sent out in late December to member company Official Correspondents and are also available on the PDE web site, www.pdetrade.org.

2006 Delaware Valley Science Fair Winners

The Executive Committee of the PDE (President Bob Calabro, Vice President Bob Gettis, Treasurer Mark Eckhardt, and Secretary Mike DiFebbo) attended this year's Delaware Valley Science Fair at the Fort Washington Convention Center, Fort Washington, PA. The PDE annually presents savings bonds and certificates of merit to deserving students in the 6th through twelfth grades in the Medicine/Health field. The quality of this year's exhibits bodes well for the future of science in the Philadelphia region.

First Place - \$200 Savings Bond

Grade 12	Erin Fischell*	High Technology High School
Grade 11	Tejal Naik*	Charter School of Wilmington
Grade 10	Curtis McKittrick*	Colts Neck High School
Grade 9	Alexis Lukach	Mount St. Joseph Academy
Grades 6-8	Amy Lam	Woodrow Wilson Middle School

Second Place - \$100 Savings Bond

Grade 12	Zhu Wang	Central High School
Grade 11	Winnie Liu*	North Penn High School
Grade 10	Neilay Amin	Abington Friends School
Grade 9	Matthew Smith	Holicong Middle School
Grades 6-8	Jonathan Collier	Collier Homeschool

Third Place - \$50 Savings Bond

Grade 12	Rebecca Lineman	Bishop McDevitt High School
Grade 11	Daniel Zinshteyn	Central High School
Grade 10	Lisa Strouss	Charter School of Wilmington
Grade 9	Victoria Solomon	Pennbrook Middle School
Grades 6-8	Maggie Schneiderman	Shawnee Middle School

*Prior year winner



Pictured are President Bob Calabro and Vice President Bob Gettis with 12 of the 15 award winners at the Delaware Valley Science Fair on April 6th.

Keep In Touch
PDE Website
www.pdetrade.org



Published by the Public Relations Committee
as a service to member companies.

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Oaks, PA 19456

Another Historical Fun Fact

During revolutionary times at local taverns, pubs, and bars, people drank from pint and quart-sized containers. A bar maid's job was to keep an eye on the customers and keep the drinks coming. She had to pay close attention and remember who was drinking in "pints" and who was drinking in "quarts," hence the term "minding your "P's and Q's."

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Save the Dates

- ✓ *June 5* *Spring Meeting*
Radnor Valley Country Club
Villanova, PA

- ✓ *July 24* *Scholarship Outing*
Olde York Country Club
Columbus, NJ

- ✓ *September 25* *Fall Outing*
Cedarbrook Country Club
Blue Bell, PA

- ✓ *November 14* *Annual Business Meeting*
Crowne Plaza Valley Forge Hotel
King of Prussia, PA