



Newsletter

VOLUME 47 NO. 1 MAY, 2010



Eckhardt Takes Over the Reigns of the PDE

The PDE Spring Gala at The Union League of Philadelphia witnessed the installation of Mark Eckhardt as the 80th president of this venerable organization. After thanking his predecessor, Bob Gettis, for years of dedicated and inspired service, Mark presented the PDE in the context of its 149-year history. Below is a letter to PDE membership capturing the essence of Mark's acceptance speech.

Dear Members and Visitors:

As we enter 2010 with great hope for a better tomorrow, we cannot help but conclude that 2009 was a year of global economic turmoil. Of course the Pharmaceutical industry was not immune and PDE member companies, both large and small experienced some of the restructuring, volatility and concerns seen in practically every industry.

Since our founding, through too many wars and economic downturns, The PDE has sustained itself through the strength and commitment of its membership. Throughout it all, The PDE has continued to be a forum for member companies and helped bring forward a small space for collaboration to the ever changing landscape. Over a 149-year history, The PDE has weathered many historic storms, and today we pledge to continue to promote the sciences and the pharmaceutical industry, even as we face some of the greatest challenges that our economy and our country at-large has ever seen. As we gather at our scheduled social and business events throughout the year, The PDE will provide unique opportunities to network and address some of the issues we have before us.

One Hundred and Forty Nine years ... just think about that for a moment. The Philadelphia Drug Exchange was first organized at a meeting in the Merchant's Hotel on January 22, 1861, for the purpose of banding together the local wholesale drug trade into a protective association. How many at that meeting could have guessed that the organization would continue to thrive for 149 years?

If you consider that the Pony Express began just one year before The PDE was founded, it can give you a bit of perspective. In fact, The PDE's first meeting took place less than 3 months before the American Civil War began when Confederate batteries fired for 34 straight hours on Fort Sumter. Our nation's President back then was a tall gentleman by the name of Abraham Lincoln, who was yet to write the Emancipation Proclamation in 1862, or be taken from a healing nation by an assassin's bullet in 1865.

The PDE was 8 years old when the first transcontinental railroad was completed in 1869, and we had already turned 15 in 1876 when the National League of Baseball was founded, the telephone was invented by Alexander Graham Bell, and the Battle of Little Big Horn took place. It would be 3 more years until Thomas Edison would invent the light bulb and The PDE would celebrate its 18th birthday. Imagine organizing events or doing business without a telephone or electric light, much less the Internet!

Between 1900 and 1909 The PDE entered its 40's as US life expectancy was just over 47 for females, and 46 for males. Imagine approaching middle age at just 20 years old, as you hoped to drive one of the 8,000 automobiles in the United States on all of the 10 miles of paved roads. As The PDE was entering its 50's the Model T Ford was affordable, and soon automobile newcomers like Chevrolet, DeSoto, Dodge, and Nash were introduced. Ocean Liners were the rage of the day, but both the Titanic and the Lusitania sank during the decade.

All this and countless more historical events, both good and bad took place as The PDE continued its mission and thrived. Along the way, The PDE has always recognized the need to demonstrate social responsibility and

continued on page 2

A Message from PDE President Mark Eckhardt

give back to the membership as well as the community. These efforts include scholarship awards to the exceptional students of member companies, pharmacy students and outstanding local high school science students. Today those awards approach \$16,000 annually, made possible through the participation and generosity of our members.

Surely the topics such as healthcare, bailouts, stimulus programs, budget deficits, partisan politics, natural disasters, wars and challenges yet to come will continue to dominate the front page and political landscapes throughout 2010, but as before The PDE pledges to support our membership through the changes and challenges of the day. With the support and efforts of our members and those that go the extra mile by working on our various Committees we will continue to be a strong organization. We thank you for your support and interest in PDE.

I am obviously proud of this organization, and our loyal members who have supported us for so long. I am also truly honored to serve as President of The PDE, and I hope to see you all at future PDE sponsored events throughout the year. Please visit our Activities Calendar for coming events on <http://www.pdetrade.org/activitiescalendar.html> and plan on coming out to experience The PDE in person.

If you have any questions, please contact us at pdetrade@msn.com

Yours sincerely,

Mark A. Eckhardt, PDE President



And a great time was had by all at the Spring Gala

CONTACT THE PDE

Mike DiFebbo, Secretary

P.O. Box 734 • Oaks, PA 19456

Phone/Fax: 610-631-1255 • E-Mail: 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

New Member Profiles

BNS EXHIBIT PROS

Box 505, 426 Ellisdale Road, Crosswicks, NJ 08515

800-908-2777 609-298-2702 (Fax)

Official Correspondent: Nick Selenetri, President

Delegate: Pat Selenetri

Key Product Line/Services: Trade show transportation.

CHRISTIE, PABARUE, MORTENSEN AND YOUNG

1880 JFK Boulevard, 10th Floor, Philadelphia, PA 19103

215-587-1600 215-587-1699 (Fax) www.cpm.com

Official Correspondent: William Connor, Shareholder

Delegate: Margaret Harrington, Senior Associate

Key Product Line/Services: Christie, Pabarue, Mortensen & Young provides legal services to a number of local pharmaceutical companies. CPMY firm has extensive experience in commercial contract review and negotiation, employment counseling and insurance coverage analysis. They also litigate these same issues in both state and federal courts, as well as administrative forums.

ERNST AND YOUNG LLP

Two Commerce Square, 2001 Market Street Suite 4000

Philadelphia PA 19103

215-448-5000 215-448-4069 (Fax) www.ey.com

Official Correspondent: Tim Nugent, Partner

Key Product Line / Services: Ernst & Young provides accounting, tax and transaction-related advice.

LAMPIRE BIOLOGICAL LABORATORIES, INC.

PO Box 270, Pipersville PA 18947

215-795-2838 215-795-0237 www.lampire.com

Official Correspondent: Gregory F. Krug, President

Delegate: Marshall Franklin, Vice President, Sales

Key Product Line/Services: Lampire provides custom polyclonal and monoclonal antibody services to the biomedical community worldwide. Support services include peptide synthesis, antibody purification, conjugation, and cell culture. Products include the Lampire cell culture bag, antibodies to chemotherapeutic agents and drugs of abuse, purified and secondary antibodies, plus a variety of blood products and tissues.

TANGERINE STRATEGIES LLC

P.O. Box 1431, Blackwood, NJ 08012

609-501-6147 www.tangerinestrategies.com

Official Correspondent: Dennis Paris, Partner

Key Product Line/Services: Tangerine provides a variety of strategic marketing services that span new product or business launch planning and execution to, new product development, market growth and turnaround strategies. Visit www.tangerinestrategies.com for more information.

UPM PHARMACEUTICALS, INC.

6200 Seaforth Street, Baltimore MD 21224

973-765-0131 410-633-4438 www.upm-inc.com

Official Correspondent: Frank Sorce, Director, Marketing & NE Sales

Key Product Line/Services: UPM provides formulation development services, contract manufacturing and analytical testing.

2010 PDE Award Winners

The PDE Scholarship Program consists of three major components: The Everett L. Marsh Pharmacy Scholarships, PDE Scholarships to children whose parents work for a member company, and the Delaware Valley Science Fair.

The Everett L. Marsh Pharmacy Scholarships consist of two \$2,500 stipends awarded to a deserving student at the Temple University and University of the Sciences in Philadelphia Schools of Pharmacy.



Scholarship winner Carolyn Wilson is pictured with Temple Dean Peter Doukas



Former President Everett Marsh and Reyan Denker, USP School of Pharmacy

Four annual \$2,500 PDE scholarships are awarded to deserving graduating high school seniors whose parents work for 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.

The PDE also presents 15 savings bonds and certificates to winners of the Delaware Valley Science Fair in grades 6-8, 9, 10, 11 and 12 in the field of Health and Medicine. The DVSF is another example of the PDE's continuing commitment to the promotion of the sciences in the Philadelphia area.



Pictured are Mark Eckhardt and Jim Montich with eight of the 2010 DVSF winners

Below is a complete list of all 2010 award winners.

EVERETT L. MARSH SCHOLARSHIP WINNERS

Reyan Decker University of the Sciences/College of Pharmacy
Carolyn Wilson Temple University School of Pharmacy

PDE SCHOLARSHIPS

Audrey O. Chang GlaxoSmithKline, Research Triangle Park, NC
Parent: Hei Chang
Michael X. Jin Pfizer, Cary, NC
Parent: Zhaowei Jin
Kisha E. Olster Pfizer, Collegeville, PA
Parent: Alka K. Oster
Eric R. Wolf Cortegra, Evansville, IN
Parent: Tom A. Wolf

DELAWARE VALLEY SCIENCE FAIR WINNERS

Grades 6-8

3rd Place Madeline Smith Towle Institute
2nd Place Rebecca Bauxbaum* French International School of Philadelphia
1st Place Stephen Weyler St. Mary Magdalen School

Grade 9

3rd Place Leslie Ope William Penn High School
2nd Place Priyen Patel Sussex Technical High School
1st Place Amanda Zajac* Moorestown High School

Grade 10

3rd Place Emily Chen High Technology High School
2nd Place Alec Ren Great Valley High School
1st Place Susmitha Ganti Central High School

Grade 11

3rd Place Emily Ashbridge Masterman
2nd Place Matthew McBride* McBride Homeschool
1st Place Nicole Tsai High Technology High School

Grade 12

3rd Place Tiffrany Waddington Edison High School
2nd Place Lauren Johnson Germantown Academy Upper School
1st Place Kushal Naik* Charter School of Wilmington

*Prior year winner

Future 2010 PDE Events

Monday, July 19

SCHOLARSHIP GOLF OUTING

Olde York Country Club, Columbus, NJ

Monday, September 27

FALL GOLF OUTING & BUSINESS MEETING

Cedarbrook Country Club, Blue Bell, PA

Tuesday, November 16

ANNUAL BUSINESS MEETING

Crowne Plaza Valley Forge Hotel, King of Prussia, PA



P.O. BOX 734
OAKS, PA 19456

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

Keep In Touch
PDE Website
www.pdetrade.org

Mark Your Calendars for the PDE Scholarship Outing

OLDE YORK COUNTRY CLUB

The 2010 PDE Scholarship Outing returns to the very challenging Olde York Country Club in Columbus, NJ. This fantastic private Gary Player designed course has been recognized as one of the "Best in the State" by Golf Digest.

The PDE gives fifteen awards to deserving high school students at the Delaware Valley Science Fair, \$2,500 college scholarships to children of PDE member companies and stipends to worthy students at both the Temple University and University of the Sciences in Philadelphia Schools of Pharmacy. The PDE raises money for these awards through donations and special events, one of which is this PDE Scholarship Golf Outing. For the past several years, the owners, Ed and Corinne Eget, have generously donated a one-year membership at Olde York Country Club to help raise scholarship money. As in the past two years, the PDE will hold a raffle for the membership. This is your chance to win a great prize while contributing to a very worthy cause - The PDE Scholarship Fund! Even if you live a good distance from Olde York Country Club, taking a chance to just play this course a few times is well worth the price of a raffle ticket!



The one year membership with a total value of \$10,800 includes:

- Unlimited membership access to the award winning, Gary Player designed, par 71 Olde York golf course www.oldeyork.com
- Olde York swim club membership
- Unlimited use of the golf range
- A locker in the locker room
- Locker room amenities

The winner is responsible for all other club charges except membership dues and will receive a \$1000 subsidy from the PDE to offset these expenses. Any guest fees or cart fees are additional.

Raffle tickets are available for just \$10 each, or 3 for \$25. The drawing will be held at the Scholarship Outing scheduled for Monday, July 19, 2010. Anyone can purchase tickets and you need not be present to win. To purchase raffle tickets, either call the PDE office (610-631-1255) or go on-line (www.pdetrade.org), click on the rotating banner and select the 2010 PDE Scholarship Outing.

To sign up to play in the PDE Scholarship Tournament on Monday, July 19, 2010, please contact the PDE office anytime, or register on line.

Thanks for supporting the PDE!