



Newsletter

VOLUME 37 NO. 2 SEPTEMBER 1999

THANKS AGAIN THIRD ANNUAL SCHOLARSHIP FUND GOLF OUTING NETS \$9900 FOR FUND



Holding to the young tradition of the PDE's scholarship fund outing, the weather was perfect as 82 golfers teed off at Olde York Country Club in Columbus, NJ for the third year. Thirty-five member companies supported this important outing with their golf participation, prize donations or financial contribution. The proceeds help support the following scholarships: * \$2500 to a pharmacy student at Temple University and University of the Sciences in Philadelphia * \$10,000 equally divided between four graduating high school senior children of member company employees and \$875 in Savings Bonds to Delaware Valley Science Fairs grade school and high school winners in the medicine and health category. Also supporting these scholarships are all member companies by their dues payments and those companies participating in the target golf contests at the Spring and Fall Outings. Thanks again!

The PDE would like to acknowledge the many efforts put forth by the following to ensure the success of the Annual PDE Scholarship Golf Outing.

Scholarship Outing Committee

Bruce Hepke / DPT Laboratories
Bob Calabro / Accupac, Inc.
Christine Steele / Astra-Zeneca
Everett Marsh / PDE

Scholarship Committee

Bruce Hepke, Chairman / DPT Labs
Mike McMullen / Wyeth-Ayerst Labs
Jeff Billig / SPI Polyols, Inc.
Tom Shallow / Fitzpatrick Container
Tom Black / Burrone OEM Div.
Mark Eckhardt / SmithKline Beecham

Activities Committee

Robert S. Calabro, Chairman / Accupac, Inc.
William J. McDowell / Mebane Packaging Group
Robert A. Bulman / Comar, Inc.
William J. Coyle / Omega Design Corp.
John Cresenzo / Penn Bottle & Supply Corp.
Scott DeGoler / Mid-Lands Chem
Dean Dinnocenti / Drug Plastics
Drew D. John / Reynolds Metals Company
Genevieve Keppel / SmithKline Beecham
Frederick J. Lutz / Reynolds Metals Co.
Lawrence J. Maher / Zappa Plastics, Inc.
Frank A. Menichini / Custom Pack, Inc.
James E. Montich / Merck Manufacturing Div.
Charles A. Petrie / Kerr Group, Inc.
James J. Pierantozzi/Wyeth-Ayerst Global Pharm.
Everett L. Marsh, Ex-officio

Olde York Country Club Staff

Ed Eget / Owner
Corine Eget / Owner
Doug Juhaz / Golf Pro
Nicholas Dalia / Food Services

Sponsors

Dinner
Universal Packaging Corp.
Careco / Flexo First

Lunch

Comar, Inc.

Closest To The Pin

Fitzpatrick Container Co.
Nutritional Outlook
West Pharmaceutical Services

Hole In One

Olde York Country Club

One Year Membership Auction

Olde York Country Club

Refreshment Carts

Burrone OEM Div.
DPT Laboratories

Tee or Green

Merck & Company, Inc. (2)
Lancaster Laboratories
Mallinckrodt Chemical, Inc.
Accupac, Inc. (3)
West Pharm. Services
DPT Laboratories
Wyeth-Ayerst Global Pharm. (2)
Halvoet Pharma (2)
J. Knipper & Company
Mebane Packaging
Astra-Zeneca Pharm (2)

Golf Participants

Mebane Packaging Group
Comar, Inc.

Garvey Corporation
Mallinckrodt Chemical, Inc.
Accupac, Inc.
Burrone OEM Div.
Universal Packaging Corp.
Fitzpatrick Container Company
West Pharm. Services
DPT Labs
Sharp
Quality Packaging Specialties
Nutritional Outlook
J. Meyer & Sons
Anderson Packaging

Prize Donors

DPT Laboratories
Nutritional Outlook
Fitzpatrick Container
Accupac, Inc.
Garvey Corp.
Burrone DEM
Callahan Chemical
Anderson Packaging
Zappa Plastics Inc.
H S Crocker Company Inc.
Drug Plastics & Glass Co. Inc.
EMSCO Scientific Enterprises, Inc.
Graphic Arts Inc.
Helvoet Pharma
Klockner Pentaplast of America
Lannett Company Inc.
Mid-Lands Chemical Company
Penn Bottle & Supply Company
Reynolds Metals Company
SPI Polols
Valicor Associates Inc.

Member News Corner

SHARP IVERS-LEE CHANGES NAME

As of April 20, Sharp Ivers-Lee is doing business under the name "Sharp". The name change to Sharp formalizes the blending of strengths that have taken place since the merger of Sharp and Ivers-Lee in 1996. The single name and new look reflect the continuous company-wide commitment to excellence – one that focuses on outstanding quality, dedication to timely delivery and enhancement of services. Company locations are in Pennsylvania and New Jersey. (Excerpted from announcement by Anna Marie Yorck, Sharp Purchasing)

WEST PHARMACEUTICAL SERVICES

The West Company, Inc. and Paco Pharmaceutical Services announced in January, 1999 that effective January 4, 1999 it has changed its name to West Pharmaceutical Services, Inc. The new name more accurately reflects the Company's expanding range of products and services to support the product development requirements of its customers, and the evolving marketplace. (Excerpted from announcement by Maren Hinrichsen, CPIM, Purchasing Manager)

COMAR – 50 YEARS OF INNOVATION, QUALITY & SERVICE

For 50 years, Comar continues to be a leading world class manufacturer and distributor of innovative packaging products and medical device components, serving global pharmaceutical, health and personal care markets. In ISO 902 certified facilities tubular glass vials, plastic containers, closures and components are produced. The product line also includes chromatography supplies, labware, dropper assemblies and contract packaging services. (Press release from Roe Tamagni, Manager Marketing Services)

IF YOUR COMPANY HAS NEWS OF GENERAL INTEREST TO PDE MEMBERSHIP PLEASE FORWARD IT TO THE PDE OFFICE.

Pennsylvania Facts

Pennsylvania's access to vital markets:
Six out of ten major U.S. market areas lie within a 500 mile radius of its capital. Within this radius lies access to vital markets which encompass:

- 40% of the U.S. population and purchasing power
- More than 60% of Canada's population
- 45% of U.S. manufacturers
- 41% of the nation's domestic trade and service industries



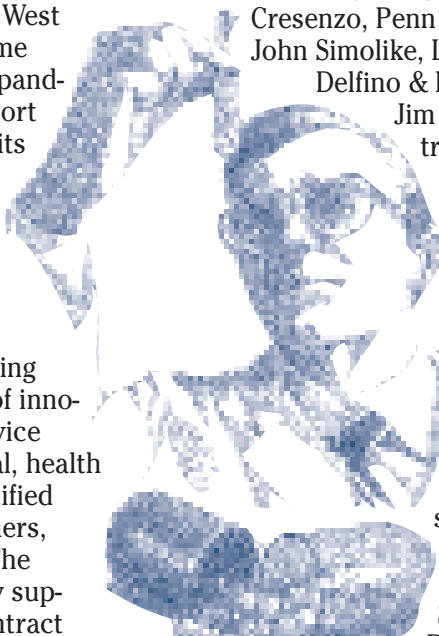
Anniversary?

If your company celebrated a 50, 75 or 100 year anniversary this year or will be celebrating one next year please let the PDE office know so that your milestone can be recognized at the Annual Dinner 2000.

A Day at Radnor Valley Country Club

It was a beautiful but hot, hot, hot day for the 169 golfers and 250 dinner guests at the PDE Spring Meeting on June 7th.

Chris Hynoski and David Reifler won the low gross and low net awards respectively. The winners of the target golf contest to benefit the scholarship fund were: James Gaither, Accupac; Charlie Wilkie and Tom Williams, West; Howard Martin, Andler South; John Cresenzo, Penn Bottle; Bob Stefanski, Wyeth-Ayerst; John Simolike, Lonza; John Visco, Mebane; Paul Delfino & Leo Cullen, O & B Communications and Jim Trimm, Mebane. The participants contributed \$655 to the scholarship fund.



University Develops New Pharmaceutical Degree

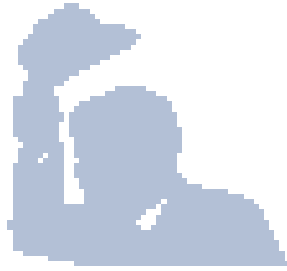
WEST CHESTER UNIVERSITY, in direct response to the needs of pharmaceutical companies for highly skilled employees and with cooperation from within that industry, has developed a new degree, Bachelor of Science in Pharmaceutical Product Development. In developing this program the science faculty worked with an advisory group that included representatives of Centocor, DuPont, Merck, Puresyn, Covance, Cephalon and Wyeth-Ayerst Global Pharmaceuticals.

The curriculum consists of an interdisciplinary mix of biology, chemistry, math and statistics, three new courses in drug development, and paid cooperative assignments in pharmaceutical firms during the second and third summers.

For additional information, contact Dean David Buchanan, College of Arts and Sciences, at 610-436-3251; fax: 610-436-3150; email:dbuchanan@wcupa.edu. (Excerpted from West Chester University News Release, June 11, 1999)

A Tip of the Hat and Thanks!

RICCI ASSOCIATES, INC., Creative Sales, Marketing & Communications Solutions, for several years has provided its composition skills, pro bono, in the publication of the PDE Newsletter. Ricci Associates is also responsible for its new look. Now, however, due to business demands they have had to eliminate pro bono activities for the time being. The PDE is extremely appreciative of Ricci Associates generous contribution in the publication of this Newsletter.



Coming Events

FALL MEETING – Chester Valley Golf Club, Malvern, PA. October 11, 1999

ANNUAL BUSINESS MEETING – Radnor Hotel, Villanova, PA November 16, 1999

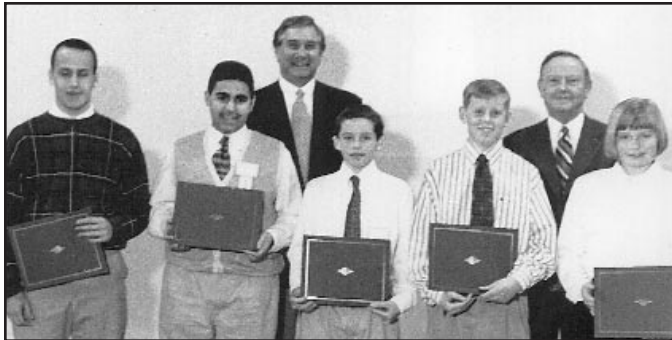
ANNUAL DINNER DANCE – Park Hyatt Philadelphia March 10, 2000



Delaware Valley Science Fairs, Inc. Awards

For the fifth consecutive year the PDE awarded 15 U.S. Savings Bonds on April 1, 1999 to the top three winners in the Medicine/Health category in each of the five fairs making up the Science Fairs. The fair encompasses grades 6 through 12 from schools in the Greater Delaware Valley. Pictured here with 12 of the 15 winners are, left, Jim Rhodes, Comar, Inc., PDE Vice President and Everett Marsh, Secretary.

The Delaware Valley Science Fairs, Inc.'s mission is to encourage the youth of the Delaware Valley to discover science and technology. PDE is pleased to participate in this event which is international in scope and which challenges young minds to think creatively.



GOLF Alert

Golf reservation, participation and reservation procedures were changed for the Spring Meeting and will stay in effect for the Fall Meeting at Chester Valley Golf Club. As a refresher those changes will be outlined here.

- 1 THE NUMBER OF FOURSOMES PER MEMBER COMPANY IS LIMITED TO TWO.
- 2 GOLF RESERVATIONS ARE DUE TWO WEEKS PRIOR TO THE OUTING DATE.
- 3 A PARTY CANCELLING INSIDE OF TWO WEEKS WILL BE RESPONSIBLE FOR THE TOTAL GOLFING EXPENSE, IF NO REPLACEMENT IS AVAILABLE.
- 4 PAYMENT WILL BE BY ONE CHECK FOR LUNCH, DINNER AND GOLF MADE OUT AND SENT TO PDE WITH YOUR RESERVATION.

DIRECTORY ADVISORY
If any of the information in the directory pertaining to your company has changed [names, addresses or numbers], please notify the PDE office, phone 610-647-1108 or fax 610-647-1108.

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

P.O. Box 1281
West Chester, PA 19380



Progression and Succession Revisited

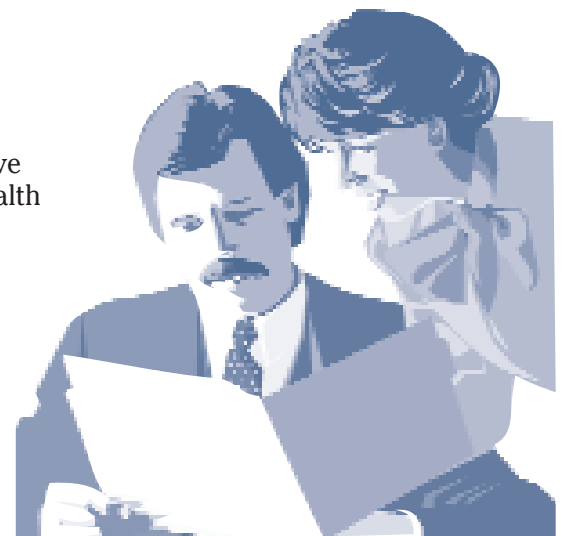
With the continuing trend of mergers and acquisitions which sometimes results in movement of individuals associated with the PDE it is imperative that everyone understands the importance of these individuals to the health of our association. Therefore we are republishing the following article which appeared first in the September, 1997 issue.

“Everyone knows the importance of this (Progression and Succession) in business but perhaps not too many think about its importance in the conduct of the business of an association.

The Membership Committee works diligently, with the help of many contributors, to grow the membership of the PDE, which is important if the association is to remain strong and viable. However, it happens all too frequently that this effort is forfeited when one person, usually the Official Correspondent moves on leaving no identifiable individual to carry on.

The Membership Committee and the Board of Directors would appreciate it if member company representatives would review their individual situation and maintain an awareness of their importance to the PDE.”

Thank you for developing the interest of other individuals in the PDE.



Stay In Touch

PDE telephone and fax: 610-647-1108
PDE email: pdetrade@aol.com
PDE web site: www.pdetrade.org

