

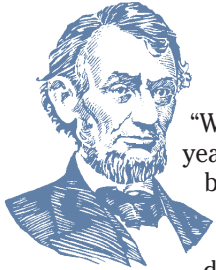


# Newsletter

VOLUME 41 NO. 2 SEPTEMBER, 2004

## PDE – A BRIEF HISTORY

By Everett Marsh



“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 Philadelphia Drug Exchange was created out of necessity in that the exchange or bartering of goods had to replace jealousy and enmity among the merchants in order to survive the upcoming conflict. Accordingly, twenty-one representatives of the wholesale drug and chemical manufacturers industry in Philadelphia met at the Merchants Hotel in Philadelphia to organize a “Society” for the purpose of establishing a “more direct association with each other”. That is how this organization, now named PDE, was started.

The members of this “Society” later considered the most important function to be the influencing of the legislature – national, state and local whenever it was deemed appropriate. As an example, the first special meeting was held for the purpose of examining the merits of the Morrill Tariff Bill. One of the recommendations to come out of this meeting was that the duty on opium be reduced from \$1.25 to \$.75 per pound.

Second in importance to the early organization was the “fulfillment of its originally stated function to promote friendship and fraternal cooperation between its members. These

functions may be said to have begun on November 6, 1865, when the Board voted to provide \$100.00 for “entertainment” and a “collation” at its coming annual meeting, specifying, however, that “no whiskey or brandy” was to be included in the menu”.

Space does not permit the recounting of most events over the years but influencing legislative matters was the number one priority over the first one hundred years. Subsequently, because the “distance” between the local organization and the influence centers has lengthened plus the emergence of corporate legislative affairs departments and influential national organizations, the PDE’s legislative influencing efforts has ceased.

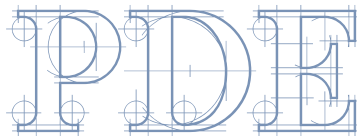
The focus today is the establishment of value programs for PDE’s membership as well as continuing to build its scholarship programs, long since beneficial to many students. Starting with the oldest program, the pharmacy school student awards, the program has grown to include four awards to children of member company employees and the support of a Delaware Valley science competition for grade school to high school students.

Today, 143 years after its founding, the PDE’s Mission Statement “an organization dedicated to the advancement of its membership by providing a forum of interaction, communication and education” reflects well a distinct part of the founders’ intent.

*\*Excerpts from “A Brief History of the First One Hundred Years of the Philadelphia Drug Exchange.”*

## What’s in a Name

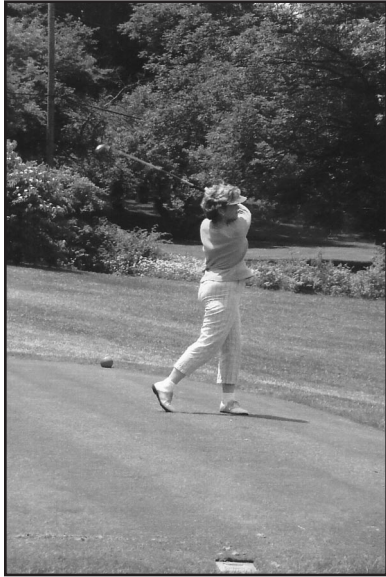
**P**DE means different things to different people. In government, PDE stands for **P**ennsylvania **D**epartment of **E**ducation, however, in the world of mathematics, it translates to **P**artial **D**ifferential **E**quation. To chemists and anyone familiar with Viagra, Levitra and Cialis, PDE is **p**hosphodi**e**sterase. The IT world has two claims to PDE, either **p**lug-in **d**evelopment **e**nvironment or **p**lasma **d**isplay **e**ngineering. There is a West coast PDE firm, **P**acific **D**esign **E**ngineering and a drilling contractor, **P**ride



**I**nternational, listed on the NYSE as PDE. And to population demographers, PDE relates to **P**opulation, **D**evelopment and **E**nvironment. So if you decide to roam the web and can’t remember our url, [www.pdetrade.org](http://www.pdetrade.org), try entering PDE pharmaceutical trade association in one of the search engines, Google or Yahoo. Not only will you get our web page but also other web sites that contain information about us.

# Spring Meeting

Radnor Valley Country Club was host to the PDE's spring golf outing this year. One hundred forty golfers and 170 dinner guests enjoyed the newly renovated club house and splendid spring weather to socialize and network. Over \$1,600 was raised for the PDE Scholarship



program through the Target Golf Challenge, Auction and the PDE Guessing Game. A new agreement has been reached with Radnor Valley to host the Spring Meeting through 2007.

Kathy Werley exhibits excellent follow-through on the par-3 Target golf hole at Radnor Valley. Kathy was one of 5 golfers to get their tee shot within 12 feet of the hole.

A highlight of the Spring Meeting is the door prize ceremony. Pictured are Joe

Fitzpatrick, Gen Keppel and Jim Montich with a portion of the door prizes awarded at the dinner.



# Scholarship Outing

On a spring-like July 26th, 80 golfers played a scramble format at the beautiful and challenging Olde York Country Club in Columbus, NJ. This golf outing is the principal fund raiser for the PDE Scholarship programs. Through the tireless efforts of the Scholarship and Activities Committees, this year's event was a huge success generating \$14,670. Combined with the proceeds from the Spring Outing at Radnor Valley, sufficient monies were



raised to fund the 2 Everett L. Marsh Pharmacy and 4 PDE Scholarships. The PDE recognizes the continued generosity and support of Ed and Corinne Eget, owners of Olde York, who again donated a year's membership and golf for three 4-somes. Proceeds from these alone generated almost \$4,000 at the auction which culminated the day's activities.

Jim Pierantozzi is perfectly aligned for his tee shot on the Par-3 8th hole at Olde

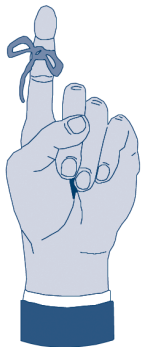
York Golf Club. The team of Pierantozzi, Dean Dinnocenti, Mike Riley and Dave Furmeister parred the hole and went on to shoot 11 under and a tie for first place honors.

John Callahan, Bob Calabro, Everett Marsh and Jack Callahan took a break from their sub-par round to pose for this photo. The Scholarship Outing gave these current and former officers of the PDE a chance to socialize and reminisce.



## A Reminder

If you or your accounts department have not changed your records, the PDE's contact information is



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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: montich@erols.com

## On-line PDE Directory

The PDE Directory is now available on-line. It can be found on the PDE website ([www.pdetrade.org](http://www.pdetrade.org)) under the members tab. The directory is password protected. The password will be disseminated to all PDE Correspondents and Delegates and will be changed periodically.

# INDUSTRY CORNER

## Showcase 2004

Packaging solutions for anti-counterfeiting

As mentioned in the last newsletter, mark your calendar for Showcase 2004 on September 14 and 15, 2004 at the Honeywell Learning Center, Morristown, NJ. PDE members are offered a \$50 registration discount.

With the tremendous need for anti-counterfeiting measures in the pharmaceutical industry, the importance of "track and trace" packaging is becoming paramount. At SHOWCASE 2004 you will hear from pharmaceutical industry leaders and suppliers about their efforts to meet current FDA directives. You will participate in lively breakout

discussions on packaging, labeling, and other "track and trace" opportunities.

Of most importance, you will leave the conference with the technical and educational tools and contacts you need to successfully begin implementing your own programs.

For more information about the Showcase, visit [www.unitdose.org](http://www.unitdose.org).

Presented by



## Contract Pharma

Contract Pharma's Contracting & Outsourcing 2004, Conference and Tabletop Exhibition will be held on September 23rd and 24th at the Sheraton Meadowlands, East Rutherford, NJ. PDE members are offered a \$100 discount on their registration.

## PharmaSource

PharmaSource, a publisher of pharmaceutical outsourcing information, offers PDE members a free trial and price discount on their Contractor's Lead Sheet generation service. They also offer a discount to PDE members on their initial subscription to Bio/Pharmaceutical Outsourcing Report. Contact Jim Miller at [www.pharmsource.com](http://www.pharmsource.com).



## Upcoming Events - Mark Your Calendar

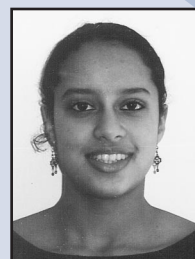
- SEPTEMBER 14-15** **SHOWCASE 2004**  
Honeywell Learning Center  
Morristown, NJ
- SEPTEMBER 27** **FALL OUTING**  
Chester Valley Golf Club  
Malvern, PA
- SEPTEMBER 23-24** **CONTRACT PHARMA CONTRACTING & OUTSOURCING 2004**  
Sheraton Meadowlands  
East Rutherford, NJ
- NOVEMBER 16** **ANNUAL BUSINESS MEETING**  
Radnor Hotel  
Radnor, PA

## PDE Scholarships - 2004

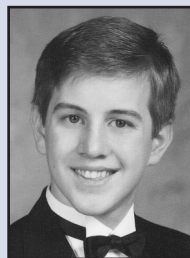
Photos of Winners and Member Company Affiliations



Ashlee Clark  
West Pharmaceutical Services  
Kearney, NE



Mila Singh  
Wyeth Pharmaceuticals  
Pearl River, NY



Andrew Sweriduk  
Proclinical, Inc.  
Phoenixville, PA



Christina Troia  
B. Braun Medical, Inc.  
Bethlehem, PA

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



*Published by the Public Relations Committee  
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P.O. Box 734  
Oaks, PA 19456

## *Thank You to All Contributors to the PDE Scholarship Fund*

### **Dinner \$500 Contribution**

AstraZeneca Pharmaceuticals  
Colorcon  
Merck & Co., Inc.

### **Lunch \$300 Contribution**

Alcan Packaging  
Comar, Inc.  
Hueck Foils L.L.C.

### **Closest to the Pin \$300 Contribution**

B. Braun Medical Inc.  
Cardinal Health  
Fitzpatrick Container Company  
Genesis Machinery Products, Inc.  
GlaxoSmithKline

### **Refreshment Cart \$300 Contribution**

The Glass Group  
National Label Company

### **Tee or Green \$175 Contribution**

Alcoa Flexible Packaging  
All-Pak, Inc.  
Anderson Packaging, Inc.  
Bioglan Pharmaceuticals  
Cadmus  
DSM Pharmaceuticals, Inc.  
International Specialty Products  
Kerr Group, Inc.  
Lancaster Laboratories  
MeadWestvaco Healthcare Packaging  
The Nosco Printing Group  
OSG Norwich Pharmaceuticals  
Pharmagraphics  
Playtex Products, Inc.  
Sharp Corporation  
Universal Machine & Engineering Corporation  
Vetter Pharma Turm, Inc.  
West Pharmaceutical Services, Inc.  
Wyeth Pharmaceuticals

### **Donations**

Fitzpatrick Container Company  
J. Knipper & Co. Inc.  
Kols Containers, Inc.  
MeadWestvaco Healthcare Packaging  
PharmaSource Consulting, Inc.  
Teva Pharmaceuticals USA

### **Prize Donors**

Atlantic Envelope Company  
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Howell Packaging  
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Jack Callahan  
Johnson Matthey Inc.  
Klockner Pentaplast of America, Inc.  
PharmaBioSource, Inc.  
ProClinical, Inc.  
Sharp Corporation  
SPI Pharma Group  
Tyco Healthcare/Mallinckrodt  
Unipak, Inc.  
Universal Machine & Engineering Corporation  
Vetter Pharma Turm, Inc.  
York Container