



# Newsletter

VOLUME 39 NO. 3 DECEMBER 2001

## NOVEMBER ELECTIONS

The Annual Business Meeting was held on November 28, 2001 at the Radnor Hotel, St. Davids, PA. President Rob Albert, Burron OEM Division, B. Braun Medical, Inc., presided at this meeting at which representatives of the member companies present elected the following individuals:

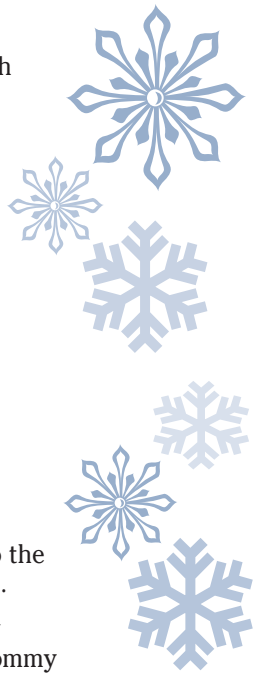
Officers for a term of one year, 2002:

President: JAMES C. RHODES, Vetter Pharma-Turm  
Vice President: JOHN G. CALLAHAN, Callahan Chemical Company  
Treasurer: MARK A. ECKHARDT, GlaxoSmithKline Pharmaceuticals  
Secretary: EVERETT L. MARSH, PDE.

Directors for a term of three years, 2002, 2003 & 2004:

ROBERT S. CALABRO, OSG Norwich Pharmaceuticals  
MICHAEL G. GLENNON, Merck & Co., Inc.  
WILLIAM J. MCDOWELL, Mebane Packaging  
JAMES J. PIERANTOZZI, Wyeth-Ayerst Global Pharmaceuticals  
EVALIND R. MINOR, President, Emsco Scientific Enterprises, Inc. was appointed by the Board of Directors at an earlier meeting to fill the vacancy created by Mark Eckhardt moving to the treasurer's position. The appointment is effective immediately and runs through 2002.

Approximately eighty representatives from upwards of forty member companies took this opportunity to meet old friends and make new ones while enjoying complimentary refreshments and a fine dinner. Tommy McDonald, NFL Hall of Fame member entertained the audience following dinner. The business meeting followed consisting of reports from PDE committee persons and the election of officers and directors.



## WELCOME NEW MEMBERS

The following companies were elected to membership in 2001:

PharmaSource Consulting, Inc.	Genesis Machinery Products
LeHigh Valley Technologies, Inc.	West Pharmaceutical Services, Lakewood
Unipak, Inc.	Chemical Synthesis Services
Fluidics, Inc.	OSG Norwich Pharmaceuticals, Inc.
Clinical Trial Services	EVC Rigid Films, Inc.
Insight Pharmaceuticals Corp.	



*Happy Holidays To All*

FROM THE PDE BOARD OF DIRECTORS





## IS YOUR COMPANY INCLUDED?

A searchable database program was introduced in October, 2001 by PDE's Web Presence Committee. This program is the next logical step to the listing of member companies alphabetically and by product categories you can find by clicking on the "Members" button on the PDE web page. With the number of visitors to [www.pdetrade.org](http://www.pdetrade.org) increasing monthly, including international visitors, you can help make these visits successful by making sure your company is included in this database program. Bob Gettis, ProClinical Pharmaceutical Services is the Web Presence Committee chairman and suggests the following if you missed the initial message regarding submitting your company information. Click on [http://www.pdetrade.org/member\\_data.asp](http://www.pdetrade.org/member_data.asp) and input your information (or) copy and paste to your browser to access the form. If neither of these gets you to the form, go to the internet using this same address and see the form by that means.

Is your company included? Just type in one of your product keywords at the top of the "Member" home-page and see!



## INCREASE SALES LEADS!

*"Increase Sales Leads and Your Company's Presence in the e-Marketplace with the PDE MemberLink Program".*

This was the opening shot on the flyer sent out recently by the PDE Web Presence Committee to all Official Correspondents introducing PDE's latest internet program. Here is what it is all about.

The PDE through its MemberLink Program is offering to link your company's website or your email address to PDE's new and improved website. For \$125 annually, your site or email address will be linked to [www.pdetrade.org](http://www.pdetrade.org). Linking your website or email address to the PDE's website, will allow the 600+ monthly visitors to instantly link to your company's website or your email address. You and your company will benefit thru instant and heightened exposure to pharmaceutical professionals and consumers who need the products and services of the PDE membership.

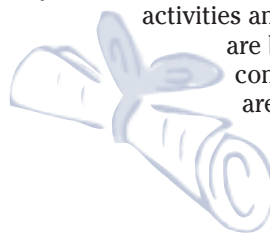
If you would like to subscribe to this program send a check for \$125 made out to PDE along with your company's website address or email address to: PDE, P.O. Box 1281, West Chester, PA 19380. With your check now, your company's site will be linked to [www.pdetrade.org](http://www.pdetrade.org) until 12/31/02.



## PDE SCHOLARSHIP APPLICATIONS

The applications for the 2002 awards will be mailed to all Official Correspondents the latter part of December. The application will also be available on PDE's website, [www.pdetrade.org](http://www.pdetrade.org). The PDE's member company employee's son or daughter scholarship program continues to grow. Last year there were 183 applications received versus 150 the previous year. The applications came from 39 companies located in 20 states and Puerto Rico.

Four scholarship stipends of \$2500 are awarded each year. Two are based on academic record, leadership, activities and other considerations and two are based on financial need and other considerations. Member companies are urged to distribute this information as quickly as possible to give students the earliest opportunity to submit their applications. The deadline for submitting applications is March 1, 2002.



## MEMBER NEWS CORNER

### DPT SIGNS AGREEMENT TO ACQUIRE ASSETS OF WEST PHARMACEUTICAL SERVICES' LAKEWOOD, INC.

DPT Laboratories, Ltd., a premier, full-service developer and contract manufacturer of over-the-counter and prescription pharmaceuticals, announced it has signed a definitive agreement to acquire the assets of West Pharmaceutical Services Lakewood Inc., and related companies, Paco Laboratories, Inc. and Charter Laboratories, Inc. The companies are subsidiaries of West Pharmaceutical Services, Inc.

The acquisition will expand DPT's contract packaging and manufacturing capabilities by doubling the company's size in terms of employees and capacity. This acquisition will significantly increase projected revenues while adding a Northeast U.S. location to better serve DPT's customers. The Lakewood location consists of a pharmaceutical packaging facility and a semi-solid and liquid production facility with additional capacity to meet future demands and growth projections for DPT. Closing is expected to occur before the end of the year.

"The acquisition of West Pharmaceutical Services' Lakewood manufacturing facility strengthens DPT's leadership position in the prescription and OTC outsourcing market through increased capacity and an expanded range of capabilities and services," said H. Paul Dorman, chairman and CEO, DPT Laboratories, Ltd.

## FALL SEMINAR HELD

Dr. Joe Urban, ProClinical Pharmaceutical Services, and Jim Freed, President, Impac Technology made presentations on "Child Resistant/Senior Effective Packaging" and "The Web: Future Trends", respectively, at PDE's annual Fall Seminar on September 13, 2001. Lisa Christie, Rock Tenn Company, Education Committee chairwoman reported that approximately 60 people attended the meeting at GlaxoSmithKline's West Campus in Conshohocken.



## In Memorium

**CLIFFORD C. DAVID, ESQ.,**  
general counsel of the PDE between 1981 and 1996 died at his Lower Gwynedd home on October 22, 2001 following a brief illness. He was 79.

Mr. David was an attorney for 33 years with SmithKline & French. He was head of their state legislative committee.

A memorial service was held at Bringhurst Funeral Home at West Laurel Hill Cemetery on October 27, 2001.



## Directory — Two Year Update

The Official Correspondent of each member company recently received an email with a "PDE — Directory Information — Two Year Update" attachment. The request is to complete the form with any changes which should be made in your company information as shown in the current directory. The new directory will not show company personnel other than the Official Correspondent and Delegate.

The deadline for returning the form is December 15, 2001. If you should have received a form and did not, please contact the PDE office.



## Stay In Touch

PDE telephone and fax: 610-647-1108

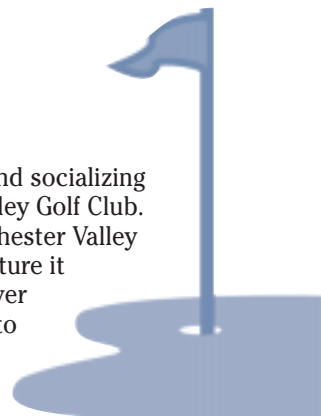
PDE email: [pdetrade@aol.com](mailto:pdetrade@aol.com)

PDE web site: [www.pdetrade.org](http://www.pdetrade.org)

## CHESTER VALLEY G.C. SHINES AGAIN!

It was a great day for golfing, non-golfer putting, guessing and socializing on October 8th at Chester Valley Golf Club. Although rumors abound that Chester Valley is moving at some time in the future it shouldn't happen next year, if ever and PDE has tentatively agreed to return there on October 7, 2002.

Golfers numbered 122 and diners nearly 200 on this delightful day and evening. The scholarship fund benefited to the tune of \$900 from target golf and \$380 from the auctioning of a round of golf at Chester Valley. The round is sponsored by Frank Menichini of Custom Pack and the successful bidders were Bob Wittlinger and Ken Goldberg of Kols Container.



## Coming Events

### *Annual Dinner Dance*

**MARCH 8, 2002**

Park Hyatt Philadelphia Hotel



### *Spring Meeting*

**JUNE 3, 2002**

Radnor Valley Country Club

### *Scholarship Golf Outing*

**JULY 29, 2002**

Olde York Country Club

### *Fall Meeting*

**OCTOBER 7, 2002**

Chester Valley Country Club



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

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## 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.

