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**New Jersey
Chapter**



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Supplier Showcase



Letter from the Editors

It seems like just yesterday that I was tapped by Nandita Kamdar to consider taking on the role of Communications Chairman of the New Jersey Chapter, the primary responsibility of which is to publish the newsletter you are now reading. That was actually eighteen months ago and it has been a very pleasant and interesting experience, but it is now coming to an end.

As the newly elected Secretary of the Chapter Board (thank you for your support), I now have the privilege of introducing the new Communications Chairman and Pharma Bulletin Editor, Rich Smith of DPR Construction. Rich will assume the responsibility as Editor of Pharma Bulletin beginning with the next issue (Fourth Quarter 2012) and we welcome him and the new thoughts and ideas he has for the Chapter communications program.

The past few months have continued to be active and interesting, from both a social and business perspective. Included within this issue are reports on the successful trip to Yankee Stadium (for our Chapter and for the Yankees!) in early August, the exciting Supplier Showcase event in September and the Chapter group that supported and participated in the NJ Science and Technology Festival in October.

The programs committee is taking a different approach to programs development this year and continues to prepare a very interesting series of events for the upcoming year. We look forward to your reaction to and active participation with these events going into the next calendar year.

We hope that you will strongly consider attending the ISPE Annual Meeting, being held this year November 10 -14 in San Francisco, California. A significant contingent of NJ Chapter members are planning to attend and participate in the educational, business, networking and social opportunities afforded by this great event. If you have not attended before, please consider doing so and if you need more information, please contact any of the Board Members listed at the end of this newsletter.

On a personal note, I thank all of you for your assistance and support in my role as Communications Chairman and look forward to much continuing interaction in the future.

Harry Segner
Pharma Bulletin Editor
Secretary- New Jersey Chapter of ISPE

President's Message

The severe weather that recently impacted our region created challenges for the State of New Jersey and its residents. Power outages, flooding and property damage are but a few of the hardships we endured when Hurricane Sandy swept through the Northeast. I hope the recent events have not had a major impact on your community and that every family member is well.

The New Jersey Chapter is committed to providing quality events for the betterment of its members and the pharmaceutical community. Over this coming year, we will offer technical and entertaining programs that will provide practical answers to daily challenges. In addition, it is our intent to offer social events that will involve family members.

This year's programs calendar will change from previous years. Rather than scheduling monthly sessions, our plan is to offer five quality programs that will attract all sectors of our membership. Our scheduled programs are:

- Social Gathering and Casino Night in March.
- Student Poster Contest and Professional Development in April
- Chapter Golf Outing in May
- Technical Showcase in September
- Professional Development Day in November



Of course, the summer baseball outing and an occasional plant tour will be considered / scheduled.

Programs provide the financial independence we require in order to operate freely as a Chapter. Each event offers an opportunity to exchange information and network with your local peers. We are always looking for dedicated individuals who would like to assist with the planning and operations of Chapter activities. I encourage anyone who has ever thought of joining a Chapter committee to reach out to a New Jersey Board Member and learn how your involvement can make a difference.

Members are the strength of our Chapter. Without your continuous support, our Chapter would be a hollow organization without an ability to provide meaningful programs or services. Your participation is greatly appreciated, as it represents a strong sign of support for your Chapter.

Scott Hickok, President
ISPE New Jersey Chapter

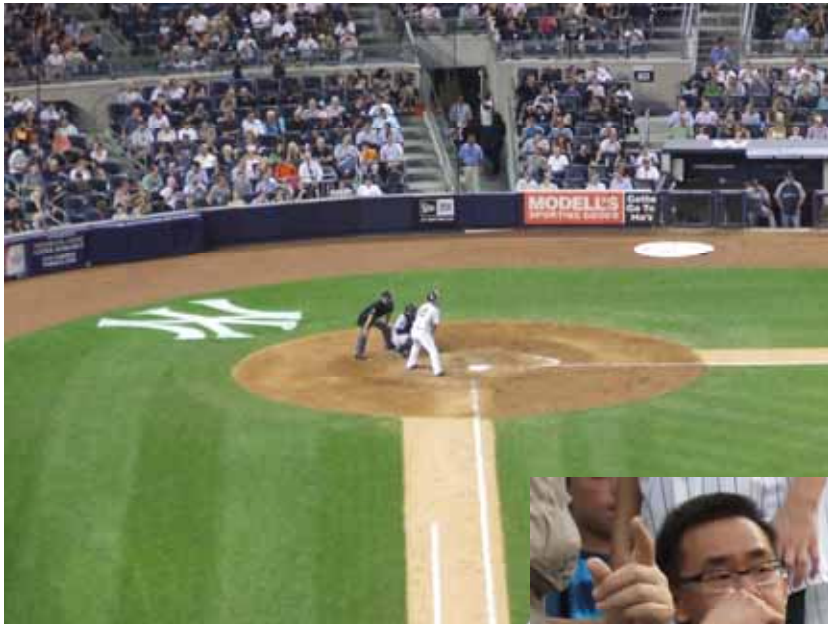
NJ Chapter Visits Yankee Stadium

On Friday evening, August 3rd about 75 NJ Chapter members, families, and guests visited the NEW Yankees Stadium in the Bronx to witness the Yankees 6 to 3 drubbing of the Seattle Mariners.

This event, organized very effectively by our Programs Co-Chair Shilan Motamed Vaziri included a comfortable tour bus ride from either Rutgers University or New Jersey Institute of Technology (both of which are home to ISPE NJ Chapter Student Chapters), a boxed dinner and refreshments, and delivery to and return from the ballpark. All in a convenient, safe and comfortable environment.

All who attended (this writer included!) had a great time of camaraderie with our fellow members, their families and our guests...what could be a better way to share beyond the confines of our everyday busy corporate lives? The Chapter plans to consider more such "social" events to promote interaction between industry members while having some fun and supporting the local community along the way.

Stay tuned for the next event.....we hope you too can participate in the festivities!



25th Annual Supplier Showcase and Tabletop Show A Major Success!

On September 12th a bright, beautiful late summer day, hundreds of ISPE members, suppliers, guests and affiliated organizations gathered at MetLife Stadium in East Rutherford, NJ to enjoy the New Jersey Chapter's 25th Anniversary Supplier Showcase. While this event has been a traditional fixture on the Chapter calendar for many years, this was our first time hosting this event at the new home to the New York Giants and New York Jets football teams and it resulted in an outstanding event for all!



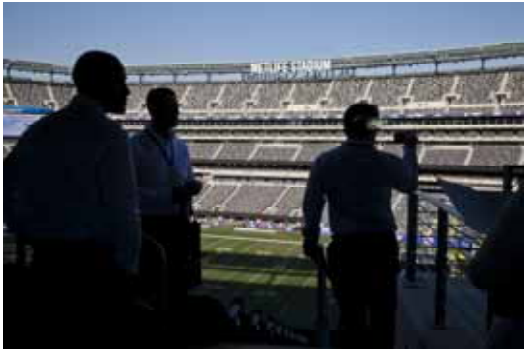
Thanks to the extensive list of supporters, led by our Premier Sponsor INTERPHEX™2013, and more than 125 tabletop exhibitors, the Showcase was presented in the prestigious Lexus Club at MetLife Stadium, an exclusive venue most have never had the opportunity to experience.

All afternoon, private tours of the Stadium were offered and members of the Jets Flight Crew Cheerleaders circulated to meet and take photographs with exhibitors and attendees. Autograph and photo sessions were full to capacity with three NY Giants Super Bowl Alumni--Joe Morris, George Martin and Mark Bavaro, an especially exciting opportunity given the win by the Giants in the "big game" several months earlier! Door prizes, including two 60" Flat Panel 3D Smart HDTVs, were awarded at the end of the evening to multiple fortunate participants, who we can be sure will return in 2013.

But of even more importance to our members and affiliates was the opportunity to learn of new and innovative equipment, services and applications within our industry. A tour around the exhibition floor permitted the attendee to see and to network with many of the industry leaders and to discuss their current and future issues and requirements all in one convenient central location.



The Showcase Steering Committee is already in the midst of planning for next year's Showcase event, again planned for MetLife Stadium on a date to be determined in September of 2013, which we hope is even a bigger success than the 2012 event. Please make your plans early to exhibit, attend and to support this important industry happening...if you have an interest in assisting with next year's event, please contact any Chapter Board Member, who would be pleased to direct you.



25th Annual Supplier Showcase

Sponsors and Advertisers

The 25th Annual Supplier Showcase proved to be a major success for all of the participants and for the NJ Chapter, as can be seen in the preceding article. This event would not have been nearly as successful if it were not for the Sponsors and Advertisers who stepped up with financial and other support before and during this great event.

The Showcase Steering Committee, NJ Chapter Board, membership and affiliated volunteers and participants offer a well deserved THANK YOU to those listed below who provided this critical support. We look forward to an even bigger and more successful Showcase event in 2013 and hope that these sponsors and advertisers along with many others will strongly consider their support next year.

THANKS AGAIN!!!

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NJ Chapter Supports New Jersey Science and Engineering Festival

The ISPE Student Chapters of Rutgers University and NJ Institute of Technology, in cooperation with the ISPE NJ Chapter, supported and participated in the New Jersey Science and Engineering Festival, held at the Clifton, NJ High School Complex on October 13 and 14. Organized under the auspices of the New Jersey Applied Science and Technology Council, this event brings a variety of scientific and technology exhibits and attractions to students and their families throughout the state.

In addition to financial support from the NJ Chapter, our student members participated with poster exhibits and completed and presented experiments for the students and other guests. The experiments and posters were focused on specific age groups and included life sciences, organic chemistry, particle segregation, fluorescent molecules and other age appropriate topics.

The Chapter believes strongly in giving back to the community and certainly in scientific education and growth among our youth; participation in this bi-annual event is a great way to support these missions. If you are interested in participation in this event in the future, please reach out to Joe Manfredi of GMP Systems or Bob Lechich, CPIP of Pfizer, Co-Chairs of the Student Affairs Committee of the ISPE New Jersey Chapter.





BRAIN PUZZLER #5

We were very pleased to receive 5 correct responses to Brain Puzzler #4, published the 2nd Quarter Pharma Bulletin and all were received within two or three days of publication. A testimony to the intellectual capital within the New Jersey Chapter or perhaps our Brain Puzzler guru, Paul Malinowski, took pity on us with the last puzzle!!

The first correct response was received from Scott Kaplan, Senior Director of Project Development at Pharmadule Morimatsu Inc. As has been reported elsewhere in this Newsletter, the NJ Chapter is modifying our program offering and as a result, we will provide Scott with a \$75.00 credit to be applied to any of the upcoming events he may wish to attend. Congratulations, Scott, and keep up the good work.

The Brain Puzzler for this issue again comes courtesy of Paul Malinowski of BD and the rules remain the same. Please forward your responses to RichS@dpr.com (the new Communications Chairman and Editor of Pharma Bulletin) and include a reference to Brain Puzzler #5 in the subject line to ensure your e-mail is not blocked as spam or some other mischievous item. Good luck!

One YP said to the second YP, "I'm going to give you a series of numbers and ask you what the next number in the series is. Here are the numbers: 4, 6, 12, 18, 30, 42, 60 and then X. Here's a hint: you may notice all the numbers I've given you are even numbers. Here's another hint: the number after the number I'm looking for is 102.

What is the missing number?




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ISPE NJC 2013 PROGRAMS

As is mentioned elsewhere in this edition of PharmaBulletin, the NJ Chapter has modified our programs for the coming year to feature five core events, supplemented by site visits or other special program opportunities that may arise. We hope you will be able to participate in and enjoy the new format.

Professional Development Day (December)

Need to satisfy your State's continuing education requirements?

Trying to keep up with the latest information on hot topics? Looking for education opportunities that are valuable, convenient and cost effective? Professional development day is a full-day multi-track event focused on providing education to help foster career development while also providing the opportunity to achieve education credits towards professional certifications. This yearly event for the New Jersey Chapter provides a great opportunity to learn more about our industry and network with multiple industry professionals.

ISPE NJC Fundraising Gala (March)

After a successful 25th Anniversary Gala Celebration, the ISPE NJC will be spearheading a fundraising event this year to give back to the community. The event will feature a spectacular cocktail hour followed by dinner, live band and a casino atmosphere for entertainment. In addition, the chapter plans on having several special guests, as well as recognition for those who contributed to the success of the fundraiser.

Student Poster Competition (April)

This is a great opportunity for students interested in the life sciences industry as a career to showcase their talents. Posters are solicited from ISPE undergraduate and graduate student members highlighting research relevant to the health sciences and pharmaceutical industries. Poster winners will be eligible to compete (all expenses paid) at the ISPE International Student Poster Competition during the Annual Meeting in Washington, DC in November of 2013.

ISPE Golf Outing (May)

The ISPE NJC will host its annual golf outing again during the month of May. This event always has a great turn out of industry professionals and guests and will feature multiple prizes including a longest drive and closest to the pin contest followed by a generous dinner and cocktails. We are currently looking into a new venue for the outing and will have more details to publish in the next newsletter.

Supplier Showcase (September)

View the latest in pharma technology, network with colleagues and suppliers. At the very successful 2012 event, there were over 100 suppliers showcasing their companies to a large attendance of industry professionals. Spectacular tours were offered of the new Stadium, autograph sessions with NY Giant Alumni and photo opportunities with the NJ Jet Flight Crew Cheerleaders. This event will also feature a catered dinner and cash bar.

ISPE NJC Welcomes 76 New Members

(July 2012 through September 2012)

Patricia Adair, Sandoz
Omar Allam
Edward Alonso, Whitman
Matthew Anctil, Pfizer Global Supply
Timothy Ayers, Sanofi
Susan Bailey, Bayer HealthCare, LLC
John Beaver
Narendra Bhojraj, OHM Laboratories Inc
Iqbal Bhuiyan, Forest Research Institute
David Boeke, Johnson & Johnson
Dawn Britton, Middough, Inc.
Jesse Chan, Drexel University
Mohit Chopra, Johnson and Johnson
Alexandre Costilhes, Manhattan College
Steven D'Amico, Jones Lang LaSalle
Matt Darwish, Catalent Pharma Solutions
Rudolf Duke, Medtronic
Ali Faruqi, Deloitte
Helene Ferm, PS&S
Nicholas Fetzer, Manhattan College
Donny Fisher, Air Products and Chemicals, Inc.
Mathew George, LIU CW Post Campus
Gerald Gilbert, General Aire Systems
David Gilliland, Daiichi Sankyo
Kevin Golden, Entegris Inc.
Mark Graef
Luisa Gutierrez Ocampo, Rutgers University
Maranda Hayes, Colgate Palmolive Co
Graham Hind, Howorth Air Technology, Inc.
Qiuhong Hong, Stevens Institute of Technology
Vinay Jobanputra, AAF
Brian Johnson, Pfizer
Miroslawa Jurusz, Integra LifeSciences
Isabelle Kellogg, Kellogg & Partners
Michael Kenville, Oncobiologics
Erin Kinnevy, University of Pennsylvania
Kathrin Knauf, Novartis Animal Health, Inc.
Bolutife Kolawole, New Jersey Institute of Technology

Dariusz Kordas, Bristol Myers Squibb
Cynthia Kura, ATC Corporation
Adam Lazer, PS&S
Michael MacNeir, Faubel Pharma Services
Christina Mazzella, Novartis OTC
Robert McCafferty, Watson Pharmaceuticals
Raymond McKinney, NNIT, Inc.
Gerard Meisel, Bayer Healthcare
Gregory Minogue, Fisher Clinical Services
Ashish Moholkar
Natalie Nass, Purdue Pharma L.P.
Kevin Nederfield, Getinge USA
Harry Peck, Stevens Institute OfTechnology
Jeanne Perez, Novartis Pharmaceuticals Corp
Peter Perfito
Mark Piegay, Kathabar Dehumidification Systems
Randy Potter, HCT Control Technology
Hui Qiu, New Jersey Institute of Technology
Pulagam Reddy, New Jersey Institute of Technology
William Reilley, XEME biopharma
John Rogers, Deloitte & Touche LLP
Elsa Roman, Merck
Phillip Santos, G&W Laboratories
Donna Schubert
Steven Siegel, University of Pennsylvania
Kevin Skeele, Bristol-Myers Squibb Co
Eric Sobczynski, Sefar Inc.
Danyelle Stewart, Helsinn Therapeutics (U.S.), Inc.
Bhavna Priyasri Surapaneni, NJIT
Raja Surapaneni, Global CMS Inc
Vijay Surapaneni, Catalent Pharma Solutions
Cassie Thompson, Manhattan College
Alok Trivedi, J&J
Satya Valiveti, RICONPHARMA LLC
Juan Guillermo Villa, Johnson & Johnson
Stephen Walling, csubs
Michael Weaver, MannKind Corp
Anqi Zhou, New Jersey Institute of Technology

ISPE Announces 2012-2013 Board of Directors Election Results

(TAMPA, FLORIDA, USA, 17 OCTOBER 2012) – [ISPE](#) has announced the results of its 2012-2013 International Board of Directors election, revealing a slate of representatives that hail from nearly every corner of the globe.

“2013 will be a year of continued transformation for ISPE, as we align our traditional position as the pharmaceutical industry’s neutral ground upon which to resolve technical issues with a necessary transition to a focus that encompasses the complete product lifecycle,” said ISPE President and CEO Nancy Berg. “I am confident that the incoming International Board of Directors will build upon the work of previous Boards and the Society’s past success to lead ISPE in its mission to help advance the pharmaceutical industry’s efforts to provide safer, more affordable and more available drugs for patients around the world.”

The following pharmaceutical industry professionals have been elected to positions on the 2012-2013 ISPE International Board of Directors:

Officers:

Chair: **Charlotte Enghave Fruergaard**, Director of Technology/Process, NNE Pharmaplan Denmark.

Vice Chair: **Damian Greene**, Senior Director Network Strategy, Pfizer Global Supply.

Treasurer: **Brian H. Lange, PE**, Operations Director/PMO, North American Operations and Merck Consumer Care, Merck & Co, Inc.

Secretary: **Andrew D. Skibo**, Executive Vice President, Operations, MedImmune.

Past Chair: **Arthur “Randy” Perez**, Director, IT Risk Management and Compliance, Novartis Pharmaceuticals.

Re-elected Directors:

Joseph Famulare, Senior Director, Global Quality Compliance and External Collaboration, Genentech.

Gordon Leichter, Eastern Regional Sales Manager, Belimed.

New Directors:

Mike Arnold, Senior Director, Strategic Partnerships, Pfizer.

Jennifer Lauria Clark, CPIP, Technical Services Project Manager, Commissioning Agents, Inc.

Jim Durkin, Project Manager, United Kingdom National Health Service.

In addition to those named above, Directors **James A. Breen, Jr., PE, LEED AP**, **Tim Howard, CPIP, PE**, **Doyle R. Johnson**, **Morten Stenkilde**, and **Udo J. Vetter**, each of whom were elected in 2011 to serve a two-year term, will continue their service on the Board. Complete biographical information on all of ISPE’s Directors can be found at the [ISPE Board of Directors](#) web page.

About ISPE

ISPE, the International Society for Pharmaceutical Engineering, is the world’s largest not-for-profit association serving its Members through leading scientific, technical and regulatory advancement throughout the entire pharmaceutical life-cycle. The 20,000 Members of ISPE are building solutions in the development and manufacture of safe and effective pharmaceutical and biologic medicines and medical delivery devices in more than 90 countries around the world. Founded in 1980, ISPE has its worldwide headquarters in Tampa, Florida, USA and offices in Brussels, Belgium, Singapore and Shanghai, China. Visit www.ISPE.org for more information.

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Career Doctor Don Answers Your Questions



*Don Sutaria is Founder and President of CareerQuest, located in New Jersey and New York. Don earned his MS degree in Management from Kansas State University, an IE (Professional) degree in International Management and Personnel Relations from Columbia University, and obtained New York University's postgraduate Certificate in Adult Career Planning and Development. A popular speaker and author, his latest book is titled, **Career and Life Counseling From the Heart (Your Career is a Pathway to Your Soul!)**.*

Question: My company has hired a lot of international professionals, full-time and also on a contract basis, for pharmaceutical research. I am having quite a bit of difficulty in understanding them as well as training them. I am at a loss. Can you please give me some pointers to alleviate this situation?
Linda K. (New York, NY)

Answer: Dear Linda:

You are not alone! There are so many factors which enter into this equation. This is fascinating area of anthropology and I am constantly learning in this area myself.

Do you know what Rudyard Kipling (1865 - 1936) wrote in his poem: The Ballad of East and West?

*OH, East is East, and West is West, and never the twain shall meet,
Till Earth and Sky stand presently at God's great Judgment Seat;
But there is neither East nor West, Border, nor Breed, nor Birth,
When two strong men stand face to face, tho' they come from the ends of the earth!*

We need to understand each other and work together amicably for the sake of international business. So, where do we begin?

Most of the internationals (as I prefer to call them) are quite competent in their technical fields although there may be a communications problem in terms of language barrier, although they may have studied in English

The causes for ineffective integration into your company's culture are many.

1. Cultural (*Culture shock*)
2. Technical (*Education, terminologies, skill sets*)
3. Social (*Local manners and friendships*)
4. Physical (*Looking different in appearance*)
5. Mental (*A different mindset*)
6. Emotional (*Afraid to express emotions*)
7. Financial (*No cash reserves*)
8. Spiritual (*Oriental versus western religions and thought*)

Culture Shock is the toughest component to overcome.

May I suggest a few possible solutions to make your life and the life of these internationals a little easier, and allow a better absorption into your company?

Cultural: Study their culture, body language, provide them with a mentor, and help them improve their command of American English (Verbal and written).

(Continued on Next Page)

(Dr. Don continued from previous Page)

Technical: Suggest they read American magazines in their professional fields, network with other professionals, and encourage them to participate in your company training programs.

Social: Introduce them at company functions to facilitate their socializing, create an awareness of business etiquette, and emphasize teamwork.

Physical: Emphasize good grooming, keeping their weight under control, smoking in private, and drinking alcoholic beverages in moderation especially at company functions.

Mental: Encourage lifelong learning, and delving into different opinions and respecting them.

Emotional: Tell them that it is okay to express appropriate emotions freely on occasion.

Financial: Educate them about living within your means, learning investment strategies, saving for a rainy day, and giving time, talents and money to causes of your choice.

Spiritual: In order to take care of their soul in a new culture, a pathway could be to read and assimilate spiritual materials, join a religious organization of their choice if they wish, volunteer in their areas of concern like homeless shelters, and try to harness the good old American principle - the power of positive and optimistic attitudes.

Linda, even in this imperfect world, if you sincerely try to follow the strategy I have suggested, you will be ahead of the game.

[Special note: Please send your career-related questions to don@careerquestcentral.com and also visit our new website at www.careerquestcentral.com. An informative section, Newsletter Archive, is also on the website. Our new blog is <http://careerquestcentral.blogspot.com> and my LinkedIn Profile can be found at <http://www.linkedin.com/pub/don-sutaria/0/3a/342>. Questions will be selected based on their contemporary nature and general interest. We regret we will not be able to send individual replies as in the past, because of the large volume of domestic and international e-mails. Your patience and understanding are appreciated.]

The ISPE New Jersey Chapter 2012/2013 Board of Directors

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