



Connecting a World of
Pharmaceutical Knowledge

New Jersey Chapter



ISPE Affiliates and Chapters Around The World

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New Jersey Chapter Statement of Value

New Jersey ISPE is an organization of, and for, professionals in the ever changing Life Sciences Community. As such, we strive to provide value to our various constituencies – owners, consultants, designers, contractors, vendors, students and the un- and under-employed – in a number of critical areas:

Wide range of multi-level **Education and Training** whether you are a newly graduated student or a multi-decade veteran, to enable you to be more successful at your current or yet-achieved "ideal" responsibilities within the Life Sciences community;

Sharing of **Industry Trends** to enable you to provide greater value to your employer, colleagues and the Life Sciences community in general, as we all strive to succeed in a "do more with less" environment;

Providing a forum in which you can **share** your expertise, experiences, innovations and thoughts/dreams with your colleagues via seminars, articles, roundtables, task forces and so on, where you can positively contribute to the future of the Life Sciences community;

Encouraging "work hard, play hard" opportunities where **socialization and networking** provide forums to informally expand your professional and personal network, resulting in friendships that last for decade.

Upcoming Events

May 20, 2014

Neshanic Valley Golf Course, Neshanic Station

Our Golf Outing will be May 20 at Neshanic Valley Golf Course in Neshanic Station.

For more information and to register please visit

<http://www.eventbrite.com/e/2014-ispe-njc-golf-outing-tickets-10333131675>.

The President's Message



There have been amazing changes and growth opportunities within the ISPE NJ Chapter this past quarter. These changes have allowed us to streamline our operations, provide events related to what is happening in industry today and encourage new member involvement in our Chapter's activities. We have also had the chance to interact more with the International ISPE Organization via a workshop held in New Brunswick, NJ and a more formal summit held in Tampa, FL. Our schedules have been busy and as a result, the ISPE NJ Chapter held two very successful events in the months of January and March 2014, updated our bylaws and have been preparing for two more events in the upcoming spring months of April and May 2014.

As stated in our last newsletter, we began 2014 with a strong membership presence at our first educational session of the year, "Capital Cost Benchmarking" at Pfizer in Peapack, NJ on January 16. The cocktail hour allowed our members to network and socialize with each other until the educational session began. John Costalas, our guest speaker, provided us with detailed information on factors that influence project costs, facility cost comparisons by area and facility type and strategies for cost control. It was very relevant to what we need in constructing projects today.

During our planning session, we wanted to understand what our operating companies were interested in learning and hearing more about. After multiple planning sessions and reviewing survey results, we learned that serialization was a hot topic. In addition to serialization, the new *ISPE Baseline® Guide: Biopharmaceutical Manufacturing Facilities* was just released. Our programs committee held a Professional Development Day that focused on both of these industry topics. The ISPE NJ Chapter partnered with Rutgers University, who hosted the event at their Biomedical Engineering Building in Piscataway, NJ. For all of those looking for CEUs to renew their PE Licenses, Rutgers provided certification as an added bonus to a great day of education and learning.

Our upcoming events include the Student Poster Competition which will be hosted by BMS in April and our annual Golf Outing that will be held again at the Neshanic Valley Golf Course in May. As always, we are hoping for an excellent turnout. In addition to these events, our Nominations Committee will be actively looking at candidates for next year's Board. We will engage with our current Board Members who would like to continue with the organization and reach out to the ISPE community to see if we can recruit some new members who will help promote our value proposition.

I hope everyone enjoys the Spring weather and I look forward to another successful quarter for our Chapter.

Nandita Kamdar
President, ISPE NJ Chapter

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Thank you to all of our generous sponsors. This wouldn't be possible without your contributions!



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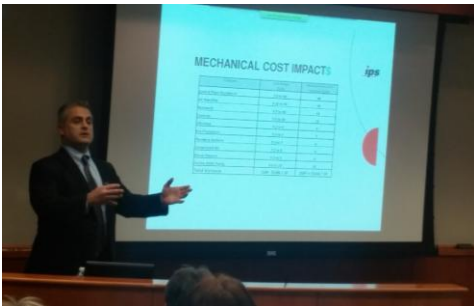
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Past Events

Capital Cost Benchmarking Technology Session Pfizer

Our January 16 meeting focused on capital cost benchmarking. We had an excellent turn out for the meeting with a final count of 80 attendees (including operating companies, suppliers, and service providers). The meeting format included a one hour networking session with appetizers and refreshments. The meeting subject matter was well received with good audience participation. John Costalas, of IPS, provided a comprehensive overview capital cost benchmarking and management.

We were fortunate to have three meeting sponsors that included: **Sweetwater Construction, IPS, and Guerin Associates.** Sponsoring an event is very helpful to the Chapter in defraying operating costs, while giving member firms added visibility.



John Costalas, IPS



L to R: Nandita Kamdar, John Costalas, Jim Brinkman

Professional Development Day Rutgers University

Our March 20 meeting focused on Serialization & ISPE Baseline® Guide: Biopharmaceutical Manufacturing Facilities. We had an excellent turn out for the meeting.

Thank you to Dr. Henrik Pedersen and Rutgers University for hosting our meeting.

We would also like to thank our speakers:

- David DeJean – Systech
- Mike Salinas – M+W Group
- Brian Daleiden – TraceLink
- Rick Mitzner – Pfizer Global Engineering
- Mark Wessel – Pfizer Inc.
- John Corona – Purdue Pharma
- Sajan Idicula – Purdue Pharma
- Gaurav Banerjee – Sharp Packaging
- Norman Goldschmidt – Genesis Engineers Inc.
- Marc Pelletier, PhD - CRB

We were fortunate to have **Genesis Engineers, Inc.** as our meeting sponsor.



Round Table Discussion – Serialization Track

Career Doctor Don Answers Your Questions

Question: In job interviews, I always seem to be stumped when the million-dollar question is asked: *Why do you want to leave your job?* or *Why were you laid off from your job?* I stutter, and stammer, and feel very uncomfortable answering this question. As a professional career coach, what approach do you suggest?

Joseph C. (NJ)

Answer: Dear Joseph:

During the past decade, losing a job, regardless of the reason, has lost its sting. I say that based on experiences of several of my clients. There is a 50% chance that the person interviewing you lost their job at least once during their career.

I will not encourage you to lie. Perhaps I can offer some concrete suggestions. You need to practice answering these questions after careful thought, pertaining to your circumstances. If need be, practice in front of a mirror to observe your body language. Make an audio or video recording, and have a close friend evaluate your performance, along with you. Make adjustments and corrections to your presentation as necessary.

Why do I say that?

The interviewer is testing your confidence level.....*grace under pressure, courage under fire!* The two questions we have stated above may determine if you are a suitable candidate, not why you are unemployed.

However, there are some good and legitimate reasons for leaving a job, which will not hurt your candidacy. Conversely, there are some bad or inappropriate reasons, which can work against you. You should not give too much information which may incriminate you, and knock you off the pad.

Let us explore some good and appropriate reasons:

- Acquisition by another company which led to layoffs
- Economic downturn in the company's products or services
- Seeking new challenges and responsibilities
- Company relocated
- New company emerging as the industry leader
- Job is less than a good fit
- Change in career path
- Excessively long commute
- Seeking larger total compensation in line with contributions
- Caring for elderly parents now deceased
- Stayed home for a few years to raise a family with young children

Here are some bad and inappropriate reasons:

- Bad mouthing a previous company or boss
- Personality conflicts
- Work schedule was too rigid
- My spouse made me quit
- Marital difficulties
- Difficulties with the law
- Mental illness
- Physical difficulties due to injuries
- Did not want to work extra hours
- Let go for sexual harassment
- Childcare issues unresolved
- Did not get a promotion
- No raises or bonuses in three years
- Work got boring
- Hated my job
- Laid off for habitual lateness
- No personal transportation
- Verbal fights with co-workers
- Received difficult jobs



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!). He is also one of the founding members of ISPE and presently an Honorary Life Member.

Special note: Please send your career-related questions to don@careerquestcentral.com and also visit our website at www.careerquestcentral.com. 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.

ISPE NJ New Members: 1st Quarter 2014

Welcome all 47 of our new Members!

Tina Adams, Johnson & Johnson
Kamenskaya Anastacia
Aditya Arya, PMA Consultants
Carlo Timothy Baylosis, G&W Laboratories
Arnold Belen, West-Ward Pharmaceuticals
Craig Bernier
Ajay Bhilegaonkar, Bristol-Myers Squibb
John Bilotta, Syska Hennessy Group
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Linda Hejmanowski, Fresenius Kabi
Max Hurst, Hurst Corporation
Edward Isidor, Bayer HealthCare
Corey Jacklin, Expression Systems
Harry Jeffreys, Catalent Pharma Solutions
Brittany A. Jewett, Stevens Institute of Technology
Madhav S. Kamat, Kamat Pharmatech LLC
Bettina Kaplan
Jiawei Liang, Stevens Institute of Technology

Daniel Madrid, Novartis Pharmaceuticals Corp.
Timothy Marsh, Adept Group LLC
Martin McLoughlin, Merck
Anna M. Nardella, Northeastern University
Ankitkumar D. Patel, West-Ward Pharmaceuticals Corp.
James Pazdan, Novartis Pharmaceuticals Corp.
Elizabeth Pileggi, Lachman Consultants
Robin Richter, Johnson & Johnson (Janssen)
Dawn Riley
Sean P. Sanford, Rensselaer Polytechnic Institute
Ronald Schotland, Schotland Business Research, Inc.
Richard L. Schultz, Jr., Norwich Pharma Services, an Alvogen Company
Akashdeep Singh Sher Gill, NJIT
Maia Stoicovici, NYU - Polytechnic School of Engineering
Christopher Suznovich, Ohm Laboratories Inc.
Tulio Teixeira, Bristol-Myers Squibb
William M. Timm, Drexel University
Humberto Vega, Sandoz Inc.
Edward I. Warner, NPS Pharmaceuticals
Aiyun Wen, Stevens Institute of Technology
Hanxiao Yue, Stevens Institute of Technology

ISPE NJ
2014 Board of Directors

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2014 Chapter Committees

Bylaws and Policy	Communications, Memberships and Marketing	Executive Advisory Council (EAC)
Nominating	Programs	Student Activities
Young Professionals		

New membership and volunteer inquiries for any of our committees should be directed to Amie Wengryn, 908-625-2035 or manager@ispenj.org.