

New Jersey Chapter

Volume 19, Number 2 Second Quarter 2012

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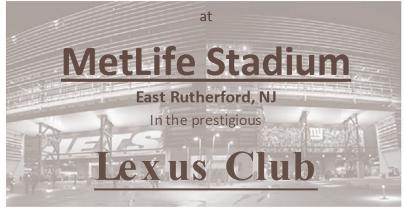
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Pharma *Bulletin*



Announces its 25th Annual
Supplier Showcase & Tabletop Show
Wednesday, September 12, 2012



Home of the NY Jets & Super Bowl Champion NY Giants

Show Hours 1:00 PM to 7:30 PM Seminar Hours 8:00 AM to 5:00 PM

Reserve your space now !!!



To Register Contact: J. Manfredi sales@gmpsystems.com or 973-575-4990



Letter from the Editors

Welcome to the 2nd Quarter 2012 edition of Pharma Bulletin, the newsletter of the NJ Chapter of ISPE. It is hard for us to believe that it has been a full year since this "administration" of the Chapter has been in "office" and producing this document. Much activity has occurred within the Chapter over the past 12 months, including our 25th Anniversary Celebration and Gala and a host of successful and enjoyable educational and social events. We certainly anticipate continuing with this positive trend.

In this issue, we will review the Emerging Technology and Student Poster Competition event held at J&J Headquarters in New Brunswick, the 17th Annual Chapter Golf Outing at Farmstead Golf and Country Club in Lafayette and the Pfizer Vial and Syringe Filling Lines Tour and Optima Presentation at the Pearl River, NY site. Of course, we will also continue with the balance of our regular columns and features and reiterate that this is YOUR, the NJ Chapter Members, publication. If you have suggestions for new or different features or articles, see areas for improvement or change, or wish to make a contribution, please contact us with your thoughts or ideas at any time.

Paul Malinowski Secretary – Board of Directors New Jersey Chapter of ISPE As we are sure you are now aware, the NJ Chapter is sponsoring our 25th Annual Supplier Showcase and Tabletop Show on Wednesday September 12th at MetLife Stadium in East Rutherford, NJ, This major event, which will include educational sessions, a significant supplier and consultant exhibition, a variety of Jets and Giants activities, and networking opportunities is shaping up to be the outstanding event of the year. If you are a supplier or consultant, don't wait to register for your space, and if you are interested in the educational opportunities or in general attendance, stay tuned for additional information coming very soon. Also upcoming are the August 3 trip to Yankee Stadium to see the NY Yankees/ Seattle Mariners game and our Professional Development Day in October.

We look forward to seeing you at an upcoming Chapter event and continue to encourage your active participation in ISPE.

Harry Segner Chair- Communications Committee New Jersey Chapter of ISPE



"Take some
time from your
busy schedule
to mark these
important events
on your
calendar!"

Upcoming Chapter Events

August 3, 2012 — Baseball Outing

See the Yankees and Seattle Mariners

Yankee Stadium

Bronx, NY

September 12, 2012 — Supplier Showcase & Tabletop Show

MetLife Stadium,

East Rutherford, NJ

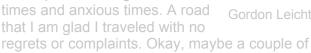
October 11, 2012 — Professional Development Day

The Conference Center at Mercer West Windsor. NJ

President's Message

Fade to black....

Wow, a year sure flies by when you're having fun. So, it seems that my tenure as president has now come to an end. It's long road to get to this position. Seven years for me. My tenure as your president was one filled with a lot of challenges and accomplishments, good



complaints, but not now.

But, not to bore you with "Oh, yeah I've done so much and me so great, blah, blah, blah". Mainly, I want to take this opportunity to thank all of those people that are part of this great Chapter and especially those who have made our chapter a great and effective organization. You know who you are, mainly because you are taking the time to read this message from me.

In the past I have always tried to promote involvement. Yes, we are a bunch of volunteers, and yes, we are only as strong as the involvement of us volunteers. But, enough of that......I do not want to waste your precious time with that rhetoric. You are either involved or you aren't. So, instead I will utilize this opportunity to thank an awesome bunch of people for all their hard work and devotion towards making great things happen for the New Jersey Chapter. Please appreciate that there are many, many people who devote time and effort to make this Chapter function and conduct great events, so if everyone is not mentioned, please do not take it as a slight.

As I exit the position and gladly pass the baton to the irrepressible R. Scott Hickock, Ameresco, it is important recognize the achievements of the great people of your NJ ISPE Board of Directors and Committee Chairs. In alphabetical order, those who have truly stood out are mentioned below:

• <u>Tony Crincoli, BMS</u> – For his support and generous contributions of venue and involvement from the BMS group.

- <u>Jeff Fedor, CRB</u> The programs committee chair, which is one of the most challenging positions in the chapter to organize and develop monthly events.
- Norm Goldschmidt, Genesis Engineering For the great educational programs he put together.
- <u>Jerry Guillorn, M+W Group</u>— A past president for his flawless execution and organization of our annual golf outings for the past many years.
- Nandita Kamdar, PS&S (formerly) For her swift and effective handling of the chapter's finances.
- <u>Bob Lechich, Pfizer</u> A past president that makes things happen for the student chapter as well as a champion for the CPIP program both locally and internationally. He was also a driving force behind our 25th Anniversary Gala.
- Joe Manfredi, GMP Systems A past president and unselfishly devoted contributor to the student chapter and the brawn behind the Technology Showcase. He was also a driving force behind our 25th Anniversary Gala.
- <u>Paul Malinowski, BD</u> For his great work in organizing and perpetuating the executive advisory council, EAC.
- <u>John Perrigue, J&J</u> For his efforts with supporting the various technologies the chapter utilizes, as well as new communication innovations
- <u>Harry Segner, EwingCole</u> For quickly stepping up and embracing the role of editor for the newsletter. It's his efforts that are enabling you to read this.
- <u>Caroline Shelly, Chapter Manager</u> Our extremely efficient chapter manager who has become the glue that binds us.
- Nancy Tomoney, PSC Biotech Corp. For always stepping up when there is a need in so many different committees and tasks

(Article continues on Page 4)

(President's Message continues)

We also had some great facility tours sponsored by board members <u>Margaret O'Toole, Pfizer</u>, and <u>Katie Worden</u>, Regeneron, at their respective companies.

And most importantly, though out of order, a special thanks and best wishes to **Lorraine Gallo of PS&S** on her retirement. Lorraine has been a backbone of the Chapter for many years, graciously fulfilling many roles and making great contributions of time and effort to the helping the NJ Chapter and our members. It goes without saying that we will miss her dearly and hope that she returns to join us for some events in the future.



Lorraine Gallo kicking it up with board members Scott Hickock and Nandita Kamdar, and the band at our 25th Anniversary Gala. Just how we want to see her enjoy her retirement

Yes, thanks to you and all you do for ISPE, internationally and locally. So, as my tenure slowly fades to black; for Lorraine, as well as for me, it's not goodbye, but just "So long for now."

Gordon Leichter, Ph.D.
President
NJ ISPE
Gordon.leichter@belimed.us



We Wish to Thank Our Annual Platinum Sponsors







Pfizer Tours and Optima Presentation

The Pfizer Pearl River, NY site was the location for a tour of the new Pfizer Vial and Syringe Filling Lines, followed by dinner and two very interesting equipment presentations. Our host for the event, Margaret O'Toole (Director in Pfizer Global Engineering and ISPE NJ Chapter Board Member at Large) welcomed all to the tours and evening activities. Margaret also provided a stirring message on the featured Community Service Support recipient, March of Dimes, and the positive impact the group has had on several of her acquaintances.

Jun Ordonez, Senior Process Engineer for Pfizer presented an overview of the Pfizer Syringe Filling and Packaging Process to complement the information received by those on the tours and to inform those of us unable to participate in the



tours of the current Pfizer processes. Jun's presentation was successfully followed up by Mevluet Yilmaz of Optima USA, who provided us with an update on Optima equipment offerings and an overall market trend presentation.



2012 Annual New Jersey Chapter Poster Competition and Chapter Meeting

On Thursday, April 19th the New Jersey Chapter held a very successful Student Poster Contest event at Johnson & Johnson Worldwide Headquarters in New Brunswick, NJ. This annual event, held at different locations each year, permits our student members to compete, via poster presentations, for an opportunity to move on to the ISPE International Poster contest, held during the Annual Meeting. The New Jersey Chapter students have historically been very successful at the national level and given the sophistication of this year's entries, we suspect they may continue the trend this year in San Francisco!

A total of eighteen students with posters competed in the 2012 Annual NJC Student Poster Contest. Our host this year was Mr. James Breen, J&J Vice President of World Wide Engineering & Global Supply Chain. Also in attendance were more than 100 New Jersey Chapter members, employees of J&J, and other guests.

The top graduate student, top undergraduate student and a third overall winner were selected as follows:

- Shyamala Pillai- New Jersey Institute of Technology (Graduate Student) Poster: Fluorescent Derivative of Caspofungin and Posaconazole for Diagnostic Imaging of Invasive Fungal Pathogens
- Justyna Zielinska- Stevens Institute of Technology (Undergraduate Student) Poster: *Tri-axial Electro-goniometer For Spinal Motion*
- Chomcharn Nonjaros- Rutgers University (Graduate Student) Poster: Controlled release polymer formulations containing aspirin and nanoclays

All three students will compete at the ISPE Annual Meeting in San Francisco at the Marriott on November 12, 2012 against other ISPE Chapter and Affiliate poster contest winners.

In addition to the winning entries listed above, fifteen other poster submissions were entered and reviewed by the Judging Panel.

Seven graduate posters were submitted from the New Jersey Institute of Technology:

- Afolabi Afolawemi- NanoSuspensions of Poorly Water-Soluble Drugs Through Wet Stirred Media Milling
- Bhakay Anagha- Improved Recovery and Dissolution from Dried Stabilized Aqueous NanoSuspensions of BCS Class II Drugs
- Tamilvizhi Muthalagu- Fiber Reinforced Hydrogel Composites from Gelatin/Sulfated Polysaccharides: an Approach to Mimic Articular Cartilage
- Chomcharn Nonjaros- Controlled release polymer formulations containing aspirin and nanoclays
- Shyamala Pillai- Fluorescent Derivative of Caspofungin and Posaconazole for Diagnostic Imaging of Invasive Fungal Pathogens
- Laura Wirpsza- Novel Lanthanide-Ion Luminescent Probes for Ultrasensitive Detection of Biopolymers
- Zhang Yiran- Experimental and flow visualization technique (PIV) were used to find an arch shaped probe staying in the dissolution testing apparatus would slightly affect the flow velocity in the system hence affect the dissolution result.

Seven graduate posters were submitted from the Stevens Institute of Technology:

- Papineni Charulatha- Pharmaceutical Cleaning Process Improvement using Design of Experiments
- Jariwala Freniel- *Direct Detection of Active Pharma*ceutical Ingredients from Intact Tablets by Plasma Ionization on a Modified Atmospheric-Pressure Source Designed for Electrospray
- Ashish Patel- Accuracy, Linearity and LOD of visual inspection on stainless steel surfaces
- Sheetal Patel- Implementation of PAT on CIP using TOC
- Zhuge Qian- Solvent Interference Study on Seivers 900 TOC analyzer

- Sharma Sonali- Recovery of water insoluble compounds using TOC analyzer
- Borsadiya Vinod- *Implementation of wireless tem*perature monitoring system for temperature controlling device

Two graduate posters were submitted from the Rutgers University:

- Jeffrey Barminko- Encapsulated Mesenchymal Stromal cell Immunomodulation After Spinal Cord Injury.
- Rajan Sujata Sundara- A Comparative Study of Poly (ethylene glycol) Hydrogels for the Controlled Release of Lactic Acid in the Vagina

Two Undergraduate Posters were submitted from Stevens Institute of Technology:

- Justyna Zielinska- *Tri-axial Electro-goniometer For Spinal Motion*
- D Monterio- Synovial Fluid and Staphylococci

We sincerely thank the industry representatives who spent all afternoon reviewing the posters and the student presentations. This year's Judging Panel included:

- James Brinkman, Pfizer
- Antonio Crincoli, Bristol-Myers Squibb

- Frank DeMarinis, Purdue Pharma
- Christine Farner, Sanofi- Aventis
- John Laucius, Merck
- Robert Lechich, Pfizer
- Paul Malinowski, Becton Dickinson and Company
- Charles Mandala, Merck
- George Quirk, Johnson & Johnson
- Richard Tessier, Novartis

In addition to the posters, the evening included an inspiring presentation by Reno Colarusso, head of Johnson and Johnson/Janssen's Pharmaceutical Development and Manufacturing Sciences, on "Emerging Technologies and Innovations that will Positively Affect the Industry". Mr. Colarusso discussed his role in overseeing the process and analytical development of small and large molecule pharmaceutical drug substances and drug products, production and distribution of supplies for clinical trials, and technical support of the Janssen Supply Chain. Mr. Colarusso also leads global teams located in the US, Europe, India and China. His presentation brought many personal insights to emerging technologies that will drastically change the way drugs are produced, consumed and marketed.



Pharma Bulletin

Poster Competition Photos



Young Professionals Update

On Friday, April 27th five of the NJ Chapter Young Professionals met to enjoy a "Happy Hour" at The Office Beer Bar & Grill in Montclair, NJ. This event was organized by Nora Xu, and the Young Professionals are hoping to continue to engage informally in the future to discuss issues relevant to the industry, their career development, and to socialize and network together. We congratulate them on their initiative and hope to continue to support their efforts!

The young Professionals Committee is still recruiting new Members, so please encourage any young professional or graduating student to join the group. Young Professionals receive discounted membership and event rates, and will be planning additional YP specific social events. Any YP interested in further involvement can contact ispe.nj.yp@gmail.com.



Pharma Bulletin

17th Annual ISPE NJ Chapter Golf Outing

The 17th Annual NJ Chapter Golf Outing was greeted with beautiful, clear weather (unlike the finish of our 16th Annual event last year!) and was successfully held again at Farmstead Golf and Country Club in Lafavette. NJ on Thursday May 17, 2012. It was a great day of golf and an opportunity to network with old friends and make view (13'-4"). new ones, too!

This year the winning team was sponsored by Matt Mor- all those who participated this year in support of the ganelli of Korsch America and finished with a very strong 59, twelve under par in a scramble format. "Most nual Golf Outing in 2013!

Honest" honors went to the Stantec sponsored team led by Ken Weldon. Individual player awards went to M. Krishnan for long drive on hole #4 Clubview, to Vince Barilla for closest to the pin on hole #9 Clubview (15'-4") and to Ed Bunge for closest to the pin on hole #9 Lake-

Congratulation to all our award winners and thanks to Chapter. We look forward to seeing all at the 18th An-







More photos on Page 10



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BRAIN PUZZLER #4

For the first time since we began the Brain Puzzler in Pharma Bulletin, we did not receive a successful response to Brain Puzzler #3; as a matter of fact, there were no responses received at all! While I hate to have to report it, Paul stumped us on this one.

The correct response to Brain Puzzler #3 was......

"Let's say the YP looked at the clock and he saw that the hands were exactly 180 degrees apart, and the clock read exactly 11:25. It's impossible for it to be 11:25 and the hands to be 180 degrees apart. Because when it's 11:25, in fact, the hour hand should be beyond the 11. It should be 5/12 of the way to 12. When it's 11:30, it would be halfway between 11 and 12. That's how the YP knew the clock was broken."

The Brain Puzzler for this quarter will bring a variety of your intellectual skills into play and comes again courtesy of Paul Malinowski, NJ Chapter Board Secretary. Give it a try and remember to send your responses to hsegner@ewingcole.com to have the opportunity to be rewarded with a complimentary admission to our next regular Chapter event. (Please also remember to place the phrase "Brain Puzzler" in the subject line to prevent your response from being blocked by our security system).

At the end of a challenging day, two YPs left the plant. One of them had a craving for a candy bar. The first YP reached into his pocket, and, luckily, had a one dollar bill.

As the YP approached the vending machine with the crisp dollar bill, the YP noticed a sign that stated, "Exact Change Only." The candy bar cost 95 cents.

The first YP asked the second YP "Can you break a dollar?"

The second YP reached into his pocket, and said, "I know I have six coins. The six coins add up to \$1.15. But I can't make change for a dollar."

The first YP said, "Can you make change for half a dollar?"

The second YP said, "No."

The first YP asked, "Can you make change for a quarter?"

The second YP said, "No, I can't do that either."

"How about a dime?"

"No."

"A nickel?"

"No."

So, the first YP asked, "Can you just buy me the candy bar?" To which the second YP replied, "No, I can't do that, either."

The question is what were the six coins in the YP's pocket?

Good Luck to all!!!

ISPE NJC Welcomes 80 New Members

(April 2012 through June 2012)

Afolawemi Afolabi, New Jersey Institute of Technology

Samir Ahmed, Rutgers University

Mehwish Ajmal, Covex LLC

Sheshanka Andhe, New Jersey Institute of Technology

Marco Armenante, Rutgers University

Christopher Ballerini, American Floorworks LLC

Jeffrey Barminko, Rutgers University

William Barr, Process Equipment Group

Madhuleena Bhadra, New Jersey Institute of Technology

Lyubov Boyar, Kingsborough Community college

Margi Brahmbhatt, New Jersey Institute of Technology

Matt Burra, Westco

Fabian Casteblanco, Rutgers University

Emeka Chiedu, Pipeline Orthopedics

Raymond Clark, Villanova University

Lazara Cuza, Endo Pharmaceuticals

Xin Dai, Rutgers University

Wiphusanee Dendamrongvit, Rutgers University

Thomas DiProspero, GlaxoSmithKline

Marie Duncan, Novartis Consumer Health Inc

Mary Egbert, DynoVelocity

Ralph Eskilson, West Ward Pharmaceuticals

Abora Ettela, University of Pennsylvania

Fred Fenster, Fenster Consulting, Inc.

Oleg Fisakov, Rutgers University

Carolee Flader, Novartis Pharmaceuticals

James Galloway, Pfizer Inc.

Samatha Geetla, New Jersey Institute of Technology

Chris Gieda WIC

Charisse Green, FDA

Jerry Green, ACSIS Inc

Dan Hare, Matrix Systems

Malika Hogan, Actavis Pharmaceuticals

Yaman Hossain, Watson Pharmaceuticals

Vito Iuni, Pfizer Inc

Philip Izevbehai, Forest Laboratories Inc

Rachna Jaiswal, Bristol Myers and Squibb

Mitchell Jew, Virginia Tech

Richard Jezykowski, LAUDA-Brinkmann, LP.

Jillian Kennedy, LAUDA-Brinkmann LP

Timothy Khowong, Rutgers University

Wenyu Li, New Jersey Institute of Technology

Zhen Li, Stevens Institute of Technology

Peter Lieb, American Overseas Book Co Inc

Vito Marzarella, Excelsior Medical Corp

Haymanote Menkere, Laporte Consultants

Brian Montgomery, OnCode Inc

Jeffrey Moskowitz

Joanna Ollendorff, PAR Pharmaceutical

Philip Ostrove, OAI

David Park, Rutgers University

Sheetal Patel, Stevens Institute of Technology

Sandy Perez, PSC Biotech

John Piccinic, Endress+Hauser

Shyamala Pillai, New Jersey Institute of Technology

Jennifer Poon, Rutgers University

Gustavo Roman, University of Pennsylvania

Sara Said, Rutgers University

Manuvesh Sangwan, New Jersey Institute of Technology

Rae Ann Seminerio, Romaco, Inc.

Stephanie Serrano, Polytechnic Institute of NYU

Jeenal Shah, New Jersey Institute of Technology

Krishan Sharma, Forest Research Institute

Chen Shi, University of Pennsylvania

Nitprapa Siriwannakij, Rutgers University

Eric Strelko, Dyna-Tech Sales Corp

Sujata Sundara Rajan, Rutgers University

Rahul Sunkavalli, Rutgers University-New Brunswick

Jun Tang, Mount Sinai School of Medicine

Nia Tran, Rutgers University

Shravani Vaddalapu, New Jersey Institute of Technology

Vinoth Vasu, Rutgers University

Lisa Warner, Camfil Farr Inc.

Karan Welkar, New Jersey Institute of Technology

Rebecca Wentzel, University of Pennsylvania

Nadir Williams, Rutgers University

Mary Woolford, Novartis Pharmaceuticals

Stan Yakoff, Stevens Institute of Technology

Jack Zheng, eVenus Pharmaceutical Labs

Nelson Zhou, Rutgers University-New Brunswick

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: I anticipate a layoff in the pharmaceutical company where I work and I have a hunch I may be swept away! I would like to be mentally and psychologically prepared for this event. Can you please give me some tips which will enable me to soften this blow?

John Z. (Cherry Hill, NJ)

Answer: Dear John:

First, I want to congratulate you for being so perceptive! You are ahead of the game. I tell all my clients that there is no such thing as a permanent job. All jobs are temporary. It is that some jobs are more temporary than others! Get that? You have to think like an entrepreneur even in a large organization. I hope you have maintained a record of your accomplishments in a 'Hero File'. That is your portfolio and you will need it some day.

There are no classes available which teach you how to get fired. I have been laid off before, not once but twice! The first time it happened because of poor personal chemistry and philosophical differences on how to handle some projects. The second time, it was an economic situation, lack of work and drop in profits. So, this qualifies me, I believe, to share some advice with you as a *Wounded Healer!*

- 1. It is quite acceptable to express shock and surprise when you are being laid off.
- 2. Ask for at least 24 hours before you come back and talk with your supervisor. Actually, the first 72 hours after you have been given the bad news of your layoff are very critical!
- 3. Try not to become overly emotional when the news is conveyed to you.
- 4. Resist the urge for verbal and physical violence.
- 5. The five most common emotions which exude from the person terminated are *anger, fear, shame, sadness, and self-pity*, not necessarily in that order. Every person may not experience all of the above five emotions. Confide in your spouse or a professional like clergy or a psychotherapist; it really helps!
- 6. When you come back a day later, discuss in great depth and detail your severance package with your immediate supervisor and/or a human resources representative. Be sure to check if a good outplacement counseling package is included. Believe me, you will need it! No point in going it all alone, when a professional can guide you. In a low-key way, you can question everything, and remember that almost anything is negotiable (unless it is illegal or immoral!). This may be a good time to discuss if the reference check would be good or at least neutral!
- 7. Don't burn out your contacts in your networking chain during the first week. You are not prepared yet for a job search, emotionally or physically.
- 8. Resist saying anything negative about your supervisor and/or your company; I know that's hard! Don't forget that an unchained tongue will affect your search for your next job.

(Continued on Page 15)

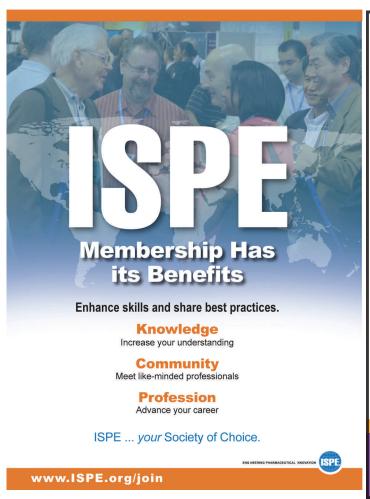
(Dr. Don continued from Page 14)

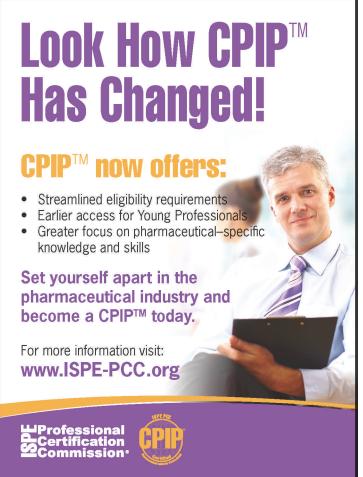
- 9. Within the first week, file for unemployment benefits coming to you. It is not a dole; you have contributed to it during your working life and you deserve to claim it promptly.
- 10. Be prepared to develop a new thrifty lifestyle for you and your family until you land a new job.

All jobs are temporary. It is that some jobs are more temporary than others!

John, be not afraid and good luck! I think you will do well, perhaps landing an even better job!

[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.]





NJC 2012 ADVERTISING / SPONSORSHIP PROGRAM

Advertising and Sponsorship represents an excellent opportunity to be identified as an industry participant and a supporter of ISPE New Jersey Chapter's Professional Programming. It is a particularly cost effective means of increasing your firm's visibility to the Chapter membership and beyond.

In addition to our "a la carte" items, various packages are available which offer numerous advantages and savings.

	Platinum			
	\$1,250			
Newsletter - Business Card size - \$100/issue			•	•
			3 issues (worth \$300)	2 issues (worth \$200)
Newsletter - 1/4 page- \$150/issue		4 issues (worth \$525)		
Newsletter - 1/2 page - \$200/issue	4 issues (worth \$700)			
Website – 6 months - \$250			(worth \$250)	(worth \$250)
Website – 12 months - \$500	(worth \$500)	(worth \$500)		
Event Sponsor - \$300	4 events (worth \$1,200)	3 events (worth \$900)	2 events (worth \$600)	
Education/Training/Webinar Sponsor - \$100/event	2 events (worth \$200)			
VALUE	\$2,600	\$1,925	\$1,150	\$400
		\$1,050	\$650	\$200

(Continued on next Page)

NJC 2012 ADVERTISING / SPONSORSHIP PROGRAM (Continued)

Newsletter Advertising – The Chapter publishes a newsletter 4 times a year highlighting recent and upcoming events, educational programs, technical articles and items of general interest to the Members. The newsletter is published electronically to all current NJC Members and others on our circulation list.

Business Card size - \$100 per issue or \$350 for 4 issues (worth \$400) 1/4 page- \$150 per issue or \$525 for 4 issues (worth \$600) 1/2 page - \$200 per issue or \$700 for 4 issues (worth \$800)

Website Advertising – Your ad is visible to everyone who visits the NJC website. 6 months - \$250 12 months - \$500

Event Sponsor – The Chapter plans to hold approximately 4 on-site monthly events/meetings for 2012, featuring networking opportunities and education content of general interest to the membership. Sponsors are recognized during the program, on all "e-blast" announcements of the event, plus acknowledgement in next quarterly newsletter as part of the article on the event. Sponsors are furnished with a six to eight foot table in a highly visible location, where they can set up an unattended Table Top display of their literature (restrictions may apply to off-site venues). Admission to the event is not included. Vendor Showcase, Holiday Event, Annual Golf Outing and Off-Site Facility Tours are excluded from this price offer. \$300 per event

Education/Training/Webinar Sponsor - These events are conducted throughout the year, providing more in-depth education content with less focus on networking. Logo/Listing on event announcements, plus acknowledgement in next quarterly newsletter, as part of the article on the event. \$100 per event

Signup now for your 2012 Advertising/Sponsorship opportunities:

http://ispenjc2011-12advertising.eventbrite.com

For additional information contact:

Lorraine Gallo

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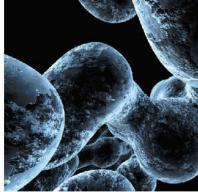




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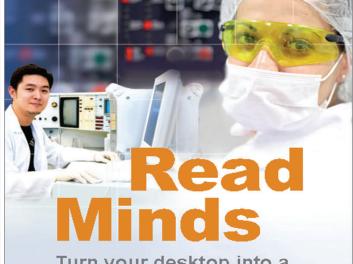
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