

# Settling into Saw Mill Park

## H.D. Smith

WHEN YOUR BUSINESS INVOLVES THE SAFE DELIVERY OF MEDICINES FROM HEALTH PRODUCTS MANUFACTURERS TO PHARMACIES THROUGHOUT THE COUNTRY, CENTRALLY LOCATED DISTRIBUTION SITES ENSURE THE PRODUCTS YOU NEED ARE WHERE YOU EXPECT TO FIND THEM — IN YOUR NEIGHBORHOOD PHARMACY.

That's one of the many reasons wholesale drug distribution company H.D. Smith, the fourth largest national pharmaceutical and healthcare distributor, chose Kearny as the new home for its New York Metro Division last year.

While the town and its environs provide a deep talent pool, Kearny offers easy access to main traffic arteries throughout the metro area. The Saw Mill Park industrial complex brings the added space H.D. Smith needed after having outgrown its former quarters in nearby Carlstadt. The lease on the 211,000-square foot, state-of-the-art distribution facility and corporate office center — one of the largest signed in northern New Jersey in the last several years — represents a boon to the Kearny economy. In addition, H.D. Smith's Kearny facility employs roughly half of its workers from surrounding Hudson County communities — a true testament to the local economic impact this new facility has made to the local area. Russo Development and Kearny Mayor Alberto Santos worked closely with H.D. Smith executives to pave the way for this development dream to become a healthcare reality.

"Community pharmacies and hospitals are the backbone of the American healthcare system, and H.D. Smith has quickly become their leading source for essential prescription and consumer health products," said Dale Bergman, Vice President and head of the New York Metro Division. "Kearny has been a welcoming community as we've begun to settle into our new facilities, and we look forward to building relationships with our neighbors for many years to come."

The hospitality is appreciated, and the company has invested a lot in its new home. Built on a former Brownfield site, the H.D. Smith Kearny complex "demonstrates the public/private partnership required to build a strong local economy," said Harvey Tanenbaum, H.D. Smith Senior Vice President, Business



*The H.D. Smith facility is one of the most technologically advanced health products distribution facilities ever built in New Jersey.*

Development. The company looks forward to supporting the people of Kearny in their efforts "to transform these once challenged areas into regions of great economic potential."

The facility stands as one of the most technologically advanced health products distribution facilities ever built in New Jersey. It incorporates not only the latest in tracking distribution technology to monitor the movement of medicines from manufacturer to pharmacy, but also features upgraded automation technology and equipment designed to increase productivity and provide added value to the more than 1,500 community pharmacies and multiple acute care health systems the company serves throughout the tri-state and mid-Atlantic region.

These innovative safety and productivity technologies help form a dual value proposition that local community pharmacies — and, most importantly, their customers — have come to expect from H.D. Smith since the company's founding by Henry Dale Smith in 1954.

"Protecting public health is part of the service we provide our pharmacy customers, and supply chain security is a cornerstone of the H.D. Smith distribution system," Tanenbaum added. "We recognize the life-enhancing value of community pharmacists and work to ensure they have both easy access to products and peace-of-mind that H.D. Smith is a partner in protecting the integrity of their business and well-being of their customers."

The company sees a lasting partner in Kearny. The company is pleased to establish roots in a town with a proud history, like its own. Since Henry Dale opened his first facility in Springfield, Ill., his descendents now operate seven distribution centers servicing major markets throughout the country. H.D. would have been proud of the latest addition to his company's growing presence.

### **H.D. Smith**

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