

LATE SHOW

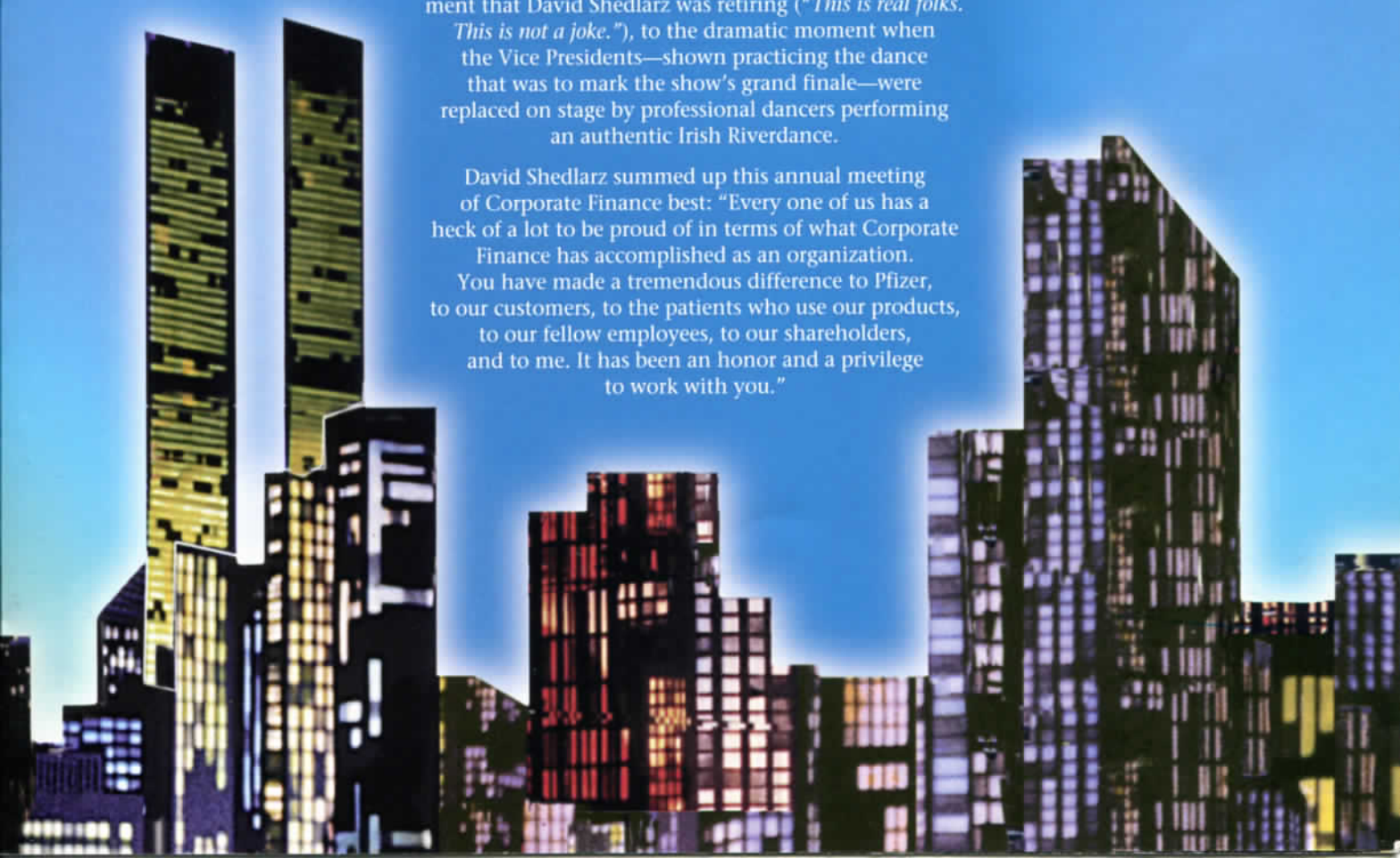
WITH
Corporate Finance

Corporate Finance Stars on the Late Show

Live at the Hunter College Danny Kaye Theatre on May 1, Corporate Finance demonstrated its innovation, creativity, and teamwork—not to mention courage and heart—by staging its very own Late Show.

Stars included David Shedlarz, Karen Bartlett, Scott Bedrick, Mark Giglietti, the Corporate Finance Vice Presidents—and special guest Charles Michael as Paul Schaeffer and the Corporate Finance Band! Jim Flaherty hosted the show as David Letterman. The Late Show surprised and delighted the Corporate Finance audience, from “David Letterman’s” announcement that David Shedlarz was retiring (“*This is real folks. This is not a joke.*”), to the dramatic moment when the Vice Presidents—shown practicing the dance that was to mark the show’s grand finale—were replaced on stage by professional dancers performing an authentic Irish Riverdance.

David Shedlarz summed up this annual meeting of Corporate Finance best: “Every one of us has a heck of a lot to be proud of in terms of what Corporate Finance has accomplished as an organization. You have made a tremendous difference to Pfizer, to our customers, to the patients who use our products, to our fellow employees, to our shareholders, and to me. It has been an honor and a privilege to work with you.”





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—David Shedlarz





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The Vision Team put together the Late Show with Employee Resources, volunteers from across the division, and Videographic Enterprises, based in Manhattan. Said Vision Team Member Doug Milanese, "What better way to celebrate and reinforce the Pfizer Vision and Values than to poke fun at ourselves?"

Jim Flaherty as "Dave" led the way with that familiar rapid-fire monologue and a challenge to David Shedlarz and other Corporate Finance executives: "Why not demonstrate your appreciation for employee contributions by performing 'really stupid' VP tricks?"

Shedlarz—who is not *really* retiring—agreed to perform a trick that may be stupid, but that carried an important message. Referring to the accident he had three years ago while riding a bicycle, he said: "We've all had successes and failures along the way. But we have to keep on trying. When you fall off a horse, you have to get right back on." Then, to the tune of "A Bicycle Built for Two," Shedlarz got on his bike and rode off the set.

While this gesture may have been moving and even inspiring, it's debatable that it qualified as a genuinely stupid VP trick. The same can't be said for Rick Hoddeson, who caught 20 coins off his elbow in one fell swoop. Afterwards came Greg Vahle,

who said of his own success at picking up a golf ball without bending down, "Now that's pretty stupid."

Alan Levin and Paul del Balso played card tricks (sort of), Tom Brown kept throwing a \$100 bill at the ceiling until it stuck, Claude Christiano inadvertently blew up his computer. And what was Barbara Reaves thinking when she made juggling while chewing gum one of her first official acts as Vice President?

Learning Through Laughter

David Shedlarz was happy to report that these antics are not the featured stories that have been appearing in the news lately. "Just last year, *Business Week* ranked Pfizer as one of the top 10 performing companies in the Standard & Poor's 500-stock index. *Fortune* rated us among the most admired companies, and industry directors, analysts, and executives ranked us first among health care companies. Their high regard and strong expectations

for Pfizer are reflected in its stock price. Now we're among the Who's Who of the world's businesses."

Shedlarz credited Pfizer's employees with creating a company worth nearly \$150 billion! "Corporate Finance helped make that possible."

Retorted "David Letterman," "So I guess one of you could break a \$20 bill for me." Then "Letterman" fired off suggestions for how he thought Corporate Finance could continue helping Pfizer realize its Vision of becoming the number one research-based health care company in the world by the year 2001:

- Cut Controllers some slack in decimal point placement.
- Set up Viagra kiosks in Grand Central Station.
- Two words... "bake sale" with Zoloft brownies for everyone.

While David Shedlarz appreciated these innovative ideas, he chose to stick with the Pfizer Vision and Values. "I think a lot of our success relates to our clarity of Vision," he said. "The people at Pfizer have a very clear sense of *who* we are, *where* we are going, and *how* we intend to get there. The people in Corporate Finance have played an instrumental role in demonstrating the power of



Vision. The company as a whole, I believe, has benefited from our example. It's important to emphasize that we are not just sitting back and enjoying the ride."

Shedlarz pointed out that each division develops its own metrics to track continuous improvements relating to external customers, fellow employees, patients, and shareholders. "I hope everyone here has a really strong sense of the vital role we play. When you look at our strategic imperatives, it's easy to see how we contribute to Pfizer's success." This includes supplying Pfizer with the necessary resources, investment opportunities, business solutions, and strategic decision making.

The Divisions Take a Bow

The mock Late Show enabled individual divisions to highlight some of their major accomplishments, and to stand up and take a bow:

- Distribution & Transportation for its rapidly expanding Memphis Logistics Center or "home of the Pfizer blues;"
- Purchasing/Sourcing for its best-in-class sourcing of goods and services, not to mention community involvement through Operation Santa Claus;
- Internal Audit for providing value-added services worldwide, particularly during open-mike night at the Audit Cafe;
- Accounting Services for its "potent mix" of Controllers, NASS, GFSS

and FS-E and "effective treatment" of accounting, transaction processing, Computron, Hyperion shared services, payroll and systems rollout;

- Corporate Travel for obtaining reduced air fares and rebates, and providing travelers with first-class seats at the price of coach;
- Employee Resources for being customer focused and involving employees in the job placement process;
- Document Services for producing 25 million copies a year for fellow employees;
- Mail Services for delivering more than 100,000 pieces of mail each week, many of which are x-rayed for security purposes;
- OP&A for fostering strategic decision making and developing Pfizer's business intelligence;
- CIT for ensuring that Pfizer's information systems and people are prepared for the year 2000.

The Late Show revealed not just the character of Corporate Finance, but its characters as well.

For non-professional actors, employee participants such as Scott Bedrick, who played Kramer in the CIT Seinfeld skit, seemed to fall quite naturally into their parts.

Thank You, Corporate Finance

By putting executives—rather than employees—on the spot, Corporate Finance exhibited not only Respect for People, Integrity, Innovation, Teamwork, Customer Focus, Performance, Community, but Leadership in humor and heart. Al Sharfstein summed up the feeling of the show during the skit for Internal Audit: "If loving Pfizer is wrong, perhaps we don't want to be right."

No one doubted the sincerity of David Shedlarz during his closing speech. "Today has been one of the best celebrations of our success and what we are all about in Corporate Finance," he said. Shedlarz pointed to the Late Show as only one example of the tremendous talent, innovation, creativity, and teamwork that occurs every day.

"You have contributed a great deal to Pfizer, to our customers, to each other, to the patients who take Pfizer products, and to me. Just as important are the contributions that we will make going forward."

Clearly, it's not just the new products that make this an exciting time to be part of Pfizer and, in particular, Corporate Finance. It's the spirit of the people. Speaking from the heart, Shedlarz said,

**"Quite simply,
thank you."**

