

Worksheet 4: Client Outreach Tracker

New Jersey's pharma corridor is the most concentrated pharmaceutical courier market in the world. Route 1 and I-287 alone pass by the HQs of dozens of major drug companies.

Pharma Corridor — Route 1 / I-287 / Princeton Area

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Johnson & Johnson (New Brunswick)				
Merck & Co. (Rahway / Kenilworth)				
Pfizer (Peapack)				
Novartis (East Hanover)				
Bristol Myers Squibb (Princeton)				
Sanofi (Bridgewater)				
Teva Pharmaceuticals (Parsippany)				
Bayer US (Whippany)				

Northern NJ — Healthcare / Hospital

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Hackensack Meridian Health (Hackensack)				
RWJBarnabas Health (multiple campuses)				
Atlantic Health System (Morristown)				
Valley Health System (Ridgewood)				
St. Barnabas Medical Center (Livingston)				

Newark / Jersey City — Corporate / Port

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Port of New York and New Jersey (Port Newark)				
Prudential Financial (Newark)				
PSEG (Newark)				
Panasonic North America (Newark)				

Princeton / Trenton / South NJ

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Princeton University (Princeton)				
Capital Health (Trenton)				
Cooper University Hospital (Camden)				
Virtua Health (multiple South NJ campuses)				

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