



Kiwaniis®

Kiwaniis Club of Madison West – Kiwanogram

Guests: Jim and Jill Vingelen, parent of Sarah – Golden K scholarship recipient.

Program: 'Drug Pricing' Mysteries' was presented by Dr. David Kreling, a UW-Madison Emeritus Professor in Pharmacy. David discussed several charts and tables describing the revenue path from drug development to the consumers. One complex chart was titled 'Relations and Transactions in the Supply Chain of Pharmaceuticals when a Consumer has Drug Coverage.

To better illustrate the issues, financial tables from two drug companies, Pfizer and Astra Zeneca, are shared below.

Example: Pfizer 2025 (Jan. 1 –Mar. 31)

	(\$ Mil)	(%)
Revenue	\$13,713	1 00
Cost of Sales	\$2,845	21
Selling/Info/Admin	\$3031	22
R & D	\$2212	16
Depreciation. Other	\$2842	21
Profit	\$2785	20

Sample of Manufacturers Deduction from Revenue.

Astra Zeneca (2015)	Amount	% Discount
Gross Product Sales	\$23,467	
Charge backs	\$2,985	12.7
Regulating U.S. Gov.	\$1,714	7.3
Contractual	\$7,543	32.1
Cash & other discounts	\$472	2.0
Customer returns	\$333	1.4
Other	\$946	4.0
Total discount	\$13,993	59.6

Charts do indicate significant profit for these two drug companies.

June 20. 2025

Presiding:	Ken Saville
Opening Word:	Joseph Tevaarwerk
Greeter:	Jim Wiederhoeft
Checkpoint:	Paul Aspinwall
Setup:	Tom McCrill

Sarah Vingelen, a Madison West High School graduating senior is a 2025 Golden K Scholarship (\$1,500) recipient. Besides excellent high school grades, she was active community activities such as authoring a neighborhood newsletter, serving as bike marshal at Ironman, and volunteering at Ronald McDonald House. She founded and organized a Bay Creek Kids Camp which has been going three years. In high school Sarah was a member of Green Club, Environment Club and Golf team.

She plans to attend UW-Madison, majoring Human Development and Family Studies



Sarah Vingelen receiving Golden K scholarship certificate from President **Ken Saville**.

Date	Event
July 4	No Meeting
July 11	Board of Directors Covenant, 10:30 am

Up Coming Programs

Date	Program	Greeter	Opening Word	Check In
June 27	Issue of Property Insurance Vicky Wagener	Shook	Gribble	TBD
July 4	No Meeting	-----	-----	-----
July 11	POW Camps in WI during WWII Robert Block	TBA	Wiederhoeft	TBA
July 18	Ice Breakers in North America during WWII, Mark Faultersack	Johnson	Brannstrom	Aspinwall

Meeting Time and Location

Every Friday, 11:45 am

Covenant Presbyterian Church

326 Segoe Road, Madison, WI 53705

Web site: www.madisonwestkiwanis.info

Email: rschuler@wisc.edu

Facebook:

<http://www.facebook.com/madisonwestkiwanis/for>



George Shook reports **Rich Donkle, Tom McCrill, George Shook** and **Joseph Tevaarwerk** volunteered at the Habitat Restore work on June 19 at Restore West on Odana Road. Photo: Joseph is on the steps and Rich and Tom looking on and supporting the stairs.

Jim Danner reports the next Second Harvest event will be June 26. Volunteers signed up are **Bruce Hoehne, Tom McCrill, Joseph Tevaarwerk, Fred Ross, Dwight Gribble, Rich Donkle** and **Jim Danner**.

The 2024-25 club meeting program scheduling will continue to be done by committee. The committee members and remaining months are: June, 2025 – **Joseph Tevaarwerk**, July, 2025 – **Ed Reisch**, August, 2025 – **Arlin Brannstrom** and September, 2025 – **Harley Skjervem**.

Dwight Gribble, our 2025-26 club president, reported we will continue our committee process for planning our 2025-26 programs. Volunteers are needed.

Bruce Hoehne announced the Madison West Kiwanis Foundation Trustees will meet immediately after today's meeting in the room around the corner. All members are invited.

We received a 'Thank You' note from Elsie Anderson, a recipient of an Ernie Rothe Memorial Scholarship. Elise plans to attend UW-Madison next fall.

Club Officers (2024-25)

Presidents:	Ken Saville
Vice President	Dwight Gribble
Secretary	Ron Schuler
Treasurer:	Randy Grobe
Co-Past Presidents	Jim Wiederhoeft

Board of Directors:

Dwight Gribble	Cody Kramschuster
Leroy Baker	Joseph Tevaarwerk
Jim Danner	Harley Skjervem

Results from the Culver's Share Night on July 10 are not available. The next Culver's Share Night is September 16. More details later.

Ken Saville announced the 2025 WIUM Kiwanis District Convention is scheduled for August 3-6 in Green Bay at the Oneida Casino Hotel. Some financial support is available from the club. district Kiwanis Club members will not be charged a registration. Attendees will be responsible for lodging and meals.

Planning has begun for the next quarterly meeting Madison Area Kiwanis clubs. Madison West Kiwanis is hosting the next meeting tentatively scheduled for October 24. A proposed program is our adaptive ski program.

Dwight Gribble reported the Kiwanis International is upgrading their reporting system, web site, which will be referred to as 'Engage'. This site is used for Kiwanis clubs to enter data for monthly reports and the addition and deletion club members. Other data include club meeting attendance, financial and service projects. As a result, monthly reports will be continued to be published and shared with club board members. At the end of the year, Kiwanis International combines the monthly reports for an annual club report. The new system 'Kiwanis Engage' will be implemented on July 15. Previously the system was referred as 'Kiwanis Connect'.