



## Drug Trends and Scope of the Problem February 13, 2019

Diversion Program Manager Nancy Coffey  
DEA - New Jersey Division



## DEA'S MISSION

- The men and women of DEA identify, investigate, disrupt, and dismantle major drug trafficking organizations and those who facilitate them; remove drugs and violent criminals from our neighborhoods; and identify and detect the diversion of licit pharmaceutical drugs and listed chemicals.
- The mission of DEA's Office of Diversion Control is to prevent, detect, and investigate the diversion of controlled pharmaceuticals and listed chemicals from legitimate sources **while ensuring an adequate and uninterrupted supply for legitimate medical, commercial, and scientific needs.**



# Drug Enforcement Administration

## DEA Domestic Offices

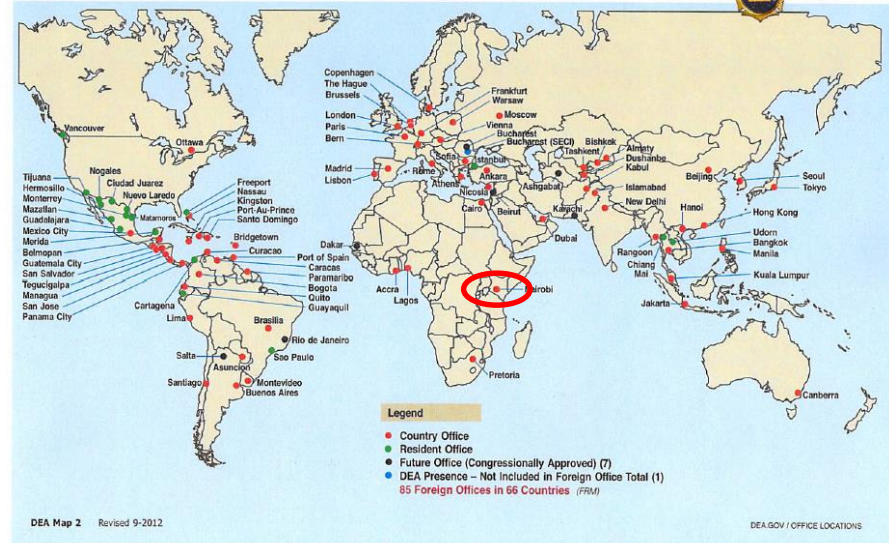
U.S. Department of Justice  
Drug Enforcement Administration



DEA Map 1 2-2013

## DEA Foreign Offices

U.S. Department of Justice  
Drug Enforcement Administration



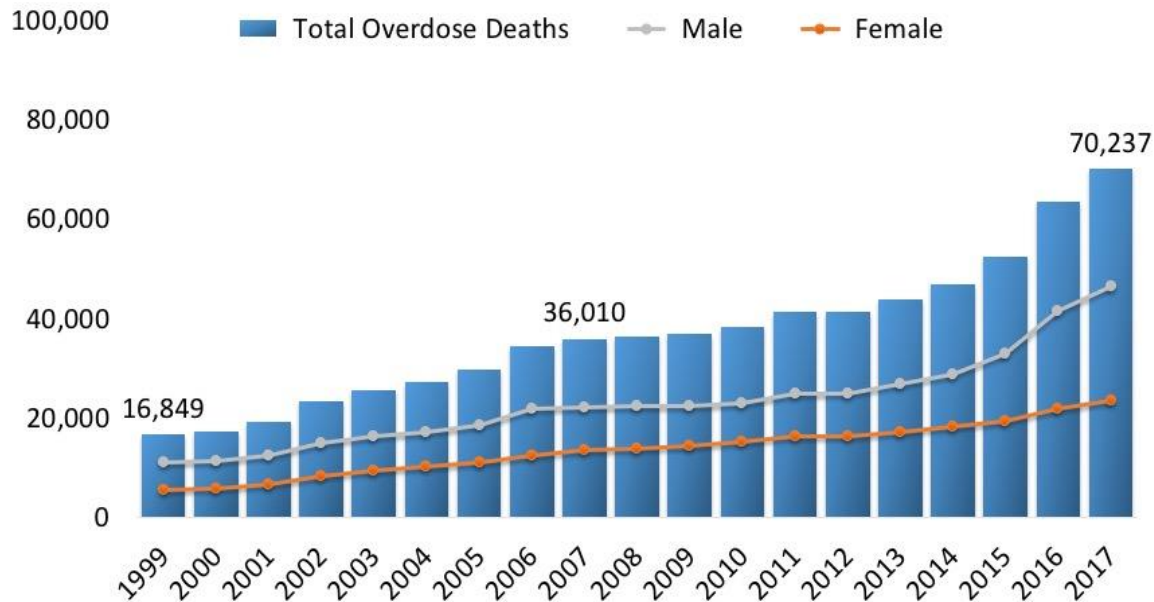
DEA has 222 offices in 21 Divisions

DEA has 92 offices in 70 countries



## Why Are We Here?

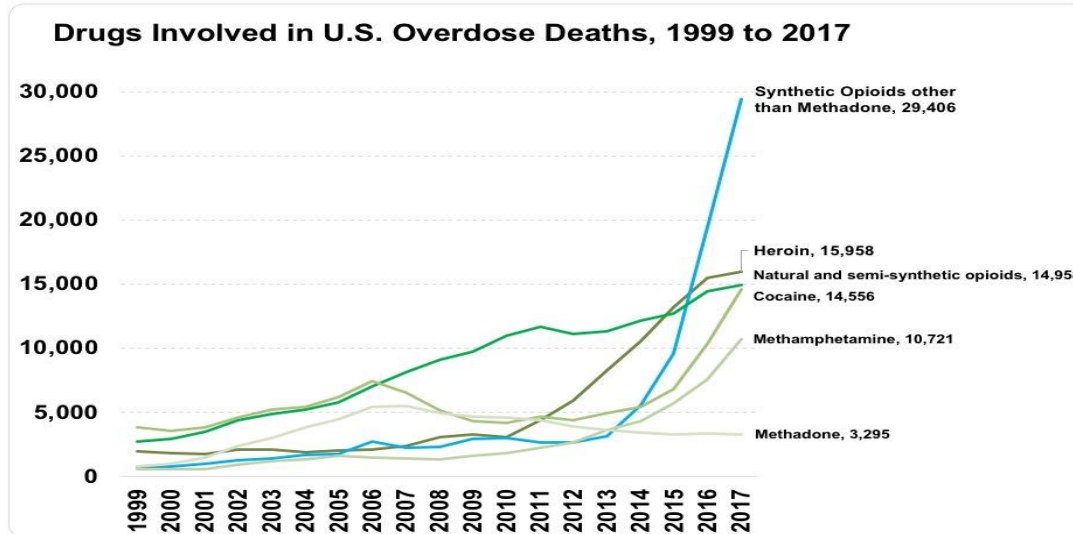
Figure 1. National Drug Overdose Deaths Number Among All Ages, by Gender, 1999-2017



Source: : Centers for Disease Control and Prevention, National Center for Health Statistics. Multiple Cause of Death 1999-2017 on CDC WONDER Online Database, released December, 2018



## Why Are We Here?



**Epidemic Fueled by:  
Demand: Opioid Cycle that Leads to Heroin**

**Supply: Mexican Cartels to Violent Gang  
Distribution Networks**

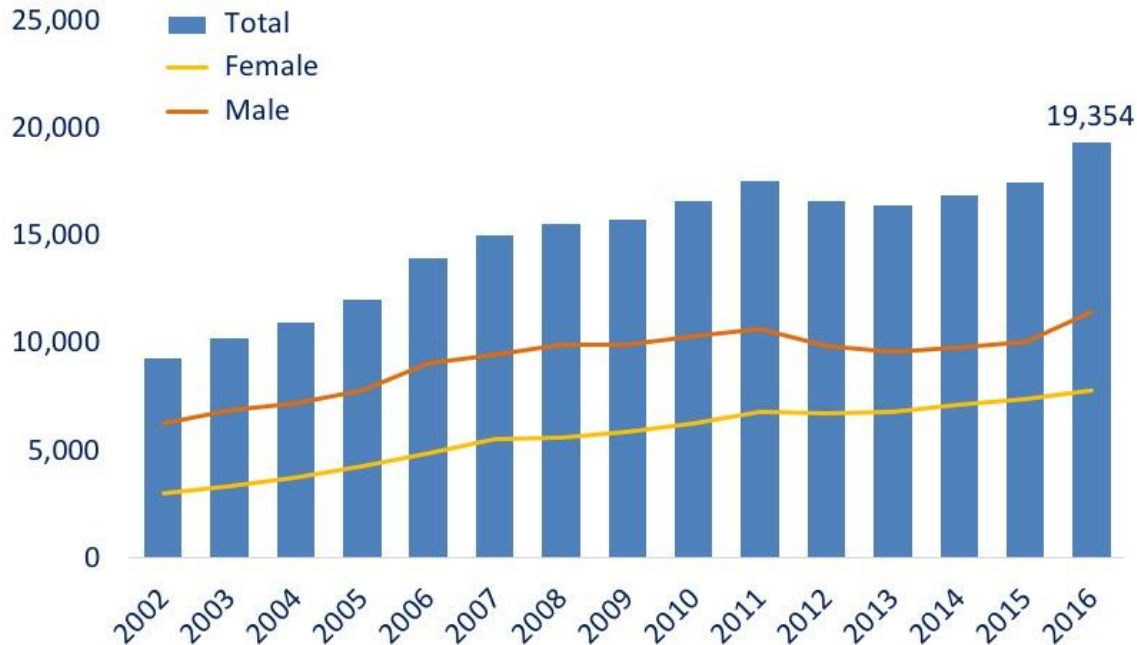


## Scope of the Problem



### National Overdose Deaths

Number of Deaths Involving  
Opioid Pain Relievers (excluding non-methadone synthetics)

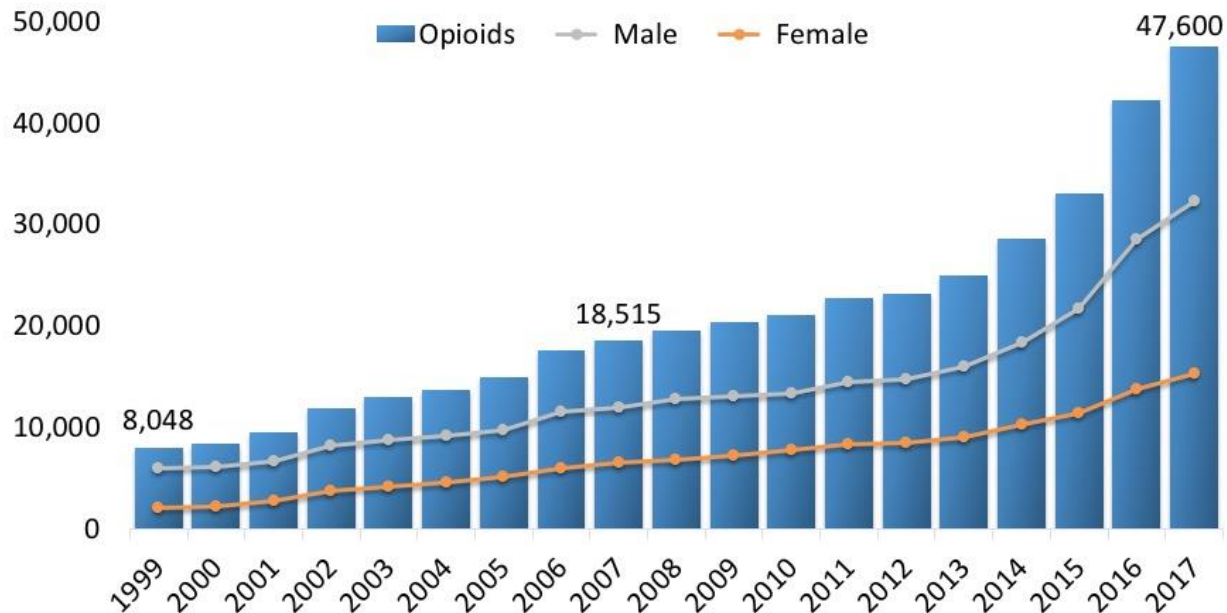


Source: National Center for Health Statistics, CDC Wonder



## Scope of the Problem

Figure 3. National Drug Overdose Deaths Involving Any Opioid, Number Among All Ages, by Gender, 1999-2017



Source: : Centers for Disease Control and Prevention, National Center for Health Statistics. Multiple Cause of Death 1999-2017 on CDC WONDER Online Database, released December, 2018



**Table. Pediatric Deaths From Prescription and Illicit Opioids, 1999-2016**

Demographic and Clinical Characteristics	No. (%)
No.	8986
Age category, y	
0-4	605 (6.7)
5-9	96 (1.1)
10-14	364 (4.1)
15-19	7921 (88.1)
Sex	
Male	6567 (73.1)
Female	2419 (26.9)
Race	
Non-Hispanic white	7183 (79.9)
Non-Hispanic black	642 (7.1)
Hispanic	929 (10.3)
Other	232 (2.6)
Place of death	
Home	3419 (38.0)
Inpatient	939 (10.4)
Emergency department or outpatient	2165 (24.1)
Dead on arrival	345 (3.8)
Other or unknown	2118 (23.6)
Manner of death	
Unintentional	7263 (80.8)
Suicide	445 (5.0)
Homicide	219 (2.4)
Undetermined	1059 (11.8)





## New Jersey Drug Environment

- New Jersey's heroin overdose death rate is nearly triple the U.S heroin overdose death rate - 2018 - **3,118** (preliminary)
- Approximately **128,000** New Jersey residents are addicted to heroin or prescription opioids.
- Average age group remains in the **18-25** year-old range with experimentation.
- On average, **4** out of **5** heroin users started with prescription opioids.
- On average, Naloxone is administered over **40** times a day in New Jersey, in excess of **14,800** administrations in 2018.



# Opioid Prescriptions in NJ

## Opioid Prescriptions in New Jersey

2015	5,640,864
2016	5,252,333
2017	4,867,130
2018	4,179,225



# NJ Overdose Deaths

## Overdose Deaths in New Jersey

2015	1,587
2016	2,221
2017	2,750
2018	3,118



# Drug Enforcement Administration Law Enforcement and EMS Naloxone Administrations 2015 - 2018

## Naloxone Administrations

2015	7,227
2016	10,308
2017	14,356
2018 (Through November 30)	14,827



# HOW DID WE GET HERE?

## "A Perfect Storm"

1. Pain Revolution - Increase use of opiate narcotics as a means of treating both chronic and acute pain - Pain as the "5th Vital Sign"
2. Marketing by pharmaceutical companies - there's a pill for everything!
3. Mexican Trafficking Organizations - Adding Fentanyl to Heroin and everything else now.



# How Did We Get Here?

DRAWINGBOARD / SIGNE

## DRUG-FREE AMERICA





## 1870s - 1900s




Laudanum is no more dangerous than many of the preparations sold as soothing syrups; it has the saving grace of the "poison" label. (By courtesy of the Committee on Interstate and Foreign Commerce.)

**LAUDANUM. -- Poison**  
 EACH FLUID OUNCE CONTAINS  
 45 1/2 GRAINS OPIUM and 65% ALCOHOL.

**-DOSE-**  
 3 mo. old, 1 drop      10 yrs. old, 10 drops  
 1 yr. old, 3 drops      20 yrs. old, 20 drops  
 4 yrs. old, 5 drops      Adult, 25 drops

**C. W. Malcolm, Qualified Chemist**  
 Memphis, TENN.




**COCAINE TOOTHACHE DROPS**  
 Instantaneous Cure!  
 PRICE 15 CENTS.  
 Prepared by the  
**LLOYD MANUFACTURING CO.**  
 218 HUDSON AVE., ALBANY, N. Y.  
 For sale by all Druggists.  
 (Registered March 1885.) See other side.



4 ADVERTISEMENTS.

**For Body and Brain**  
 Since 30 Years all Eminent Physicians recommend

**VIN MARIANI**

Over 7,000 written endorsements from prominent Physicians in Europe and America

Nourishes Fortifies Refreshes Strengthens the Entire System

Most popularly used Tonic-Stimulant in Hospitals, Public & Religious Institutions Every where

The most Agreeable, Effective and Lasting Tonic

Ask for Vin Mariani at Druggists and Fancy Grocers

EVERY Test, strictly on its own Merits, proves its Exceptional Reputation

To avoid disappointments accept no substitutions

**Free Offer!** We will mail, gratis, 75 Portraits, Sketches, Biographical Notes and Autographs of Celebrities, testifying to excellence of "Vin Mariani"

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 London: 239 Oxford Street

Mariani & Co.  
 52 W. 15th St., New York



**BAYER PHARMACEUTICAL PRODUCTS.**

**ASPIRIN**  
 The substitute for the salicylates

**PROTARGOL**  
 The anti-germicidal

**PIPERAZINE**  
 The sedative

**EUROPHEN**  
 The active morphine

**HEROIN**  
 The sedative for coughs

**QUINALGEN**  
 The analgesic

**GINACOL CARD**  
 The sedative for labor

**LYCETOL**  
 The uric acid solvent

**FERRO-SOKATOSE**  
 The iron and potassium salt

**SULFONAL**  
 The uric acid solvent

**HERICRANIN**  
 The strength for labor

**MOOTHYRINE**  
 The sedative for labor

**SONATOSE**  
 The uric acid solvent

**SYCOSE**  
 The uric acid solvent

**PHENACETIN**  
 The sedative for labor


**TRIONAL**  
 The sedative for labor

**SALOPHEN**  
 The antirheumatic and antineuralgic

**FARBENFABRIKEN OF ELBERFELD CO.**

Send for samples and Literature to

**40 STONE STREET, NEW YORK.**





## The 1960s/70s/80s



**Uppers - Amphetamines**



**Quaaludes**



**"T's and blues"**



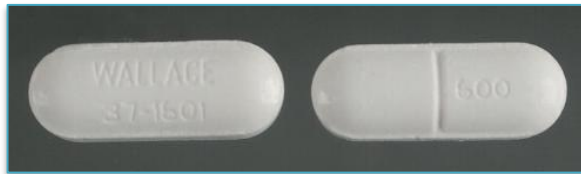
**Downers - Barbiturates**



**Hydromorphone**



**Tylenol w/ codeine #4  
"Fours and doors"**



**Meprobamate**



**Oxycodone/APAP**



**Doriden**





# National Resources from DEA

GEORGE NICHOPOLOUS, M.D.  
1734 MADISON AVENUE  
MEMPHIS, TENNESSEE 38108  
PHONE 726-0200 or 345-4478

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Elvis A. Presley Aug 15 '77  
NAME DATE

---

Graceland, Memphis  
ADDRESS

**Rx**

Dilaudid - 50 - 4 mg. tab  
" - 20 cc - 2 mg sol.

Quaalude 150 - 300 mg. tab  
Dexedrine 100 - 5 mg tab  
Percodan 100 tabs.  
Amytal - 100-3 gram caps  
- 12 half gram amps.  
Bipheta mine-100, 20 mg. spansules

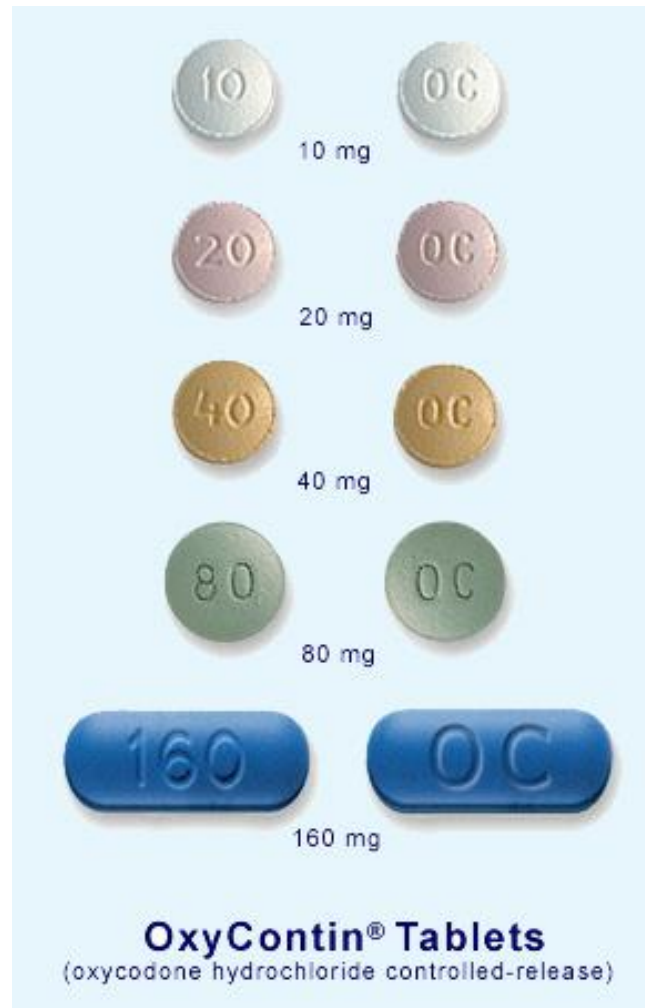
George Nichopoulos MD MD REP \_\_\_\_\_ TIMES

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Rx No. 23137 A030785 NE REP \_\_\_\_\_



## The 1990s





# How Pill Mills Operate

OCAS Pill Mill





## Diversion Partnership

### Targeting the Supply and Demand Problem



**5% / 99%**  
of World Population of hydrocodone consumed

**80%** of New Heroin Abusers Start with Opioids

### DEA Diversion is Uniquely Positioned

1.6 Million Registrants Regulated by DEA - every point in the chain

Currently there are 53,533\* DEA registrants in the State of NJ

\*As of 1/15/2019



## Pharmaceutical Opiates to Heroin

### Oxycodone 30mg



Average street value  
\$30 per pill

### Heroin



Street Value  
approximately  
\$55 a gram

### Heroin Bag



Average street  
value \$5 per bag



## How has heroin use & trafficking changed?

- Higher in purity, lower in price
- Commonly inhaled - less stigma
- User population more diverse
- Largely controlled by Mexican traffickers
- CPD abuse contributing to heroin use
- Fentanyl threat



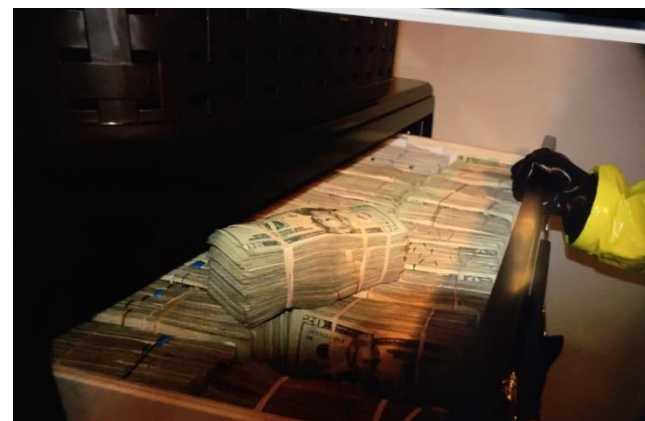
## Emerging Fentanyl Threat

- Fentanyl is 50-100 times more potent than morphine.
- High potency increases risk of overdose
- Users don't know what they're taking. Increase of overdose deaths due to Fentanyl.
- Increased availability.
- Marketed as prescription opioids.





## Fentanyl Pills

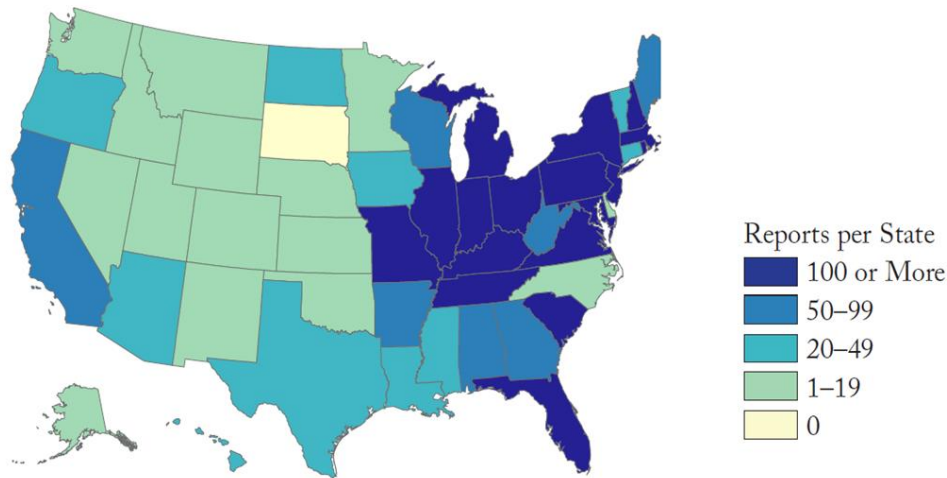






# Fentanyl Reports

Fentanyl reports in NFLS, by State, 2015



- Schedule II synthetic opioid

- Fentanyl & analogues sourced from China via mail.
- Clandestine Fentanyl sourced from Mexico and smuggled into U.S.

Fentanyl (2mg)  
Potential lethal dose

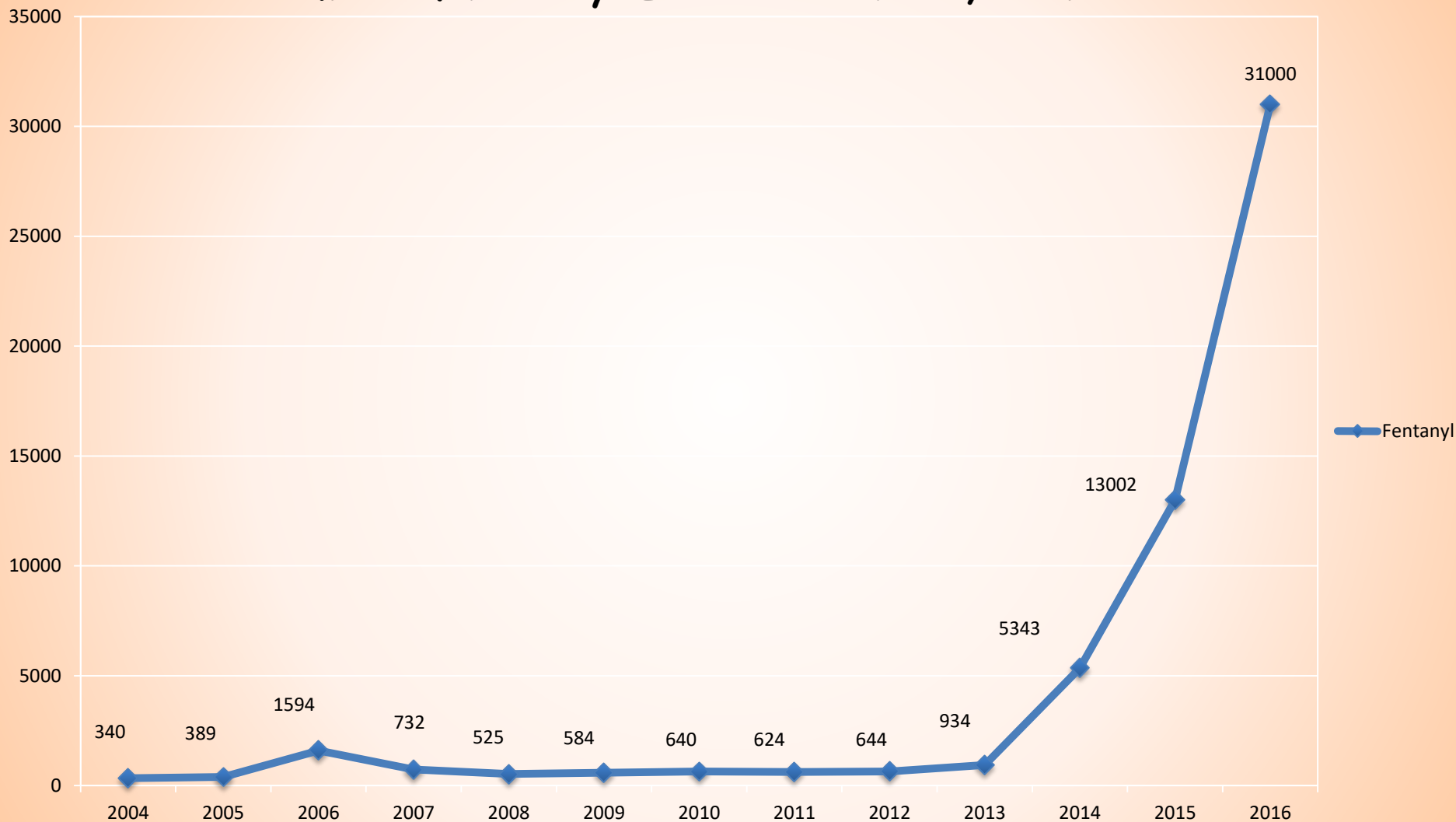


Source: 2016 DEA National Drug Threat Assessment



## Fentanyl Use on the Rise

### Number of Fentanyl Exhibits in NFLIS, 2009-2016





## Profit Margin

### Fentanyl More Profitable Than Heroin

- Due to fentanyl's high potency, a small amount goes a long way

DRUG	Cost (per 1kg ) to Drug-Trafficking Organization	Yield (Additional kg's that can be produced from the original)	Wholesale Price of Heroin in New Jersey (1 kg)	Profit (per 1kg ) to Drug-Trafficking Organization
Heroin	\$5,000 - \$7,000 (Colombia)	1 kg	\$60,000 - \$80,000	\$70,000 (Approximately)
Pure Fentanyl	\$3,300 - \$5,500 (China) (99% purity)	16-24 kg (4% - 6% purity)	\$60,000 - \$80,000	\$1.5 Million (Approximately)



# The Future Fight

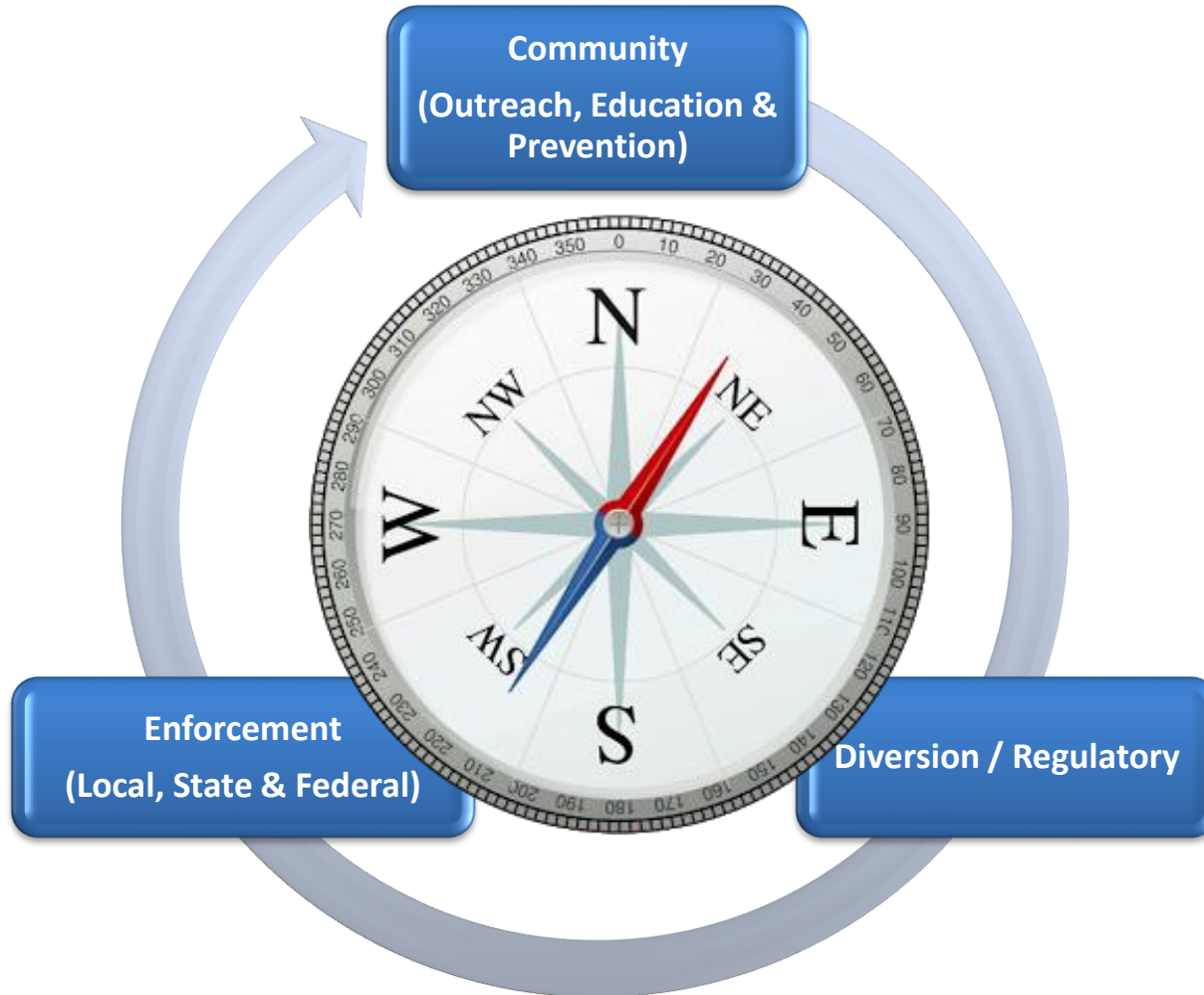
## What's being done?

- Federal, State and local partnerships
- Legislative Changes
- Community Involvement - huge piece
- Innovative Ideas
- Medical Community Involvement



# 360 Strategy

Strategic collaboration and guidance via three interconnected avenues





# Drug Enforcement Administration

## Working Together - Cross Discipline Approach



- Our goal is to build successful and long lasting partnerships with all community stakeholders.
- Education and Prevention are key elements for a true 360 Strategy.
- Law enforcement operations provide an opportunity for community empowerment and a jumping off point for education and prevention efforts.



# Diversion Partnership

- **Enhance Data to Identify and Track Problems**
  - Prescription Drug Monitoring Program (PDMP), Medical Examiners (ME's) and Other Sources
- **Vigilant Enforcement and Regulation**
  - Identify the Threats
    - DEA Registrants Operating Outside the Law
  - Address the Threat
    - Tactical Diversion Squads (TDSs): 79 Nationally
      - Agents, Diversion Investigations, TFO'S, Intel Analysts
    - Diversion Investigators (DIs): 600+ Nationally
    - Mobile/Regional TDSs



# Safe Drug Disposal

- The American Medicine Chest Challenge
- Project Medicine Drop
- DEA National Take-Back Initiative



Next Take-Back Day - April 27, 2019

NATIONAL TAKE-BACK INITIATIVE

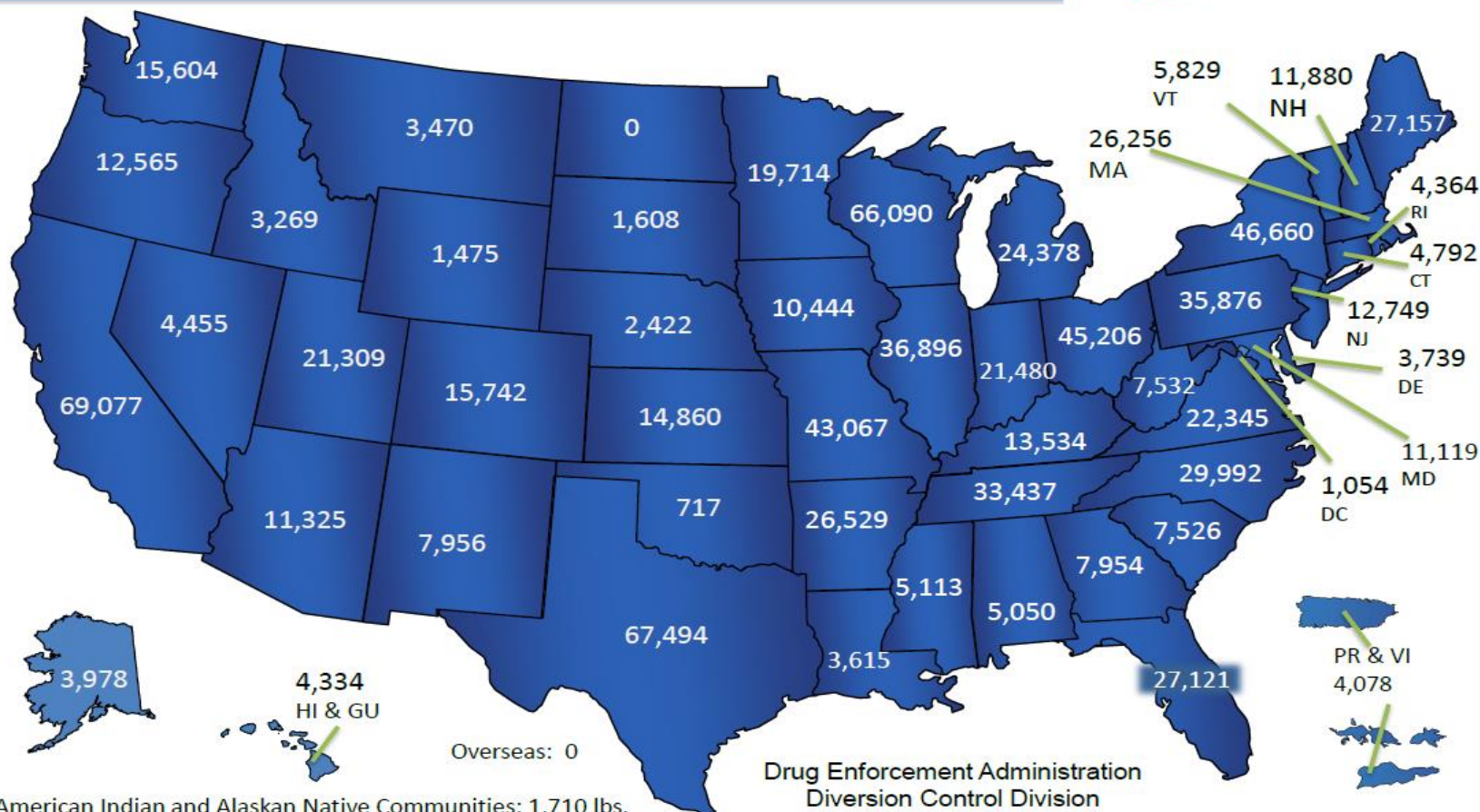




## NTBI XVI

### 16<sup>th</sup> National Take Back Day: October 27, 2018

Total Weight Collected: 914,236 lbs. (457.12 Tons)



\*American Indian and Alaskan Native Communities: 1,710 lbs.

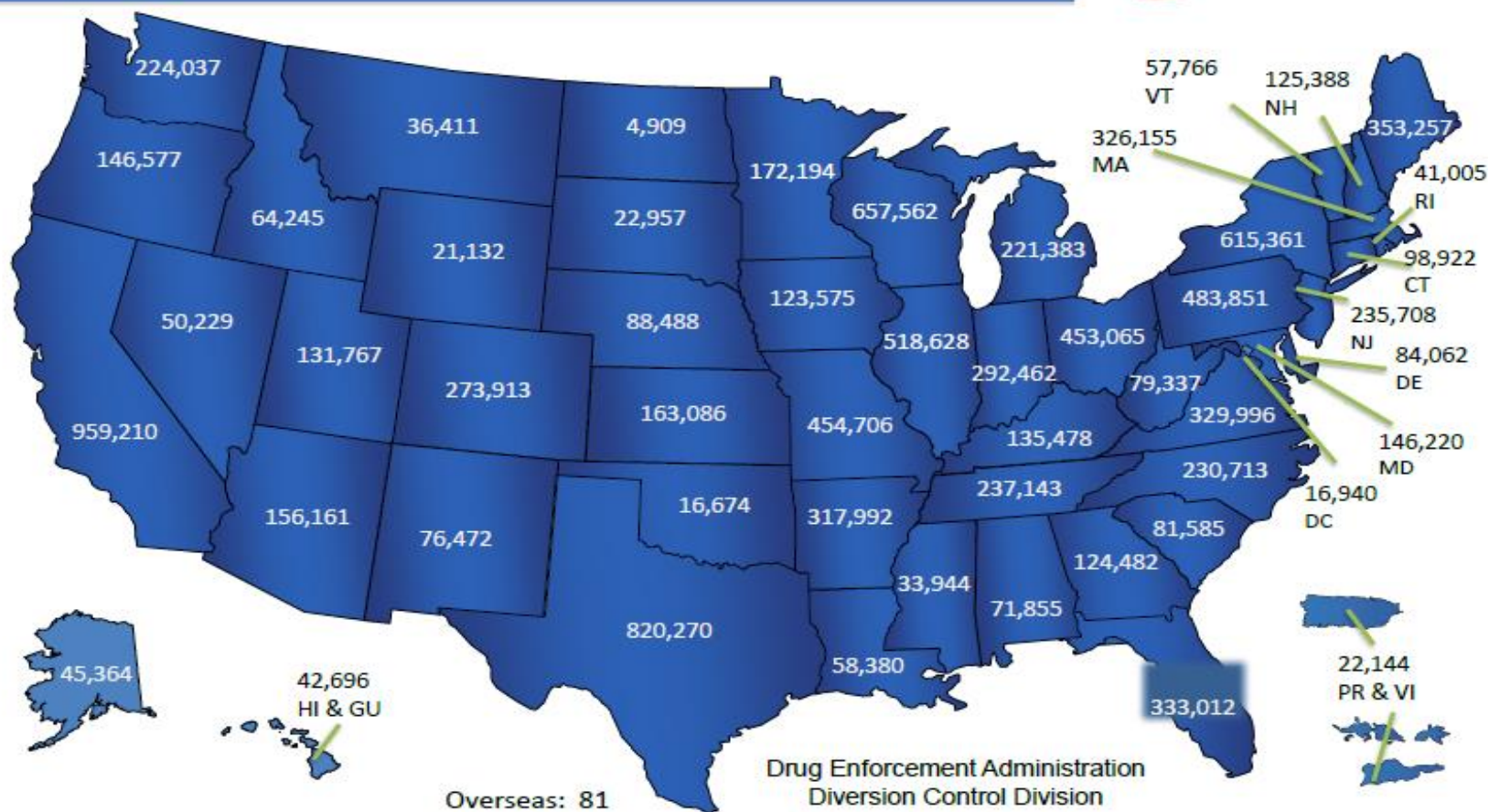
Drug Enforcement Administration  
Diversion Control Division



## Total Collected - NTBI I - XVI

### National Take Back I-XVI Totals:

Total Weight Collected: 10,878,950 (5,439.5 Tons)



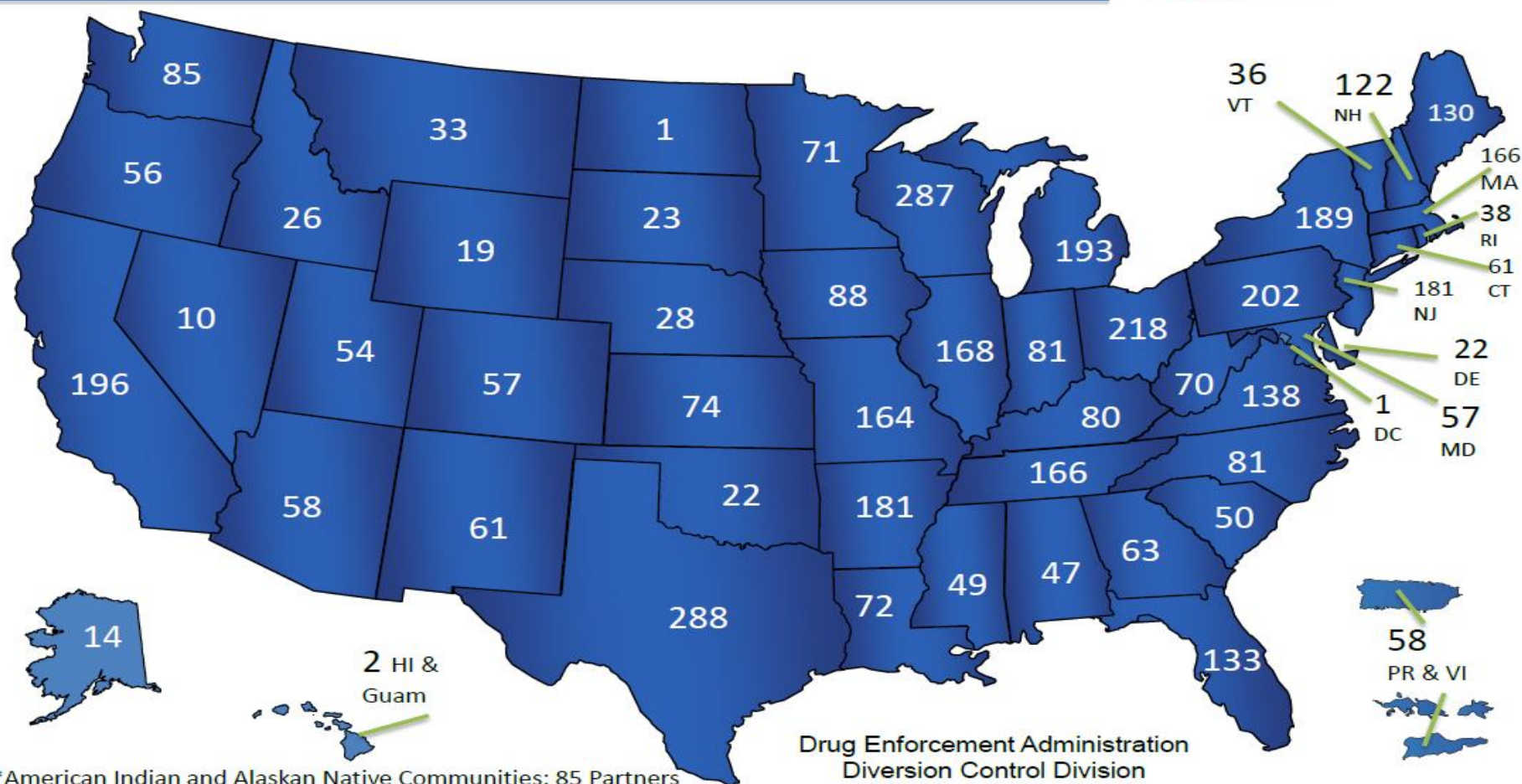
Drug Enforcement Administration  
Diversion Control Division

## Law Enforcement Partners



**16<sup>th</sup> National Take Back Day: October 27, 2018**

**Total Law Enforcement Participation: 4,770**



\*American Indian and Alaskan Native Communities: 85 Partners

Drug Enforcement Administration  
Diversion Control Division



Drug Enforcement Administration

# National Resources from DEA

**For Parents:**

[getsmartaboutdrugs.com](http://getsmartaboutdrugs.com)

**For Teens:**

[justthinktwice.com](http://justthinktwice.com)

**Thank You!**

**Nancy Coffey**  
**Diversion Program Manager**  
**[nancy.x.coffey@usdoj.gov](mailto:nancy.x.coffey@usdoj.gov)**



Drug Enforcement Administration

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