

## 86<sup>th</sup> Annual SACI Induction Luncheon

**M**arch 6<sup>th</sup> was clear, cold and crisp by Noon, a perfect time to be indoors with friends and associates, sharing a libation or two, some hors' doeuvres and 'war' stories.

A great day for a great luncheon...

After the cocktail hour, attendees were warmly welcomed by the SACI Fellowship Chairman, Berny Aronson. He then introduced outgoing SACI President Eric Bodnar, who spoke about his term in office and then requested the various committee reports.

The Activities Chairperson, Joyce Pisani, discussed the next Annual SACI Holiday Party, which will be held on Dec. 3, 2007, once again at the Highlawn Pavilion. (Mark your calendars now!) Joyce also used this occasion to plug the upcoming SACI Nite at the Races.

Keith Terraneo followed Joyce and provided the Golf Committee report, and requested a strong turn-out for the outing at Great Gorge Country Club on May 22<sup>nd</sup>. This will be a great day, with breakfast, lunch, dinner, gifts and oh yes, golf too!

Next, Gerry Betz introduced the SACI Scholarship winner for 2007, Miss Brittany Biesiada, daughter of Mr. and Mrs. Craig Biesiada. After some remarks indicating her appreciation in being awarded this scholarship, luncheon was served and enjoyed by all.

During lunch, 50:50 tickets were sold by a roving group of the usual suspects, and the winner was Gregg Friedman of International Sourcing, Inc.

After lunch, Eric Bodnar called for a presentation of the election results, and introduced our new President, Mr. Frank Wuertz of Lipo Chemicals. Frank spoke briefly, thanking Eric for his work on behalf of SACI, and then presented service pins to a group of members for their respective years of service and membership in SACI.



By: Berny Aronson



**THE SALES ASSOCIATION  
OF THE  
CHEMICAL INDUSTRY INC.**

66 Morris Ave., Springfield, N.J. 07081  
(973) 379-1100  
FAX (973) 379-6507

**Officers**

**President**

Frank Wuertz

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Thomas Smith '06  
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Dave Volosin '07  
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**Committee Chairs:**

**Activities**

Joyce Pisani

**Admissions**

Walt Albee

**Awards**

Jim Dobson

**Career Opportunities**

Open

**Fellowship**

Berny Aronson

**Golf**

Don Stanek

**Past Presidents**

Phil Santoro

**Scholarships**

Gerard Betz

**Slants**

Keith Terraneo

**Administrative Assistant**

Joy Castagno

# 2007 Night at the Races

SACI once again returned to the Meadowlands for its annual "Night at the Races". On the beautiful spring night of April 26, more than 40 SACI members and their guests gathered at the Meadowlands Race Track.

The evening started with cocktails, wine, and an excellent buffet which included a wide range of salads, pastas, and a number of gourmet entrees. Later in the evening, if you wanted to celebrate your winnings or feel better about your losses, the desert buffet was available. Choices included various cakes and pies, fresh fruits, and ice cream with your favorite toppings.

In between, there was plenty of time to pick your favorite horses and place

your bets on 10 exciting races. During the races, four Yankee tickets (donated by Past President, Harry Bartley of Toyota Tsusho) and 4 pre-season Giants tickets (donated by SACI) were raffled. The 4 Yankee tickets were pick by Jeff Milton, Vigon International and the winner was Gary Sallick, Takasago International. The fix was in when Emanuel Balsamides, Protameen Chemicals, Inc. picked the winner of the Giants tickets his old friend retired from Avon William Vargas, RubCo, LLC.

A big thank you to our Activities Chairperson, Joyce Pisani of Pride Solvents, for making this such a great event. We look forward to seeing more people next year.

By: Frank Wuertz



**GENERICHEM CORP** is pleased to announce the appointment of Raymond C. Signore as National Sales Manager.

Ray's long career has been spent in the dietary supplement industry. He has been associated with such distinguished companies as Meer Corporation, Pure World, and most recently Stryka Botanics. Ray has lectured and authored articles on botanicals and natural products. He brings to Generichem, a major supplier of minerals, excipients and APIs, an interesting new perspective.

Ray can be reached at [rsignore@generichem.com](mailto:rsignore@generichem.com). Please join me in welcoming Ray to Generichem.

Terrance W. Connolly  
GENERICHEM CORP.

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**J. H. CALO** is proud to announce Stanley Wojnicki as Calo's "2006 Salesman of the Year." Congratulations Stan!

**PROTAMEEN CHEMICALS** is proud to announce the addition of two new team members....Vincent Sicora as technical director and Kyle Lebaron as account rep.....Welcome aboard!

Manny Jr.

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### EMERITUS NEWS

When I joined SACI I was with Stauffer Chemical (1945-1946) then went to Monsanto Chemical (1946-1950)

I moved to Niagara Falls, NY in 1957 to take a job with Olin Corp. in their high energy fuel division. In 1960 I was transferred to New Haven, Conn, and I settled in Cheshire, Conn. with my wife and 3 children.

I worked for Olin until 1970 and then formed Chem Tech Services with a fellow Olin employee. We sold chemicals, dabbled in technical report work, mergers and acquisitions and laboratory testing. We also put out a monthly technical newsletter

with world-wide distribution.

I retired in 1987. I have 3 children and 5 grandchildren.

If anyone remembers me I would be pleased to hear from them. My email address is:

[krwk44@compuserve.com](mailto:krwk44@compuserve.com)

R. Walter Kulow

Mr. J. King Duffy was 86 years old in August. He lives in Ossining, NY in the summer and spends winters in Ormond Beach, Florida.

He must be one of SACI's oldest members. He was formerly with J.F. Henry & Company until they dissolved the company. He never retired.

Marie-Louise Duffy

Visit our  
website at  
[www.sacionline.com](http://www.sacionline.com)



# SACI's 2007 Scholarship Winner

Brittany Biesiada is the daughter of Cathy and Craig Biesiada. Craig is a lab technician with Degussa Corporation.

Brittany is a senior at Cardinal McCarrick High School in South Amboy. She has ranked first in her class for the past four years. She maintains a 4.0 grade point average while taking Advanced Placement and Honors courses. In recognition of her scholastic record she was named a Bloustein Scholar. She has also excelled outside the classroom in various extracurricular activities. She has written for her local newspapers, The Home New Tribune's, teen section for the past four years. Because of her journalistic abilities, she was selected by the Newspaper Association of America to be a Teen Fellow in 2006 and attend their annual conference in St. Louis. She has been Editor-in-Chief of her school's literary magazine since she was a freshman. Brittany has also been active in the National Honor Society and Student Government, where she was Class President her Junior year. She has been a cheerleader for four years. She has acted in her school musicals and plays and held leading roles, as well as choreographing the musicals. Outside of school she studies



dance and volunteers her time with the St. Vincent de Paul Society at her church.

She is planning to double major in English and Education. She has been accepted to Seton Hall University, Rutgers

University, Drew University, Ramapo College, and Rider University.

Brittany will be attending Seton Hall University in the Fall.

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## SACI has three Golf Outings coming up:

### New Location

**Tuesday, May 22, 2007**

Great Gorge County Club/Crystal Spring  
McAfee, NJ

**Wednesday, June 6, 2007**

Montclair Country Club  
Montclair, NJ

**Tuesday, July 24, 2007**

Farmstead Country Club  
Lafayette, NJ



# Battling Workplace Stress

**W**orkplace stress can be blamed for everything from absenteeism and accidents, to employee turnover, diminished productivity, skyrocketing medical, legal, and insurance costs, and even an increase in workers' compensation awards. Statistics show that 40% of employees state that their jobs are stressful, and 25% view their job as the number one stressor in their life.

## With all of this stress, how do you prevent your team from becoming a statistic?

First, let me say that stress in and of itself is not an entirely bad thing. Some types of stress actually help drive performance, and can be the basis for extraordinary accomplishments. The problem occurs when stress becomes excessive. Too much pressure can be crippling. However, with the implementation of a few simple measures, you can help identify, harness, and channel the stress in your department and use it to your advantage.

### Start at the Source

To eradicate negative stress, you must first identify the root causes. This can be done through one-on-one reviews, or attitude and opinion surveys.



Some common causes of stress are; heavy workload and burnout, poor communication, change and low morale. A few suggestions to combat these causes are, reward results, provide training, communicate openly, set a good example, ask for input and address concerns.

Some stress factors inherent to the chemical industry will never disappear. In fact, they may even become exacerbated

with fluctuations in the economy and availability of skilled workers. However, if you remain focused and dedicated to eradicating the sources of negative stress on your team, you will find they will continue to produce great results for you and for the company!

For more information on Human Capital Management, call Ropella & Associates at (850) 983-4777.



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Chemical and Allied Industries

Call us today and put our people and our process to work for you.

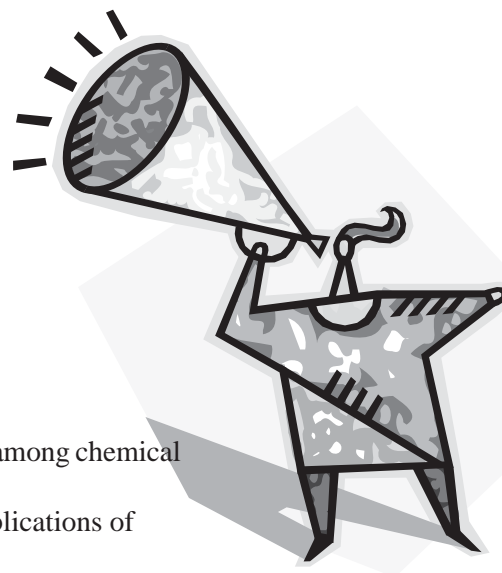
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Patrick B. Ropella



# Are you a member of SACI? Do you know someone who is eligible for SACI membership?



- SACI is the most active Sales Organization in the Chemical Industry.
- SACI fosters selling efficiency and the highest sales ethics.
- SACI encourages and provides the meeting place for wider acquaintance among chemical industry professionals.
- SACI sponsors educational conferences, scholarships, and publishes publications of prime concern to chemical industry professionals.
- SACI members are among the most knowledgeable people in the chemical industry.

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## Advertise in SACI Slants

SACI is now offering advertising in Slants for business or classified at the following rates:

Advertising	3 Issues	Single Issue
Business Card (5" w X 2" h)	\$100	\$40
¼ page (5" w X 4" h)	\$175	\$60
½ page (7.5" w X 4" h)	\$300	\$120
Full page (7.5" w 10" h)	\$500	\$180

We accept Visa/MC and Amex. Or make check payable to SACI and send to:  
66 Morris Avenue, Suite 2A, Springfield, NJ 07081





## MEMBERSHIP APPLICATION

Make the Wise  
Professional Choice™

### Who We Are

The Sales Association of the Chemical Industry, Inc. was organized in 1921. Its members represent over 150 companies in the chemical and allied industries. The Association's primary objectives are to increase the efficiency of the sales process; to foster and effect the highest standards for sales ethics; to encourage networking among professionals engaged in chemical sales, purchasing or promotion; and to gain recognition for chemical marketing as a profession of trained, experienced individuals who are vitally interested in the growth of the chemical and allied industries. The Association brings together forces to encourage the growth, stability and welfare of the chemical industry.

### What We Offer

SACI enhances your professional outreach through participation in these activities:

- Professional networking opportunities
- Sales and educational seminars
- Joint meetings with allied industry associations
- Fellowship events such as Sports Night, SACI's annual holiday party, golf outings and membership luncheons
- Meetings with prominent speakers
- Member publications such as "SACI Slants"

### We Invite You To Join

SACI plays an important part in the growth, development and visibility of its members and their companies. You can enhance your success and be an active participant in the chemical industry's future. Make the wise professional choice and join SACI today.

### How Members Are Elected

(from Constitution and Bylaws)

Candidates for membership are proposed and seconded by two SACI members.

Candidates whose membership applications have been processed and approved by the Admissions Committee are submitted periodically to the Board of Directors for final approval as Regular or Associate Membership. New members are then notified by letter from SACI Headquarters of their acceptance.

Please fill in the information requested in the membership application in the panel to the right. Mail this with your membership dues and one time initiation fee to the Association Headquarters.

### Annual Dues

Regular Members: \$130 • Associate Members: \$65  
(Outside of NY, NJ, CT, PA, DE area)

The initiation fee is \$50.

### Membership Application

This application should be filed with the SACI office, 66 Morris Avenue, Suite 2A, Springfield, NJ 07081 and accompanied by the initiation fee and the annual dues. Dues for Regular Members are \$130. Dues for Associate Members are \$65. The initiation fee is \$50.

Please print or type

Name \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

Company Address \_\_\_\_\_

Company Phone (\_\_\_\_) \_\_\_\_\_

Company Fax (\_\_\_\_) \_\_\_\_\_

Type of Business \_\_\_\_\_

Name & Title of Supervisor \_\_\_\_\_

Home Address \_\_\_\_\_

Home Phone (\_\_\_\_) \_\_\_\_\_

Home Fax (\_\_\_\_) \_\_\_\_\_

E-Mail \_\_\_\_\_

Send mail to Home  Office

#### EMPLOYMENT RECORD FOR PAST 5 YEARS

Company \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

Title \_\_\_\_\_

Other associations to which you belong: \_\_\_\_\_

### Membership Classification

• A sales or purchasing person, manager or executive officer directly employed in sales, purchasing or marketing of a chemical manufacturer.

• A sales or purchasing person, manager or an executive officer directly employed in sales, purchasing or marketing for an authorized sales agent or distributor of a chemical manufacturer.

• An owner or a representative of a business publication or an advertising agency devoted to the interests of the chemical industry.

Associate membership may be granted to anyone meeting the qualifications of regular membership, but whose place of business is outside the current geographic area covered by SACI, as determined by the Board of Directors. Associate members shall enjoy all the privileges of Regular members, except voting or serving on the Board of Directors.

Type of Membership:

Regular  Associate

Proposed by \_\_\_\_\_

Company \_\_\_\_\_

Seconded by \_\_\_\_\_

Company \_\_\_\_\_

I hereby agree, if elected to membership in The Sales Association of the Chemical Industry, Inc., to abide by the Constitution and Bylaws of the Association.

Signature \_\_\_\_\_

Date \_\_\_\_\_

Check which committees you would be interested in serving on:

Activities

Fellowship

Admissions

Golf

Awards

Past President

Career Opportunities

Scholarship

Slants Newsletter

THE SALES ASSOCIATION OF THE CHEMICAL INDUSTRY INC.  
66 Morris Ave., Springfield, N.J. 07081



## Calendar

### 2007 Industry Events Calendar

Month	SACI	WFFC	DCAT	SOCMA
2007 Events				
May 22, 2007	<b>Golf Outing</b> Great Gorge Country C/Crys.Springs Mc Afee, NJ 07428			
June 6, 2007	<b>Golf Outing</b> Montclair Country Club Montclair, NJ			
July 24, 2007	<b>Golf Outing</b> Farmstead Country Club Lafayette, NJ			
December 3, 2007	<b>Holiday Party</b> Highlawn Pavilion West Orange, NJ			