

## SACI Holiday Party at New Location

**J**oyce Pisani has announced that we will have our annual Holiday Party at an exciting new location. We will celebrate in style this year at the Jersey City Hyatt located right on the Hudson River! Our party will be held in the Manhattan Room which has spectacular views of the New York City skyline. Parking near Exchange Place will be a cinch because valet parking will be available.

The Hyatt has rooms available for SACI Members and reservations must be made by November 10th. The phone number to call for reservations is 1-800-233-1234.

We also have rooms available at the nearby Candlewood Suites at \$179 per night. This is within a 5 minute walk of the Hyatt Jersey City Hotel. Reservations



must be made directly with the hotel by November 10th. Just mention "SACI" to receive the special rate. The Candlewood

Suites phone number is 201-659-2500.

By: Regina Hoy

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## SACI Holiday Party/ Dinner Dance December 6<sup>th</sup>, 2005



***THIS YEARS EVENT IS BEING HELD IN THE MANHATTAN ROOM AT THE HYATT REGENCY IN JERSEY CITY, OFFERING A BREATHTAKING VIEW OF THE HUDSON RIVER AND THE NEW YORK CITY SKYLINE. IT WILL BE A NIGHT YOUR GUESTS WILL REMEMBER FOR YEARS TO COME.***

*Hors d'oeuvres and Cocktails starting at 6pm*

*Followed by Dinner, Dessert, and Dancing*

*For your enjoyment there will be Music, Comedians, and a fabulous array of Door Prizes and Raffle Gifts!*

*Tables of 8-10 Available*

*Cost: \$175/Person*

***Make your reservations NOW by contacting the SACI Office!***

***(973)379-1100 or email [joycaamc@earthlink.net](mailto:joycaamc@earthlink.net)***



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

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

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**Treasurer**

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# The Top 7 Tips for Business E-Mail

Sometimes e-mail is the only way your customers and potential customers know you—so keep your e-mails looking and sounding professional.

1. Use an informative subject line.
2. “Sign” your e-mail (name, company name, phone number, web site), but keep the signature compact—if you use a logo, keep it small.
3. Keep your e-mail short and concise.
4. Limit the number of recipients to only those who really need to know.
5. If sending to a large group, list the addresses as “bcc”—no one wants to wade through the recipient list to get to the message nor do they want their e-mail address displayed to the world.
6. Do NOT hit “Reply All” when responding unless everyone really needs to see your response (if you can’t make the meeting, only the person holding the meeting needs to know.)
7. Be very selective about forwarding jokes, chain letters, virus alerts, etc.—Bill



Gates is NOT going to give anyone money for clicking on a link, no matter what someone’s best friend’s sister’s boyfriend’s lawyer said—when in doubt, check hoax-busters.ciac.org.

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[www.write4unj.com](http://www.write4unj.com)*

## 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	\$100	\$40
¼ page	\$175	\$60
½ page	\$300	\$120
Full page	\$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

# SACI's 85<sup>th</sup> Annual Luncheon

October 20<sup>th</sup> was the date for the 85<sup>th</sup> Annual SACI Luncheon at the Landmark II in East Rutherford, N.J. Close to 80 members, friend and guests marked the occasion, which also included awarding the Paul B. Slawter Award to Pennie Anast, selected as SACI's Professional of the Year.

A social hour, filled with hors d'oeuvres, cocktails and networking preceded the luncheon, which began with a brief warm-up and welcome by Berny Aronson, Chairman of the Fellowship Committee. He introduced our SACI President, Harry Bartley, our Secretary, Frank Wuertz and our Treasurer, Erich Bodnar.

Also introduced were several Past Presidents of SACI, including Keith Terraneo, Pat Vazquez, Phil Santoro, Joe Gladis, Jeff Arway, Tom Smith and of course, Pennie Anast..

Following brief updates from Frank Wuertz about by-law changes, and a financial report from Eric Bodnar, George Ellas, Chairman of the Awards Committee, introduced Pennie Anast. Several of Pennie's friends spoke eloquently about Pennie and her accomplishments. One speaker, Barbara Tangel, said "each year, SACI looks to its members to honor an outstanding individual, as an industry leader...to recognize significant career and personal achievements." Penny and Barbara have been good friends for the better part of 25 years, having "grown up" together in the chemical industry beginning "when they were 10."

Barbara continued, "Pennie has always been a model of integrity, charm, and wisdom, a true credit to her craft" and spoke about anecdotes covering career moves, contract negotiations, relationships



and life's lessons, including the 4 rules of negotiations which Penny taught her friend. Somehow, this involved a Dave Mathews Band concert, scalped tickets, and, well you just had to be there!

In conclusion, Barbara noted Pennie's support of SACI, her commitments to her church, her special family time, her nieces Stephanie & Lexi, who graced their aunt's table, her mother, sister and her many friends.

Finally, Pennie herself spoke with true emotion, about her pleasure at receiving this special award, the many kind words from her friends and family, and what she's learned from SACI, and during her long tenure in our industry. Pennie concluded by introducing her family and thanked everyone in attendance for their show of support not only to her, but to SACI as well.

The 50/50 prize winner went to Larry



Qualiano of Surpass Chemical Company. Larry claims it is the first time he ever won the 50/50 at any SACI Event.

The luncheon concluded with a pastry and fruit selection, served with coffee, allowing time for additional networking and just good conversation.

A short board meeting was held immediately after the dessert service.

Remember to mark your calendars with 2 important dates: Dec 6, 2005 for the ANNUAL SACI HOLIDAY PARTY/DINNER DANCE at the Hyatt Hotel, Jersey City, NJ and March 9, 2006 for the ANNUAL SACI INDUCTION LUNCHEON at the Landmark II in East Rutherford, NJ.

By: *Bernie Aronson*



## OLD WORLD INDUSTRIES, INC.

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# 2006 SACI SCHOLARSHIP AWARD

- HOW MUCH:** \$2,000.00 For One Year
- WHO:** Children of any SACI member or of any employee of a SACI member company (NY, NJ, CT, PA, DE)
- QUALIFICATIONS:** Leadership, Community & School involvement, ability to express yourself in writing, and scholarship
- WHEN:** Watch the mail for your individual letter and application. Another letter will be going to your Personnel Dept.
- HELP:** Please help us to ensure that these applications are distributed To ALL Personnel within your company!!!! Applications are also available by calling the SACI office.
- TIMING:** Applications due in by January 20, 2006
- AWARD:** 2006 SACI Induction Meeting

This scholarship is intended to recognize individual leadership, community and school involvement, ability to express yourself in writing, and scholarship.  
(Grades, SAT and/or ACT scores will account for no more than 30% of the final ratings).





# Meet the New Boss, Not the same as the Old Boss

Some other things to keep in mind when the new boss shows up:

1. Listen and watch carefully. You should be able to get clues immediately as to what the boss likes and doesn't like. Maybe the old boss dressed informally, but the new boss shows up in a suit. This should be your clue to begin dressing more formally. The new boss may also talk about the need for greater attention to detail. This may mean you need to be more careful when you send e-mails or write reports so that there are no factual errors or typos.
2. Don't gossip. It's going to be tempting to dissect with co-workers everything the new boss says and does. Don't give the new boss every benefit of the doubt, and don't offer an opinion that may come back to haunt you. Remember that the new boss will be very aware that gossip will be flying. And don't even think about

dishing the dirt via e-mail, since e-mail can be monitored. The new boss is going to remember those who were willing to give him a chance from the beginning.

3. Be helpful. You don't want to schmooze the new boss too much, because it looks false and may tick off co-workers. But it's always a good idea to say with a smile, "Please let me know if there's anything I can do to help."

4. Ask questions. Don't assume you know how the new boss wants things done. Always ask when you're not sure, and especially don't say anything like "Well, Mary (the old boss) always liked it done

this way."

5. Be open to change. It's not always easy to accept change, but fighting it will

***This may mean you need to be more careful when you send e-mails or write reports so that there are no factual errors or typos.***

only hurt you in the long run. It causes unnecessary stress if you resent that a new person has come in and changed your routine. Look it as a chance to grow and learn.

*Submitted by: Phil Santoro*

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

**Use the application – your competitors do!**

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.



# Farmstead Golf Outing

July 26, 2005



Twenty-four golfers braved the sizzling climate of Farmstead by burning up the course with diabolic expertise. Winners of the events: closest to pin #9 Lake- Pat Halle 10'6"  
Closest to pin #9 Club= Pat Tangel 74'

(yes, 74 feet)  
Low net = Milt Hull 77  
Low Gross = Steve Spardel 72

By: *Don Stanek*

## The Day Lady Liberty Cried

She stood in the harbour  
Her torch held high  
She could never imagine terror  
reigning from the sky

It was a beautiful day  
The sun shining bright  
But soon the air  
was filled with fright

She watched with horror  
as the towers fell  
Two hijacked planes made this  
the day from hell

She still stands so majestically  
You can't see her tears  
Or the innocence lost  
To have Liberty again  
We must all overcome our fears

An end must come to terrorism  
For America to have true freedom and  
liberty once again

September 11, 2001 Remembered

By: *Regina Hoy*



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## Reminders for an Effective Sales Speech

1. Be sincere.
2. Express empathy.
3. Be knowledgeable.
4. Show enthusiasm.

### Words from the Wise

"Confidence and enthusiasm are the great sales produce."

"A man can succeed at almost anything for which he has unlimited enthusiasm".

*Charles Schwab*

"Formula for handling people

1. Listen to the other person's story.
2. Listen to the other person's full story.

3. Listen to the other person's full story first."

General George Marshall

"I like to listen. I have learned a great deal from listening carefully. Most people never listen.

*Ernest Hemingway*

### Reminders for Interviewing

1. Determine your purpose for conducting the interview.
2. Prepare for the interview.
3. Write out your questions.
4. Use open-ended questions.
5. Listen carefully to the interviewee.
6. Practice courtesy and consideration

before, during, and after the interview.

### Reminders for Telephone Calling

1. Begin your conversation by introducing who you are and whom you represent.
2. Know the specific purpose of your call and whom you need to contact.
3. Clearly state the purpose in "you" terms.
4. Have written notes available in addition to something to record information.
5. Really listen to the other person and never interrupt.
6. Review the bottom line as a result of this conversation.

*Submitted by: Phil Santoro*

# SACI SACI MEMBERSHIP APPLICATION

## Who We Are

The Sales Association of the Chemical Industry, Inc. was organized in 1921. Its members represent over 350 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, membership luncheons, meetings with prominent speakers, and member publications such as "SACI Slants" our newsletter.

## We Invite You To Join

We invite you to join SACI and play 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 second 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 active or associate membership. New members are then notified by letter from SACI headquarters of their acceptance along with a welcoming package.

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.



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. First year dues for Active Members are \$120.00. Dues for Associate Members are \$55. 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: \_\_\_\_\_  
 Email \_\_\_\_\_  
 Send mail to Home \_\_\_\_\_ Office \_\_\_\_\_

### EMPLOYMENT RECORD FOR PAST 5 YEARS

Company \_\_\_\_\_  
 Title \_\_\_\_\_  
 Company \_\_\_\_\_  
 Title \_\_\_\_\_

### 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 active 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 active members, except voting or serving on the Board of Directors.

### TYPE OF MEMBERSHIP

Active \_\_\_\_\_ Associate \_\_\_\_\_  
 Proposed by \_\_\_\_\_  
 Company: \_\_\_\_\_  
 Second 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 _____
Career Opportunities _____	Publicity _____
Education _____	Tomorrow _____

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



## Calendar

### 2005-2006 Industry Events Calendar

Month	SACI	WFFC	DCAT	SOCMA
Nov '05				
Dec '05	12/6 Holiday Party Hyatt, Jersey City			12/5 Dinner Marriott, NY
2006 Events				
Feb '06				2/21-24 Informex
March '06	3/9 Induction Luncheon Landmark, East Rutherford		3/23 Annual Dinner Waldorf Astoria	