

SACI's 84th Annual Spring Luncheon

On March 10, 2005 SACI held their 84th Annual Spring Luncheon Meeting at the Landmark II, East Rutherford, NJ. We had a tremendous turnout as approximately 83 members and guests attended.

The afternoon began with refreshments which started at 11:30 and lunch at 12:00. SACI's President Harry Bartley started the meeting off with a greeting and update. Reports by Officers and Chairpersons for each Committee were also given. Plaques were presented to the retiring president and directors.

Our annual Industry Leadership Award was presented to Generichem Corporation. This award was accepted on behalf of the company by Terry Connolly.

Tom Burke presented the SACI Scholarship Award to Kevin Shan whose mother Shilan Shen is an employee of Lonza, Inc.

SACI also presented pins to members in recognition of their years of membership with SACI. The luncheon ended with a network coffee and dessert buffet.

Membership Pin Recipients:

5 years – Paul J. Evans, Steven J. Fay, Edward Mandel, Robert Titus, Anna Zielonks, John J. Gallagher, Stephen Somers, Daniel T. Canavan III, Fiore J. Masi, Pat Hutchins, Frank Wuertz, Lon Newton and Edward Fowler.

10 years – Howard Altman, John D. Joseph II, Michael R. Lyons, Donald A. Price, Vincent Ursino Jr., Bruce E. Grobman, David Landesman, June Burkhardt, Robert Conlon, Glen V. Mutchler, Bruce Chambeau, Patricia Halle and David Volosin.

15 years – Harry Bartley, Patrick D. Forker, Barbara A. Tangel, Paul F. Ursino, Samuel McGinness, James Dobson, Steven Labruto, Rex Hay, Joe Kaye, Jonathan Dean, Len Glass, Victor DeCosta, Barry Pape, Art Freitag and Jane Imming.



20 years – Pennie Anast, Joseph J. Gladis, Samuel Lubliner, Scott Wellington, Emilio Zanin, Stuart Gelbard, Charlie Kish, Edward C. Callahan and Erich Bodnar.

25 years – Matt Cannizzo

30 years – Stuart M. Aronson, Thomas Creekmore, Anthony Gulli, Linda Crosby, Daniel T. Canavan and Helen Ann Pubylski.

35 years – Thomas J. Sheridan

40 years – George W. Hottel, Robert V. Interdonati, William B. Sinclair, William P. Weber, Terry Connolly, and David Dean.

45 years – George DePasquale, Philip Santoro and Herb Ravitz.



50 years – George W. Kramer.

by Regina Hoy

Save The Date

DECEMBER 7, 2005

SACI's Holiday Party at The Hyatt Regency Hotel, Jersey City, NJ



**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

Erich Bodnar

Secretary

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Patricia Kiernan '05
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Michael Paisner '06
Lynn Nordeen '06
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Committee Chairs

Activities

Joyce Pisani

Fellowship

Bernie Aronson

Admissions

Walt Albee

Awards

George Ellas

Golf

Don Stanek

Scholarships

Tom Burke

Career Opportunity

Jim Dobson

Slants Editor

Regina Hoy

Account Representative

Joy Castagno

Rodriguez Resigns — Bartley to Finish Term

Al Rodriguez has retired from UNIVAR and therefore decided to resign as President of SACI. Harry Bartley of TOMEN International will replace Al as interim president and finish out the term which ends March 31, 2006. The board of directors voted on this change and it became effective June

30, 2005.

Al Rodriguez is planning to move to Florida in September 2005. Best wishes to Al Rodriguez and his family on his retirement. Thank you for your dedication and commitment to SACI over the years.

by Regina Hoy

Tidbits of SACI from the Past:

From Past SACI Slants we know that Hugh Carey, a very active SACI Member from Peerless Oil and Chemical Company, became Governor of New York. We also know that Bob Milano, another very active SACI member from Millmaster Onyx Chemical Company, was appointed Deputy Mayor of New York City by Mayor Ed Koch.

SACI Slants is glad to let you know that another very active SACI member, Louis Bay of Essex Chemical Company, was Mayor of Hawthorne, NJ for 40 years,

a record for Mayor Longevity in NJ. Hawthorne has a population of 55,000.

Milestones

Harold and Rhoda Augenbraum of Rah Chemical Company celebrated their 50th wedding anniversary by taking a cruise around the southern end of South America. Why such a universal trip? Because they had been everywhere else.

Good Cheer

George DePasquale

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 CORDIALLY INVITES YOU TO: FARMSTEAD GOLF & COUNTRY CLUB LAFAYETTE, NJ

***WE ARE WAITING FOR YOU TO SIGN UP – DON'T MISS OUT ON THIS EVENT!!!
TUESDAY JULY 26, 2005***

TIME: TEE TIMES BEGIN AT 10:00 A.M. **Please arrive for continental breakfast at 09:00 a.m. **
PRICE: \$160.00 per Golfer. Includes golf, cart, breakfast, Lunch at the turn, and dinner
PRIZES: Closest to the Pin
Low Net
Low Gross
Raffle Prizes

Please reserve your space now. All reservations must be in by July 20th, 2005.

Contact Joy Castagno with any questions at 973-379-1100 • Fax: 973-379-6507, email: joycaamc@earthlink.net

Doing Business in the Summer

Do you stop calling clients during the summer because they might be away? If you are working, don't you think your clients or potential clients might be too? Adrienne Zoble, author of The Do-able Marketing Plan:

Six Steps to an Improved Bottom Line (www.azobleassoc.com) says summer is a great time to reach your clients. Because the pace is slower, they have more time to meet with you for coffee, lunch, or whatever. Even if you just send out a

mailing, your clients are more likely to read it and remember it. So get out there and market!

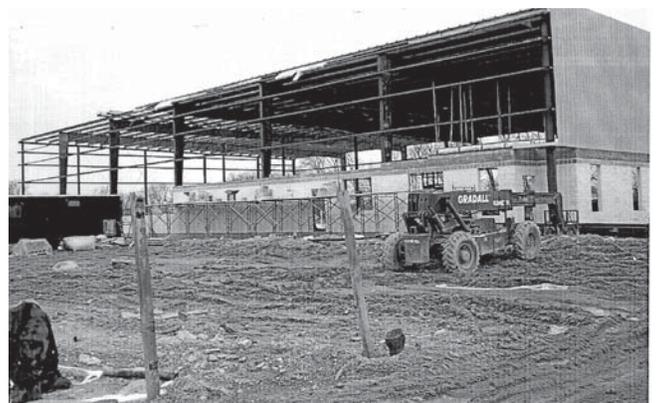
by Write For You in NJ

Chemblend Division of IMS New Facility

Completion of Chemblend/IMS Custom Blending and Packaging facility in Bear, Delaware is scheduled for mid-April 2005. This new facility supports their growth in custom blending and repacking which is supported through their Laboratory facilities to insure the highest quality and customer specifica-

tion compliance. For further information, check their website at www.chemblend.com.

*submitted
by Phil Santoro*



Scholarship Winner

This year's winner of the SACI scholarship award is Kevin Shan, a young man with a varied and challenging high school background. Our SACI scholarship is based on the following criteria: leadership in the school and community, writing ability, and academics. While at Lawrenceville School in Lawrenceville, NJ, Kevin was active in many clubs such as the Periwig Club, Robotics Club, Science Olympiad, and Math Club. He demonstrated leadership positions as the Team Leader, and in the Math Club as the Co-President. Kevin received his Varsity Letters in both Fencing and Track; he has done elementary school tutoring,

and has been a resident dorm advisor.

Kevin's musical ability as a soloist and choral accompanist on the piano is another of his diversified talents. On the academic side Kevin received a near perfect SAT score; he has taken several AP courses, and has spent several summers as a lab assistant in the Princeton University Physics Department.

Our recipient, Kevin Shan, is indeed a very accomplished and deserving young person and it is our pleasure to award this



scholarship to him.

by Tom Burke

Gain Control Over your Job Fears

I am absolutely terrified of my future. I've been with the firm for more than 20 years and just found out that the office will be closing in a couple of months. I've never had another job and I am afraid of what happens when my office closes. I don't know if my skills will transfer to another company, I am the provider for three children and my wife.

First of all, get a handle on your worries. I'll bet it's taking a toll on your current work performance as well as your personal life. Here are some strategies for helping you through the next few months and to get that new job once your office does close:

1. Cooperate with the inevitable. Your office is closing. You'll need to find a new job. Those are facts you can't change so there's no sense in getting too worked up about them. Remember that everyone has unexpected changes in their lives.

2. Keep yourself busy. You're lucky to have three months notice to collect the information you need in order to get a handle on your future. First, create a list of all the people at your current job who would give you a good recommendation. Then, evaluate your skills and what you would like to be doing in your job.

3. Carefully analyze your situation. Once you've come up with a plan for finding a new job, you'll likely find there isn't much to worry about. You are a very capable worker or you wouldn't have been with this company for 20 years. Certainly you have skills to offer other companies. In addition, you may find that you have more time to find this job than you think. Take this opportunity to take stock of your resources. Are you getting severance pay or unemployment compensation? Do you have savings to get you through? Is there a good market for temporary employment with your skills?

4. Live in "day-tight compartments." There's no question that some days will be tough. When you feel overwhelmed with stress and worry, remember to take one minute at a time. Deal with each situation as it arises and get through the moment.

Of course you do have some things to worry about, most importantly supporting your family. However, your family can be flexible as long as you don't show too much anxiety. With a methodical approach to finding a new job, you will alleviate their tension and get yourself on the path to finding a great new job!

submitted by Phil Santoro

SACI News

Evelyn Kirton has joined **Lipo Chemicals Inc.**, Paterson, NJ in the position of Account Manager Western USA. **Ms. Kirton** is a seasoned sales professional with a wealth of experience selling to the Cosmetic, Pharmaceutical and Nutraceutical markets. She will be based at **Lipo Chemicals West** in **Santa Fe Springs, CA**. Our team at **Lipo Chemicals West** is dedicated to serving the needs of the western US market with quality ingredients and technical support.

Lipo Chemicals, Inc. is a supplier of specialty raw materials to the Cosmetic and Personal Care Industries since 1962. We offer a wide array of specialty, basic and naturally derived ingredients. Our unique marketing approach and a focus on new technologies is complemented by complete technical support, formulation expertise and innovative product solutions.

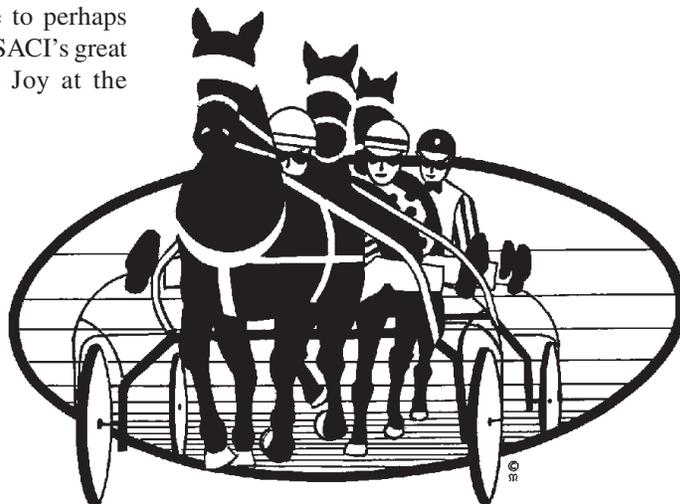
SACI's "NIGHT AT THE RACES"

Once again SACI held its annual "Sports Nite" at the Pegasus Club at the Meadowlands Racetrack. It was a beautiful evening filled with great food, winning bets and good times. SACI's big raffle winner was Monica Petrich of Vigon International, winning pre-season Giants Tickets. Even though notice of the event was short, over 35 people came out to enjoy the races and the company of their customers and friends.

A new venue is being considered for 2006, with the possibility of a return to one of the local hotels for a Casino Night. Consideration is also being given to timing next year's event in conjunction with SCC or some other similar function.

If you have any ideas or suggestions, or would like to perhaps be a volunteer at one of SACI's great events, please contact Joy at the SACI Office.

by Harry Bartley



Classified

Southeast Sales Account Manager

TRI-K Industries, Inc., a leading supplier of cosmetic/personal care ingredients and specialty technologies, has an opening for a full-time Account Manager based out of the Florida area to call on cosmetic accounts in Florida and the southeastern U.S. Responsibilities will include servicing existing accounts in addition to seeking out prospective new accounts. This is a salaried position with an added commission incentive program, and an excellent benefits package that includes health, dental, 401K, long-term disability, life, and auto allowance. EEO
B.S. in Chemistry or related field required with two to three years experience in personal care ingredients sales. Strong communication skills essential and computer literacy required.

Please forward your resume and salary

requirements to:
Rita Simonian
Human Resources Manager
TRI-K Industries, Inc.
151 Veterans Drive
Northvale, N.J. 07647-0128
Fax: (201) 750-9785
E-mail to: personnel@tri-k.com

Northeast Sales Account Manager

TRI-K Industries, Inc., a leading supplier of cosmetic / personal care ingredients and specialty technologies, has an opening for a full-time Account Manager based out of the New Jersey area to call on cosmetic accounts predominantly in the Mid-Atlantic / New England states with occasional travel to accounts Eastern Canada. Responsibilities will include servicing existing accounts in addition to seeking out prospective new accounts. This is a salaried position with an added

commission incentive program, and an excellent benefits package that includes health, dental, 401K, long-term disability, life, and auto allowance. EEOC

B.S. in Chemistry or related field required with two to three years experience in personal care ingredients sales. Strong communication skills essential and computer literacy required.

Please forward your resume and salary requirements to:

Rita Simonian
Human Resources Manager
TRI-K Industries, Inc.
151 Veterans Drive
Northvale, N.J. 07647-0128
Fax: (201) 750-9785
E-mail to: personnel@tri-k.com

Obituary

Thomas Joseph Mullaney, Jr.

Thomas Joseph Jr., of Westfield, NJ passed away June 4, 2005, after a valiant battle with cancer. He will be greatly missed by everyone. Tom was a SACI Past President in 1968. Our sympathy to Thomas's family and friends.

Black Bear Golf Outing May 2005

Forty four, yes, 44, golfers braved the cool, crisp climate of Black Bear Golf course on May 24, to enjoy a day of golf and friendship. We were all winners because the clouds, although heavy with moisture, did not rain on our parade. The individual winners, showing their golf expertise were:
Closest to pin: #7 Fred Keifer 11'0"

Closest to pin: # 11 Ron Canauan 14'6"
Low Net: Rob Chaplin 73
Low Gross: Al Rodriguez 82

The second SACI golf outing will be on Tuesday, July 26 at Farmstead Golf and Country Club. Let's try for another large turnout.

by *Don Stanek*



The Gospel according to St. Titleist

May thy ball lie in green pastures...and not in still waters.

Author Unknown

The only time my prayers are never answered is in the golf course.

Billy Graham

Golf appeals to the idiot and the child in us. Just how childlike golfers become is proven by their frequent inability to count past five.

John Updike

It is almost impossible to remember how tragic a place the world is when one is playing golf.

Robert Lynd

If profanity had an influence on the flight of the ball, the game of golf would be played far better than it is.

Horace G. Hutchinson

They say golf is like life, but don't believe them. Golf is more complicated than that.

Gardner Dickinson

If a lot of people gripped a knife and fork the way they do a golf club, they'd starve to death.

Sam Snead

Golf is a day spent in a round of strenuous idleness.

William Wordsworth

If you drink, don't drive. Don't even putt.

Dean Martin

If you are going to throw a club, it is important to throw ahead of you, down the fairway, so you don't have to waste energy going back to pick it up.

Tommy Bolt

Man blames fate for other accidents, but feels personally responsible when he makes a hole in one.

Author Unknown

I don't say my golf game is bad, but if I grew tomatoes they'd come up sliced.

Author Unknown

My handicap? Woods and irons.

Chris Codiroli

The ardent golfer would play Mount Everest if somebody would put a flagstick on top.

Pete Dye

I'm hitting the woods just great...but having a terrible time getting out of them!

Author Unknown

If you think it's hard to meet new people, try picking up the wrong golf ball.

Jack Lemmon

It's good sportsmanship to not pick up lost golf balls while they are still rolling.

submitted by Keith Terraneo

SACI Welcomes New Members

Matt Riello an Account Executive at Univar USA

Steve Spardell a Director in Business Development at Dottikon Exclusive Synthesis

Rick Melosky a Regional Sales Manager at Jungbunzlauer, Inc



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

SLANTS




Calendar

2005-2006 Industry Events Calendar

Month	SACI	WFFC	DCAT	SOCMA
June '05		6/9 Women Of the year		
July '05	7/26 Golf Outing Farmstead CC		7/12 Golf Fiddler's Elbow	
Sept '05		9/29 Annual Dinner		
Oct '05	10/20 Fall Luncheon Landmark II Rutherford, NJ		10/5-6 Strategic Sourcing Meadowlands (Seminar)	
Dec '05	12/7 Holiday Party Hyatt, Jersey City			12/5 Dinner Marriott, NY
2006 Events				
Feb '06				2/21-24 Informex
March '06			3/23 Annual Dinner Waldorf Astoria	