

SACI Holiday Party

The SACI Holiday Party was held this year at the Highlawn Pavilion in West Orange, NJ on December 5. It was a clear, brisk night for our full house of 171 dinner guests to see the lights of Manhattan in the distance from the historic Eagle Rock Reservation.

The evening started off with a wonderful cocktail hour which included a raw bar, a hot buffet, 2 carving stations, and a cold buffet, (With dinner still to come!). During the cocktail hour we enjoyed the holiday music provided by Ashley BiFalco on the Clarinet and Mark Clemente on the Flute. And before we knew it we were being ushered to our dinner tables to start the real fun, conversing with our guests and stuffing ourselves with 5 more courses of fabulous food. The comedic talents of John Pizzi along with the music genius of Johnny G topped off the evening.

And as always, there was certainly no shortage of door prizes that were awarded all night to those lucky ticket holders.

Those prizes included: 2 Kodak digital cameras, 4 portable 9" DVD players, 4 15" LCD televisions, 1 IPOD, 1 MP3 player, 1 20" LCD television and 1 32" LCD HD television. Congratulations to all of our winners! Congratulations too, to our Past President, Pat Vazquez, the winner of the 50/50.

SACI would also like to acknowledge the following companies for taking full tables at the Holiday Party: Barrington Nutritionals, Callahan Chemical, Generichem, Houghton Chemicals, Napp, Pride Solvents, Tri K Industries, Univar and

Vigon International. And a special thanks to Rhodia and Ruger for taking multiple tables.

We have already begun to plan for next year's party, which will be held at the Highlawn Pavilion again.

We have already begun to plan for next year's party, which will be held at the Highlawn Pavilion again.

And lastly, but not least, a huge "THANK YOU" to, *YOU*, our attendees!! You make it all possible and tons of fun. Have a happy, healthy and prosperous year. I look forward to seeing you back here next year.

by Joyce Pisani

Gift Donations

Individual

James Stowe
Harry Bartley
Dean Matienzo
Regina Hoy
Pennie Anast
David Schwartz
Reno Del Dotto
Art Freitag
Tom Smith
Bernie Aronson
Frank Wuertz

Company

Ruger Chemical
Toyato Tsusho America
Bontoux
GJ Chemical
Ungerer
Ropella & Associates
Tri-K
John D. Walsh
Napp Technologies
Dastech International
Lipo

Gifts

Devils & Ranger Tickets
2 Spa Gift Baskets
Wine & Champagne Basket
Chocolate Gift Basket
Gift Basket
Gift Basket
Gourmet Gift Basket
Golf Bag
Navtivity Display
(2) \$50.00 gift cards
Nets Tickets

Thank You for all your support, SACI appreciates it greatly.



**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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SACI News

GENERICHEM is pleased to announce the appointment of Frank Quinn as Senior Vice President Sales. Frank joins GENERICHEM after a distinguished career with Fallek Products, Takeda and Ming Tai. Frank will be responsible for

general sales management including handling selected key accounts. He can be reached at FXQ@genericchem.com <<mailto:FXQ@genericchem.com>> or Phone 973 256 9266 and Fax 973 256 0069.

Protameen Chemicals is proud to announce the appointment of Kyle Labaron as account executive. Mr. Labaron will be responsible for accounts located in the North Eastern

part of the United States.

MANNY JR

PROTAMEEN CHEMICALS INC.

Travel

My territory has been expanded. In addition to NJ, PA, NY, New England States, Montreal and Toronto, I now cover DE, MD, VA, NC and SC. During November, on addition to NJ and PA, I visited accounts in NE, Upstate NY, and Montreal. I, also,

attended the NACD annual meeting in Carlsbad, CA. This month I have visited Toronto and have plans to visit accounts in MD next week.

George Ellas



**Visit our website at
www.sacionline.com**

SACI'S Annual Induction Luncheon

Tuesday, March 6, 2007

11:30 A.M.

LANDMARK II, EAST RUTHERFORD, NJ

- Induction of New Board Members
- Member Service Pins Awarded
- The Scholarship Award Presented

PRICE: \$70.00 PER PERSON/\$80.00 AT THE DOOR

SAVE THE DATE!!!!!!!!!! RESERVE A SPOT NOW!!!!

2007 Membership Pin Recipients

5 yrs:

Chris English
Scott Lipton
Joel Melillo
Don Stanek

10 yrs:

Robert Allison
Andrew Interdonati
Frank Mara
Christopher Strack
Christopher Tarletsky

15 yrs:

Jeff Arway
Lynda Doyle

Steve Schroeder
Pete Toohey

20 yrs:

Berny Aronson
Barbara Butler
Reche' Kirkland
Stanley Spielman
Keith Terraneo

25 yrs:

Peter Blechinger
Dave Lyle

30 yrs:

Barry Coyle
Pete Sheridan

35yrs:

Emanuel Balsamides
George Ellas
Louis Frischling

40 yrs:

William Hannon

SACI Invites You to “Nite at the Races” At

The Meadowlands Race Track
East Rutherford, NJ

Thursday, April 26, 2007
6:00 PM

Delux Buffet Dinner at the Pegasus
\$85.00 Per Person

Tables available for 4 or more with host's company
name displayed.

Save the Date and join us for a night of fun !!!!!



Courting the Superstar Candidate

How does a company recruit a successful, well-educated, highly desirable individual who's satisfied in their current job? What can you do to make your company or opportunity stand out in a tight labor market? How do you stop losing your best candidates to hiring competitors? The answers to these questions are found in the 3 rules of recruiting: Relationship, Relationship, Relationship!

1. Relationship Building Before the Interview

We've all heard the saying, "You only get one chance to make a first impression". By making the best possible first impression, you increase your chances of having a successful face-to-face interview, and lay a good foundation for closing the deal and getting a job acceptance at the end of the process.

2. Relationship Building During the Interview

Once you've laid the proper groundwork prior to your face-to-face meeting, your next focus is to keep the momentum going with a great interview.

It's a chance for you to sell the candidate on the company, the position, and the community (if it's relocation). But beware – the psychology of interviewing can get very complicated. Keep it simple and remember that your most important task is to continue "courting" the candidate, and selling him or her on the opportunity to work for your company.

3. Relationship Building After the Interview

Making a job change is a complex decision, complicated even more so when it affects a spouse, the in-laws, children, grandparents and close friends. After

the interview phase is complete, don't forget to leave a lasting, positive impression on each candidate. The better they feel about the job, the company,

What can you do to make your company or opportunity stand out in a tight labor market?

and you, the easier the decision will be for them.

If you follow the principles of building the relationship with prospective employees before, during, and after the interview, you will be able to win over your Superstar Candidate!

Submitted by: Ropella & Associates

SACI has a Golf Outing coming up :

New Location

Tuesday, May 22, 2007
Great Gorge County Club/Crystal Spring
410 Rt. 517
McAfee, NJ 07428



Save the Dates

Tuesday
March 6, 2007

Induction Luncheon
Landmark II
East Rutherford, NJ

Thursday
April 26, 2007

Nite at the Races
Meadowlands
East Rutherford, NJ

Tuesday
May 22, 2007

Golf Outing
Great Gorge Country C/Crys.Springs
410 Rt. 517
Mc Afee, NJ 07428



Ropella & Associates

Executive Search and Consulting
Chemical and Allied Industries

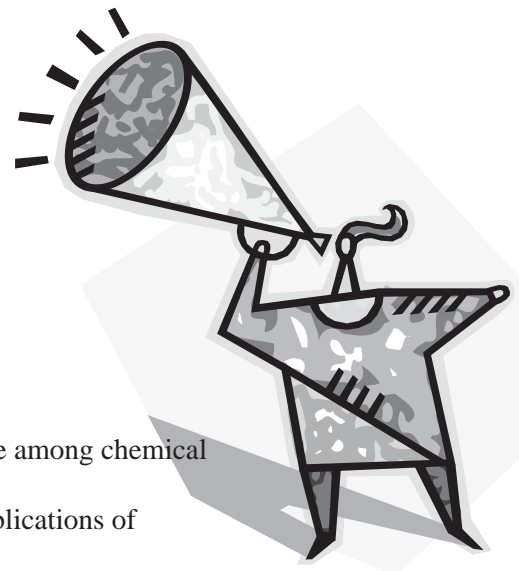
Call us today and put our people and
our process to work for you.

850-983-4777 | www.ropella.com



Patrick B. Ropella

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.

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

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 \$130.00. 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: _____
 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

2007 Industry Events Calendar

Month	SACI	WFFC	DCAT	SOCMA
2007 Events				
March 6 2007	Induction Luncheon Landmark II East Rutherford, NJ	March 29, 2007 WFFC Interview Series TBA	March 22, 2007 81ST DCAT Annual Dinner Waldorf Astoria New York, NY	March 22, 2007 Annual March Luncheon New York City, NY
April 26, 2007	Nite at the Races Meadowlands East Rutherford, NJ		April 24-26 Nutrition & Health Forum Silverado County Napa Valley, CA	
May 22, 2007	Golf Outing Great Gorge Country C/Crys.Springs 410 Rt. 517, Mc Afee, NJ Mc Afee, NJ 07428			