

## “Laissez Les Bon Temps Rouler”!

### (Let the Good Times Roll!)

.... and roll they did! No, it wasn't Bourbon Street in the French Quarter of New Orleans during Mardi Gras on Tuesday, Dec 6<sup>th</sup>; it was the Hyatt Regency Hotel in Jersey City, NJ that was the rocking scene of SACI's Annual Holiday Party & Dinner Dance!

Close to 200 people braved the uneven roadway and construction zone leading to the hotel, to say nothing of the chilly weather, to participate in the SACI sponsored festivities. Conviviality abounded, the guests looked wonderful and everyone was ready to PARTY.

The cocktail area sparkled with an abundance of tiny candles, a white Christmas tree in one corner and light reflecting from every polished surface. Sergio Salvatore entertained us with his beautiful piano playing. Assorted hors d'oeuvres and libations were served until dinner time. The breathtaking view of lower Manhattan added to the ambiance.

The dining room was brilliant! The tables were set with gleaming stemware and china. The music and dancing started soon after the room began filling, courtesy of DJ Steve Travelose. Soon the door prizes and tricky tray prizes were given out, amid lots of joyful laughter and some cries of “I'll trade, I'll trade”! There were prizes ranging from electronics, huge gift baskets, tickets to sporting events and sporting equipment. Then there were yards and yards of tickets for the 50/50 raffle. Well deserved kudos' go out to every company, each individual and to the SACI Board for their generosity, ingenuity and imagination in supplying these great prizes.

We were entertained by not one but two professional comedians, Steve Schaeffer and Andy Mastella. Certain past SACI presidents selling raffle tickets entertained as well.

After dessert and all too soon, the evening began to wind down. Based on

several comments overheard at the coat check and valet parking lines, there are a lot of people already looking forward to next years' affair.

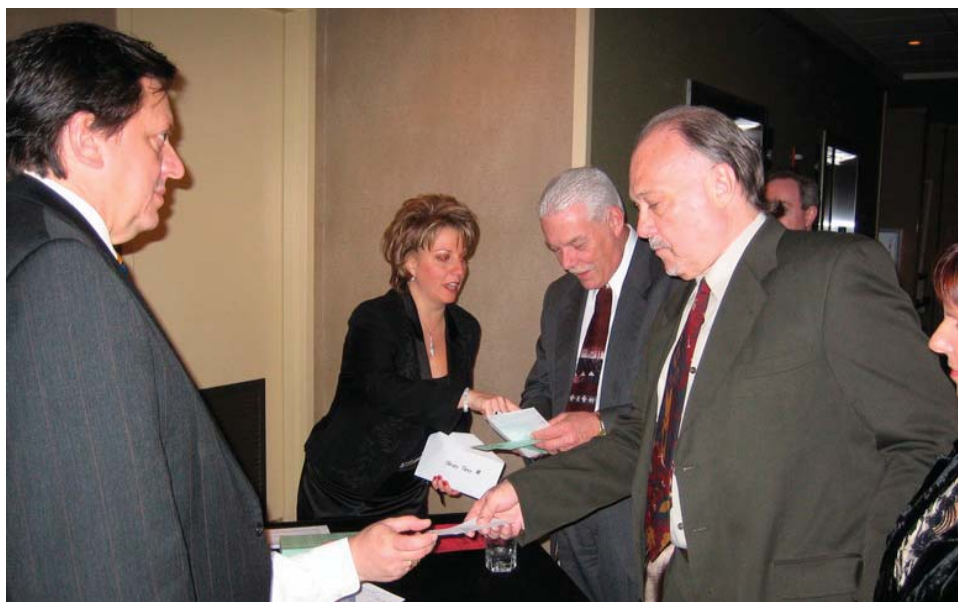
Special thanks go out to Craig Frischling of Ruger Chemical Co. who generously donated one third of his 50/50 winnings back to the SACI Education Fund.

Special thanks also goes out to Jim Dobson

of Betachem, Inc. who generously donated \$300.00 to SACI.

Last but far from least, a huge THANK YOU to Joyce Pisani and her volunteer assistants who worked so hard for so long to make this evening the terrific success that it was.

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

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**Fellowship**

Bernie Aronson

**Admissions**

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**Awards**

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**Golf**

Don Stanek

**Past President**

Philip Santoro

**Scholarships**

Tom Burke

**Career Opportunity**

Jim Dobson

**Slants Editor**

Regina Hoy

**Administrative Assistant**

Joy Castagno

## SACI's Annual Induction Luncheon

Thursday March 9, 2006

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!!!!**

## SACI Membership Pin Receipts

SACI Membership Milestones:  
(As of December 31'st, 2005)

**5 Years:**

Richard Callahan  
Arvind D'Cunha  
Craig Frischling  
Mazin Irani  
Lynn Nordeen  
Mike Paisner  
Joyce Pisani

**10 Years:**

John Kehmna  
Mike Scarlatelli

**15 Years:**

Genie Milgrom  
Joe Bardon  
Gerald Betz  
Robert Kelley  
Jay Lang  
Lindsay Logue  
Joe Pucillo

**20 Years:**

Bryan Huston  
Gwen Johnson  
James Kover

Robert Smith  
Tom Smith

**25 Years:**

Chalie Hinnant

**30 Years:**

Peter Hess  
Alan Ferber  
Michael Finnen  
Gary Gitlitz  
Pat Vazquez

**35 Years:**

Sam Cohen  
Frank DeMonico  
Joe Yaczyn

**40 Years:**

John Flynn  
Joe Muglia  
John Peeling  
Alan Schneider

**50 Years:**

George DePasquale

# Gift Donations for the Holiday Party & Winners

## Company

Ruger Chemical  
Winner: Glenn Horneda from Fragrance Resources

JH Calo Company

Napp Technologies  
Winner: Doug Donnelly from Bayer Corp

Tomen America  
Winner: Bob Papp from IFF

Lipo Chemicals  
Winner: Bob Daly from Belmay Inc.

Dastech International  
Winner: Dina Simone

Bontoux  
Winner: Donald Price from Callahan

Napp Technolgies  
Winner: Glenn Horneda from Fragrance Resources, Inc.

J.H. Calo Company  
Winner: Walt Albee from Callahan

Takasago  
Winner: Tac Kurihara from Maypro Industries

Pride  
Winner: Frank Wuertz from Lipo Chemical

Ungerer & Co.  
Winner: Barbara Hubbard from Avon

Napp Technologies  
Winner: Lauren Miller from Caribbean Aloe Vera

## Individual

Mike Paisner

Robert Kelley

Keith Terraneo

Harry Bartley

Frank Wuertz

Berny Aronson

Dean Matienzo

Tom Smith

Stanley Wojnicki

Jeff Arway

Joyce Pisani

Pennie Anast

## Gifts

2 NY Rangers Hockey Tickets

Box of Precept Lady Golf Balls

Odessey 2 ball putter, a dozen golf balls

Wine Gift Basket, Great Escape Gift Basket

4 NJ Net Basketball Tickets

Wine Gift Basket

Gift Basket

Waterford Christmas Wreath & Candles

Tabletop Wine Opener

Golf shirt, mouse pad from Japan, Takasago  
flower pen & lighter  
Silk scarf & blotter holders

Martini Basket

Gift Basket (donated as Past Pres.)

Digital Camera

## SACI Donations:

2 Kawasaki 9 inch DVD Player & matching travel bag  
Winner: Michael Hoffman from FMI  
Winner: Bob Daly from Belmay

2 Insignia 9 inch DVD player  
Winner: Sara Kim from Tomen  
Winner: Ashwin Advani from ADH Health Products

1 Polaroid 15 inch LCD TV  
Winner: Pete Sheridan from Rhodia, Inc.  
20 inch flat screen TV  
Winner: Ken Sosnowski from Bristol-Myers Squibb

1 Go Video 20 in Flat screen  
Winner: Sandy Galowitz  
9 inch DVD  
Winner: Denise Bodkin from V43C Company

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**OLD WORLD INDUSTRIES, INC.**

**VICTOR DE COSTA**  
Regional Marketing Manager  
Caustic and Methanol

<p>Field Office: 1430 Redwood Court West Chester, PA 19380 Phone: 610-594-2298 Fax: 610-594-1488 Cell: 484-515-2594 vdecosta@oldworldind.com</p>	<p>Headquarters: 4065 Commercial Avenue Northbrook, Illinois 60062-1851 Phone: 847-559-2055 Fax: 610-594-1488 Customer Service: 800-323-9698 www.oldworldind.com</p>
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# Instructions For Life

1. Take into account that great love and great achievements involve great risk.
2. When you lose, don't lose the lesson.
3. Follow the three R's: Respect for self, Respect for others and Responsibility for all your actions.
4. Remember that not getting what you want is sometimes a wonderful stroke of luck.
5. Learn the rules so you know how to break them properly.
6. Don't let a little dispute injure a great relationship.
7. When you realize you've made a mistake, take immediate steps to correct it.
8. Spend some time alone every day.
9. Open arms to change, but don't let go of your values.
10. Remember that silence is sometimes the best answer.
11. Live a good, honorable life. Then when you get older and
12. think back, you'll be able to enjoy it a second time.
12. A loving atmosphere in your home is the foundation for your life.
13. In disagreements with loved ones, deal only with the current situation. Don't bring up the past.
14. Share your knowledge. It's a way to achieve immortality.
15. Be gentle with the earth.
16. Once a year, go someplace you've never been before.
17. Remember that the best relationship is one in which your love for each other exceeds your need for each other.
18. Judge your success by what you had to give up in order to get it.
19. Approach love and cooking with reckless abandon.

Submitted by: Berny Aronson



## 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.



# SACI Cordially Invites You to

"Nite at the Races" At  
The Meadowlands Race Track  
East Rutherford, NJ

**Thursday, April 27, 2006**

6:00 P.M.

Delux Buffet Dinner at the Pegasus

\$85.00 Per Person

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

Please join us for a night of fun for you and your guests!



## SACI has two Golf Outings coming up :

**Please mark your calendar!**

Tuesday, May 23, 2006  
Black Bear Country Club  
Franklin, NJ

Tuesday, July 25, 2006  
Farmstead Golf & Country Club  
Lafayette, N.J.



## 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



# Maintain Client Relations

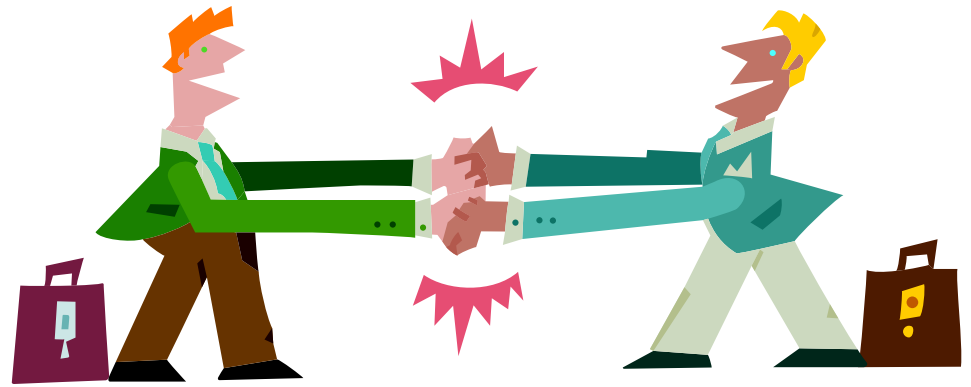
**Q** I need some guidance. I've always felt that closing a deal is not the end, but the beginning of a partnership. It has been challenging at times, though, to continue the relationship after the deal is done, since my focus is to generate new revenue for my company.

My company feels that "upselling" an existing customer is not as fruitful as new customers are. What are your thoughts on this matter?

**A** In today's fast paced world, it is very difficult to cultivate and maintain a relationship with a client- but that is exactly what successful sales people are doing to stay at the top. Most sales leaders approach their work with the goal of building long-term relationships. From the get-go, the focus isn't on what can you sell customers but on how you can forge lasting ties with customers.

This means knowing your clients and gaining their trust. It takes some real groundwork.

To start, you do what is often called pre-approach. Among other things, that means targeting-geographic area, sec-



tor, and size of firm- and then planning around your target. This gives you credibility at once and plants the seeds of trust.

You should position yourself as a sales consultant, collaborating with the client on the right directions and the next steps. You're turning your client into a partner. Together, you develop a solution.

As the consultant, you have to decide what type of solution makes sense, whether an off-the-shelf answer works, if customization is indicated, or if some mix of several alternatives is best. In a nutshell, do what you say you're going

to do. Honor commitments; follow up as promised; keep in touch. This increases your visibility and credibility-and fosters customer loyalty. Soon, relationship building will become second nature and you can completely focus on new business.

Michael Crom is executive vice president of Dale Carnegie Training. For advice on work issues, visit [www.dalecarnegie.com](http://www.dalecarnegie.com).

Submitted by Phil Santoro

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## PRESS RELEASE

Lipo Chemicals, Inc. has announced that it plans to expand its Paterson, NJ manufacturing facility, according to Louis Frischling, President and CEO of Lipo.

The expansion will increase reactor capacity for the manufacture of esters and emulsifying waxes. The design includes the capability for higher temperature processes and the manufacture of specialized products to better serve the industry. It will also include state-of-the-art automation and instrumentation to ensure continued production of the high quality products that Lipo offers to the marketplace.

Mr. Frischling stated that "this expansion shows Lipo's commitment to its primary market -- personal care and cosmetics. We are pleased to bring additional capacity to one of the major geographic centers of the personal care business."

Founded more than 40 years ago, Lipo Chemicals, Inc. is a leading supplier to the personal care and cosmetics market. In addition to the Paterson manufacturing site, Lipo maintains sales offices in Los Angeles, CA as well as offices, applications laboratories and distribution sites around the world. Lipo is headquartered in Paterson, NJ.

Submitted by: Frank Wuertz

# 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



THE SALES ASSOCIATION OF THE CHEMICAL INDUSTRY, INC.



## Calendar

### 2006-2007 Industry Events Calendar

Month	SACI	WFFC	DCAT	SOCMA
<b>2006 Events</b>				
Feb '06				2/21-24 Informex
March '06	<b>3/9 Induction Luncheon</b> Landmark, East Rutherford		3/23 Annual Dinner Waldorf Astoria	
April '06	<b>4/27 Nite at the Races</b> Meadowlands, East Rutherford			
May '06	<b>5/23 Black Bear Golf Outing</b> Franklin, NJ 10:00 A.M. Tee Time			
July '06	<b>7/25 Farmstead Golf Outing</b> Lafayette, NJ 10:00 A.M. Tee Time			
Oct '06	<b>10/19 Annual Luncheon</b> Landmark, East Rutherford			
Dec '06	<b>12/5 Holiday Party</b>			