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## SACI In Review 2024

### SACI's 103rd Annual Business Meeting – April 11, 2024

We are the SALES ASSOCIATION of the CHEMICAL INDUSTRY. Our mission is to facilitate business relationships among managers, salespeople, and customers of co-related companies. We continue our evolution into a SALES ASSOCIATION of CORRELATED INDUSTRIES.

SACI is adapting to a fluid situation within our respective industries regarding corporate policy on social gatherings. In 2024, in addition to our annual business meeting, we again held our Fall Golf Outing at Galloping Hill Country Club in September and we reinstituted our Annual Holiday Party. Our Holiday Party has moved to LaGriglia Seafood Grille in Kenilworth. We will revert to membership with firm dates for our 2025 events and gatherings as dates are settled.



Pictured left to right: Julian Novara, Bryan Huston, Mark DeLuca, Arpan Parikh, Frank Wuertz, Erich Bodnar, Regina Hoy, Gerry Harris, Chris Rocco, Michael Lankin, David Volosin and Howard Altman

### Serving the Chemical Industry for Over 100 Years





**233 Rock Road #112 Glen Rock, NJ 07452**

**2025 Officers & Directors**

David Volosin – Chairman  
Frank Wuertz – Treasurer  
Erich Bodnar – Sr. Director  
Mark DeLuca – Sargent at Arms  
Joyce Pisani – Holiday Party  
Keith Terraneo - Networking  
Tom Smith – Gifts & Prizes

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**2024 Years of Service Awards**

**35 Years**

Joe Pucillo – Lidochem

**30 years**

Howard Altman – Drum Service of Richmond  
John Joseph II – Brenntag Northeast  
Don Price – Tilley Callahan Distribution

**25 years**

Bob Titus – Synthetics USA

**5 years**

Gerry Harris – Hummel Printing  
Mike Lankin – Takasago Aroma Ingredients

**SACI Wishes to Thank Our  
Corporate Supporters 2024**

Acme-Hardesty  
Ampak  
B.J. Management Resources  
Basstech International  
Berje'  
Brenntag Northeast  
Chemical Solutions  
Chemlumina  
Drum Service of Richmond  
Farma International  
G.C. Business Services  
G.J. Chemicals  
Gyma Labs of America  
Hummel Printing  
International Swimming Pools  
John R. Hess & Company  
Keystone Industries  
Lidochem  
Morre-Tec Industries  
Optima Chemical  
Oqema  
PJ Pharma Consultants  
Pride Solutions  
RE Carroll  
Synthetics USA  
Takasago Aroma Ingredients  
Tilley Callahan Distribution  
United Color Manufacturing  
Vantage Botanicals PI Plus  
Vinchem

# SACI's Annual Fall Golf Outing & Networking Luncheon

September 10, 2024



*You are cordially  
invited to join us:*

## SACI Fall Golf Outing

**Galloping Hill Golf Course**  
Kenilworth, NJ  
Exit 138 Garden State Parkway

**\$195 Per Golfer**

*Skill & Door Prizes  
Cash Bar  
Golf Cart & Buffet  
Dinner Included*

**10th  
Sept.  
2024**

Arrive at: 9:15 am  
Driving Range  
available prior to  
T-Time

**10:00 AM  
First T Time**

*Hole Sponsorship \$50*

Kindly Reserve Your Spot by August 30th 2024  
Request Registration at: [sacimanagersonline@gmail.com](mailto:sacimanagersonline@gmail.com)

Yes, you are always cordially invited to this signature annual SACI event. Over the last two years we have been extending the invitation to some of the other industry organizations and in 2025 we will be expanding our efforts to get the message out across the industry.

In 2024, we were treated to a great day with warm but comfortable temperatures as our golfers played 18 holes on one of the best courses in New Jersey. We frequently have our fall gathering here due to its central location and great landscape. It has an impressive clubhouse and patio with a scenic view of the grounds so our non-golfing guests can also enjoy a restful afternoon and are treated to a great bar and luncheon buffet. We hope to again expand attendance at one of our signature events for 2025.

Special thanks to SACI member Michael Lankin of Takasago USA Aroma Ingredients for putting together 3 foursomes. In 2024 we were joined by several people from the "Racemics" organization. We thank David Olson of BASF for setting up a foursome. We thank "Racemics" director Ken Schoene for advertising and joining us along with "Racemics" members Lenny Andia and Mike Reed.

Come one and all and join us again this year. We are working on a date and will let everyone know.



## SACI's Holiday Party – December 5<sup>th</sup> Chairman's Message 2024

Welcome to the 2024 SACI Holiday Party! Thank you all for attending this afternoon and continuing your support of SACI.



Pictured: Directors: Mark DeLuca and Keith Terraneo

We have a new member and his guest attending today. Morre-Tec industries has been a long-time supporter of SACI and we thank Len Glass for sponsoring Rodger Jonas for membership. With him is his guest Maria Mendoza, a fellow Morre-Tec sales associate.



Pictured: Maria Mendoza, Arpan Parikh, Chris Rocco, Rodger Jonas, David Volosin, Bryan Huston

Since the COVID effect of 2020, it has become more difficult to convince customers to join in our festivities. We have engaged the services of Gerri Cristantiello of GC Business Services who will be helping us with industry outreach next year with the intention of increasing our guest attendance for 2025.

I would like to introduce our working Board of Directors. Erich Bodnar-Sr. Director, Mark DeLuca-sergeant at arms, and Joyce Pisani who oversees holiday party arrangements and music. Tom and Denise Smith have bought most of the gifts that are raffled off at our holiday party and have done so for many years. Keith and Lorretta Terraneo oversee networking and our cash raffle. Frank Wuertz is our Treasurer and of course, me, David Volosin; Chairman & SACI Manager.



Pictured: Lorretta Terraneo, Tom Smith, Denise Smith, Keith Terraneo, Joyce Pisani, Erich Bodnar

## SACI's Holiday Party

December 5, 2024



Pictured: Erich Bodnar, Frank Wuertz and Gerry Harris

I would like to recognize Dolores Shannon of Crown Roll Leaf. It is great to see Dolores every year at our holiday parties. Dolores, we appreciate your dedication and loyalty.



Pictured: Sharron Heal, Christine Varelas, Stan Lesniewski, Regina Hoy, Howard Altman and Dolores Shannon

### In Memory

We now take a moment to remember those who are no longer with us.

One of our directors, and a loyal member of more than 40 years, Jim Stowe passed away early this year. He dutifully ran our Fall Golf Outings at Galloping Hill for many years. We remember Jim and continue our fall event in his memory.

We have also lost Nancy Escalante of Takasago USA and Karen Scilingo of Robertet. Both avid attendees of our Holiday Parties. We truly miss them as they added to the fun.

Please remember them all in your thoughts and prayers. As Jim Stowe was so fond of saying, "and we go from there".



Pictured: Dolores Shannon, Joyce Pisani, Sharron Heal, and Christine Varelas





**In Memory Of:      Jim Stowe      1947-2024**

I am incredibly saddened to inform you of the passing of Jim Stowe on January 27, 2024. Jim spent his entire career in the Personal Care Industry. He served as Vice President of Sales for Ruger Chemical and as CEO of Chemical Solutions LLC for the last 15 years. He was my business partner and good friend. He will be greatly missed. Jim would end every conversation he had with our customers with this phrase; “and we go from there”. He was well liked and well respected.

Erich Bodnar - SACI Sr. Director



The Board of Directors and Membership of SACI also experienced a sense of loss at the passing of Jim. Jim has been an active member of SACI since 1983 and would have celebrated his 40<sup>th</sup> year anniversary this coming March. Rumor has it that he was intermittently involved with SACI even prior to that. He served on the board of directors several times in his career and has been a consecutive board member since 2014 serving as our Fall Golf Outing Chair. The passing of Jim Stowe leaves a gaping hole in the heart of SACI.

Rest Peacefully Jim

David Volosin – SACI Chairman



## 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 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:

- |   |   |
|---|---|
| <input type="checkbox"/> Activities           | <input type="checkbox"/> Fellowship     |
| <input type="checkbox"/> Admissions           | <input type="checkbox"/> Golf           |
| <input type="checkbox"/> Awards               | <input type="checkbox"/> Past President |
| <input type="checkbox"/> Career Opportunities | <input type="checkbox"/> Scholarship    |
| <input type="checkbox"/> Slants Newsletter    |   |





## Welcome to the Sales Association of the Chemical Industry

On behalf of the officers and directors of SACI, we extend our best wishes for a successful and prosperous 2025. Please utilize the membership application on the previous page and tell your colleagues, customers, and business associates about SACI. We are now accepting membership applications for 2025

### EVENTS COMING UP

**March/April 2025 – Spring Business Meeting & Luncheon**

**June/July 2025 – Mid-Summer Social Gathering**

**September 2025 – Fall Golf Outing and Networking Luncheon**

**November/December – SACI Holiday Party**

**(Dates will be announced as they are confirmed)**

Remember that the SACI organization belongs to YOU, the members. We remain mindful of distance and travel needs, and we try to keep our activities centralized for convenience. We are always open to new suggestions, new gatherings and new activities and invite you to contact us with your ideas. To communicate with SACI, or for additional information email [sacimanagersonline@gmail.com](mailto:sacimanagersonline@gmail.com), or feel free to call the SACI Manager at (973) 296-4193. Ask for Dave.

# SACI *Slants*



The Sales Association of the Chemical Industry, Inc.

THE SALES ASSOCIATION OF THE CHEMICAL INDUSTRY INC. 233 Rock Road, Glen Rock, NJ 07452