

The Sales Association of the Chemical Industry, Inc.

January 2025 Volume 62 Number 1

SACI In Review 2024

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

We are the SALES ASSOCIATION of the <u>CHEMICAL</u> 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 <u>CORRELATED</u> 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



January 2025 SACI Slants 1 Volume 62 Number 1



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 Ogema PJ Pharma Consultants **Pride Solutions RE Carroll** Synthetics USA Takasago Aroma Ingredients Tilley Callahan Distribution United Color Manufacturing Vantage Botanicals Pl Plus Vinchem

SACI's Annual Fall Golf Outing & Networking Luncheon September 10, 2024



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.

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SACI's Holiday Party – December 5th 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 Lorreta 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



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

December 5, 2024



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

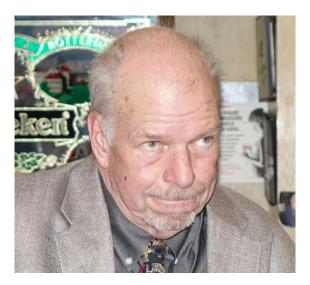
In Memory

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".



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.





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 40th 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

he 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.

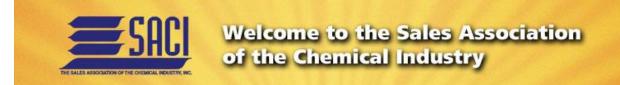
Please print or type
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Home Fax ()
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EMPLOYMENT RECORD FOR PAST 5 YEARS
Company
Title
Company
Title
Other associations to which you belong:

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	THE RESERVE OF THE PARTY OF THE
I hereby agree, if elected to m	embership in The Sales Association of
the Chemical Industry, Inc., t	to abide by the Constitution and Bylaws
of the Association.	
Signature	(1 "01 v "1 V vgc q IIv"
Date	
Check which committees you	would be interested in serving on:
☐ Activities	☐ Fellowship
☐ Admissions	□ Golf
☐ Awards	☐ Past President
☐ Career Opportunities	☐ Scholarship
☐ Slants Newsletter	



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 sacimanageronline@gmail.com, or feel free to call the SACI Manager at (973) 296-4193. Ask for Dave.



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