

SPEC SHEET

"THE VOICE OF THE PALISADES SECTION"

VOL. 24, No. 4

SOCIETY OF PLASTICS ENGINEERS, INC.

JANUARY 1986

JANUARY 15 Technical Meeting

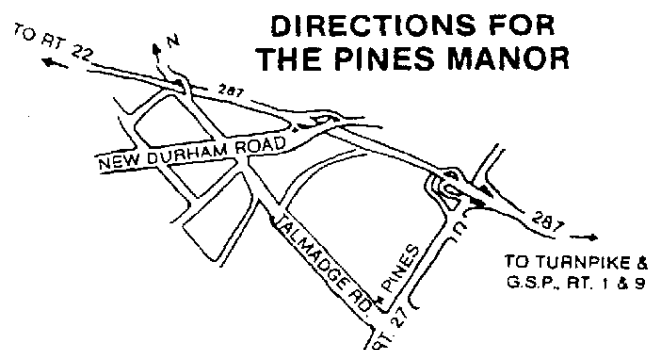
DATE: Wednesday, January 15, 1986

PLACE: The Pines Manor
Rt. 27 & Talmadge Road
Edison, New Jersey

TIME: 4:00 p.m. Board of Directors' Meeting
6:00 p.m. Social Hour
7:00 p.m. Dinner
8:00 p.m. Meeting

RESERVATIONS:
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SPECIAL MEETING !

Three experts will discuss considerations in planning, optimizing and managing **YOUR PERSONAL FINANCES**.

The Speakers:

Mr. Samuel Bauman, CPA, Seton Hall University Graduate. A Partner in Bauman, Lieberman & Rosen in East Brunswick & Union, NJ. Twenty-three years of Public Accounting experience. Specialized six years in Hospital Accounting.

Mr. Irving Rosen, CPA, NY University Graduate, Masters Degree from Rutgers University. A Partner in Bauman, Lieberman & Rosen in East Brunswick & Union, NJ. Four and one half years with the IRS. In Public Accounting since 1950.

Mr. Donald Stickler, Upsala, Rutgers and NY Institute of Finance Graduate. Senior Vice President, Dean Witter Reynolds, Inc., Millburn, NJ. Member of the New York Stock Exchange Speakers Bureau. Over 27 years of investment planning experience.

Your Moderator: Mr. Leonard I. Nass

The Topics:

Mr. Bauman & Mr. Rosen will discuss the various facets of prudent money management and the need to "get one's house in order". Among the topics to be covered are: estate planning, wills, insurance, changes in the tax laws (USA & NJ), tax shelters including real estate, IRAs, Keoghs, corporation retirement plans, etc.

Mr. Stickler will discuss various investment opportunities and investment strategy for people of different age groups and in different financial needs and circumstances. Among the subjects to be covered are: tax-free bonds, GNMA's, deferred annuities, mutual funds, money market instruments and stocks.

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The SPEC Sheet is published as the voice of the PALISADES SECTION. Opinions expressed do not necessarily reflect those of the Editor or the Society of Plastics Engineers. All the communications received are read. Those selected for use are edited and may be condensed.

Gary Wedlake, Editor
Sylvania Chemical Co.
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FOR FEBRUARY SPEC SHEET**

Deadline for the February SPEC SHEET is January 15
Please give or forward to our EDITOR:

Gary Wedlake, c/o Sylvania Chemical Co.
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ANTEC 86 IS COMING!

Neil Flathers reminds us that ANTEC 86 will be held at Copley Place/Westin Hotel and Marriott Hotel, Boston, MA, April 28 - May 1. Make your plans early.



EDITORIAL

As we embark on a renewed membership drive (see page 6) we might do well to give special attention to the employers of our membership. I say this because I suspect that an employer's attitude about our organization will be a significant influence on whether a member regularly attends meetings. If an employer sees our Society as benefiting his objectives he will likely be more encouraging about an employee's participation.

Now, I'm not about to suggest that our Society does not do an admirable job in serving the needs of both industry and professional development. To the contrary, the Palisades Section is outstanding. What I do suggest is that our members not become complacent communicating those benefits to their employers benefits, whether they be enhanced technical skills, expanded business contacts or the added goodwill which accrues to a company when one of its employees is active in the Society.

Gary Wedlake, Editor

UPCOMING PALISADES SECTION TECHNICAL PROGRAMS

February 19, 1986

1. Economics of Continuous Versus Batch Compounding
2. Screw Designs for Various Applications

March 19, 1986

1. Recycling for Survival
2. Waste Disposal

April 16, 1986

1. Instrumental On-Line Analysis of Plastics
2. Computer Modeling and Data Base

June 18, 1986

1. Special Optical Effects in Plastics
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1986 SCHOLARSHIP PROGRAM

The Palisades Section is again offering two scholarship programs intended to benefit its membership and their professions.

Two \$2500. Melvin M. Gerson Memorial Scholarships will be awarded to post-graduate students. These awards are intended to promote the development of plastics technology in addition to attracting capable individuals to our industries and institutions.

The second program which continues this year is the granting of \$500. non-renewable scholarships which are open to this year's High School Seniors who will attend college in 1986. To be eligible, applicants must be in the immediate family of a Palisades Section, SPE member in good standing as of July 1, 1985. The award of these scholarships is based on scholastic and extra-curricular achievements.

For application forms for the High School Senior's Scholarship or for information on any of the above please contact:

Gary Wedlake, Scholarships Administration Chairman
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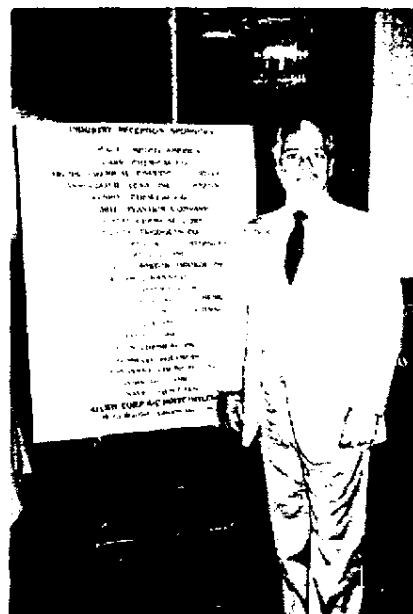
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Polymer Modifiers & Additives Division's First International Conference and Outstanding Success

Kris Mathur, President of PMAD and Past President of the Palisades Section reports that over 200 people, from as far away as Europe and South America attended the First International Conference of PMAD held at the Newark Airport Marriot on November 6-7 of this year.

As part of that program, the PMAD and the Palisades Section jointly organized an Industry Sponsored Reception. Stan Anton who was chief organizer for this event, is pictured below with a list of contributors who make the reception possible. To all of them and the SPE members who played in the Dixieland Band we say Thank You for making our reception a success.



Stan Anton, chief organizer and arm twister for the PMAD Industry Sponsored Reception.

October 16 Technical Meeting



The Palisades Section was fortunate to have Dr. John Barr (R), Corporate Manager of Regulatory Response for Air Products and Chemicals, Inc. address our gathering on the status and compliance requirements of federal and state Right to Know Laws. His presentation, which included valuable handouts, proved to be both comprehensive and sobering. Lane Shaw (L), our Program Chairman moderated the lively discussions which followed.

Upcoming RETEC'S & Expositions

March 10 & 11, 1986, Sawmill Creek, Huron, OH
"Effective Extrusion Compounding". Co-sponsored by SPE Ohio Firelands, Section and the Extrusion Division.

March 10 & 11, 1986, Parkview Hilton, Hartford, CT
"Material Selection for Performance and Co-sponsored by SPE Connecticut Section and the Engineering Properties & Structure Division.

(For further details on the above see
Plastics Engineering.)

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**Message From The Palisades Section
Membership Committee**

The Palisades Section lists 527 people in its membership rolls. In 1984 our section experienced a drop of 10% in membership. While this figure is not excessive when compared to national figures ranging from a low of 3% to a high of 57%, this is an unhealthy trend which must be reversed.

For this reason, your Membership Committee has set a goal of increasing membership by 10% in 1986.

Listed below are the suggestions from National which we believe can help us reach our objective. However, as you read these suggestions you should realize that it will be **YOU**, the individual Section Member who will determine the success of our membership drive. Be a Winner! Count yourself among the 10% of our membership who brings in a new member this year.

As an added incentive, note that your efforts may also be rewarded with prizes and awards which include a drawing for roundtrip airfares and 3 days hotel accommodations for two anywhere in the continental USA and Canada.

For complete details and membership application forms contact your Membership Committee Chairman.

Have You Got
A Friend
Who's A Lot
Like You?



PICK YOUR PROSPECT:

Limit your attention to one or two prospects at a time. Once a potential member becomes a new member, move on to a new prospect.

PLAN YOUR APPROACH:

Find out what your prospect's interests are and show him how SPE can meet them.

PERSUADE YOUR PROSPECT:

Don't just ask him to come to a Section meeting, convince him. Give him reason.

PEN A LETTER TO HIM:

A personal note detailing the next meeting (date/time/place) can do wonders.

PHONE HIM:

Call him the day before the meeting. Remind him that you and the other SPE members are looking forward to his visit.

PICK HIM UP:

Don't ask "Will you be coming?" Tell him "I'll pick you up at (time/place)."

PHONE HIM AGAIN:

Call him the afternoon of the meeting.

PATIENCE IS THE KEY:

Not every prospect may want to "jump right in." It may take a little time, but eventually you'll hit on the right item (dinner speaker, mutual friend, shared hobby) to get his interest, and his membership.

PERSIST IN YOUR EFFORTS:

Keep trying, and cultivate other prospects.

PAMPER YOU PROSPECT:

When you arrive at the meeting, introduce him to Section officers and other members.

PERSONALIZE HIS ATTENTION:

Locate other SPE members with similar interests, or who come from the same town or company. Be sure that he feels welcome.

POSITIVE FOLLOW-UP:

After the meeting... call him and thank him for attending. Mention next month's meeting and remind him that you'll pick him up.

*Dave Kirk
Membership Committee Chairman*

SPEC Sheet

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