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## ACCENT ON BUSINESS

### Sabina Newman

*A Woman of Many Firsts*

BY PETER FRETTEY

**L**ike many successful entrepreneurs, Sabina Newman, principal and co-founder of Jacksonville, Fla.-based, woman-owned and veteran-certified SCN Outsourcing LLC, has attained many firsts in her lifetime.

For instance, she was the first female to graduate from Villanova's Naval ROTC officers program in 1977, Revlon's first female personnel and safety manager in the U.S. and the first female executive at Colomer USA Inc. where she served as the company's vice president of human resources and environment for the U.S. and Canada.

According to Newman, working hard to succeed is something that has been permanently ingrained from her Philadelphia upbringing.

After a diverse array of life experiences including a stint in the armed forces for five years, a U.S. Department of Defense job, an overseas assignment in Portugal teaching human resource courses for the University of Maryland, employment with St. Vincent's and Baptist Health Systems and corporate world job experience with both Revlon and Colomer USA, Newman decided it was time to venture out on her own.

But it was not until Newman's second stint with Revlon that

she stumbled across the perfect idea — a factory within a factory that specialized in promotional assembly.

She applied for and received a welfare-to-work program grant that allowed its creation.

Her rapidly growing firm now has 22 employees and operates out of a 22,000-square-foot, food-grade facility that provides a full array of co-packaging solutions to a unique mix of industries.

"As a contract packaging and assembly company, we do not make products, but we take our clients' finished goods and reconfigure them per client instructions into a value-added product," Newman said. One example includes shrink wrapping a promotional sample such as a packet of conditioner on the outside of a standard bottle of shampoo. Assembling repair kits that require a cloth, a can of oil, fasteners, etc. is another typical project SCN would tackle. **WE**



Sabina Newman