

# SOLUTIONS

Seasons Greetings

Holiday Edition 2002 © Copyright 2002 Publication of Fiber-Shield Industries, Inc.

## Mining Manny's

### Mind



Recently, there has been a momentum in the **FABRIC PROTECTION INDUSTRY**. Many ads have come out in magazines, newspapers, and on television and radio as well. This momentum bodes well for the future of Fiber-Shield Industries. The market has expanded and Fiber-Shield has been blessed to experience that growth as well. Not only has our customer list increased, but we are a part of many different industries. Our business has expanded to include the automobile, furniture, leather and dry cleaning industry to name just a few. However, even more important than success, Fiber-Shield wishes you and your family peace, love and good health.  
Happy Holidays!

## Message From Michael

One score and three years ago, (May 1979), Manny Vickers brought forth into the world a new company, borne out of necessity and innovation. This company has continued to grow and mature into the force that it is today. Producing a line of products that benefit companies of a much larger size, our line of **Protectors** is really unequalled anywhere. If you too want to be a force in the industry, just call us and we'll fit our products into your goals and together we will both succeed.

Solutions Editor: Jonathan Costanzo

## WHAT'S HOT!

We're even amazed and we sell this stuff! We were doing some in-house testing on our solvent-based **Fabric Protector (FS-4565B)** and the test results were spectacular. Within two hours after application not only was the product dry -- it was already protecting. We are using the AATCC testing protocol to grade our product and after only two hours it had an **eight (8) in water protection out of a possible ten and a six (6) in protection against oil out of a possible eight**. These are extremely high marks after a product is fully cured, but to get it in such a short period of time speaks volumes for the success of our product. If you want a sample to test for yourself just call Fiber-Shield Industries and we'll get it right out to you.



## Sylviane Says...

Bonjour!  
One of the great benefits of our FS-4565B is that, with the appropriate solvent, it will work on textiles and leather. Furniture, shoes or luggage made with fabric and leather can be treated with one can. No need to have a blue can for this and a red can for that. How convenient is that? Try it!  
Time for me to "Spray" my good wishes for Health, Prosperity and Joy to all my customers, with all my love and appreciation. Happy Holidays!  
Au Revoir...

Au Revoir...



Fiber-Shield Industries, Inc.  
26 Old Dock Road,  
Yaphank, NY 11980  
Phone: 800-743-4185



## Connie's Corner

Things are often very hectic around here. Phones are ringing, the fax machine is beeping, printers are buzzing, people are asking questions, people are answering questions. Our employees are extremely competent and I guarantee each item of business will be handled in the most professional manner. As I have said many times, our customers are like family to us. We are delighted to help each and every one of you.

Our employees are special to us too. I enjoy spending time and talking with them as well. However, everyone is so busy that this is a very difficult task. The one exception is Mondays at lunchtime. This is the time when a bunch of us gather together and work on our weekly crossword puzzle. This is when we discuss such things as current events, television shows and we attempt to complete the crossword puzzle.

We approach the crossword puzzle the same way we do our business. If you are sitting at the table at lunchtime on Mondays, you will undoubtedly hear this phrase spoken many times, "Did you get that one? Let me help you." We work together to solve the puzzle. The same way we work together at Fiber-Shield to give you, the customer, the best possible experience. After all, customer satisfaction has always been our number one priority.

So, feel free to call us at any time and let us solve your puzzle. But don't be surprised if there is a delay in picking up the phones on Mondays at noon.

Love,  
Connie

