

SOLUTIONS

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Mining Manny's

Mind



Chemistry, like any science, can no longer afford to impose academia's limits or prejudices. We live in a fast-changing world where today's impossibleness becomes tomorrow's reality. Like a fast moving train that doesn't make any stops, one has to run and jump on to catch it! It is no longer a sequestered, "stay in your castle and enjoy the mutton" place, but an action-packed, "let's move it and do it" universe. Thus our products are the result of intense creativity and imagination, each one designed to potentially produce \$millions\$ in sales for our customers! Come join us. We're here for you.!



Message From Michael

A Salesman's Lament

From tiny neutrons, protons and electrons comes the powerful protection. It's important for our sales staff to influence our customer's selection. Each word we deliver must take on its own inflection — Because without customers — its total Insurrection!!

Solutions Editor: Jonathan Costanzo

WHAT'S HOT

Krystal Kleer™ Glass Protector

Our latest and newest product **Krystal Kleer™** is making waves across the nation. This product has passed every major test that has come its way and has performed above and beyond expectations. The real difference that makes the **Krystal Kleer™** unique is the "scratch resistance" it gives glass. Perfect for autos, glass coffee tables, glass tops on conference tables and all the glass in the bathroom. Water and dirt are repelled by this thin microscopic layer of protection. It actually chemically bonds with the elements in the glass and makes an invisible layer that is only one molecule thick!

A real plus is when you go to clean your window, all you need to do is give it one good rinse. One application lasts for months.

FIBER FOCUS

Our Employee Focus this month is on Jason Wagner, our ready, willing and able Warehouse Manager. Jason is always prepared to get out your order in a timely fashion. He and his crew pride themselves in their speed and accuracy in filling orders and getting them out the door.

Congratulations, Jason!

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Connie's Corner

Welcome to the wonderful world of international sales! Things are really picking up from all corners of the globe. We now have excellent customers from South America, Europe, The Middle East, The Far East and Central America to name just a few areas. This international interest in our product line has been due largely to our recent advertising and public relations campaign. It gives credence that our product works better than our competition's and that no matter where one lives they deserve the best -- Fiber-Shield!



Sylviane Says...

Bonjour!

For most of us, 9-11 generally signifies a cry for help. For all of us, 9-11 meant a magnificent demonstration of solidarity and courage. September 11, 2001 has shown that, once again, humankind can rise up to meet the occasion of resisting and overcoming negative and destructive forces. I am particularly proud of all my customers who have shown a strong desire to "roll up their sleeves and keep on going" to support and sustain our economy, no matter what challenge may be in the way.

That said, I am reminded to get back to our products. One common issue I have seen happen many times, with customers who did not get the best results while testing our products, is that they didn't allow enough curing time (sometimes none at all) before evaluation. Although our protective formulations start working upon drying, maximum performance occurs 24 to 72 hours after treatment. We would not expect green tomatoes to make the best spaghetti sauce, would we? Let us allow excellence to shine through, as we have in the past four months. Au Revoir...