

# SOLUTIONS

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## Mining Manny's

## Mind



Well, summer is nearly over. I hope you enjoyed the sun, the beach, the sand. Now, it's time to get back to business. We have been in business over 20 years and I just wanted to take this opportunity to reiterate our commitment to you. We will continue to offer a superior product and exceptional customer service. As many of you know, our customers are like family to us. We want to be there to assist you in any way possible and help you meet the needs of your business. So, give us a call. We are here for you.

## Message From Michael



I am very excited these days -- We have had 10 different major companies for five products say they are coming on board to Fiber-Shield Industries products. What that means is the third and fourth quarters are going to be energized around here. That's the way I like it! If anyone out there wants to climb aboard the Fiber-Shield train, it's a great time to do so. Our pricing is sharp and we still have some room in our production schedule. So give us a call and we'll send out a sample and get started. Welcome aboard!!

Solutions Editor: Jonathan Costanzo

## WHAT'S HOT

**Flame-Shield® Fire Retardant.** This product can be used for many things from hotel room curtains to the lumber used for building materials. **Flame-Shield®** is a water-based material that helps retard the spread of fire when applied properly.

One of the real major benefits, especially when applied to various textiles is that **Flame-Shield®** does not change the aesthetics of the treated material. No staining, white residue or stiffening.

**Flame-Shield®** received high praise when it was approved by the top two toughest jurisdictions, the **City of New York** and the **State of California**. For more info call 800-743-4185.

### FIBER FOCUS

*Our Fiber Focus this month is on Manny Vickers, our founder and President. Manny started Fiber-Shield Industries 23 years ago and has watched it grow into a successful, thriving business. As Fiber-Shield has gotten larger, he still takes an active role in the daily running of the business. He is also our Technical Director and oversees the research and development of our product line. He is always working, making certain that every product meets the Fiber-Shield standard of excellence. While this would overwhelm some people, Manny handles it with ease and still has time to share a joke with his employees.*

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## Connie's Corner



At lunch a few days ago, my fortune cookie said, "Nothing in the world is accomplished without passion." Wow! We could have made this saying the Fiber-Shield motto a long time ago because each and every member of our team performs their job with a passion for perfection and a passion for service."

Love,  
Connie



## Sylviane Says...

Bonjour!

So many great products, so little space...

One of the great joys about being part of the Fiber-Shield Team, is the versatility of our protective formulations: leather, fabric, carpet, masonry, glass and wood protection, water, stain and oil repellents; abrasion and scratch resistance and much more.

For instance, is your customer "playing with fire"? Fiber-Shield's fire retardant **Flame-Shield®** treats fabrics, wood, paper, leather and most cellulosic substrates. Water based, simple to formulate, it can be brushed, sprayed, dipped and aerosolized.

**Flame-Shield®** is also approved by the City of New York and State of California Fire Marshall. What more can I say?

True story: I watched a test we ran in our lab. A strip of paper towel was treated on the top half with **Flame-Shield®** and set on fire. It burned until the flame reached the portion treated with **Flame-Shield®** and then, extinguished in 2 seconds, just like magic....

As Manny said: "the proof is in the pudding" (I didn't get this... Is someone making desert?) Au Revoir...

