

SOLUTIONS

Summer 2003

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Mining Manny's

Mind



In the last few months we have seen a lot of news reports and discussion on a substance called PFOA also known as C8. A number of our customers have called to find out if we have this material in our products. As a quick background C8 is a product that is used to make certain types of fluorochemicals. This C8 has been found in small amounts in the blood of workers that use this product and also in the general population. As a result of these findings concern has been expressed that C8 may be hazardous to human health. To date no one has proven that C8 is hazardous to human health and more studies are being conducted.

You should be happy to know we do not use C8 to make any of our products.



Message From Michael

If you're standing still, that means you're going Backwards!!

With the speed that business flows nowadays no one can afford to simply maintain the Status Quo. Creativity in your present line of products and new product SKU's are a must for a vital thriving business.

These past couple of years have been a test for the "survivors". But simply surviving is not enough. To grow and become more profitable you have to look for something new. There's a magic to "newness". It makes everyone be on their toes, learning about new approaches, new marketing and new products.

That's where we come in. We have several product lines that can be added to yours or even combined with your existing products to make them even better. Just give us a call and we can brainstorm how we can help.

Solutions Editor: Jonathan Costanzo

WHAT'S HOT

When you look around you, there are so many things that are made of vinyl these days. If vinyl is not protected properly, it can dry up and crack. So, how do you protect this vinyl you ask? Well **Fiber Shield Industries** has come up with the **finest vinyl protector** on the market today. It will not wash off with the first rain storm like most vinyl protectors. We have really perfected this formula and anyone that has tried it has given it raves. Call us for more information on the **Fiber-Shield Vinyl Protector**.

FIBER FOCUS

Our Fiber Focus this quarter is Susan Collins, a senior member of our laboratory staff. As a part of our team, she has a great deal of responsibility. She does R&D, quality control (QC) and many other scientific tasks. One of the methods of QC, used in our lab, is the FT-IR, which analyzes the spectrum of our products to assure that the highest quality is being shipped to our customers. Susan is extremely personable, intelligent and hardworking. She remains calm under pressure and is always willing to go that extra mile to assist someone in need. She is very focused, detail-oriented and a great complement to our organization.



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Connie's Corner

I'd like to remind all my friends out there that **Fiber-Shield Industries** offers a wonderful flame retardant product called **Flame-Shield®**. This product has been approved for many years by the State of California and by the Board of Standards and Appeals of the City of New York since 1989. These two entities are the most prestigious codes in the country and the two most stringent codes that exist! **Flame-Shield®** will also pass the Boston 701 code with flying colors when it is properly applied. Fire Marshals all over the country have referred customers to us after seeing our name on the California list!

This product is offered in a liquid concentrate. No messy powders, no conversion of weight to volume – it's as easy as 1-2-3! Just measure a gallon of **Flame-Shield®**, add three gallons of water, stir a little and you're set to go.

Love,
Connie



Sylviane Says...

Bonjour!

Our weather report for the whole month of June: rain, rain and more rain. That's the true test for outdoor protective formulations. Our building was treated with **Fiber-Shield's Masonry Protector** five years ago. Today, it shows none of the cracks and erosion that the neighborhood buildings display and when it rains, "We" stay dry, "They" are soaked.

I just had a deck built at my new house, with wood supposedly pre-treated with...let's just say a major waterproofing brand. Six weeks and quite a few rainstorms later, the so-called waterproofing is gone. Time to call **Fiber-Shield's Wood Protector** to the rescue.

So, if it's raining on your parade, try our **Wood and Masonry Protectors!**

Au Revoir...

Solutions Editor: Jonathan Costanzo