



*December, 2018*

## Appreciation

### **Dear Valued Customers, Suppliers and Colleagues:**

Thank you so much for your continued support throughout 2018. It was a great year and we can't accomplish any of this success without you.

We wish you a very Happy Holiday Season and a healthy and prosperous 2019 as we strive to grow our business together. Most importantly, enjoy your families!

The Soltex Team

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## News & Events

**Soltex will showcase and participate at the upcoming STLE tradeshow, ILMA Management Forum, NLGI, and Roofing Expo.** We hope to see you at these important events!

**Our annual Christmas bash, this year entitled Dashing Through the Decades, brought out joyous spirits while we honored our 28 years of history.** We celebrated with carols, karaoke and twirls on the dance floor.



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## Did You Know?

### **Distributor program**

Soltex appreciates our distributor customers and the hard work they put in to help expand our markets. We work hard to educate their sales teams on the applications and the basics of working with Polybutene, among other products. We trust this ongoing training shows our long-term commitment to our distributor customers.

### **Capabilities**

Soltex prides itself in being a company with a “can do” attitude. Not only is Soltex committed to a quick response time and outstanding customer service, but our facilities and resources are equipped to assist with any of your custom chemical blending needs and special packaging needs. We are available to help you determine the best chemical for a formulation or simply make available a flexible, economical source of chemical supply. Soltex offers a broad range of products and service support setting us apart from other chemical suppliers.

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## Department Focus: Performance Chemical Additives (PCA)

PCA had a strong year with

significant growth in 2018. Nine new products were added to our already extensive product line and we continue to develop new formulations to meet our customers' needs. In 2019 we are excited to be introducing our new shear stable thickener for gear lubricants and new additives for driveline lubricants. Let us know if you have a market need we can address for you.



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## Meet The Team

Several employees have new positions now and we have a few new faces to introduce.

**Matthew Massoud** is now the Customer Service Manager. He leads a team of four Customer Service representatives to support our customers.



Matthew Massoud

**Alicia Baltazar** has accepted the position of Production, Inventory and Logistics Specialist. She will be joining Jarrod Roussel on the Supply Chain team.



Alicia Baltazar

**Tamara Wisnieski** has joined Soltex as our new Customer Service Representative. Tamara comes from Accella Polyurethane Systems where she held positions as pricing coordinator and business support representative. Welcome Tamara!

**Martha Vandamme** has joined Soltex as our new Sales Representative. Martha brings 25 years' experience in

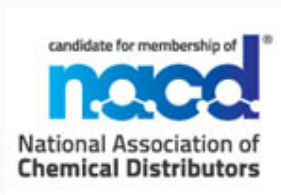
technical sales and marketing at companies like Castrol Industrial North America, Shell Lubricants, Bayer MaterialScience, and Exxon.



Tamara Wisnieski



Martha Vandamme



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