

Purging Perspectives



Productivity Begins with Purging®

THE NEWSLETTER WITH LEADING EDGE SOLUTIONS

Volume XIV, Winter 2004

CALENDAR

HAPPY HOLIDAYS!

The Dyna-Purge Team wishes you a happy & healthy holiday season!

Please Note: We will be closed Christmas Eve, Dec. 24, & New Year's Eve, Dec. 31.



IT'S TIME AGAIN TO VISIT YOUR WESTERN REGION DYNA-PURGE SALES REPS!

Come see us at the Anaheim Convention Center, Anaheim, CA, **Booth #3709**, January 10-12, 2005.

See our "Dyna-Purge in Action" video and let us help provide you with purging solutions to your processing challenges.

Call Us! E-Mail Us! Fax Us!
WE WANT TO HEAR FROM YOU!

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Personnel	Ext.
Gail Blendowski • Lead Coord.	114
Tim Cutler • Business Manager	.135
Carol Czosek • Sales Rep.	...129
Joie Komarmi • Int'l Manager	...128
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NEW WAREHOUSE READY FOR WESTERN CUSTOMERS

Dyna-Purge is pleased to announce the opening of our newest warehouse operations in Salt Lake City, Utah.



Over the past few years, Dyna-Purge has seen double-digit growth in the sales of our product to plastic processors in the West and Northwest. As of November 1st, inventory of the Dyna-Purge product line became more readily available to this area of the United States, including California, Colorado, Washington, Oregon, Wyoming, Nevada, Utah, Idaho, Montana, Arizona, Alaska and Hawaii.

By establishing a distribution center in Salt Lake City, it is estimated that

freight costs will be lowered by approximately 30-35% and delivery time will be reduced to only two days to most regions. Orders received by 3:30 pm EST (1:30 pm Mountain) will be shipped no later than the following business day.

"Minimizing freight costs makes our product more compatible and attractive to our customers," says Tim Cutler, Business Manager. "We are very pleased to offer our Western customers the benefit of having a distribution center that is closer and more accessible."

BLOW MOLDERS - BE AWARE! DYNA-PURGE B IS HERE!



This past year, we have been promoting Dyna-Purge B, a purging compound specifically designed to purge resins used during the blow molding process.

Dyna-Purge B was developed and field-tested with customers seeking a process-specific purging compound.

Designed for purging all resins used in extrusion or injection blow molding at temperatures ranging from 320°F to 575°F (160°C to 302°C), Dyna-Purge B purges faster and more economically than in-house resins or other purging agents. It can be used for blow molding where there is a minimum clearance of 25/1000th of an inch (.65mm) throughout the process.

To request literature and a free trial sample of Dyna-Purge B, contact your Sales Representative via phone, fax, or e-mail as listed on this page, or visit our website at www.dynapurge.com, click on Product Information and then go to: Request for Information or Sample.

SUCCESSFUL 2004 K-SHOW

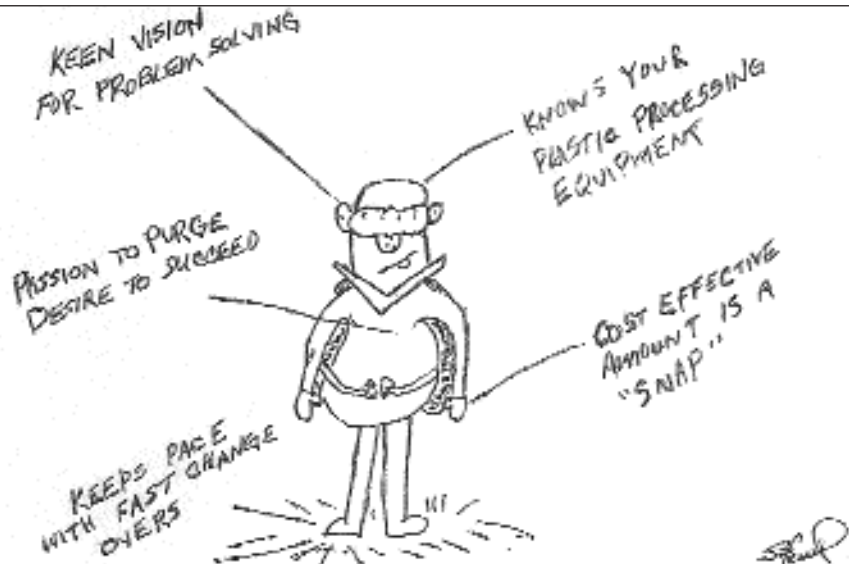
Dyna-Purge exhibited in the North American Pavilion at the 2004 K-Show in Dusseldorf, Germany, October 20 -27th. Our first presence at the K-Show was very successful, meeting processors and potential distributors for Central Europe, Italy, India, Korea and South Africa. Dyna-Purge continues to grow internationally, signing Eurindis as a new distributor for France.

Pictured right: Joie Komarmi and Phillip Schneider of PKV (Germany).



Captain Purge is the original and imaginative creation of Sales Rep, Steve Papenthien.

Steve will continue to keep readers amused in upcoming editions.



Meet Nina Salvo

Nina Salvo, who covers most of the West and Southwest, has been a dedicated member of the Dyna-Purge team for the past three years. Working with many of you has led to Nina growing this region by more than 50 percent! As a direct result, Nina recently

advocated, on behalf of her customers, for our new warehouse out West that is lowering freight costs and speeding up delivery time.

When relaxing at her home with her lovely daughter, Dana, Nina enjoys reading biographies, philosophies, and anything business-related. A real people person, Nina knows how to develop a genuine rapport with everyone she meets. She also believes, "You can never have too much fun!"

Nina is looking forward to greeting all of our customers at the Dyna-Purge booth during the Plastec West show, in Anaheim, CA, this coming January. If you plan on attending the show, make sure to stop and talk to Nina!

THANKS FOR YOUR COMMENTS

Dyna-Purge M: We really like the great job this product does in purging out our color mold machines.

- Karen Ours, Evansville, IN

Dyna-Purge SF: Has proven superior compared to previous purging compounds used.

- Tony Barbarini, Miles, OH

Dyna-Purge M: We are a prototype shop. We purge at least 3 or 4 times a shift. We are using less purging compound by using Dyna-Purge and it cleans the barrel more completely.

- Joe Hanzel, Harrisburg, PA

Shutting down for the holidays

We hear about it all the time. A plastic processor closes up shop for a holiday, only to return to equipment that produces black specking, contamination and a high percentage of defective products.

Unlike resins, which can degrade or carbonize equipment, Dyna-Purge is heat stable, non-chemical, and non-abrasive. It's ideal for leaving in the barrel during shutdowns and is an effective preventative method to ensure quick, reliable start-ups without black specking or color contamination.



Please pass this newsletter on to appropriate individuals/plant manager.

FAX BACK FORM

Fax: 716-685-3236
Please let me know more about Dyna-Purge. I don't want to waste resins or time!
Please remove my name from future mailings.

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