



*Dear Zellie,*

For many years I've had what I thought was a supportive relationship with my current supplier, but lately I've noticed I get the same old answers to my changing needs. For instance, as I've become more involved in the valve seat & seal business, I have developed the need for a more cost effective and increased dimensionally stability alternative to the acetal rod my source sells me. But when I ask them, their answer is just to offer my customer a length of the same solid rod that is losing me business in machine time and rejections. I need a better, more creative partner! I've long suspected that there must be a source that cares more and is truly interested in me. Can you help me?

**-A Dissed-Stributor**

Dear Dissed -

I'm sorry you have had such problems, and you have done well to reach out for help! The solution to your problems is simple: acetal tubes, natural and black, in stock, from ZL Plastics! Not only will their materials help you, but you also get exceptional customer service and lightning fast shipping. (usually same day!) Give ZL a call - you'll be glad you did!

Sincerely,

*Zellie Mid*

Zellie Mid

Industry Plasticologist

**Contest Announcement!:**

Send in your own write-in to Zellie and if your submission is used in the next newsletter, you will receive a \$25 gift card!  
Send your entry to: [ericg@zlplastics.com](mailto:ericg@zlplastics.com). \*Entry deadline is September 28th.\*

**New addition to the ZL team!**

We are pleased to announce Dianne Maurer has joined our inside sale team in the Lenexa, KS office. Dianne comes to ZL with 17 years of plastics distribution experience. She brings a unique perspective knowing the importance of both the distribution and manufacturing relationship within the plastics industry. Dianne will be responsible for customer quotes, account maintenance, and furthering the exceptional level of customer service our partners' have become accustomed to receiving. In her free time, Dianne volunteers with the American Cancer Society's "Relay for Life" program as team captain and is active in various committee roles. Please welcome Dianne to the "other side" of the industry the next time you call!

