

From the Presidents Pen



ZL Quarterly
July 2010

Dear ZL Partners,

Normally our ZL Quarterly would be filled with product and application information. So forgive me if your expectations are not met but I wanted to use this letter to reflect on the last eight years and also thank you for the friendship and partnership. I cannot say it was easy to survive but with your help we have turned a dream of a few into a respectable business today, thank you!

So how did we get here? On July 15, 2002 we officially started ZL Engineering Plastics with 4 walls, a concrete floor and a folding chair. Just getting a phone line seemed impossible but then starting anything is tough. As you know ZL imports all of our material from Zell-Metall in Austria and Licharz in Germany. Not long after our birth, containers started to roll in full of ZL material. Back then we started small with just Nylon (extruded and cast) and Acetal (Homo and Co-Polymer). In September we made our first sale and things started to happen. During our first year we added PET, Ultem and PEEK to the lineup as well as more partners.

Three years young in 2005 ZL expanded to Kansas City, some say I just wanted an office away from my house, possibly, but the main intent was to serve you better. During this time my office seemed to be United Airlines as time was spent in the air more than on the ground. However when I was on the ground, I had the pleasure to watch our team work hard and deliver plastic.

As **everyone** knows ZL is run by some incredibly talented and devoted people. Behind the scenes they work tirelessly to earn your business. Our team from "ex" other careers has come together in ways that I never could have imagined. I am very proud to work everyday with these people. I not only call them co-workers but friends as well. When the doors are unlocked in the morning their focus is getting you quality product in the time frame you need it. I want to thank all of our employees for their efforts along the way; it is never done by one but by all!

Now 8 years later we are still growing and adding products. As you have seen in past ZL Quarterly's, our product line has expanded into static dissipative and conductive materials as well as Nano based products. One past issue contained photos of our dogs (PET) and another of George in our California warehouse flexing Acetal rings like Popeye. In future issues you will again see materials as the main focus.

In closing, I personally want to thank all of our distributor partners and ZL team members for your kind support. The future will always be the future but to forget the past would be to forget life. So I fondly remember the past and get excited to look into the future with you as our partners! Our plan is simple; with your support we will continue to offer the highest quality products and service to you and your customers.

Best wishes,

Patrick Pheffer
President ZL Engineering Plastics