

New Website Launched

LAMATEK unveiled its ultra user-friendly website in September. The new design includes B2B portals for both customers and vendors, putting the resources you need right at your fingertips. Find the status of your existing order, place a new order, or even check LAMATEK's inventory availability. It's now even easier to search our database of materials and adhesives to find the exact product that you've been looking for. Need a quick quote? Submit it online and track its status in real time, anytime you wish. Subscribe to our newsletter, find out the latest innovations in tapes and gaskets, or play a challenging round of LAMAMAN. Check us out at www.LAMATEK.com.

Urethane Foam Increases

IN the past months, new words have entered the collective vocabulary of those in the Urethane Foam industry: allocation, force-majeure, and toluene di-isocyanate (TDI) to name a few. Prices for polyurethane foams which had been slowly, if steadily, rising for several years suddenly increases in percentages and time frames that have been described as "significant" and "unprecedented". Manufacturers have cited increased demand from China, hurricanes Katrina and Rita, rising chemical costs, continued high oil and natural gas prices, and the shutdown of a major raw material facility as specific causes for these price increases.

In face of this volatility, LAMATEK has made every possible effort to secure materials and to continue supplying our customers without

(Continued on page 2)

Inside this Issue:

- Website Launched
- Urethane Foam Industry Notes
- Products and Markets
- Where's LAMATEK?
- Upcoming Events
- Volunteer Activities
- Holiday Greeting
- LAMA-Versaries
- Community Notes
- Holiday Closings



LAMATEK Open House

LAMATEK celebrated their recent move on June 13th by inviting customers, vendors, manufacturers' reps and associates to an Open House. Employees proudly showed off their new home as visitors were given a tour of the new facility followed by an outdoor luncheon. The weather was perfect and guests were treated to music by musical duo "The Sid & Tom Show" which includes LAMATEK's very own General Manager, Tom Cole. Most importantly, we'd like to thank all of our customers & vendors who made our Open House such a success!!



(Continued from page 1)

interruption. It has been necessary, however, for us to increase the prices of our urethane foam tapes and gaskets to reflect the new market realities. This was not a decision made lightly; we appreciate that similar pressures are being laid to our customers by other supply markets and have made every effort to minimize the impact of the foam increases.

Urethane foams, even now, remain to be cost effective in weather-stripping applications when weighed against the current alternatives of fiberglass or closed-cell sponges. The savings found in application and installation time and in improved thermal efficiency are evident when viewed against the material cost.

While we are now focusing on one portion of the flexible foam industry, we must consider that some of the same pressures affecting urethane foams are also being felt in other areas, such as adhesives, rubbers, polyolefins, and vinyls. Over time, increases in price are inevitable in almost every marketplace. At LAMATEK, we strive to meet these with increased productivity, improved service and impeccable quality to better serve our most valuable asset, our customers.

Sales Awards Presented

THE annual LAMATEK Sales Meeting held in June was the perfect opportunity to recognize the outstanding contributions of its independent sales representatives. Several awards were presented to mark the previous year's achievements.



Above and Beyond Award in Promotion of New Products:

Scherer Industrial Products—
Robert Scherer and Blair Greydon.

Stand Out Service Award for Account Coverage and Follow-Up:

Systems and Components Group —
Larry Czapla, Ron Wilcox, Curt Pomerville.

Award of Achievement for the Top Performing Sales Representative:
KIDCO—Dennis Kidder.

Making a Difference...

LAURA Basara, LAMATEK's Director of Sales and Marketing, recently spent a week in Slidell, LA assisting in aftermath of Hurricane Katrina as a volunteer for the Noah's Wish organization. This is a not-for profit organization that works exclusively to rescue and shelter animals in disasters, such as earthquakes, floods, fires, tornadoes, and hurricanes. Laura was trained to care for the animals as they waited for the return of their owners or to find new homes. Specifically, Laura cared for some of the many cats still in the shelter. Two cats returned with Laura to New Jersey where she has found new families for them.



For more information on Noah's Wish, or to make a donation, please visit their website at www.noahswish.org.

New Products by LAMATEK

EXTREME Environment Gaskets are a new addition to LAMATEK's line of Fenestration and OEM products. These high-tack gaskets are engineered to permanently adhere to low surface energy materials such as polyolefins, vinyls, and metals. With their resistance to humidity and low minimum application temperature, Extreme Environment Gaskets are ideal for use in the upcoming colder weather. This versatile product line can be manufactured with both new and existing die layouts and a variety of foams and sponges.

Applications for Extreme Environment Gaskets include refrigerated areas and exterior Point of Purchase use.

For more information on this exciting new product, including material specifications, samples, and pricing, please contact your sales representative.

Where's LAMATEK?

GlassBuild 2005 lived up to its billing as the premiere trade show for the window and door industry. With an attendance over 9,000, GlassBuild proved to be the place to meet customers, vendors, and prospects. GlassBuild boasted a showing of most of the North American suppliers of window and door equipment and components. At the show LAMATEK debuted several new products to an already extensive product line. These included butyl sealing gaskets, Extreme Environment gaskets and Protek film. Look for LAMATEK at next years GlassBuild event to be held September 20-22 at the Las Vegas Convention Center.

Upcoming Events...

LAMATEK will be exhibiting at the TREX show (formerly P.O.P. Show) December 7th and 8th in NYC's Javitts Center. This show features packaging, displays, graphics and merchandizing solutions. LAMATEK will display products specifically designed for the P.O.P. industry including mounting tapes and squares, non-skid foams, felt and cork dots, and high-bond and removable tapes. Please visit LAMATEK at Booth #1042. For a preview of this show, go to www.totalretailxp.com.

LAMA-Versaries

1 Year

Jose Penaloza September 20, 2004
Keitonia Hill September 22, 2004

2 Years

Amy Burns September 8, 2003
Jenna Tice September 22, 2003
Luis Cotto October 11, 2003

3 Years

Melisa Kobelka October 28, 2002

6 Years

John Tice September 9, 1999

9 Years

Terri Chicosky September 30, 1996

13 Years

Drew Gilmore November 2, 1992

22 Years

G. Robert Carlson October 1, 1983

Holiday Closing Schedule

Thursday, November 24

Friday, November 25

Monday, December 26

Monday, January 2

Kitten Found

JOHN Tice, LAMATEK's production supervisor recently rescued a kitten from our shipping area, which was soon to be under water due to flooding from a torrential rain-storm. The Tice family has adopted the kitten, now named Tinkerbell.



Holiday Greeting



Dear Friends,

Each year, LAMATEK celebrates the Holiday Season by sending cards to our customers, vendors and associates. This is a pleasant task, and we look forward to choosing special cards that bring a smile to all.

This year, in lieu of sending cards, LAMATEK will make a donation to a local organization. The Lighthouse, a not-for profit organization in Philadelphia, founded in 1986, assists families in need throughout the year with both food and clothing; each Christmas, more than 5,000 gifts and toys donated from corporations and individuals are given to the children of these families.

We would like to wish you all the joys of the season and prosperity throughout the New Year.

From Your Friends at LAMATEK



In the Community...

Grete and Owen Burns, the children of Amy Burns, participated in the Tri County Swim Championship held August 6th and 7th in Cherry Hill, NJ. Owen placed 4th in the 100 IM and took home the GOLD medal in the 50 fly. Grete swam her best time of the season in the girls' 100 meter freestyle relay.

Terri Chicosky's son Christopher attended the Boy Scouts National Jamboree held in Fort AP Hill, VA. The 10 day event was attended by 43,000 scouts, leaders and volunteers from around the country and the world. Also, Christopher's scout troop collected 6,000 bottles of water over Labor Day weekend as part of the relief effort for hurricane victims.