



# T & T MARKETING, INC.

DISTRIBUTION AND SALES REPRESENTATION

2016 Quarter 4 Newsletter

## T & T MISSION

To achieve success by meeting our customers' needs by providing high-quality products and exceptional service.

## UPCOMING HOLIDAYS

**T&T WILL BE CLOSED ON THE FOLLOWING DAYS IN OBSERVANCE OF THE UPCOMING HOLIDAYS:**

Christmas Eve - Observed  
Friday, December 23rd

Christmas Day - Observed  
Monday, December 26th

New Year's Day - Observed  
Monday, January 2nd



## Stay connected!

Follow us on

**LinkedIn**

**twitter**

**facebook**



## Wishing you enjoyable holidays ahead!

## T&T Employee News

### WELCOME ABOARD!

Joe Maglich has recently joined T&T Marketing, Inc. as Account Manager, Mid-Atlantic. Joe is a graduate of the Ohio University Russ College of Engineering program with a degree in chemical engineering. His 6+ year professional career has been focused on technical sales and customer support for DuPont and later at its spin-off, Axalta Coating Systems.

Joe resides in Conshohocken, PA. In his spare time, he enjoys playing drums and guitar, fishing, baseball, and traveling.

The T&T team is thrilled to have him on board!



### IT ONLY COMES BUT ONCE A YEAR...

T&T's Annual Company Meeting took place September 20-22 in Spring Lake, NJ. This is such a great opportunity for the T&T team to come together to learn, brainstorm and celebrate successes and achievements with each other. Through the course of the week we heard from our Product Managers regarding new product offerings. Our Account Managers discussed future opportunities and our Senior Managers spoke about our achievements and goals going forward. All members of the team had a chance to present their projects and goals.

A dinner was hosted at The Breakers where attendees were able to enjoy an evening of meeting and mingling. Supplier Guests included AGC Chemicals, Axiall, Electric Cable Compounds, Exxon Mobil Chemical, Firestone Textiles Co., Huntsman, S&E Specialty Polymers, Specialty Minerals, UNIGEL and PolyOne.



Tom Jordan acknowledges employees for anniversaries at our Annual Company Meeting in Spring Lake. From left to right, Tom Jordan; Craig Shell (10 years); Robyn Hermann (5 years); Joy Piscopo (5 years), Paula Gervasio (10 years) and Steve Pinnix (5 years).

We are so pleased to have had another successful meeting and look forward to next year!

Customer Service: 800-608-1577  
Fax: 973-426-0457  
E-Mail: [info@ttmarketinginc.com](mailto:info@ttmarketinginc.com)

T & T Marketing, Inc.  
21 Inwood Lane  
Andover, MA 01810

Technical Support  
336-295-3053  
[techservicehotline@ttmarketinginc.com](mailto:techservicehotline@ttmarketinginc.com)

*Where the Customer Comes First!*

## QUICK LINKS

[T & T Website](#)  
[T & T Products](#)  
[Contact Us](#)

## UL LISTINGS

[TPE UL Listings](#)  
[FEP UL Listings](#)

## T & T WAREHOUSE LOCATIONS

Millbury, MA	Los Angeles, CA
Chicago, IL	CA
Dallas, TX	Newark, NJ
El Paso, TX	Trenton, ON

## PRODUCT DATA SHEETS

DON'T FORGET...

You can download product data sheets and SDS from the T&T website.

Simply go to the [product page](#), select the product area you are interested in, and click on the pdf icon next to the grade description.

## DID YOU MISS THE TECHNICAL SESSIONS AT IWCS?

Our Technical Director, Paul Lorigan, presented his paper on Novel Intumescent Halogen Free Flame Retardant Compounds with Lower Heat Release, Reduced Smoke and Toxicity as Measured in ASTM E1354-15a Using the Cone Calorimeter.

Read Paul's [technical paper](#) to find out what you missed!

**IWCS**



## SUCCESS CORNER

Life expectancy is measured in years for wire and cable! And so it is for our EVA resins from Hanwha achieving multi-year milestones in successful low voltage cable experience. We are selling 9%, 18% and 28% grades that work for that purpose very well! Our VA range reaches from 3.5% VA levels to 40% levels. We are pursuing hot melt adhesives, films, hose and tubing markets in addition to the compounding market. Check out the product list by clicking the logo to the right. We also carry two grades that have USDA approval for food contact applications EVA x1218 (18% VA, 0.7MI) and EVA 2250 (12%, 2.0 MI).



## T&T'S LAB CAPABILITIES & TESTING

Don't forget, T&T offers compounding capabilities to fulfill our customers' specific requirements. View our [Lab Video](#) to learn about the extensive testing and analytical capabilities T&T has to offer. The T&T Technical Service and Materials Development Laboratory, located in Easton, PA, is available for touring and testing.

You can also subscribe to our [YouTube](#) channel to watch our latest test videos.



## Economic News

Asia Pacific to lead growth of global plastic compounding market

As per Transparency Market Research, rise in demand for polyethylene in packaging and transportation applications has been a major factor driving the demand for olefins. Increase in demand for polypropylene in electrical components, automotive components, and consumer goods has further boosted the demand for olefins.

Asia Pacific is expected to be the leading regional market for plastic compounding over the next few years due to increasing population and rapid industrialization in emerging economies such as China and India. Major industries such as automotive, electrical & electronics, construction, and consumer appliances are growing steadily in Asia Pacific owing to expansion in workforce and subsequent development of industrial infrastructure in the region.

*plastemart.com, November 30, 2016, [click here](#) for full article*

## FUN FACT

### Big Friday?

The city that first popularised the term Black Friday was Philadelphia. Police officers, frustrated by the congestion caused by shoppers on the day after Thanksgiving, started referring to it derisively as "Black Friday".

Unsurprisingly, retailers weren't happy to be associated with traffic and smog. So they tried to rebrand the day "Big Friday", according to a 1961 local Philadelphia paper. Needless to say, the term didn't stick.

## PRODUCT HIGHLIGHT

T&T offers several new FEP products!

Stress Crack Resistant FEP's, [TTFEP5-JSC](#) (4-8 MI) and [TTFEP9-JSC](#) (8-11 MI), are melt processable fluorinated ethylene propylene terpolymers intended for use as high temperature wire and cable insulations and jackets. TTFEP5-JSC and TTFEP9-JSC have been designed for extrusion in wire and cable applications that require a high level of stress crack resistance. Both exhibit good extrusion processing characteristics.

[TTFEP30-T](#) (29 MI) is a melt processable fluorinated ethylene propylene terpolymer intended for use as high temperature wire and cable insulations and jackets. TTFEP30-T has been designed for *high speed extrusion* of thin wall coatings on small gauge wires. TTFEP30-T exhibits good electrical and mechanical properties and offers excellent thermal stability and a low coefficient of friction.