

## CULTURED STONE NEWS

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## ACS Appoints Jack Simmons, VIP of Sales

ACS International, Inc. announces the hiring of Jack Simmons as Vice President of Sales, where he will be leading the sales team for the filler product lines in both the domestic and international markets.



Mr. Simmons has held several executive level positions with leading raw material suppliers such as the R.J. Marshall Company and Silmar division of British Petroleum (now known as Interplastics Corporation) where he held vice president titles in each company with responsibilities ranging from sales, marketing, and new product development. Mr. Simmons' tenure also includes positions with cast polymer businesses such as Marbelite where he acted as the Chief Operation Officer for United States Marble overseeing sales, marketing, and manufacturing.

"ACS is pleased to have Jack Simmons on board with us," says Greg Novak, President of ACS International. "We believe that Jack will have a tremendous affect on our filler division in both sales and recognition. Jack has an extensive professional history within the industry and is seen as an asset to our organization."

Mr. Simmons has often been a key speaker at the ICPA, ACMA, JEC, and ISSFA trade conferences where the presentations ranged from technical, marketing, and global recycling of composites. He has also served on the Board of Directors and Executive Committee of the ICPA and on the Board of Directors of the ACMA. Mr. Simmons educational background began with a bachelors degree in Chemical Engineering and later an MBA in marketing from Michigan State University.

### Trade Shows

### Stoneweld from page 2

What does the year hold for trade shows? The following is what ACS has planned for exhibiting in 2006. We hope to see you there!

#### Multi-Regional (MCMA, MACMA, NECPA, FCPA, & PCMA)

We will have two presentations at this regional show, including a veining demonstration.

April 20-22, 2006  
Raleigh, NC

#### Composites (Polycon)

Booth 300  
October 18-20  
St. Louis, MO

#### IBEX

November 1-3  
Miami, FL

- Required less Stoneweld to do the same amount of seeming—280 ml of Stoneweld did the same amount of lineal feet as 940 ml of polyester adhesive from a quart container.
- Required no pigmenting! Stoneweld comes pre-pigmented with color cross reference charts available for most national natural and engineered stone products.
- Required no extra supplies such as mixing cups or sticks for application.

Overall, Stoneweld requires less labor, fewer supplies and eliminates the guess work. Based on the above customer trial, fabricators preferred Stoneweld! When looking at the cost of kitchen counter tops that often run from \$8,000 USD and up, isn't it worth using a superior adhesive?

## Q & A

Q: How long can I keep a tube of adhesive?

A: Typically, adhesive is good for one year from the manufacturers date located on the adhesive label—proper storage guidelines must be followed. High temperatures can destroy the activator and cause the adhesive not to harden.

### Looking for...

ACS is currently looking for qualified individuals to fill the following positions:

#### Sales Representative

There is currently a position open for a sales representative for our East coast territory selling our filler product lines.

#### Laboratory Manager

We are seeking an organized, detail oriented individual with laboratory experience to lead our lab staff.

For detailed information on these positions, please contact Greg Novak at [greg@acstone.com](mailto:greg@acstone.com)

## Natural & Engineered Stone Adhesive



Current adhesive applications for natural and engineered stone require a messy, arduous process which hinders the fabricator instead of serving as an aid.

Typical scenarios include scooping cup fulls of a gloppy adhesive from buckets; guessing the mix ratio of adhesive to activator; and guessing the necessary pigments to color match the adhesive to stone.

Once the prep work is complete, fabricators must quickly apply the adhesive in an archaic fashion—with a popsicle stick—onto the stone surface before it cures in the cup. Stoneweld cartridges take the guesswork out of adhering natural and engineered stone. Unlike most natural and engineered stone adhesives used today, which most often have an epoxy or polyester base, Stoneweld is a pure methylmethacrylate adhesive with a 10:1 mix ratio and is styrene free! It comes pre-pigmented and ready-to-use. What this means to a Stoneweld user is extreme ease-of-use!

#### How Does Stoneweld Stack-up to the Competition?

In a trial comparison between Stoneweld and a leading supplier of a polyester adhesives, Stoneweld proved the more favorable choice. While adhering a total of 100 feet of engineered stone material Stoneweld:

- Required little to no set-up time—while the polyester material took about 15 minutes of prep time.

*Continued on page 4...*

## Another New Featherlite Product!

We've added again to our Featherlite line! As previously mentioned in our last newsletter, ACS expanded the Featherlite series to include the new Featherlite 1700. FL-1700 is designed as a concentrate that offers a variable 5 to 50% weight reduction, depending on the amount of concentrate used. The FL-1700 physical properties include:

- Mean Particle Size 80 μ
- Dry Color White
- True Density 0.7 g/cc
- Free Moisture Content < 0.1%
- Bulk Density 20–25 pcf

For those wanting other options in reducing their products weight as well as cutting the cost of resin, our line up of Featherlite products offer a variety of options.

- FL-20, offering a 20% weight reduction with a resin demand of 27%
- FL-30, offering a 30% weight reduction with a resin demand of 37%
- FL-50, offering a 50% weight reduction with a resin demand of 47%
- FL-1000, offering a 50% weight reduction with a resin demand of 50% (which has a smaller particle size than the FL-50).

Each of the Featherlite products come ready-to-use with the addition of resin. A standard marble resin is all that is required when using Featherlite. With its bright white color, which requires little or no titanium dioxide, Featherlite is an attractive alternative to other products on the market. For more information, please contact our office, or your area representative.

*Angela Kliever  
Director of Marketing & Adhesive Sales*

## New Image for 2006

Notice something different within this newsletter? ACS is changing its image! We've updated our logo and will be transitional into our new image. ACS came into being in 1988 and was mainly a supplier of cultured stone, which was reflected in our old logo style. Now, ACS supplies a wide variety of products from spray granite to marine adhesives and is boldly looking towards future new products.

Our logo change will be a gradual process so you may be seeing two versions as we change our material over to the new style.



## Know Who to Contact

With all the growth at ACS we want to make sure you have the right contact information! Below is a list of key contacts here to provide the most affective solutions for your needs. In addition to the e-mail address all contacts may be reached via our main phone line at 520.889.1933 or toll free at 1.800.669.9214.

#### Sales Representatives

Don Hay, Western/South-Central Sales Representative  
Bob Gramins, North-Central Sales Representative  
Bryan Stannard, Adhesive Sales Representative  
Jeff Starcher, Marine Adhesive Sales Representative

[don@acstone.com](mailto:don@acstone.com)  
[sales@acstone.com](mailto:sales@acstone.com)  
[bryan@acstone.com](mailto:bryan@acstone.com)  
[jeff@acstone.com](mailto:jeff@acstone.com)

#### Customer Service (Order Placement)

Kathy Huesman, Int'l & Western U.S. Customer Svc./Office Mgr.  
Becky Flynn, Central U.S. Customer Service  
Kim Barney, Eastern U.S. Customer Service

[kathy@acstone.com](mailto:kathy@acstone.com)  
[becky@acstone.com](mailto:becky@acstone.com)  
[kim@acstone.com](mailto:kim@acstone.com)

#### Management

Greg Novak, President  
Jack Simmons, Vice President of Sales (filler product lines)  
Guy Mattern, Vice President of Operations  
Angela Kliever, Director of Marketing & Adhesive Sales

[greg@acstone.com](mailto:greg@acstone.com)  
[jack@acstone.com](mailto:jack@acstone.com)  
[guy@acstone.com](mailto:guy@acstone.com)  
[angela@acstone.com](mailto:angela@acstone.com)

## Adhesive Notice

ACS will be inserting a reminder slip in each bag (or box) of adhesive. Some of the information has previously been communicated, however there is also new and important tips to observe.

#### FOR BEST RESULTS

- Always purge tip of two tablespoons of material prior to use.
- Apply gentle steady pressure on gun handle when dispensing adhesive.
- Applying too much pressure to dispensing gun trigger may result in cartridge deformation and may lead to adhesive curing problems.

- Follow good fabrication practice of applying two adhesive beads in the proper working temperature (ambient and sheet stock) between 65 to 90° F. Below 65° F degrees will slow the cure time.

*Bryan Stannard  
Adhesive Sales Representative.*