

CONCORD INDUSTRIES, INC.

Newsletter

JANUARY 2013

We're more than just carton sealing tapes!



Benjamin Franklin was one of my favorite of the

founding fathers. Ben's quote for the Month:

"To succeed, jump as quickly at opportunities as you do at conclusions"

Happy New Year! We hope the new year will bring happiness, higher margins and more sales dollars for all of us!

Tape Terms..don't worry, we only cover one per issue!

Tear Resistance

The ability of a tape to resist tearing after a tear has been started by cutting or nicking of the edge. For instance, a creped paper tape (masking tape) would have a much lower tear resistance than a brown kraft flat

INDUSTRIAL AND CONSTRUCTION RELATED TAPE PRODUCTS

Concord Industries has always been your source for carton sealing tapes of all mil thicknesses and types, as well as other commodity tapes such as water activated, filament, general purpose masking and strapping tapes. We are constantly looking for more products to better serve you. I want distribution salespeople to keep bringing us new opportunities to expand our line and offer products to you that will increase your margins. When you are lucky enough to walk into the stock or production area of an end user, be aware of all the different types of film or tape that may be in sight. Let your customer know that you can provide more than just carton sealing tape and stretch film. Tell them that you want to be able to quote all their tape and film needs.

In past newsletters, we have mentioned new products such as blue painters tape. It has 14 day UV resistance and can be applied to wood, metal, and glass for up to 14 days in direct sunlight. We stock all the common sizes plus 72mm (3") and 96 mm (4") as well.

We are stocking 3 mil clear low tack protective film. It can be used for surface protection as well as masking. It has UV resistance as well, so it can be exposed to sunlight and peel cleanly after several weeks. Variants of this film can be used on carpet and hard surfaces such as stone or wood flooring.

We are also able to offer a water resistant, hand tearable Polyethylene tape that can be used for masking, surface protection, and splicing. It is ideal for sticking to poly sheeting during painting, renovating, or cleaning operations.

paper (flatback) tape.

Please give us feedback on our monthly newsletters. If you think this will be helpful to others, please feel free to forward it to them.

Did you know?

Concord has a modern converting facility in Fontana (southern California). We can convert many different tape products and customize them for your applications. Many of our tapes can be put up in different widths and lengths to suit end user requirements like extra long rolls, short rolls, narrow or wide, and plain core/plain box with special label.

[Click Here](#) for our Line Card

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Alan's Contact Info
209-602-8821
alan@concordtapes.com

We offer electrical tapes, pipe wrap tapes (printed for code requirement or non-printed), floor marking vinyls in 11 colors and all the standard widths.

Barricade / Safety tapes - We are currently stocking 3"x 300ft black on yellow "Caution" non-adhesive tape as well as abrasive black non-skid floor tape. Safety striped vinyl floor tape is available in black/yellow, red/white, green/white, and black/white colors.

Look for double sided films, papers, foams, and transfer tapes. There are a lot of these products being used in industrial applications for permanent or temporary bonding of many different substrates. (We'll devote another newsletter just for these products.)

Whatever you can find, please try to get a sample. Send it to us and we can dissect it for you and get you the information to get back to your customer. We are here to help!

Looking forward to a great year working with you!

Sincerely,
Alan Graham
Concord Industries

Specialty Tape Pricing

2" x 60yd Blue Painters Tape	\$3.89/rl
2" x 36yd Aisle Marking Tape (solid)	\$2.81/rl
2" x 36yd Aisle Marking Tape (stripes)	\$3.23/rl
3/4" x 60ft Black Electrical Tape	\$0.47/rl
2" x 60yd 9mil Silver Duct Tape	\$3.80/rl
3" x 300ft Caution Tape	\$3.97/rl

This is just a sampling of what we have to offer. Call us for samples or price breaks on higher quantities.

[Forward email](#)



Try it FREE today.

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