



NEWS



SOLTEx would like to introduce two new members of our technical team.

Andy Futral has accepted a Soltex Lab Technician position.

With over 5 years lab experience, this is a job that he is very familiar with. He thoroughly enjoys Research and Development.

Ronnie Morton will serve as our other Soltex Lab Technician. He is a Retired Army Veteran with more than 18 years of experience as a Lab Technician and Analyst. His goal is to update and implement data technology and equipment to provide easier access to product information.



PARTNERS IN TRADE

The holiday season is a wonderful time for us to remember our Partners in Trade who are an integral part of our business and make our jobs a pleasure all year long. We value and appreciate our relationship with each of you as it has grown over the past twenty years. May your holiday season and the new year be filled with much joy, happiness, and success. We look forward to working with you in 2011 and hope our business relationship continues for many years to come.

INDUSTRY DATA

Business of Chemistry Summary

	2006	2007	2008	2009
Shipments (million \$)	657,747	724,547	750,536	674,146
Product Volume (index where 2002=100)	112.7	114.1	108.8	103.8
Capital Expenditures (million \$)	23,265	23,191	24,472	20,003
Total Employment (thousands)	866	861	847	803
Average Hourly Wage - Production Workers (\$)	19.60	19.55	19.50	20.30
Funds for Research and Development (million \$)	47,953	47,435	48,244	49,409
Exports (million \$)	129,504	147,364	165,805	145,526
Imports (million \$)	137,045	149,169	170,885	145,664
Trade Balance (million \$)	-7,541	-1,805	-5,080	-138

Source: Bureau of the Census, Bureau of Labor Statistics, and the American Chemistry Council



PRESIDENT'S CORNER

I can hardly believe that 2010 has come and is almost gone. So much has happened since the economic collapse at the end of 2008. The circumstances have forced us all to not only use all the knowledge and experience we have accumulated, but to also draw on our creativity. Perhaps in ways we have not had to before. At Soltex, our approach to dealing with these challenges was to rededicate ourselves to the principles that the company was founded upon. Understanding and meeting our customers' expectations, never sacrificing quality, making sure we are priced competitively, and making decisions based on our long-term vision, not short-term opportunities. I've always felt that you find out what kind of relationship you have when times are tough, and over the past two years it has been affirmed that our customers and suppliers value us as much as we value them. So as we say goodbye to 2010, I take this opportunity to wish all the individuals that we work with every day, a **Happy and Prosperous 2011**.

Tony Massoud

PRODUCT SPOTLIGHT



Soltex is pleased to introduce our new line of emulsifiers and dispersants. The addition of **PIBSA** and **PIBSI** is a natural fit for Soltex based on our strong polybutene position and our technical expertise in this area. We offer a broad range of molecular weight products. The most popular being the 950 and 1300 molecular weights. The PIBSA versions are PCA 9050 and PCA 9060, respectively and the corresponding PIBSI are PCA 9070 and PCA 9080. Sample requests, technical data, and material safety data sheets are available on our website www.soltexinc.com. The products can be purchased in both bulk and drums. For more information, please contact Gabrielle Massoud at gmassoud@soltexinc.com or via phone at 281-382-3712.