

## COME VISIT US:

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Booth# 4951  
02/14—02/16
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I wrote my first Glue lines letter more than 26 years ago and throughout its early life you shared with me how you looked forward to its monthly arrival. Over time, postal rates and time demands forced me to discontinue it. Mark Comer, our National Industrial Sales Manager, asked me to reconsider a revival of an electronic version of the GlueLines and I have agreed to do that as long as he shares equally in its writing – after all, he is the guy on the front lines and can provide on-site input and feedback.



**Ad tech World Headquarters  
Hampton, NH USA**

## Glue Guns

Our industrial glue gun program has evolved into a dependable and full line of portable applicators which can handle just about any hot melt application. From the entry level Pro 100 up to the PT 500 – our assortment is second to none and delivers performance at an affordable price. Our reputation attracts a lot of attention from many companies who have asked us to develop products for them as well, so my story today is of one such example.

For years I have been obsessed with making a real battery-powered glue gun. As you know we have been distributing a gas-powered line for the past 10 years; but users want the convenience of a battery system. In early 2010 we began a program with Snap-On Tool – a small company in Kenosha, WI that some of you may have heard of. They wanted a battery glue gun to compliment their line of portable tools for the automotive repair market and their Li-ion battery was the best we ever tested. So we developed the most sensational battery glue gun that I could ever have imagined - battery life: +3 hrs – output: 2+ lb/hr – recharge time: 45 min – with a micro-processor of our design that has the power of a small computer. This fall, they launched their CAG 6840 battery glue gun at their national show – it was a stunning success and it also set the gold standard for new product quality. They have asked Ad-Tech to help get this product distributed into the industrial market as well so if you are interested, please contact Mark for the specific details. It is not cheap – with a charger, 2 batteries and gun, it retails for more than \$280 but believe me – it is unique and it is truly portable – no tangled or cut cords and can manage re-charge voltages from 240 to 100 so you guys in Europe can participate in the fun.



**Snap-On CAG6840**

# Glue Sticks



**Pro100**



**Pro200**



**HD 350**

How many times have you had an application for corrugated P/E – everyone is either using sonic welders which stress the carton and look awful or HMPUR which takes forever to cure. Well, our new 501 ½” glue stick is the first real hot melt glue stick which can bond all of those P/E boxes and display units – believe me, it works! Here are the technical details for this great glue stick which works with any High Temp ½” glue gun including our Pro 100, Pro 200 and HD-350 guns.

## 501-110 Technical Specs

Viscosity @ 350° F	13,000 cps
Softening Point °F	202°
Open Time	28 seconds
Set Time	17 seconds
Adhesive Tensile on P/E	134 psi
Color	Milky White

# Bulk Hot Melt

How many of you know about our 299 hot melt pillows? Those of you who do can attest to its unique ability to hit a range of difficult to bond substrates from P/P to styrene to P/E. It is a rubber based hot melt that has good heat resistance of 130° F and cold shock resistance of 15° F. We have already sold it for bonding many substrates including polyethylene bags and glass filled nylon military transport cases and its light color is invisible on clear plastics. If I don't have your attention yet then keep reading .....any application sent into Ad-Tech where 299 is our recommendation, you will be paid \$20 and if you sell 299 into that application we will pay another \$100. Here are the technical details.

## 299-800 Technical Specs

Viscosity @ 350° F	6,000 cps
Softening Point °F	214°
Heat Resistance °F	130°
Open Time	30 seconds
Adhesive Tensile on P/E	85 psi
Color	Clear

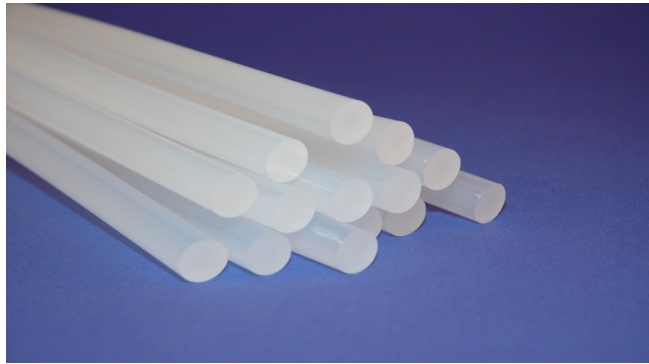
**299 Hot Melt**  
**has a unique**  
**ability to hit a**  
**range of**  
**difficult to**  
**bond**  
**substrates**  
**from P/P to**  
**styrene to P/E**

# Promotion of the Quarter

This section almost seems anticlimactic after all of that good news, but I love this promotion of the Quarter – Our Pro 100 glue gun and our sensational 271-110 1/2" glue stick. The Pro 100 is a great entry level industrial glue gun with output of more than 2 lbs

per hour. The clear 271-110 glue stick bonds to metal, plastics and wood with outstanding cold flex of 10° F. This is our best metal and

plastics bonding glue. From February 1<sup>st</sup> through April 30<sup>th</sup> you can buy the Pro 100 for \$9.98 and the 271-110 for just \$4.98 / lb, a savings of over \$2.00 / lb!! – You just need to order a minimum of 5 Pro 100 guns and 3 cases of the 271-110.



**271-110 Glue Sticks**

Was this new electronic GlueLines – worth reading? I want to know so email me at [pmelendy@adhesivetech.com](mailto:pmelendy@adhesivetech.com) and tell me what else you want in the next one.

Glue early and often,

Peter

Peter Melendy  
President and CEO

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