

WARCO® Times

Short Yardage Sheet by WPP

Offering new process capabilities at tremendous savings

West American Rubber Company, LLC is pleased to announce the launch of WPP (WARCO Polymer Processing) Division, designed to provide “factory direct” value added services.

Dave Carrell will head WPP as Vice President; he will be in charge of all aspects and phases of new business development and sales. Dave has a Bachelors Degree in Marketing and Management from USC (University of Southern California) and has over 30 years experience in the rubber industry.

WARCO’s Short Yardage Sheet Program will now be sold through WPP. This enables the gasket fabricating industry and industrial supply companies to purchase just what they need at tremendous savings. WPP is committed to prompt reliable service; their large inventories allow them to ship most orders the same day they are received.

The WPP Short Yardage Sheet Program will consist of the following:

Products: WARCO catalog sheet items denoted as stock and other in-stock items

Pricing: Current WARCO catalog list price (Current discounts apply on Viton® & Silicone)

Minimums: Order: \$25
Qty: 1 yard with increments of 1/3 thereafter

Other value added benefits include:

- Most elastomeric compounds including Viton®, Silicone, Neoprene, EPDM, Nitrile, FDA Nitrile, Butyl, PureGum, Hypalon, and Santoprene in a variety of durometers from 20 to 90.
- Special packaging capabilities
- Most materials available with acrylic PSA
- Slitting and Stenciling are available
- All materials made in the USA by West American Rubber Company, LLC
- Viton® material minimum sizes 12"x12"

For more information contact a WARCO Sales Representative in your area or call the WPP sales offices in Louisville, Kentucky at (502) 968-9761 or the Orange, California office at (714) 532-2418.

Keep a look out for WPP’s new website www.wppsales.com coming soon!



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2006 Annual Sales Meeting

West American Rubber Company's 2006 Annual Sales Meeting convened on April 25, 2006, at the corporate office in Orange, California.

The Annual Sales Meeting is a three-day event that provides a forum for the sales force to learn about new developments to better serve the rubber industry. The time is also used to evaluate the effectiveness to date with respect to quality and service to the customer.

During the event, the group had the opportunity to visit and meet some of WARCO's suppliers. The topic of discussion focused on new product developments for the rubber industry. In conjunction to meeting with some of the suppliers, the sales group had a chance to interact with their fellow colleagues at the corporate office. Roundtable discussions among the customer service, quality control, and operations departments focused on topics such as better service and products for our customers.

The sales team also had the opportunity to attend the board meeting where WARCO Chairman Steve Hemstreet addressed sales force, executive members and other attendees about the company's performance, strategy and prospects for growth.

The sales meeting concluded with an Awards Dinner Ceremony, where Chris Andrews, territory manager for the west coast was presented with, "Salesman of the Year Award" for 2005 and Mike Bremer Business Manager for Molded Products was presented with "Product Group of the Year Award" for 2005. Jim deLeo received the 2005 "Charles J. Vaughn Award of Excellence". Congratulations to all the recipients.



(Above Left to Right) Mike Bremer, Business Manager Molded Products, Oliver Hinkley, VP of Sales, Steve Hemstreet, Chairman of the Board, Chris Andrews, Territory Manager West Coast

Expanding Technology

Better service to the customer

WARCO has a new automated shipment e-mail notification system that will provide customers with shipment details and courier tracking numbers when orders ship from the California or Louisville location; providing a new tool to better manage the demands of today's business.

How Does It Work?

When an order is entered an Order Acknowledgement is sent via email to the customer, this sets up the shipping notification process. On the day an order ships, the customer will receive an e-mail message confirming the shipment of an order. The e-mail message will contain the courier tracking number, the customer P.O. number and the customer order number.

For major carriers, the email will include a link to the tracking information on the carriers website. Customers need to be aware of a possible lag time between the e-mail notification (when the packages has been prepared for shipment

at the California or Kentucky Warehouse), and when the courier picks up the package and enters it into their system. When customers check the courier website, if the package is not yet in their system the customer will be instructed to "try again later". Customers also need to be aware that this service is not available for all carriers. Some of the carriers participating include: UPS, FedEx, Con-Way, Jevic, Overnite, Matheson, USF, DHL, Saia, GI-Trucking, Watkins, and Yellow Freight.

If you are interested in receiving these notifications, please contact our Customer Service Department with the e-mail address to which you would like the notifications sent. You can also email us at sales@warco.com, please include company name, address, contact name and email. This will ensure that the right person is getting the information.

Note: If a customer is receiving order acknowledgements via fax, this service will not be available. In order to be eligible for this service, customers need to be set up to receive Order Acknowledgements via email.

Jim deLeo Receives Award

President and Chief Operating Officer Jim deLeo received the 2005 "Charles J. Vaughn Award of Excellence", presented on April 27, 2006 at the Annual Sales Meeting Awards Dinner for outstanding contributions to the organization.

Jim has been with WARCO for 20 years and his positions have ranged from Business Manager of Molded Products to Vice President and Director of Operations to Executive Vice President and his current position of President and Chief Operating Officer.

The award was established in 1994 to honor Charles J. Vaughn who was retiring from his position of Executive Vice President-Sales & Marketing for outstanding contributions to WARCO over his career, which began in 1973.

Previous recipients of the "Charles J. Vaughn Award of Excellence" include Bill Nobbs in 2004 and Mike Fox in 2003.



(Above Left to Right) Jim deLeo receiving Charles J. Vaughn Award of Excellence from Steve Hemstreet

Lab News

WARCO can certify 75-F-81 to AMS 3216G

By Shi Hwang

WARCO can now certify Viton 75-F-81 to AMS 3216G.

According to the latest Revision, 'G' of AMS 3216 dated September 2005; the PRI (Performance Review Institute) QPL (Qualified Products List) is no longer required. Revision 'G' changes the requirement from qualification to preproduction testing.

For the past three years, WARCO was not able to sell Viton 75-F-81 under AMS 3216F because 75-F-81 was not on the AMS 3216F QPL.

As a result of the Military Standard Reform, MIL-R-83428C (Dated June 28, 1994) became inactive June 1, 2001, and was superseded by four AMS specifications in accordance to the types and classes found in MIL-R-83428. MIL-R-83428C Type II Class I was superseded by AMS 3216F requiring the QPL. Viton 75-F-81 is listed on the MIL-R-83428C QPL.

Since all of the requirements in AMS 3216G and MIL-R-83428 Type II Class I are the same, we can now certify 75-F-81 to both specifications. The PRI is an affiliate of SAE (Society of Automotive Engineers, Inc.) in charge of the QPL program.

If you have any questions, please contact our Technical Director, Shi Hwang at (714) 532-3355 ext 3241.

Q & A with Shi Hwang

Shelf Life vs. Service Life

The following are answers to frequently asked questions regarding the shelf life of rubber products.

Question: *How close to the end of the expiration date of the shelf life can rubber products be used?*

Answer: It depends on the storage conditions, which can affect the quality and shelf life of rubber products. If stored under the most suitable conditions, it could be used through or even beyond the expiration date of its shelf life.

Bad storage conditions can shorten the expected shelf life. Rubber products should be stored in a dry cool place and should be protected from light, moisture, oxygen, heat, ozone, any chemicals and deformation. Storage temperature should be below 25°C however, below 15°C is preferable.

Shelf life does not guarantee the quality of a product; therefore, rubber products should remain in storage for as short time as possible. During storage, rubber products can undergo changes in physical properties and ultimately become unusable.

If the shelf life has expired, rubber products should be carefully evaluated for possible use as originally intended before discarding products solely based on the suggested shelf life.

* The Military Handbook (MIL-HDBK-695) is referred to by WARCO to provide information on recommended shelf life and is used as a guide only.

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Sheet Rubber for Transformer Oil

WARCO manufactures sheet rubber products specifically designed for the Transformer Oil market. Our highly engineered compounds meet industry specifications such as GE A12C11E7. For quotations and other specifications, please contact our sales department at (714) 532-3355.

WARCO Compound	ASTM D2000 Specification	Polymer	Durometer Shore A	Tensile psi	Elongation %	Temperature Range
60-P-996	M5BG614A14B14E034	NBR	60 +/- 5	2100	500	-30 to +250
65-P-781*	M5BG614A14B14E034 Z (65+/-5 duro)	NBR	65 +/- 5	2200	400	-20 to +250
70-P-807	M5BG714A14B14E034	NBR	70 +/- 5	2200	350	-20 to +250
75-P-780	M5BG714A14B14E034 Z (75+/-5 duro)	NBR	75 +/- 5	2500	350	-20 to +250

*65-P-781 also meets General Electric Specification A12C11E7

WARCO Times is published by the Marketing Department of West American Rubber Co., LLC. The purpose of this publication is to inform the customers of WARCO on current affairs in the rubber industry, and to heighten awareness of new products available to our customers.

Please direct comments, questions or suggestions to:

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Question: Is the shelf life an issue for storage only or usage?

Answer: It is an issue for storage only. Shelf life is one issue and service life is another. However, one should keep in mind that storage conditions can affect the service life of rubber products.

If you have any specific questions that you would like Mr. Shi Hwang to answer, email your questions to sales@warco.com or you may contact our lab directly at (714) 532-3355.

If you would like us to cover a particular topic on the next issue of WARCO Times, send an email to sales@warco.com with your topic of choice and write Lab News on the subject line.

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