

## Easy-to-access information for your convenience.

**Flint launches new and improved e-newsletter and website.**

### Bright Ideas is going electronic

The next issue of *Bright Ideas* will be sent to you in electronic format only...so please be sure to provide us your correct email address. Due to the increasing demand from customers, future issues of the *Bright Ideas* newsletter and other news and special offers from Flint will be sent via email. In order to stay connected, please make certain we have your latest e-mail address.

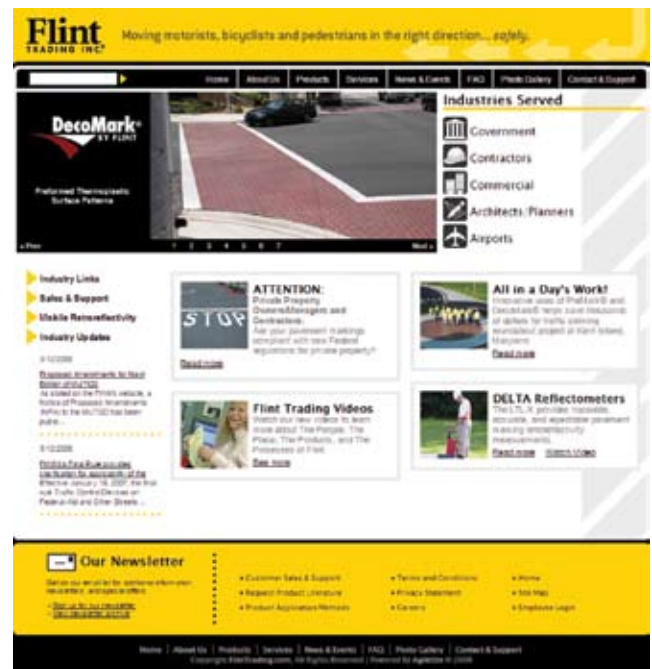
"Going electronic" allows us to provide you with timely articles that instantly link you to more information accessible at your fingertips. From regulatory pavement markings for public roadways, decorative streetscapes and crosswalks, detectable warnings, custom designed markings to new pavement marking materials for private properties and airports, Flint Trading has a full line of durable products along with unmatched service and support to provide effective solutions for your pavement marking needs.

**Please update your information as soon as possible by doing one of the following:**

- Sign up at [www.flintrading.com](http://www.flintrading.com)
- Send an email to [marketing@flintrading.com](mailto:marketing@flintrading.com) letting us know you want to be on the e-mail list
- Call Melissa or Blair from our Marketing Team at (336) 475-6600.

*Don't miss out on notable news and special offers from Flint. Sign up today!*

### www.flintrading.com



The best way we can describe our new website is to invite you to go there yourself and discover the following user-friendly features:

- Traffic safety industry news
- Website links to many industry resources
- Application process videos with animated quick guide to help assist you with proper application of our products
- Product videos about PreMark®, HotTape™, DecoMark® and TopMark®
- Convenient access to product drawings, MSDS, brochures, application instructions, and more
- Extensive photo gallery to help provide ideas for your particular pavement marking program



September 15, 2008

Dear Valued Customer:

**We are pleased to announce our prices will hold steady for the remainder of this year.**

As you are no doubt aware, prices for raw materials, transportation, labor, and energy costs have risen sharply over the course of the year. Flint has absorbed these additional costs and will continue to do so until the end of this year.

The current 2008 price lists represent Flint's ongoing effort to deliver the best value in pavement markings in the industry. Despite the dramatic and rapid increases in production costs, Flint's investment in its manufacturing systems and supply chain has enabled us to maximize our efficiencies in the PreMark® and HotTape™ preformed thermoplastic product lines without sacrificing quality and performance in any way. These efforts also allow us to maintain the current level of pricing for DecoMark®, our decorative preformed thermoplastic marking system and TopMark®, the "overall best surface applied" detectable warning product.

While we are committed to holding our prices steady until the end of the year, we do anticipate a price increase effective January 1, 2009. Further information will be provided to you toward the end of this year.

Flint appreciates the opportunity to have served you in the past and looks forward to providing you with the products you need and the service you deserve.

Sincerely,

A handwritten signature in black ink that reads "Steve Vetter". The signature is written in a cursive, slightly slanted style.

Steve Vetter  
President and CEO

# Extend your pavement marking season into the colder months only with PreMark®

PreMark® is the only long-lasting pavement marking material you can apply during cold weather without any special treatment of the road surface. There are no minimum road and ambient temperature requirements. PreMark® can be applied in temperatures as low as the crew can tolerate.

As always, it is important to follow the PreMark® application instructions for proper installation. In addition to the simple 3-step application process, Flint also recommends a few cold weather tips that are helpful for crews to keep in mind.

Your Flint Regional Sales and Support Manager is available to review and/or train your pavement marking crews regarding cold weather applications so you can keep marking into the winter season.

The section below can be posted or copied to provide easy reference for pavement marking crews.



## PreMark® BY FLINT Cold Weather Application Tips

PREFORMED THERMOPLASTIC PAVEMENT MARKINGS



Ensure no moisture is present prior to application.



Heat material thoroughly making sure all indents are closing on the surface.



Always perform chisel test to ensure proper bond

- **Handle material with care as it may be less flexible in lower temperatures.**
- **Remove salt and/or de-icing chemicals prior to application.**  
Pressure washing is recommended. Even if the road surface you are marking had no direct application of de-icers, the chemicals may be present due to vehicle tracking from heavily concentrated areas such as overpasses and bridge decks.
- **Ensure no moisture is present prior to application.**  
Make certain no moisture is present in the asphalt by sweeping the propane heat torch over the surface. A visual indication that the surface is getting dry is a shadow-like appearance of water vapor around the area being dried.
- **Heat material thoroughly. Make sure indents in surface are closing.**
- **Always perform the chisel test to ensure proper bond.**
- **Keep two 40-lb. propane tanks on hand in case one freezes.**  
Tank is frozen if frost forms on outside of tank and gas pressure drops. If you notice tank is freezing, change to the spare tank. Two 40-lb. tanks should be adequate for a full day of work.
- **Feather the material edges for better snowplow resistance.**  
Using a wide putty knife, feather the leading edges while the material is still soft. In addition, apply a little more heat to the leading edges so the material will flow more to create a tapered edge.

# All Work and No Play...

The **WINNERS** of the funny caption contest are:

## FIRST PLACE:

Curt Bungard  
City of Alliance, OH  
"And you thought all roads lead to Rome."

## SECOND PLACE:

Mark Berube  
City of Santa Rosa, CA  
"America's other twin cities."

## THIRD PLACE:

Larry Koch  
City of Monterey Park, CA  
"Confucius say: There's always more than one way to get where you are going."



Special thanks to all of you who take the time to respond to our contest. Keep sending in those funny captions!

Look for the next funny photo in our new E-newsletter format of *Bright Ideas*. Make sure we have your email address so you will continue to receive *Bright Ideas* and other special news and offers.

- >> Prices remain steady throughout year
- >> PreMark® cold weather application tips
- >> Flint launches new website and e-newsletter.
- >> Bright Ideas will no longer be distributed in a printed format. Sign up for the e-newsletter today.

## IN THIS ISSUE:

**Bright Ideas is going electronic. Stay connected. We need your email address.**

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