



Bob Findlen, sales and marketing director of PolySource LLC.

Service and speed are key for first-time NPE exhibitor

By Frank Esposito
Plastics News Staff

Materials distributor PolySource LLC (Booth S30097) is making its NPE debut this year with a focus on service and speed.

The Independence, Mo.-based firm “is going through significant growth and is looking for more exposure,” sales and marketing director Bob Findlen said in a phone interview. “We want to ride that momentum and exhibiting at NPE is the next step.”

For service, Findlen said that

PolySource wants to provide one-stop sourcing and problem solving for technology and application development. For speed, he said the firm “wants to measure in hours, not days.”

“Our customers don’t want to wait four weeks for a shipment,” Findlen added. “OEMs, processors and engineers want prob-

lems solved right away. They don’t want to have to call to check on a delivery.”

PolySource also has benefited from placing first in *Plastics News* 2017 Best Places to Work list, according to Findlen. Among many benefits, PolySource offers 100 percent paid-for medical, dental, vision and prescription coverage to

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its 20 employees and their families.

Last year, PolySource began using a warehousing site in Ayer, Mass., to serve the New England region. PolySource now has two East Coast warehouses and 11 total locations spanning across the country. The 25-year-old firm offers a proactive and flexible warehousing and inventory policy, officials said, which allows customers to use PolySource for warehousing at no additional cost.

In the materials market, PolySource has been actively pursuing the reapproval of aliphatic polyketone made by Hyosung Corp. in North American automotive applications, especially fuel contact devices. Shell Chemical’s Carilon-brand aliphatic polyketone was used for similar parts before it was discontinued. Seoul-based Hyosung makes the materials under the Poketone brand name.

PolySource officials said that Poketone has the moisture resistance and frictional performance of acetal, the thermal resistance of nylon 6 and fuel permeability resistance that is nearly 10 times that of nylon 12.

Recent staff additions at PolySource include technical application development managers Chad Miller and Kyle Attebury and technical application development specialist Laura Myers. Miller joins PolySource with 10 years of plastic expertise as a project engineer, account manager, and material manager.

Attebury posted more than four years of record growth with a privately held custom compounder. Myers is a recent graduate of Ferris State University with a bachelor’s degree in plastics engineering technology.

PolySource distributes resins and compounds primarily based on engineering resins from a group of 20 suppliers.



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