



# ZEEMAIL



## Zeospheres® Ceramics, LLC

129 Valentine Drive, Lockport, Louisiana 70374

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### Zeospheres is Committed to Continue to Invest in Sampling

Happy New Year from everyone at Zeospheres Ceramics, LLC! 2012 was a very busy year for us as we sent samples out to over 300 different customers worldwide! We understand that samples are a key investment into sales development and will continue to do so in 2013. We keep track of each sample we send out, and about 80% of all samples sent out are still active while about 12% of these active samples have gone from test to projects! We define any project as an opportunity where initial test results have been positive and we are optimistic that it could turn into new business. Samples will be a key focus area for us in 2013 and we ask that our distributors continue to help make sure these samples are followed up with on a regular basis and that feedback is passed along to us. As always, all samples are sent out within 48 hours of when we receive the initial request. Thank you for your help and here is to a very prosperous 2013 for all of us!

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