



## Happy New Year!

I would like to take this opportunity to wish you and your families ALL THE VERY BEST as we begin 2026.

I want to take a moment to express how much I truly appreciate the enthusiasm, determination, and work ethic that each of you brings to the table. As we close out 2025 and welcome the dawn of a new year, it feels like the perfect time to reflect on what we have accomplished, the journey that brought us here, and the exciting plans we have for a bright future ahead.

I am truly honored and grateful to work alongside each of you, and I look forward to everything that 2026 has in store. May the year ahead be filled with joy, meaningful accomplishments, and long-lasting memories.



## New Columbus Warehouse.

**We have moved!!**

Please update your systems to reflect the relocation of our Columbus operations to the Chicago warehouse and plan your customer pickups accordingly if you are affected by this change. Full address details are available on the XYNYTH website. This move is part of our ongoing commitment to improving our facilities and strengthening the level of service we provide to our customers.

## WWRC Product Feature.

Our **Winter Warrior™** product line is designed specifically for high-risk environments where corrosion control and environmental protection are essential. It is widely used in LEED-certified buildings, airports, ferry terminals, parking garages with exposed metal, ship decks, bridges, railroad platforms, and walk-in freezers.

The product can be applied as granules or converted to liquid, making it ideal for hard-to-reach or sensitive areas. **All Winter Warrior™** products are fully biodegradable, chloride-free, urea-free, and non-corrosive. Application details are available in the Technical Data Sheet.



**Winter Warrior Runway Control®** Icemelter is certified by the FAA, Transport Canada, and the CFIA, providing a strong safety and performance advantage. Certification documents are available in the Sales Rep Portal. The product is made to order and available in 44-lb bags (50 bags per pallet) or 1 MT totes.

It is currently trusted by major airports, including Detroit Metropolitan Airport and Toronto Pearson International Airport.

## Paving Stones & Icemelter - What to Know.

When using icemelt on flagstone and pavers, it's important to take steps to protect the surfaces from potential damage, as many ice melts can be harsh on natural stone and concrete over time. XYNYTH has just posted an article on our website giving endusers some tips to help you protect their flagstone and pavers. Please check it out, so you can let your customers know about this great reference [Click Here to check it out](#)



## Competitors Are Running Out of Stock.

Several competitors, including Meltco, Rupture, and Compass Minerals, are currently running low to nothing on inventory. As a result, we are seeing increased inbound inquiries from both existing customers and new prospects who are seeking immediate supply due to stock shortages with their current suppliers.



This is an **excellent opportunity to reinforce XYNYTH's reliability**. Always remind customers and prospects that XYNYTH is here to support them when supply challenges arise. We take pride not only in the effectiveness of our products, but also in our consistent availability and responsive customer service.

## Retail Head Offices – Next Season Review.

Welcome to 2026, and although it may seem early, many large retailers are starting to review their programs for next winter. Vendor and line reviews are starting now. So don't miss out, contact your retail



buyers now to start the ball rolling. Setup an appointment with them to discuss next season. XYNYTH definitely wants to be part of the conversation and included in their line reviews. Please reach out to us, for any assistance you need to make this happen. We are here for you!

## Farmer's Almanac.

For January, based on the Farmer's Almanac, expect, **Snowfall. Have your favorite ice melter ready for use!**



Above-normal snow is forecast from Atlantic Canada through northern Quebec and Nunavut, western Ontario, and the northwestern Prairies into southern Yukon.

Greater amounts of snow are expected in much of the Valley, Carolinas, southern Appalachians, eastern Ohio, southern Rockies, and eastern Desert Southwest.



Our Mountain Organic is now a listed item: **FASTENAL part # 10735-06085.**

So definitely visit FASTENAL branches in your neighbourhood, drop off a Presentation folder and let's get a conversation flowing.



## XYNYTH Celebrates 40 Years!

As we welcome the year of our 40th anniversary, we are grateful for the continued trust and partnership of our customers and partners who have supported us throughout the years. This milestone reflects our ongoing commitment to quality, reliability, and service excellence. We look forward to a strong and successful year ahead as we continue to grow, innovate, and serve our customers with the same dedication that has defined our journey.



## Warehouse Pickup Procedure.

To ensure that orders are released to the correct party, please remind customers that **all pickup drivers, whether customer drivers or common carriers, must provide the correct Order Confirmation Number** at the warehouse. This number is located at the top of the Order Confirmation email sent by XYNYTH and is required to receive goods from any warehouse or plant. **Warehouse teams will not release any order without the Order Confirmation Number**, as this is a standard security and verification procedure.

Please ensure customers send trucks capable of safely loading and transporting the full weight of their pallet orders. If truck capacity is limited, customers should split their purchase orders accordingly. This allows the warehouse to prepare orders in advance and helps prevent delays during pickup, ensuring a smooth process for both drivers and warehouse staff.



## Distributor in Focus – FASTENAL.

FASTENAL is a Safety, solutions based distributor. They provide services and solutions to large institutions / endusers across the globe.

XYNYTH is a listed vendor with **FASTENAL Canada** and **FASTENAL USA**.

- Fastenal Canada Supplier ID # – 2000009013
- Fastenal USA Supplier ID # : 2000009441

## Bonjour XYNYTH.



*Our sell sheets and catalogues have already been translated into French, ensuring clearer communication and better support for our French-speaking customers. Our website will soon be fully available in French, providing improved accessibility to product information, resources, and support materials. Following this milestone, we will begin Spanish translation efforts as part of our continued commitment to serving a diverse and growing global market.*

## Product Feature Video.

We will be creating new product feature videos that will be uploaded to our website. These videos will provide in-depth explanations of each product, highlight key features and benefits, and include clear product comparisons to help customers better understand the differences across our product lines. This initiative is designed to improve product education, support informed purchasing decisions, and enhance overall customer experience.

