

The Blue Line

The Foust Marketing, Inc. Newsletter

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NIBCO Introduces New Chemtrol® Model D Ball Valve



NIBCO, Inc is pleased to announce the “NEW” Chemtrol Model D True Union Ball Valve, now available in 1/2” - 1” port sizes.

The latest evolution of the True Union Valve combines the best design features of our current, top-selling Model C with an

increased 250 psi rating that now leads the industry. Additional enhancements include:

- Rated at 250 psi with non-shock water service at 73F—the highest in the industry
- New ergonomic handle with built in carrier wrench
- Double O-Ring, blow-out proof stem
- Improved dovetail interlock ball and stem design
- Same face-to-face length of the Model C valve
- NSF 61 approved
- New grip style nuts and end connectors to better utilize strap

wrench when tightening threaded connections.

- TruBloc Design
- Certified to ASTM F1970
- Rated for full vacuum service

Materials of construction include heavy-duty EPDM and Viton® O-Ring seals for stem, seat carrier and end piece.

Model D valves are currently available and shipping in replacement of Model C valves in select sizes for current and future orders. Please contact us for specification assistance on your next project.

Industry Events

- Aquaculture 2007 “Sustainable Aquaculture,” February 26, 2007 - March 2, 2007, San Antonio, TX.

Notes of Interest

- “As iron sharpens iron, so one man sharpens another.” — **Proverbs 27:17**
- “I know I’m getting better in golf because I’m hitting fewer spectators.” — **Gerald Ford**
- “It takes 20 years to build a reputation and five minutes to ruin it. If you think about that, you’ll do things differently.” — **Warren Buffett**

Company News

- Did you know that **ZL Plastics** has a new warehouse located in the Kansas City area? They stock a broad size range of **ZL** products including nylon, acetal, and PET rod and plate.



New from ZL Plastics—ZL™ 900 T Proprietary Filled Acetal

ZL Engineering Plastics now offers copolymer acetal rod with a proprietary filler that improves component slip-stick and minimizes heat build up. Parts machined from this new material are ideal for use as bearings and bushings that require low friction performance and long wear life.

ZL 900 T is a versatile material offering improved performance in applications where UHMW-PE

has cold flow issues. It can also be used in place of other filled acetal.

Typical applications:

- Bearings
- Bushings
- Rollers
- Wear Rings
- Seals
- Wheels
- Gears
- Plungers



- Pump Components
- Fittings

Please contact us for samples and literature or visit their website at www.zlplastics.com.

King PipeGrade® Now Available in PE 100



King Plastic has been the industry leader with their King PipeGrade® sheets, slabs, and massive shapes. It is a special black polyethylene material for the pipe industry. PE 80 is the basic industry standard resin they have used for years and complies to ASTM 3608/3408. Due to increasing demand, King Plastic is now offering the premium PE 100 resin that complies to ASTM 4710. They have the ability to provide both the PE 80 and PE 100 resins, but more PE pipe and fitting manufacturers are needing quality sheet products that comply to

this new standard. On the technical side, PE 100 tends to have a higher hydrostatic design basis (HDB) than other resins but most significantly is the notched tensile/slow crack PENT test which is >10,000 hours vs. 100-200 for others.

Letter from the Foust Marketing Team



Bryan Foust, President

We wanted to express our appreciation to our customers and manufacturers for a successful year in 2006. We are in our sixth year of business and continue to be excited about the future. 2007 is already shaping up to be a great year.

Our company Mission Statement is "To continue to add-value to our customers and the manufacturers we represent. This is accomplished by our company-wide commitment to

an added-value approach including quality products, product specifications, and excellent customer service."

We help our customers grow their business and work hard to specify the products we represent. As our success continues, we have added high-quality people like Sam Hubbard (LA, AR, MS, TX, MO), and last year we added Josh Wehrli (TX, OK, NM, KS). Our team strives to meet our goal of added value.

We welcome the opportunity to work with your company and earn your business. Please contact us at the numbers listed below to schedule product training or sales calls to help us grow your business.

The Foust Marketing Team

Enter for "FREE" Luggage Tags!

Foust Marketing is offering the opportunity to win a prize in this issue of *The Blue Line*.

The winner will be randomly selected from entries with correct answers to the product questions.

This issue we are offering "FREE" luggage tags from **Foust Marketing**. Enter by visiting our website with the correct answers to the following questions and then mail us your business cards to the address below.

1. What port sizes are available on the new Chemtrol® Model D Ball Valve?
2. Name two of the new features of the Chemtrol® Model D Ball Valve.
3. What applications does the



New ZL™ 900 T product offer enhanced performance? Can it be used in place of other filled acetal?

4. What is the new resin and standard for PE sheet from King Plastic?
5. How long does it take to ruin a reputation according to Warren Buffett?

Winner of the **King StarBoard®** golf shirt from the last issue:

Ed Doerr, Branch Manager

Complete the entry form at www.foustmarketing.com/entryform.htm.



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foustmarketing, inc.

Engineered solutions for your business

Main Office

Foust Marketing, Inc.
 P.O. Box 7413
 The Woodlands, TX 77387-7413
 Tel: 281-296-2500
 Fax: 281-296-2566
 Bryan Foust, bryan@foustmarketing.com

Regional Offices

Covington, LA 985-898-5066
 Sam Hubbard, sam@foustmarketing.com

Dallas, TX 972-530-3188
 Josh Wehrli, josh@foustmarketing.com

Visit *The Blue Line* of products at www.foustmarketing.com.

