

Special Issue Featuring the  
Industry's First CPVC to 24"

# The Blue Line

The Foust Marketing, Inc. Newsletter

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## Harvel® Introduces Industry's First CPVC Pipe in Sizes up to 24"



Harvel Plastics has extended its line of rigid extruded industrial CPVC pipe to include 18", 20", and 24" sizes in Schedule 40 and 80 dimensions, becoming the first manufacturer to produce CPVC pipe in these larger diameters.

Technological advancements and stringent lab testing have enabled Harvel to maintain outstanding physical properties for mechanical, thermal, electrical, and fire performance.

Harvel's full line of CPVC pipe (1/4" to 24") features outstanding corrosive resistance and superior high-temperature strength for use in a wide variety of applications, including chemical processing for both pressure and high-temperature drainage requirements, as well as commercial hot and cold

water distribution systems. It is lightweight and available in plain end or belled one end, allowing easy, cost-effective installations.

Harvel's complete line of quality CPVC products include CPVC industrial piping and duct systems, HydroKing® CTS CPVC plumbing piping, and CPVC fire sprinkler piping. With locations in Pennsylvania, California, and Texas, Harvel supplies wholesalers across North America plus export markets.

### Industry Events

- NACE Corrosion 2008, New Orleans, LA Mar. 16-20, 2008
- ASPE Product Show, Houston, TX, Sam Houston Race Park, Apr. 2, 2008
- IAPD Leadership Summit, Tucson, AZ, Apr. 9-12, 2008
- 52nd Annual IAPD Annual Convention, Philadelphia, PA, Sep. 17-21, 2008

### Notes of Interest

- "Now this is eternal life: that they may know you, the only true God, and Jesus Christ, whom you have sent."—**John 17:3**
- "Golf is a game where the ball always lies poorly and the player always lies well."—**Anonymous**

### Company News

- Foust Marketing will be adding some exciting new product lines this year. More on this in the next issue.

## GAPI USA—Quality Teflon® PTFE Sheet, Rod, and Tube

GAPI USA is shaping up to be an excellent complement to our line of quality sheet, rod, and tube products that already includes quality products as Harvel Plastics, and King Plastic.

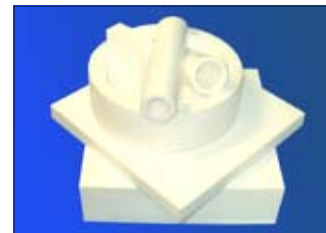
GAPI USA offers Teflon® PTFE virgin and filled materials:

- Extruded and Molded Rod
- Extruded and Molded Tube
- Sheet
- Skived Tape

- Spaghetti Tubing
- Thin-gauge PTFE sheets

GAPI USA is based in Clayton, OH and managed by Lou Rotunno, PTFE North American Sales Manager. They have made some changes in their customer service group. It now includes Jessica Smith, and Angie Carpenter.

Please contact their customer service team at 800-442-8030,



or visit their website at [www.gapigroup.com](http://www.gapigroup.com) to see more on their complete line of quality PTFE stock shapes.

## IPS Weld-On®—EZ Flush® Pipe Lubricant



IPS Weld-On has introduced EZ Flush, a new pipe lubricant for joining all metal and plastic gasketed pipe. EZ Flush is designed for lubricating slip-on or O-Ring type joints without harming rubber or plastic gaskets.

In many areas, typical (oleate-based) pipe lubricants have been found to contribute significant odor and turbidity (cloudiness of the fluid) issues in metal and plastic gasketed pipe installations (pictured left).

Features of EZ-Flush: will not coagulate and will not promote turbidity, no taste or odor is transferred to fluids in pipe system, temperature use ranges from 0° to 150°F, easily flushes out of piping system, 100% water soluble, non-toxic, noncorrosive, will not support microbiological growth, and environmentally friendly.

## Letter from the Foust Marketing Team



Bryan Foust, President

Each year we like to express our appreciation to our loyal customers and manufacturers for a successful year in 2007. We are in our seventh year of business and continue to be excited about the future. We had our best month ever in January of this year.

We will continue to focus on developing product specifications for the manufacturers we represent. This is added value to the distributors that stock

and support our product lines.

As our success continues, we have added high-quality people like Josh Wehrli (TX, OK, KS) and excited to announce that Sam Hubbard (LA, AR, TX) has rejoined our team as well as our new addition Larry Rodrigues (CO, NM, UT, WY, MT). More on our new team additions in the next issue. 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*

### PLEASE READ BELOW NEW PRIZE RULES!

## Win Chemtrol® Sport Duffel Bag

Foust Marketing will continue to offer prizes for each issue of *The Blue Line*, and we will keep each entry during the year for a year-end drawing. So the more entries during the year will improve your chances of winning.



This issue we are offering a Chemtrol® Sport Duffel bag courtesy of **NIBCO, Inc.**

Enter by visiting our website with the correct answers to the following questions.

1. What are the new CPVC pipe sizes manufactured by Harvel? Name two of the CPVC products produced.
2. Name two of the Teflon® PTFE materials from GAPI USA.
3. What are some of the advantages of using the new EZ Flush pipe lubricant?

4. What is one of the Foust Marketing team goals? Who are the two additions to our team?
5. According to our golf quote, who lies well?

Winners of the book *"Attitude is Everything"* from the last issue:

- Katie Clapp**, Sales  
A & C Plastics—Houston, TX
- Kriss Pearson**, Sales  
Laird Plastics—Kansas City, MO
- Mike O'Bannion**, Sales  
Boedeker Plastics—Shiner, TX

Complete the entry form at [www.foustmarketing.com/entryform.htm](http://www.foustmarketing.com/entryform.htm).



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