

The Blue Line

The Foust Marketing, Inc. Newsletter

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King StarLite® XL—Lightweight Utility HDPE Sheet



King StarLite® XL is an economical cellular (closed cell) utility sheet made from select high-grade King StarBoard® recycled polymer material.

It is the perfect lightweight replacement for plywood or MDF. Ideal for boat parts as an uphol-

stery substrate, inside cabinetry, or if you are just looking for a cost-effective HDPE sheet.

King StarLite® XL is up to 35% lighter in weight than King StarBoard® and it offers the same quality textured surface on both sides. Available in Utility Black, Utility Gray, and Utility White.

- Environmentally stabilized.
- Will not rot, swell or delaminate when exposed to humidity or water.
- Resists odor, even in wet environments.
- Securely holds staples/screws.

- Available in large sheets up to 60" x 96" or 48" x 96", custom sheet sizes available.
- Flexes without breaking, unlike plywood or PVC foam products.
- Easy to clean and never needs refinishing. Perfect for upholstered parts.
- Easy to fabricate using standard woodworking tools.
- Proven on thousands of boats and yachts.

Experienced boat builders and carpenters know the King StarBoard® brand and trust it more than any other.

Industry Events

- NACE Corrosion 2009, Conference & Expo, Atlanta, GA Mar. 22-26, 2009
- 53rd IAPD Conference, Caesar's Palace, Las Vegas, NV Oct 20-23, 2009

Notes of Interest

- I enjoy the oohs and aahs from the gallery when I hit my drives. But I'm getting pretty tired of the awws and uhhs when I miss the putt. — **John Daly**
- Being confident of this, that He who began a good work in you will carry it on to completion until the day of Christ Jesus. — **Philippians 1:6**

Company News

- Harvel CPVC piping products have recently obtained ABS (American Bureau of Shipping) type approval for shipboard use and mobile offshore driller units (MODU) applications .
- IPS Weld-On "Early Buy Program" still available through February.

CAM Specialty Products—Revolutionary 350F Rated Urethane

CAM Specialty Products has developed a new extreme high temperature custom compounded urethane. This unique blend offers high temperature toughness, oil resistance and hydrolysis resistance.

Urethanes traditionally start to lose properties at 170F, and begin to fail around 220F to 250F. After an extensive study on heat aging, our new urethane retains and in some char-

acteristics improves properties.

After several demanding field tests in mud pumps our bonded pistons utilizing this new amazing material generated better wear, improved abrasive resistance and 1.5 times increased life. At CAM, we continue to offer engineering expertise that allows your equipment to improve reliability and out perform your competition. In addition to pistons, this new 350F rated



urethane is available in stock shapes and any geometry. This product may be an alternative to metals and plastics such as nylon for wear and abrasion.

Harvel Appoints National Sales Manager for Industrial Products



Harvel Plastics has announced that Greg Martino has joined the company as national sales manager for its industrial PVC and CPVC pipe, duct, and extruded products. Martino brings in-depth market knowledge and comprehensive understanding of the plastics industry to his new position. He will be responsible for building business relationships with customers, suppliers, and sales representatives throughout Harvel's U.S. market. Previously, Martino served as sales manager for Ensinger/PennFibre, and World Plastics, Inc., during a 10-year period.

"Greg has an outstanding background, and we are pleased to have someone with his experience leading our efforts in this market," said Patrick Foose, Harvel's Chief Operating Officer. "His technical expertise and product knowledge will be a great benefit to customers as we continue our commitment to provide product excellence throughout our entire quality line."

Please read below prize rules for year end prize!

Letter from the Foust Marketing Team



Bryan Foust, President

As always, we like to express our appreciation each year to our customers and manufacturers. 2008 was a record year for Foust Marketing. We continue to be excited about the future, despite the economy.

We understand and respect that some companies may be affected by the economy, but we continue to have the attitude that the business is there and we may need to be a little more creative to find it.

Our faith, work ethic, and dedication to reach our goals keeps us encouraged. We continue to focus on developing product specifications. This is added value to the distributors that support our product lines.

Our team consists of Josh Wehrli, and Sam Hubbard. We are taking an aggressive approach and looking at increasing our sales staff in 2009. 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

The Blue Line—Win King Plastic Tumblers!

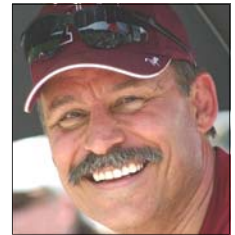
Foust Marketing will continue to offer prizes for each issue of *The Blue Line*. This issue we are offering a set of tumblers courtesy of King Plastic.



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

1. What King Plastic material is a cost-effective alternative to plywood and MDF?
2. Is CAM's new 350F rated Urethane available in stock and custom shapes?
3. Name one of the responsibilities of the new National Sales Manager for Harvel Plastics.
4. What keeps the Foust Marketing team encouraged? What goal do we strive to meet?
5. Through what month is the IPS "Early Buy Program" available?

Foust Marketing is excited to announce the winner of our newsletter "Year End Prize", the new iPod touch. **Scott Baer** with Boedeker Plastics (pictured below) was our winner drawn from all the entries from 2008.



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



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