

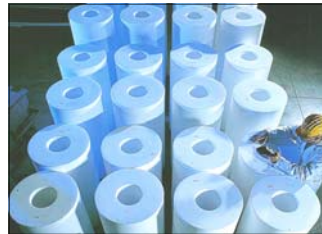
The Blue Line

The Foust Marketing, Inc. Newsletter

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GAPI USA—Quality Teflon® PTFE Stock Shapes



March 1, 2007—Foust Marketing has been appointed as manufacturer representative for GAPI USA, Inc. for TX, LA, OK, AR, KS, MO, NM, and parts of TN and IL.

The addition of GAPI USA is an excellent complement to our line of quality sheet, rod, and

tube products that includes Harvel Plastics, King Plastic, and ZL Plastics.

GAPI USA offers Teflon® PTFE virgin and filled materials:

- Extruded Rod
- Molded Rod
- Extruded Tube
- Molded Tube
- Sheet
- Skived Tape
- Spaghetti Tubing
- Saturated Glass
- Unsintered Rod
- Expanded PTFE

- Anticorrosion Linings
- Flexible-braided

We are excited about the addition of GAPI USA to our organization. GAPI USA is based in Clayton, OH and managed by Mark McCord, PTFE North American Sales Manager. Their customer service group includes Georgia Jessup, Jessica Smith, and Angie Horn. Please contact them at 800-442-8030 or you can visit their website at www.gapigroup.com to see more on their complete line of quality PTFE stock shapes.

Industry Events

- ASPE Houston Product Show, Sam Houston Race Park, April 4, 2007, Houston, TX

Notes of Interest

- “Commit to the LORD whatever you do, and your plans will succeed.” — **Proverbs 16:3**
- “Golf is a game in which you yell fore... shoot six... and write down five.” — **Paul Harvey**
- “I have long been convinced that...employers and employees are partners, not enemies; that their interests are common, not opposed; that in the long run the success of each is dependent upon the success of the other. — **John D. Rockefeller, Jr.**

Company News

- Foust Marketing was pleased to present Sam Hubbard with an “Award of Excellence” for 2006 outstanding sales performance.



ZL Engineering Plastics Opens New Warehouse in Kansas

In an effort to meet increased customer demand for mechanical plastic stock shapes, ZL Engineering Plastics, Inc. is pleased to announce it has opened a new warehouse in Lenexa, Kansas. The new facility houses a broad size range of ZL products including **nylon**, **acetal** and **PET** rod and plate. As an example, ZL stocks acetal plate up to 6” thick. The new 8,700 square foot warehouse opened July 31, 2006, and will help speed delivery of ZL mate-

rials. Orders placed before 4:00 p.m. CST ship same day.

“This warehouse will better service the region, and give distributors more of an opportunity to grow their business by providing same day or next day delivery,” said Patrick Pheffer, President of ZL-West.

ZL offers high quality extruded and cast nylon, copolymer and homopolymer acetal, PET, polycarbonate, PEEK, PEI and PVDF stock shapes.



ZL has stocking warehouses in Peekskill, NY, Buena Park, CA, and Lenexa, KS. Please contact ZL at 866 - 957 - 5278 for your mechanical plastic stock shapes.

King Plastic—New Addition to the Customer Service Team



King Plastic’s customer service continues to lead the industry with quality products and services. King Plastic recently added Maggie Thomacos as Customer Service Manager.

“I like the customers to hear us smile,” said Maggie.

She has been an outstanding addition to the already excellent team pictured. (Left to right: Lynn Munz, Rick Butler—Marine Products Manager, Maggie Thomacos, Gail Wagner, and Lou Stegner—Sales Manager).

We welcome feedback on how we can continue to improve our products and services. Please contact the customer service team at 800-780-5502 and help us welcome Maggie to the King Plastic family.

New Addition to the Foust Family...Again!



(Left to right: Sam Foust (1.5), Jack Foust (6), Matt Foust (3), and baby Annie Foust (2 months).

We are excited to announce our new addition to the Foust Family...Again! I know that you are thinking that your just read about the last birth announcement. Well, happy to announce that my wife and I have started looking for a new hobby.

Annie Foust was born February 1, 2007 at 12:35PM weighing in at a dainty 7lbs. 2 oz. Considering that our other boys

weighed in a around 10lbs, that is dainty.

As you can see they are wearing their Texas Longhorn shirts. For our Texas A&M friends, not only do we bleed burnt orange, but we made her with burnt orange hair. Now, that's school spirit. We just want them to grow up healthy and happy even if they go to that "other" school.

The point of this article it to let you know that you can help feed the Foust family by supporting the product lines we represent.

Kelly and I appreciate all the prayers and well wishes with the new baby. She finally got her pink Longhorn baby girl.

Bryan Foust

The Blue Line—Win Foust Marketing Golf Balls

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

This issue we are offering a sleeve of **Titleist Pro V1** logo golf balls from Foust Marketing to the top three entries. Enter by visiting our website with the correct answers to the following questions.



1. What are the two types of PTFE materials offered by GAPI? Name three products.
2. What are the main three products stocked in the new ZL warehouse in Kansas? Up to what size acetal plate does ZL stock ?
3. What does Maggie, the new Customer Service Manager at King like for the customers to hear?

4. What is my wife's (Kelly Foust) favorite school and color?
5. According to John D. Rockefeller, Jr., is the success of each partner dependent on the other?

Winners of the Luggage Tags from the last issue:

- Karen Carlisle**, Sales
GE Polymershapes—Stafford, TX
- Steve Van Pelt**, Sales
Cope Plastics—Maumelle, AR
- Russell Kreko**, Sales
Regal Plastics—Baton Rouge, LA

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



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