

*Special New Product Line
Addition Issue!*

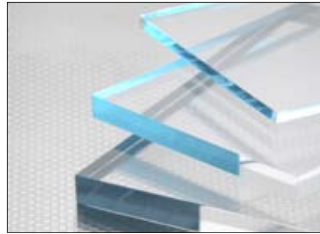
The Blue Line

The Foust Marketing, Inc. Newsletter

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EGR—Manufacturer of Quality Acrylic, PETG, PC, and ABS Sheet



Foust Marketing, Inc. has been appointed as manufacturer representative for EGR, Inc. for Texas, Louisiana, Oklahoma, Arkansas, Kansas, Missouri, and Mississippi.

EGR is a global leader in extrusion products based in Australia

with a stocking warehouse in Ontario, CA. EGR manufactures the highest quality plastic sheet.

- PMMA—Acrylic **Acryplex™** (General Purpose, Impact Modified, High Heat).
- PC—Polycarbonate **Impax™** (Standard, UV Protected 2 sides).
- PETG **Tuflite™** (General Purpose, High Heat).
- ABS—Thin-Gauge (Standard, High Heat, PMMA capped ABS, ASA capped ABS).
- ASA (PC/ASA).
- Corrugated PC (PolySun™).
- Mirror (Acrylic and PC).

Their extrusion lines are housed in Class 10,000 clean rooms allowing the production of Optical grade quality sheet, with capabilities of material in widths up to 100 inches.

Our team is excited about the addition of EGR to our existing line of quality sheet, rod, and tube products that includes Harvel Plastics, King Plastic, and CAM Specialty Products. Please contact us and let us know how EGR can earn your business. Visit their website at www.egrextrusion.com.

Industry Events

- ASPE Houston Product Show, Sam Houston Race Park Houston, TX May 20, 2009
- IAPD—International Association of Plastics Distribution Leadership Summit, Kansas City, MO May 5-9, 2009
- TSAPI—Texas State Association of Plumbing Inspectors, Amarillo, TX June 10, 2009
- 53rd Annual IAPD Conference, Caesar's Palace, Las Vegas, NV Oct 20-23, 2009

Notes of Interest

- "If a man comes home from playing golf with sand in his cuffs and cockleburs in his pants, don't ask him what he shot." — **Sam Snead**
- Commit to the LORD whatever you do, and your plans will succeed. — **Proverbs 16:3**

Company News

- We will have a couple of new exciting products in the next issue of our newsletter.

Foust Marketing Team Completes CSP Program

The Foust Marketing team (Bryan Foust, Josh Wehrli, Sam Hubbard, and Jerry Weathers) recently completed the (CSP) Certified Sales Professional program at MRERF that gives a thorough understanding of the consultative selling process.

The training program includes business creation to improved time and territory management, goal-setting to prospecting, and negotiation skills.

We are confident that this training will allow our team to further add value to our customers and manufacturers we represent. We need to provide value – not only in the products and services we are selling, but in the relationships we have established.

We are also pleased to announce that Jerry Weathers has rejoined the organization. Jerry has a Bachelor of Science De-



Jerry Weathers, CSP

gree in Industrial Distribution from Texas A&M University. We welcome him back to our company and value the skills that he brings to Foust Marketing.

Harvel Appoints Gary Boushell National Sales Manager



Harvel Plastics, Inc. recently appointed Gary Boushell as national sales manager for its PVC and CPVC plumbing products division. An integral member of the Harvel sales team for more than 20 years, Boushell brings to his new position in-depth market knowledge and comprehensive understanding of the plastics industry. He will be responsible for building business relationships with customers, suppliers, and sales representatives throughout Harvel's U.S. and Canadian markets.

He will be a great benefit to customers as Harvel expands their line of quality products and offer superior plumbing solutions for both residential and commercial applications. Boushell will work closely with both the fire sprinkler and industrial products divisions of Harvel, advancing its commitment as an industry-leading single-source piping systems provider.

Please read below prize rules for year-end prize!

Foust Family Update!



Left to right: Jack (8), Sam (3), Matt (5), and Annie (2)

This time of year we always give you an update on our family, as well as a picture of us supporting our Texas Longhorns, and yes, our children do have shoes on their feet for those that remember the picture from a couple of years ago.

This year we were able to get a picture at the Bob Bullock Texas State History Museum in Austin, TX where the Story of Texas is told. We were able to watch

Monsters vs. Aliens in 3D at the IMAX theatre at the museum. All the kids loved it and we enjoyed watching them with their 3D glasses.

Our annual family trip to Austin was to support my wife running in the Austin Capitol 10K race. We were very proud of her.

All our boys now have sets of golf clubs and they really enjoy spending time with Dad at the driving range and hitting balls. I used to hit balls with them, but I spend more time now listening to "Watch this hit Daddy". It is worth it!

Kelly and I, as well as the entire Foust Marketing team, appreciate all the support everyone has provided over the years.

The Foust Family

The Blue Line—Win Movie Tickets!

Foust Marketing will 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 \$50 gift card for an evening out for movies and popcorn courtesy of **Foust Marketing**.

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

1. EGR is the latest addition to our line of quality products. Name two of their quality products.
2. In what EGR products do you have interest?
3. What training program did the Foust Marketing Team com-



plete? What University did Jerry Weathers graduate from? Hint: Not Texas Longhorns!

4. How many years has Gary Boushell been with Harvel?
5. What movie did the Foust family see while in Austin?

Winner of the King Plastic Tumblers from the last issue:

Ashlee Belcher, Mfg. Assistant
Cope Plastics—Godfrey, IL

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, CSP bryan@foustmarketing.com

Regional Offices

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

Sam Hubbard, CSP sam@foustmarketing.com
Covington, LA 985-234-9609

Jerry Weathers, CSP jerry@foustmarketing.com
Liberty Hill, TX 512-548-6405

