

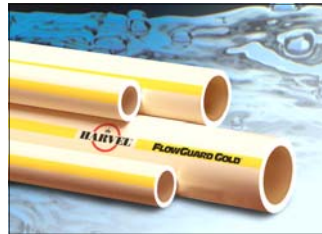
# The Blue Line

The Foust Marketing, Inc. Newsletter

### Inside this issue:

Harvel® Adds FlowGuard Gold® to CTS CPVC Plumbing Pipe Line	1
Industry Focus—Industrial Wastewater	1
ZL Introduces New Internally Lubricated Cast Nylon 6	1
Industrial Wastewater—Continued	2
Enter to Win Personalized Louisville Slugger	2

## Harvel® Adds FlowGuard Gold® to CTS CPVC Plumbing Pipe Line



Harvel Plastics, Inc., has added FlowGuard Gold® to its CTS CPVC plumbing pipe product line. Harvel high-quality FlowGuard Gold® copper-tube-size (CTS) piping is available in 1/2-inch through 2-inch diameters and excels in hot and cold water applications. In comparison

to copper plumbing pipe, Harvel's FlowGuard Gold® offers superior corrosion resistance and—using reliable solvent-welding joining techniques—a substantially lower installed cost.

With the increased incidence of failed commercial metallic plumbing systems, building owners, property managers, maintenance personnel, and plumbers today are choosing to install more reliable, cost-effective alternatives. Some commercial applications in-

clude hotel, residential high-rise, and health care facility construction. Harvel's FlowGuard Gold® copper-tube-size (CTS) piping offers a number of advantages that make it ideal for new construction and replacement applications.

Pipe manufactured by Harvel meets the requirements of NSF Standards 14 and 61 (potable water) for quality and health effects. CTS CPVC plumbing pipe is approved by major building codes as an acceptable material for plumbing systems.

### Industry Events

- Texas State Association of Plumbing Inspectors, Corpus Christi, TX—Jun. 10-14, 2007
- IAPD Annual Convention Dallas, TX, October 4–7, 2007
- Chem Show, New York, NY—October 30–November 1, 2007

### Notes of Interest

- "Therefore I tell you, whatever you ask for in prayer, believe that you have received it, and it will be yours." — **Mark 11:24**
- "It took me seventeen years to get three thousand hits in baseball. I did it in one afternoon on the golf course." — **Hank Aaron**
- "I like to listen. I have learned a great deal from listening carefully. Most people never listen." — **Ernest Hemingway**

### Company News

- Harvel Plastics has added **FlowGuard Gold®** CTS CPVC and **BlazeMaster®** Fire Sprinkler CPVC to our product line.

## Industry Focus—Industrial Wastewater

Foust Marketing will periodically be presenting industries and applications where plastic materials can be used. This information should be beneficial in helping us get plastics specified over metallic piping systems.

This issue, we will be focusing on industrial wastewater. Industrial wastewater, found in most industrial applications from chemical process to municipal wastewater treatment

facilities, are laden with chemicals, toxins, and pollutants, that must be treated properly before discharged to the environment or to a municipal wastewater treatment facility.

Asking the right questions and getting the right answers are key factors in the design of any wastewater system. The most critical components of the systems are its pipe, valves, and fittings. The following areas

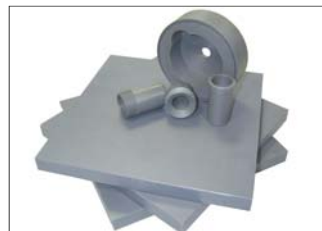


should be evaluated before deciding on the right material.

- Range of pH levels needed in the system

*Continued on page 2*

## ZL Introduces New Internally Lubricated Cast Nylon 6



To better help support their partner distributors ZL Engineering Plastics has recently announced the addition of the following new products. The first product is ZL 1100 T which is internally lubricated cast nylon. As you know this material is suitable for applications that require a lower coefficient of friction with robust wear capability.

ZL 1100 T also comes in an FDA compliant version (ZL 1100 T FG). This is the first commercially available solid lubricant filled cast nylon that is also FDA compliant! Your company sales professionals will now

be able to re-engineer parts in the conveying systems that in the past were limited to softer less abrasion resistant materials. Visit their website at [www.zlplastics.com](http://www.zlplastics.com) for more information.

## Industrial Wastewater—Continued



Now, consider the benefits of using plastics in the following applications.

- Types of chemicals, acids, and abrasives used
  - Range of pressures and temperatures
  - Forecast of the potential need to improve and upgrade the system and the ease of product modification in this process
  - Capability of products to control media flow
  - Potential for rust, and corrosion.
  - Comparison of product costs, including installation and maintenance.
  - Chemical Feed Station—PVC, CPVC, PP, PVDF
  - Batch Treatment Tank (Neutralization)—PVC, CPVC, PP, PVDF
  - Sight Glass Piping (Tank and chemical levels)—Clear PVC
  - Neutralized Water—PVC, CPVC, PP, PVDF
  - Sewer Discharge—PVC, CPVC
  - Clean Water—PVC, CPVC, PP, PVDF
  - Odor Control (Duct)—PVC, CPVC
  - Air Piping—ABS (Chem-Aire)
- Please contact us for a brochure that reviews the processes and applications in the wastewater treatment industry.

## Enter to Win Personalized Louisville Slugger

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



In the spirit of the baseball season, we are offering a personalized Louisville Slugger baseball bat to the top three entries courtesy of *NIBCO*. This is an ideal gift for the baseball fan or their child with their name on it.

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

1. Name two commercial applications where Harvel FlowGuard Gold® piping can be used.
2. Name two areas that should be evaluated before deciding the right material for industrial wastewater.
3. Name two industrial wastewater applications.

4. What is first commercially available solid lubricant filled cast nylon that is also FDA compliant?
5. According to Ernest Hemingway, what did he do to learn?

Winners of the Titleist Pro V1 golf balls from the last issue:

- Don Chaney**, Sales  
*Epsco International—Deer Park, TX*
- Randy Allman**, Sales  
*Cope Plastics—Maumelle, AR*
- Jaime Lozano**, Sales  
*Great Western Supply—Houston, TX*

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



**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](mailto:bryan@foustmarketing.com)

### Regional Office

Foust Marketing, Inc.  
Dallas, TX  
Tel: 972-530-3188  
Fax: 972-530-3199  
Josh Wehri, [josh@foustmarketing.com](mailto:josh@foustmarketing.com)

Visit *The Blue Line* of products at [www.foustmarketing.com](http://www.foustmarketing.com).

