

# The Blue Line

The Foust Marketing, Inc. Newsletter

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## CAM Specialty Products—Cast Polyurethane Products



Effective June 1, 2008, Foust Marketing has been appointed as manufacturer representative for CAM Specialty Products, Inc.

"We are excited about this new partnership", said Bob Adkins, General Manager of CAM, "We like the idea that Foust Marketing specializes in offering high

quality engineered products."

The addition of CAM is an excellent complement to our line of quality sheet, rod, and tube products that includes Harvel Plastics, King Plastic, and GAPI USA. Foust Marketing will be focused on developing their cast polyurethane sheet, rod, and tube profiles as well as custom manufactured parts.

CAM has a full service facility that designs and manufactures their molds for urethane manufacturing plus they machine all the necessary metal inserts,

clamps, fasteners that complement their urethane products so that they can furnish complete assemblies to their customers.

### Why Polyurethane?

- Abrasion Resistant
- Cut and Tear Resistant
- Bondable to Metal & Composite Parts
- Ability to process parts from 1 gram to 500 pounds

For more information on the quality polyurethane products offered by CAM, visit their website at [www.camspecialty.com](http://www.camspecialty.com).

## Industry Events

- Texas State Association of Plumbing Inspectors, Kerrville, TX, June 8-12, 2008
- 52nd Annual IAPD Annual Convention, Philadelphia, PA, Sep. 17-21, 2008
- WEFTEC 2008, Chicago, IL, Oct. 19-22, 2008

## Notes of Interest

- "I am the Lord, the God of all mankind. Is anything too hard for me?"—**Jeremiah 32:27**
- "I just hope I don't have to explain all the times I've used his name in vain when I get up there."—**Bob Hope**, about his golfing

## Company News

- Pat Foose has been promoted to Chief Operating Officer of Harvel Plastics. Pat's 27 years of dedication to Harvel has contributed greatly to their success and growth in the industry.

## Industry Focus—Chlor-Alkali

For our next industry focus article, we will be reviewing the processes and plastic applications in the chlor-alkali industry.

The process of chlor-alkali involves the electrolysis of sodium chloride (brine). The sodium chloride is separated into chlorine, sodium hydroxide, and hydrogen. These products can be sold as chemicals or as derivatives for other chemicals.

There are three basic types of chlor-alkali cell technology:

### Mercury Cell

- Caustic produced at 50% - less evaporation, best efficiency, but there is an environmental problem with mercury contamination.

### Diaphragm Cell (pictured right)

- Caustic produced at 10 - 15% - requires more evaporation and power, not as efficient.

### Membrane Cell



- Caustic produced at 32% - less evaporation than diaphragm and closer to optimal concentration.

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## Harvel LXT® Ultra-Pure Water Piping

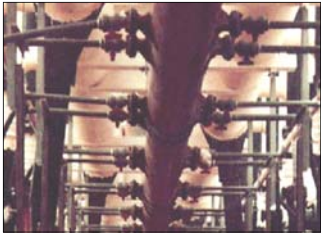


Ultra-pure water demands an ultra-pure piping system. The Harvel LXT® UPW system has been engineered to ensure cost-effective performance across multi-industry UPW, deionized, reverse osmosis, and distilled high-purity water applications.

Ideal for the semiconductor, electronic, biotechnology, healthcare, university, and laboratory industries, Harvel LXT® low-extractable piping is made from an innovative clean PVC compound that offers a number of advantages over other high-purity piping.

We work with the engineering and end-user community to develop specifications for Harvel products, and recently had the opportunity to work with Bill Weaver, Technical Services Manager at Harvel Plastics. He is pictured here discussing the resistivity performance of the product in ultra-pure water.

## Chlor-Alkali—Continued



Membrane is the latest cell technology. The caustic evaporation is closer to optimal levels with less impact on the environment. Future chlor-alkali plant construction will be membrane.

Applications for plastics in the chlor-alkali industry include:

- Sulfuric Acid
- Sodium Hydroxide (caustic)
- Cell Liquor (brine, caustic)
- Sodium Chloride (brine)

- Sodium Hypochlorite
- Hydrochloric Acid
- Demineralized Water
- Hydrogen
- Chlorine Headers/Manifolds

Within the cell building where chlorine and sodium hydroxide are manufactured (pictured left), CPVC brine feed lines withstand an external salt mist in addition to pH levels that can swing from 2.5 to 13. CPVC remains impervious to these drastic swings in pH levels.

Plastic materials that can be used in many of these applications are PVC, CPVC, PP, and PVDF. Harvel Plastics, NIBCO (Chemtrol), and IPS products have been used successfully for years in these applications.

## The Blue Line—Win IPS Weld-On T-Shirts

Foust Marketing will be offering prizes in each issue of *The Blue Line*. The more entries during the year will improve your chances of winning the year end prize.

This issue we are offering IPS Weld-On T-Shirts for your group courtesy of **IPS Corporation**.

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

1. We are excited about the addition of CAM to our product line. What products will we be focused on promoting for CAM?
2. Name two reasons why to use CAM's cast polyurethane?
3. What are the different cell technologies in the chlor-alkali industry?



4. What are a couple applications for plastics in the chlor-alkali industry?
5. Congratulations to Pat Foose on his promotion. How many years has he been with Harvel?

Winners of the movie tickets from the last issue courtesy of King Plastic:

- James Craig**, Sales  
Laird Plastics—Austin, TX
- Dustin Braud**, Project Development  
US Fusion—Gonzales, LA

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



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