

Special Issue Featuring Custom Fabrication and Machining

The Blue Line

The Foust Marketing, Inc. Newsletter

Inside this issue:

Harvel® Names Patrick Foose Chief Operating Officer	1
Harrison Machine & Plastic—Custom Fabricated Parts	1
Thermocraft—Machined Nipples	1
Pat Foose—Continued	2
The Blue Line—Win Outback Gift Card!	2

Harvel® Names Patrick Foose Chief Operating Officer



Patrick M. Foose has been appointed chief operating officer by Harvel® Plastics, Inc., a leading U.S. manufacturer of high-quality PVC and CPVC industrial piping, duct systems, and other thermoplastic extrusions. Foose

had previously served the company as vice president of sales and marketing.

"Pat Foose has been a significant part of Harvel's growth and has been instrumental in building the Harvel brand into a recognized industry leader in piping products both domestically and abroad," says Earl Wismer, Harvel's president and CEO. "His new role will include developing and implementing new company strategies as they relate to financial, technological, informational, material, and human resources. Pat will continue to build business relationships with customers, suppliers, and sales represen-

tatives. I look forward to Pat's increased involvement with our company, a capacity that will provide him with even more of a platform on which to expand and enhance both our product offerings and service levels and our internal operations."

A member of the International Association of Plastics Distribution (IAPD) Board of Directors since 2001, Foose has served on the Board's Executive Committee for the past two years. He currently serves as the Board's vice president and will begin a term as Board president

Continued on page 2

Industry Events

- 52nd Annual IAPD Annual Convention, Philadelphia, PA, Sep. 17-21, 2008
- WEFTEC 2008, Chicago, IL, Oct. 19-22, 2008
- 2008 ASPE Convention and Engineered Plumbing Exposition, Long Beach, CA, Oct. 25-29, 2008

Notes of Interest

- "Commit to the LORD whatever you do, and your plans will succeed."— **Proverbs 16:3**
- "If a lot of people gripped a knife and fork the way they do a golf club, they'd starve to death."— **Sam Snead**

Company News

- In our next issue, we will have an industry focus article on the applications for the commercial industry.

Harrison Machine & Plastic—Custom Fabricated Parts

Harrison Machine & Plastic based in Garrettsville, OH is known as an industry leader of PVC and CPVC duct and pressure fittings. In addition to their standard fittings offering, they have excellent fabrication and machining capabilities.

Harrison can perform intricate, low and high volume machining at reasonable prices. They can make special jigs, dies, and any other custom machined plastic

products. Harrison has the capabilities for plastic milling, drilling, threading, tapping, slotting, and bending pipe.

Harrison was specifically selected for their quality in custom pipe fabrication for a major project at the epicenter of the New Cleveland Clinic Glickman center which is unlike any other project in the country.

This project included exacting tolerances for a new water fea-



ture that when complete, provided an unbelievable illusion of a wall of water around the feature. For more information, visit their newly updated website at www.harrisonplastic.com.

Thermocraft—Machined Nipples



Foust Marketing is now offering PVC and CPVC machined nipples to complement our quality line of pipe, valves, and fittings. We have partnered with Thermocraft based in Placentia, CA. We are now able to offer threaded nipples (TBE—threaded both ends and TOE—threaded one end) competitively to our distribution customers.

Thermocraft commonly stocks nipples 1/2" - 4". These are machined nipples with a blunt edge at the beginning of the thread to help prevent cross threading. This is common in molded nipples, but with the quality and strength of a machined nipple. They have the capability to machine PVC nipples through 16", and CPVC nipples through 12". Please contact us for pricing for your PVC and CPVC nipple requirements.

Pat Foose—Continued

in the fall, becoming the first plastics manufacturer to hold the position. In 2005, he received the IAPD's annual Pacesetter Award.

He has served on the Harvel Plastics Board of Directors since 1993. He is also a member of the Children's Home of Easton Board of Directors, a position he has held for five years.

He joined Harvel Plastics in 1981 and was promoted to vice president of sales and marketing in 1989. He resides in Bethlehem, PA., with his wife and their son and daughter.

Pat Foose is well respected and trusted in the industry due to his tireless efforts of moving the plastics industry forward.

He was key in the success in the beginning of Foust Marketing. We started our company seven years ago with Harvel Plastics. He has always supported our efforts personally and professionally.

The Foust Marketing team respects him as a business partner and friend and wish him the best of success in his new position and future endeavors. We look forward to a long and mutually beneficial relationship with him in his new position.

We can only hope that his golf handicap doesn't suffer now that he has a more extensive role at Harvel. It will help our chances at the annual Harvel sales meeting golf outing.

The Blue Line—Win Outback Gift Card!

Foust Marketing offers prizes in each issue of *The Blue Line*. The more entries during the year improves your chances of winning the year end prize.

This issue we are offering a \$50 gift card to Outback Steakhouse courtesy of **Foust Marketing**.

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

1. When Pat Foose becomes the IAPD president in the fall, what first will that be for IAPD?
2. With Pat Foose's new role, what do we hope doesn't suffer?
3. In addition to Harrison's standard fittings offering, what does the article focus on?
4. With our new partnership with



Thermocraft, what are the commonly stocked nipple sizes in PVC and CPVC.

5. What industry focus article will be in our next issue?

Winner of the IPS T-Shirts from the last issue courtesy of IPS Corporation:

David Dever, Sales
Ameripipe Supply—Houston, TX

Complete the entry form at 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
Bryan Foust, bryan@foustmarketing.com

Regional Offices

Dallas, TX 972-530-3188
Josh Wehri, josh@foustmarketing.com
Covington, LA 985-234-9609
Sam Hubbard, sam@foustmarketing.com

Visit *The Blue Line* of products at www.foustmarketing.com.

