

The Blue Line

The Foust Marketing, Inc. Newsletter

Inside this issue:

Pulsafeeder—Quality Chemical Metering Pumps and Controllers	1
IPS Weld-On®—New Green Low VOC Cements and Primers	1
BlueTube—The Foust Marketing, Inc. Webcast	1
Harvel® CPVC Pipe Obtains ABS Approval	2
Enter to Win Personalized Louisville Slugger	2

Pulsafeeder—Quality Chemical Metering Pumps and Controllers



July 1, 2009 – Foust Marketing, Inc. has been appointed as manufacturer representative for Pulsafeeder, Inc. (SPO—Standard Product Operations) for Texas, Louisiana, Oklahoma, Arkansas, Kansas, and Missouri. Pulsafeeder leads the industry with diaphragm and

peristaltic chemical metering pumps, controllers, process control, and pre-engineered skid systems for the Chemical, Industrial, Municipal, Water Conditioning, Poultry, Swimming Pool, and Agriculture markets.

The Pulsafeeder SPO product line includes:

- **Pumps** (Diaphragm/Peristaltic) Pulsatron, Pulsatron Plus, Chem-Tech, Mec-O-Matic, Omni, and M-Series Pumps
- **Controllers**
Boilers - MicroVision Boiler, MB9200, MB9300/9600, and

ABC Series
Cooling Towers - MicroTrac, MicroVision, MC9200, MC9300/9500, DCS 900, ACT Series.
Timers - MicroVision, Pulsatrol MPT400.

- **Process Control**
Vision Series - Vision Model LV, Vision Model UV, MicroVision, IntelliSense, IntelliScan.
- **Pre-Engineered Systems**—Skid Systems, Panel Systems, and Tank Systems.

For more information on all Pulsafeeder products, visit their website at www.pulsatron.com.

Industry Events

- AWT—Association of Water Technologies Convention, Westin Diplomat Resort, Hollywood, FL, Aug. 26-29, 2009
- WEFTEC 09
Orange County Conv. Center, Orlando, FL, Oct. 10-14, 2009

Notes of Interest

- Ridiculous Golf Quotes from the Foust Marketing Team!
“If you hit fairways and greens, your score will be lower.” — **Josh Wehrli**
- “The income tax has made more liars out of the American people than golf has.” — **Will Rogers**
- “Consider it pure joy, my brothers, whenever you face trials of many kinds, because you know that testing of your faith develops perseverance.” — **James 1:2-3**

Company News

- New CAD Drawings on NIBCO (Chemtrol) products now available at the Contractor/Engineer corner at www.nibco.com.

IPS Weld-On®—New Green Low VOC Cements and Primers

A bold step for the betterment of our environment.

IPS Weld-On, the world leader in solvent cements for plastic piping, will be the first and only manufacturer whose entire line of cements and primers meets Low VOC emissions regulations.

Having pioneered the first Low VOC cement and with over 15 years of installation experience, IPS Weld-On Low VOC products will continue to offer our valued

customers the following benefits:

- Same high quality Weld-On performance.
- Same installation properties.
- Environmentally responsible, LEED® Compliant products.
- Guaranteed compliance with existing SCAQMD* VOC emissions regulations.
- Approved use in all states changing to stricter VOC emissions regulations.



- Reduced costs through simplified, all Low VOC inventory.

For more information, please contact us or IPS customer service at 800-888-8312.

BlueTube—The Foust Marketing, Inc. Webcast



Foust Marketing continues to look for new creative ways of communicating and educating our customers via e-mail, website, newsletters, product training seminars, etc. With the advent of new technologies like Twitter, Blogs, and Webinars, we have to be able to keep up with constantly changing methods of communication. We thought about Twitter, but decided that you would not want an electronic trail of my travel, golf, or eating habits (*That was an attempt at a little humor*).

BlueTube was developed to create an innovative approach to educating our customers and growing the market for plastics. We created our first “test” webcast on “Why Harvel Rod?” and encourage you to check it out at www.foustmarketing.com/wc01.htm. Our plans include to add a few more soon and will update you via e-mail when ready. Please let us know what you think! We welcome your feedback.

Harvel® CPVC Pipe Obtains ABS Approval



Harvel CPVC piping products (Currently Sch 40 and Sch 80 1/4" - 24") have recently obtained ABS Type Approval for shipboard use and mobile offshore driller units (MODU) applications as defined in an available ABS certificate. This approval can be viewed on-line at www.eagle.org by entering Harvel's ABS Certificate Number (09-HS410979-PDA).

Plastic pipe can be used on ships, mobile drilling units, and facilities governed by ABS Rules

for applications such as potable, fresh, and sea water, and DWV applications in what are considered "non-hazardous" areas as defined by ABS Rules.

Harvel CPVC products meet several flame/smoke standards including UL723/ASTME84 and ULC S102.2. This fire performance testing has allowed Harvel's CPVC piping products to be used in living quarters in certain offshore applications, and other critical applications where fire performance is a concern.

With the added ABS approval, this will allow Harvel's CPVC products to continue to be specified at the end-user and engineering level. We welcome the opportunity to assist with specifications.

Enter to Win Personalized Louisville Slugger

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



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

- What is the type of diaphragm and peristaltic pumps that lead the industry for Pulsafeeder?
- Who is the first and only manufacturer whose entire line of cements and primers meets Low VOC emissions regulations?
- What other products or technical issues could we feature on a future BlueTube episode?
- What approval did Harvel re-

cently obtain for offshore applications?

- What is now available at the Contractor/Engineer corner of NIBCO's website?

Winners of King Starboard® ST Headwear from the last issue courtesy of **King Plastic**.

Kriss Pearson, Sales

Laird Plastics—Kansas City, MO

Kathy Murrens, Sales

Cope Plastics—Rock Island, IL

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

Fax: 281-296-2566

Bryan Foust, CSP bryan@foustmarketing.com

Regional Offices

Josh Wehri, CSP josh@foustmarketing.com

Dallas, TX 972-530-3188

Jerry Weathers, CSP jerry@foustmarketing.com

Liberty Hill, TX 512-548-6405

