

The Blue Line

The Foust Marketing, Inc. Newsletter

Inside this issue:

King Plasti-Shield®—Neutron Shielding Polyethylene Sheet	1
Pete Walker Announces Retirement After 21 Years of Service	1
GAPI USA—Quality Teflon® PTFE Stock Shapes	1
Harvel® Opens Texas Distribution Facility	2
The Blue Line—Win Harvel Golf Shirt!	2

King Plasti-Shield®—Neutron Shielding Polyethylene Sheet



Borated Polyethylene Neutron Shielding King Plasti-Shield® has been used as medical and industrial neutron shielding for more than 25 years. It is a light-weight, cost-effective, and easily fabricated solution for a wide variety of neutron-shielding needs. Compared to

paraffin-based products, King Plasti-Shield® sheets are much more durable and perform well in a wider range of temperatures. With 5% boron by weight and a distinctive purple color, King Plasti-Shield® Industrial Grade is effective in medical and other applications requiring attenuation of thermal neutrons.

Grade II (yellow, 1% boron) and Grade III (red, 2% boron) are used as neutron shielding in the construction and repair of US Navy ships. These products are manufactured to MIL-P-23536,

Rev. A. Certification and testing is available to meet MIL-Spec. requirements. King Plastic's QC inspection has been certified to meet Mil-I-45208A.

King Plastic Corporation also offers high-quality, non-borated virgin polyethylene (natural color), which shields against fast neutrons due to its high hydrogen content.

For more information on King Plasti-Shield® and other quality products from King Plastic, please visit their website at www.kingplastic.com or look for us at IAPD in Dallas.

Industry Events

- IAPD Annual Convention, Dallas, TX, October 4-7, 2007
- Chem Show, New York, NY, October 30–November 1, 2007
- UltraPure Water Conference, Austin, TX, November 7-8, 2007

Notes of Interest

- "For all have sinned and fall short of the glory of God." — **Romans 3:23**
- "I'm not saying my golf game went bad, but if I'd grew tomatoes, they'd come up sliced." — **Lee Trevino**
- "A Bible that is falling apart, usually belongs to a person who is not." — **Friend**

Company News

- The Foust Marketing team has decided to end our agreement with ZL Plastics. We will continue to promote their products through October 5, 2007.

Pete Walker Announces Retirement After 21 Years of Service

Pete Walker, Chemtrol District Manager, recently retired from NIBCO. Pete began his career at NIBCO in 1986, as an Industrial Sales Representative. He was promoted to Regional Sales Manager for Chemtrol in 1989. He was then promoted to his current position in 2002.

"It's been such a pleasure to work with Pete,"

said Danny Yarbrough, Director-Specialty Channels.

"He is a true asset and example for this company and will always be a part of the NIBCO family. We wish him all the best in his retirement."

We thank Pete for his contributions to NIBCO, and wish him well in his retirement.

Foust Marketing has been a representative for NIBCO since 2002. We have had the pleasure of working with Pete from the beginning. He is one of the most respected and admired men in the industry.



Thank you, Pete!

GAPI USA—Quality Teflon® PTFE Stock Shapes



GAPI USA, manufacturer of quality Teflon® PTFE Sheet, Rod, and Tube products, recently enhanced their group with the addition of Lou Rotunno, PTFE North American Sales Manager. Their customer service group includes Jessica Smith and Angie Horn (Pictured left to right: Lou Rotunno, Jessica Smith, and Angie Horn).

The Foust Marketing team recently had the opportunity to visit their facility in Clayton, OH. We were impressed with the facility and inventory, especially the flatness of their thin-gauge PTFE sheets. We will have more on the PTFE products in the next issue of the newsletter.

Please contact them at 800-442-8030 or you can visit their website at www.gapigroup.com to see more on their complete line of quality PTFE stock shapes.

Harvel® Opens Texas Distribution Facility



Facility Meets Growing Demand and Enhances Customer Service

Harvel® Plastics, Inc., a leading manufacturer of high quality thermoplastic pipe, duct, and extrusions, has announced the opening of a new distribution and warehouse facility in Coppell, Texas. The 60,000 square-foot building, located just northwest of Dallas, TX, will serve as a distribution hub for customers in the Gulf States, Midwest, Mexico, and South America.

The new facility will enable Harvel to quickly respond to cus-

tomers needs by maintaining stock and shipping products direct from Texas. Harvel currently has manufacturing and warehouse facilities in Bakersfield, CA, and at its headquarters in Easton, PA.

"We're extremely pleased to add this distribution location to bring even greater value and efficiencies to our customers in the region,"

said Patrick Foose, Vice President, Sales and Marketing.

"The addition of this facility allows us to continue our record of exceptional service by providing timely shipments to all of our customers."

Charles Becht of Harvel was appointed Manager of Operations for the new Texas facility.

The address is 346 East Belt Line Road, Suite 500, Coppell TX 75019.

The Blue Line—Win Harvel Golf Shirt!

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

This issue we are offering a golf shirt courtesy of **Harvel Plastics, Inc.**

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

1. What material is added to King Plasti-Shield® to give it neutron shielding properties? What percentage is used for medical applications?
2. How many years was Pete Walker with NIBCO?
3. What impressed the Foust Marketing team about the thin-gauge PTFE sheet at GAPI?
4. Where is the new Harvel Distribution center located? What does the new facility enable



Harvel to do quickly?

5. According to Lee Trevino and his golf game, what would happen if he'd grew tomatoes?

Winners of the Titleist DT SoLo golf balls from the last issue:

- Carolyn Sielfleisch**, Sales Cope Plastics—Hazelwood, MO
- Alan Wilson**, Assistant Manager Laird Plastics—Dallas, TX
- Aaron Cahoon**, Sales Ryan Herco—Austin, TX

Complete the entry form at www.foustmarketing.com/entryform.htm.



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