

# The Blue Line

The Foust Marketing, Inc. Newsletter

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## Serfilco – Pumps, Filtration, Instrumentation and Controls



Foust Marketing has been appointed as representative for Serfilco. Serfilco has been a leader in the metal finishing industry for years, and has partnered with our team to help develop new business in markets like the chemical industry.

They specialize in the following corrosion resistant products:

- **Pump Tips and Controls** – Pump protectors for pumps your customer is already using in addition to new pumps from Serfilco. Great value-added solution.
- **Vertical Pumps**
- **Horizontal Pumps**
- **Magnetic Coupled Pumps**
- **Self-Priming Pumps**
- **Diaphragm Pumps, Pulsation Dampeners**
- **Drum Pumps**
- **Filter Chambers**
- **Filtration Systems**
- **Oil/Water Separation Systems**

- **Filter Media** – Filter Cartridges in wound, melt blown, pleated, sleeve type, and carbon cartridges.
- **Agitation and Mixing** – Ser-Ductor eductors for pumped agitation.
- **Instrumentation and Controls**

Serfilco has an excellent marketing program. They provide “postcards” on Serfilco products for mail-outs to your customers. They will also provide customer lists based on SIC codes per your request. Contact us for more information or visit [www.serfilco.com](http://www.serfilco.com).

## Industry Events

- Chem Show 51st CPI Exposition November 1-3, New York, NY Javits Convention Center

## Notes of Interest

- The first time I played at the Masters, I was so nervous I drank a bottle of rum before I teed off. I shot the happiest 83 of my life. — **Chi Chi Rodriguez**
- As iron sharpens iron, so one man sharpens another. — **Proverbs 27:17**

## Product News

- **IPS** – New Will-Call Counter Mats, Poster Banners, and 2006 Desk Calendars **Now Available.**
- **Chemtrol** – Plastic Piping Handbook **Now Available.**
- **Harvel** – Engineering and Installation Technical Guide and CD **Now Available.**

## NIBCO – Chemtrol® Customer Service



(Left to right: Dawn Ford, Draxie Justice, and Barb Jones)

NIBCO’s customer service continues to lead the industry with quality products and services.

The customer service group was recently reorganized and most of your communication will be with the group pictured to the left. They are committed to excellent service. We welcome feedback on how we can continue to improve our quality products and customer service.

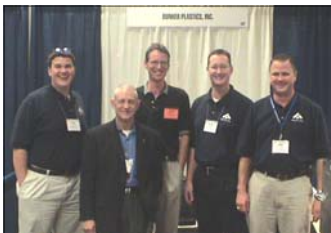
At NIBCO, we also attended an Actuation Training Program presented by Kurt Mast, Technical Services Advisor at NIBCO.



(Left to right: Sam Hubbard, Kurt Mast, and Bryan Foust)

Please contact us for more information about NIBCO Actuation on your next project.

## IAPD 49th Annual Conference



(Left to right: Sam Hubbard, John Parkinson (President), Scott Martin (VP Sales and Marketing), Bryan Foust, and Jerry Weathers) Bunker was showing their mirrored sheet and new formable silicon hard coat material. More on Bunker Plastics in the next issue.

Foust Marketing had the opportunity to attend the IAPD (*International Association of Plastic Distributors*) 49th Annual Conference in Chicago. The theme of the conference this year was “Overcoming Road Blocks.” We attended several informative seminars including: “Improving Sales with Face Reading,” “Accelerate Your Sales,” and “PVF Used in Laboratory Chemical Waste Systems.” We also attended the manufacturer exhibits where we had the pleasure of spending some time with one of our principals, Bunker Plastics.

## New Addition to the Foust Family



(Left to right: Matt Foust (Age 2), Sam Foust, and Jack Foust (Age 4))

We are excited to announce our new addition to the Foust Family. Sam Foust was born September 29, 2005 at 1:48PM weighing in at a healthy 10 lbs.

As you can see we wear our Texas shirts every Saturday and enjoyed Texas finally beating Oklahoma. Matt is already learning to "Hook em Horns" in the picture with his fingers. We will keep this picture just in

case they go to Texas A&M. Jack loves his baby brother more than even we expected.

If you noticed that all of our boys names are short. The reason is that my wife (Kelly) loves Disneyworld, and playfully says that any name we choose has to fit on the back of the Mickey Mouse hat with the mouse ears.

Our family appreciates all the prayers and well wishes with the new baby. My wife will need all the help she can get now that we have the three boys, a male golden retriever (Bud), and especially me. She says that is way too many hairy legs for her to handle.

Bryan Foust

## The Blue Line – Enter to Win Prize

Since we received such a great response from the last issue, we decided to try it again.

Foust Marketing is offering the opportunity to win a prize in this issue of *The Blue Line*. The winner will be randomly selected from entries with correct answers to the product questions based on information provided within the newsletter.

This issue we are offering a Foust Marketing golf shirt. Enter the drawing by visiting our website with the correct answers to the following questions:

1. Name three products that Serfilco specializes in offering.
2. Name two of the marketing programs offered by Serfilco.



3. What training did the Foust Marketing team complete on their recent trip to NIBCO?
4. What new product or service was Bunker showing at the IAPD conference in Chicago?
5. Who is the best college football team, at least according to the Foust Family?

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



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