

Special Industry Focus Issue on
the Commercial Market

The Blue Line

The Foust Marketing, Inc. Newsletter

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IPS Corporation—Sealants, Compounds, and Lubricants



IPS Corporation has been recognized for over four decades as the industry leader in the development of solvent cements, primers, and adhesives.

Many installations and final connections require their own sealants, putty lubricants and

other compounds to complete the job. IPS offers these products including **White Seal**, a Teflon® based compound for sealing and lubricating all metal and plastic threaded piping systems. **All Seal** is an all new formulation offered by IPS as well as the following products.

Sealants

- All Seal
- Blue Seal
- White Seal with Teflon®
- Gold Seal
- 505 Key-Tite Waterproof Compound

- Epoxy Sticks
- Soft Seal Plumbers Putty
- Teflon® Tape

Lubricants

- Seal Lube
- Gasket Lubricant
- All New EZ Flush Blue Pipe Lubricant

Cutting Oil

- Dark Cutting Oil
- Light Cutting Oil

Contact us for the **New** flyer on their complete line of quality sealants, putty compounds, and lubricants.

Industry Events

- NACE Corrosion 2009, Conference & Expo, Atlanta, GA Mar. 22-26, 2009
- 53rd IAPD Conference, Caesar's Palace, Las Vegas, NV Oct 20-23, 2009

Notes of Interest

- "Today in the town of David a Savior has been born to you; He is Christ the Lord." — **Luke 2:11**
- "Give me my golf clubs, the fresh air, and a beautiful partner, and you can keep my golf clubs and the fresh air." — **Bob Hope**
- "Tell me, I'll forget. Show me, I may remember. Involve me, I'll understand." — **Confucius**

Company News

- Don't forget to take advantage of the IPS Weld-On **Early Buy Program** for additional terms and discounts. Contact our team for more details.
- One of the real joys of the Holiday Season is the opportunity to say **Thank You** and to wish you the very best for the new year.

Industry Focus—Commercial Market

For this industry focus article, we will be reviewing the applications for plastic piping systems in the commercial market.

Hotel/Motel, Residential High-Rise, Hospital, School, Nursing Home, Office Building, and Residential Multi-Family are commercial markets where plastics have seen an increase in market share.

In a typical commercial building, metallic piping systems have

been used for water distribution systems. For example, a 4-story hotel will have main/riser pipes that distribute the water to the floors. The main/riser piping (pictured right) can be CPVC IPS pipe with CPVC CTS (Copper Tube Size) pipe reducing off the main/riser to the hotel rooms. In addition, CPVC fire sprinkler piping systems are installed.

Applications

- Mains/Risers (Water Distribution)



- Plumbing Pipe
- Fire Sprinkler Pipe
- Drain, Waste, Vent (DWV)
- Duct and Air Handling

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King CuttingBoard® Family of Products



Keep your knives sharp and protect your customers with premium professional polymer cutting boards. The King CuttingBoard® family of products is a comprehensive set of NSF-approved polymer sheets for modern restaurant kitchens, supermarkets, butcher shops and food-processing facilities. The product line consists of:

King CuttingBoard® is an exceptionally white natural polyethylene color, creating the bright, clean, sanitary look that commercial food processing operations require (Also available in polypropylene); **King CuttingBoard® XL** sheets are approximately one-third lighter in weight and more cost effective than standard King CuttingBoard® allowing for easy handling and cleanup; **King CuttingColors®** is a NSF-certified family of color-coded cutting board sheets in five different industry-standard colors to help combat cross contamination. **Blue** for seafood, **Yellow** for raw poultry, **Green** for vegetables, **Tan** for cooked meat, and **Red** for red meat (Also available in King CuttingColors® XL).

Commercial Market—Continued



Foust Marketing can provide a complete piping system with Harvel® pipe, NIBCO fittings, and IPS primers and cements. Harvel® Plastics offers Harvel® HydroKing® Commercial SDR-II CPVC, and Schedule 80 CPVC gray pipe for the main/riser lines; Harvel® Flow-Guard Gold CTS and Harvel® HydroKing® CTS pipe for the supply lines; and Harvel® BlazeMaster® Fire Sprinkler pipe for the fire sprinkler systems. We will have more information on the new Harvel® HydroKing® Commer-

cial SDR-II CPVC gray pipe in the next issue.

Advantages

- Improved Flow—Less friction loss
- Fire Resistant
- Corrosion Resistant—Will not rust, scale, pit or corrode
- Light Weight—Easy to assemble and install
- High Energy Efficient
- Quiet Operation
- Maintains Water Quality
- Lower Installed Costs—Easily assembled using inexpensive tools

CPVC piping systems are the preferred material of choice to many contractors and end users over metallic systems due to reduced labor and material costs, while providing long-term service in commercial water distribution systems.

Year End Prize—Win the New iPod touch!

It's that time! Time for our year end prize. All entries from this year including entries from this issue will be entered in the final drawing for 2008.

The year end prize will be an iPod touch. The new iPod touch plays music and movies, internet access, and more. The prize is courtesy of the **Foust Marketing** team in appreciation of your continued support.

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

1. Name two of the IPS sealants, compounds, and lubricants?
2. What are two of the commercial markets where plastics can be used?
3. Why are CPVC piping systems the material of choice for many



- contractors and end-users?
4. Name two of the types of customers using King CuttingBoard@?
 5. What are the advantages of King CuttingBoard XL?

Winners from the last issue courtesy of NIBCO, Inc.

- Charla Terry**, Sales
Ameripipe—Oklahoma City, OK
- Tom Corson**, Sales
Professional Plastics—Houston, TX
- Larry Qualls**, Sales
Atlas Supply—St. Louis, MO

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



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