

# The Blue Line

The Foust Marketing, Inc. Newsletter

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## SCIGRIP Acrylic Assembly Adhesives



SCIGRIP Acrylic Assembly Adhesives are used extensively in sign fabrication. Strong butt joints are made with flat sheets by using the soak method for such applications as cementing letters to acrylic panels. Butyrate trim-capping of acrylics is another highly recommended use

for SCIGRIP acrylic assembly adhesives. It is also widely used in the POP industry (e.g. display), and in the fabrication and bonding of plastic containers, housewares, bottles and many other applications. SCIGRIP #3, #4, and #16 have become the standard in the industry.

- **SCIGRIP #3** – Low VOC, non-flammable, Water-Thin (1-5 cps), very fast setting solvent cement Recommended for thickness of 1 to 9 mils (.001 - .009 inches).
- **SCIGRIP #4** – Non-flammable, Water-Thin (1-5 cps), moderately

fast setting solvent cement. Recommended for thickness of 1 to 9 mils (.001 - .009 inches) and higher humidity vs. SCIGRIP #3.

- **SCIGRIP #16** – Low VOC, fast setting, medium bodied (800 cps – Motor Oil), high strength acrylic cement. Recommended for thickness of 1 to 12 mils (.001 - .012 inches).

These products also bond rigid PVC, ABS, styrene, butyrate and polycarbonate to themselves and each other, as well as other plastics and porous surfaces. For more information visit [www.scigrup.com](http://www.scigrup.com).

## Industry Events

- WQA Aquatech USA, Indianapolis, IN, April 2-5 2013
- International Sign Expo, Las Vegas, NV April 4-6, 2013
- Texas Water 2013 Galveston, TX April 9-12, 2013

## Notes of Interest

- “The angel said to the women, ‘Do not be afraid, for I know that you are looking for Jesus, who was crucified. He is not here; he has risen, just as he said.’” — **Matthew 28:5-6**
- You miss 100 percent of the shots you never take. — **Wayne Gretzky**

## Company News

- **Foust Marketing** has started series of educational and training webinars on various products and applications. Please join us on the next webinar.

## Process Quality Award Presented to Foust Marketing

Foust Marketing was recently presented the Process Safety Award from a major chemical plant on the Gulf Coast.

We were recognized for an outstanding job conducting the ASME B31.3 Bonder Certification for PVC and CPVC solvent cemented joints. We were presented the award due to our continued commitment to their Quality Process.

With the partnership of plant

engineers, distribution partner, and the IPS Weld-On team, we helped in a continuing education and quality process training for all bonders and welders in the plant at scheduled trainings over a period of years.

IPS Weld-On is the leader in industrial primers, solvent cements, adhesives, thread sealants, but more important is their commitment to education and training. In cooperation



Left to right: Frank Blackburn with Epsco, and Bryan Foust

with IPS, Foust Marketing provides installation training and certification for our customers.

## Foust Marketing Receives Outstanding Sales Achievement Award



Left to right: Bryan Foust, Matthew Martin, Kathleen Ackerly

The Foust Marketing team was presented with the Outstanding Sales Achievement award for 2012 (Pictured with Matthew Martin, Pulsafeeder Director of Global Sales). Foust Marketing has received the award three consecutive years. To qualify, we had to exceed the annual growth goal set at beginning of the year. As always, we take great pride in receiving the award. We appreciate the recognition from Pulsafeeder, and look forward to another great year in 2013.

Pulsafeeder is the industry leader in chemical metering and dosing pumps. Pulsafeeder pumps are used in water treatment, water conditioning, wastewater, OEM, pools, oilfield, and industrial applications.

For more information on Pulsafeeder pumps, controllers, and accessories, visit [www.pulsatron.com](http://www.pulsatron.com).

## CO-EX—POLISNAKE Decorative Sheet



POLISNAKE is a new and exclusive style of multi-wall sheet from CO-EX Corporation. These CO-EX sheets feature all the properties you expect from a premier, state-of-the-art provider of polycarbonate panels.

Aesthetically speaking, these panels offer the architect a noteworthy approach to design solutions, with a distinctive look available only with POLISNAKE.

Unique undulating channels offer an appeal for use as decorative partitions and panels in

high traffic commercial buildings, office buildings, hotels and resorts.

- Extremely light weight for ease of installation.
- High light diffusion with good light transmission.
- High thermal insulation properties
- High sound insulation properties

The sheets have UV protection by co-extrusion that protects the sheets and ensures the stability of the polycarbonate material. POLISNAKE sheets are covered by a 10 year warranty against ageing, loss of light transmission and breakage by hail. POLISNAKE multi-wall sheets are available in: 5/8" (16 mm) Clear and Opal, 25 and 32 mm by special order.

## Connect With Us—Win a Gift!

It's as easy as visiting one of our Foust Marketing social media pages (Facebook, Twitter, or LinkedIn). Connect with us by clicking the icons (*on right or bottom of page*), and we will send you a gift as a token of our appreciation.



You can also enter by visiting our website with the correct answers to the questions.

1. What are some of the applications for SCIGRIP Assembly Adhesives?
2. What type of bonder certification did we perform to get the Process Quality Award?
3. What products are Pulsafeeder the industry leader? What are a couple of the applications?
4. What are some of the applica-

tions for the new POLISNAKE product from CO-EX?

5. What did Wayne Gretzky say about taking shots in life?

Congratulations to the winners of the Titleist Pro V1x logo golf balls from **Foust Marketing** from the last issue:

**Doug Hopton-Jones**, Sales  
Nationwide Plastics, Dallas, TX

**Deanna Walden**, Sales  
Nationwide Plastics, Tulsa, OK

**Bert Rios**, E & I Wastewater Tech  
City of Corpus Christi, TX

**Sandy Johnston**, Sales  
Cardinal Pump, St. Louis, MO

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



**foustmarketing, inc.**

*Engineered solutions for your business*

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Pulsafeeder



NIBCO



King



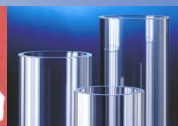
IPS



Harrison



TPI



CO-EX



Max-Air

