

Merry Christmas and
Happy New Year!

The Blue Line

The Foust Marketing, Inc. Newsletter

Inside this issue:

King Plastic—King ColorCore® Ideal for Engraving Applications	1
Excelon by Thermo—Rods, Tubes, and Profiles	1
IPS Weld-On®—Cold Weather Solvent Cementing Tips	1
Foust Family Update!	2
Year End Prize—Win the New iPad Air!	2

King Plastic—King ColorCore® Ideal for Engraving Applications



King ColorCore® is environmentally stabilized high-density polyethylene sheet which has been developed to withstand the harshest outdoor conditions. It can be used in wet areas that need to be washed often for cleaning, or are regularly exposed to moisture. It can be

fabricated using common wood-working tools and techniques. The thin cap layers and bright primary colors make it ideal for signage, marine, playground, and recreational applications. For maximum versatility, standard colors are made to coordinate with King ColorBoard®.

They have improved King ColorCore® so it is now easier than ever to engrave by having the cap consistent in thickness for all three gauges of King ColorCore®. With a very uniform appearance, you can be confi-

dent that your engravings will have the same quality look from sheet to sheet. Base materials are FDA approved. It is made with high-impact-resistant polymer to handle more abuse than conventional sign materials. King ColorCore® is manufactured to the highest standards in the industry, and available for upgrade with King FlameShield for ASTM E-84 Class A or B Flame/Smoke Compliance and CAN/ULC-S102 for Canadian Compliance. For more information contact our sales team or visit www.kingplastic.com.

Industry Events

- NGWA (National Ground Water Association) Nashville, TN December 3-6, 2013
- Chem Show - New York, NY December 10-12, 2013
- LGWA (Louisiana Ground Water Association) Marksville, LA January 8, 2014.

Notes of Interest

- "But the angel said to them, "Do not be afraid. I bring you good news that will cause great joy for all the people, Today in the town of David a Savior has been born to you; he is the Messiah, the Lord." - **Luke 2: 10-11**
- "Christmas doesn't come from a store, maybe Christmas perhaps means a little bit more...." - **Dr. Seuss**

Company News

- **Foust Marketing** wishes everyone Merry Christmas and Happy New Year. Please let us know how we can pray for you during this holiday season.

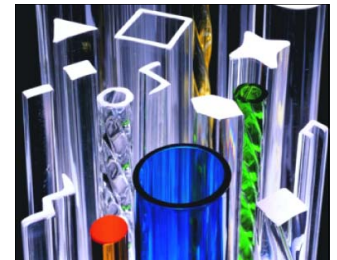
Excelon by Thermo—Rods, Tubes, and Profiles

Thermoplastic Processes manufactures quality acrylic rods, tubes, and profiles. Excelon by Thermo acrylic plastic enhances the beauty of any exhibit.

Acrylic's refractive characteristics create a play of light that shows quality and excellent design details. Acrylic rod can be readily heat-formed or bent to re-direct light. Prolonged exposure to moisture, or even total immersion, does not sig-

nificantly affect acrylic, causing no evident warping, swelling or loss of transparency. Excelon acrylic extrusions are ideal for bathroom towel bars, kitchen articles, and laboratory fixtures.

Acrylic extrusions, made with a UV stabilizer, have excellent sun-resistance, maintain their sparkle and bright new look even in the harshest weather. Excelon extrusions are ideal for long-life outdoor applications



such as illuminated signs.

For more information on Excelon by Thermo acrylic products, visit www.excelon.com.

IPS Weld-On®—Cold Weather Solvent Cementing Tips



Good joints can be made with Weld-On® solvent cements in cold temperatures. Working in cold temperatures is never easy, but sometimes the job is necessary. In cold weather, solvent cements penetrate and soften the surfaces of plastic pipe and fittings more slowly than in warm weather. The plastic is also more resistant to solvent attack. Therefore, it is very important to pre-soften surfaces with an aggressive primer. Cold Weather Tips: **Shake The Can** - cement may freeze in very cold temperatures. Thaw cement by storing indoors at room temperature. Shake vigorously for minimum 30 seconds before use. **Use Premium Primer** - the use of quality primer, such as P-70, is essential for successful cold weather results. **Use a Longer Cure Time** - before the system is pressurized because solvents evaporate slower in colder temperatures. For more information or installation training, please contact our sales team or visit www.weldon.com.

Foust Family Update!



Left to right: Jack (12), Sam (8), Kelly, Annie (6), and Matt (9).

This time of year we always give you an update on our family. This year we are all in our Texas Longhorn gear again! We made it to a Texas Longhorn football game and lunch at Shady Grove Restaurant in Austin, TX.

Jack started Junior High this year and was able to play quarterback on his football team. Even scored a touchdown in the last game. Matt enjoys Madden 13 and can even beat Dad.

Sam got a Guinea Pig named Hamlet, and Annie loves her American Girl dolls. We lost our Golden Retriever (Bud) a couple years ago to old age. He was 15 1/2 years old. We are hoping that Santa will get us a new Golden Retriever puppy for Christmas!

Christmas is always special to our family. Our faith is important to our company and the success of our manufacturers. *“Commit to the LORD whatever you do, and your plans will succeed.” - Proverbs 16:3*

Kelly and I, as well as the entire Foust Marketing team, appreciate all the support. We are a blessed with good friends and partners in success!

The Foust Family

Year End Prize—Win the New iPad Air!

It's that time! Time for our year end prize. All entries from this year will be entered in the final drawing for 2013.

The year end prize will be the New iPad Air courtesy of King Plastic and Foust Marketing. Enter by visiting below link with the answers to the questions.

Thanks again to King Plastic for sponsoring the year end prize. King Plastic manufactures high quality sheets, slabs and massive shapes.

1. How has the King ColorCore® engravable sheet product been improved?
2. List a couple applications where Excelon acrylic plastic extrusions can be used.



3. What are three tips for solvent cementing plastic joints in cold weather.
4. What is the Foust Family hoping Santa will bring this year?
5. What movie did the Dr. Seuss quote come from?

Congratulations to the winner of the Foust Marketing golf shirt courtesy of Foust Marketing from the last issue:

Jaime Lozano, Sales
Harrington Plastics—Houston ,TX

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, CPMR, CSP
bryan@foustmarketing.com

Kathleen Ackerly
kathleen@foustmarketing.com



Pulsafeeder



NIBCO



King



Harrison



IPS



SCIGRIP



Thermo



Tools

