

The Blue Line

The Foust Marketing, Inc. Newsletter

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Rain Bird—Industrial and Municipal Filtration



Effective March 1, 2016, Rain Bird Corporation announces the addition of Foust Marketing to its sales organization. Foust Marketing will be responsible for sales coverage and market development in the states of Texas, Louisiana, Oklahoma, Arkansas, and Missouri. The

Marketing Manager of Rain Bird Industrial and Municipal Filtration, John Barry stated that “Foust Marketing was our company of choice in this region due to their focus on specialty products, market development, and their ability to work with specifying engineers.”

Rain Bird provides a complete line of Industrial and Municipal Filtration options including:

- Automatic Disc Filters
- Automatic Screen Filters
- Manual Filters

- Basket Strainers
- Media Filters
- Pump Intake Suction Screens
- Sand Separators
- Controllers

Rain Bird filtration products are used in industries such as petrochemical, water treatment, pulp and paper, chemical, food and beverage, and sugar mills by many leading companies.

For complete technical specifications on Rain Bird industrial and municipal filtration, visit their website industrial.rainbird.com.

Industry Events

- Texas Water—Regional Water Show, Ft. Worth, TX Apr 19-22, 2016
- ISA Sign Show—International Sign Association, Orlando, FL Apr 20-23, 2016
- OTC—Offshore Technology Conference, Houston, TX May 2-5, 2016

Notes of Interest

- “Look to the Lord and his strength; seek his face always.” —1 Chronicles 16:11
- “Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time.” —Thomas Edison

Company News

- **Job Posting**
Foust Marketing has an open position for Technical Sales. foustmarketing.com/careers.
- **New and Rental Tools**
Foust Marketing offers a complete line of installation tools: Portable Power Bevelers, Pipe Pullers, and Socket Fusion Tools.

IPS Weld-On—Solvent Cement Welding and Bonder Qualification

IPS Weld-On offers ASME B31.3 bonder qualification for the solvent welding process in accordance with ASTM D2855. The class covers the following:

- Basic principles of solvent welding.
- Proper techniques for solvent welding plastic joints.
- Importance of correct sized applicators.
- Set and cure times.

- Solvent welding tips – hot and cold weather.
- Causes of failed joints.
- Repairs.
- Safety precautions.

Weld-On then provides hydrostatic pressure testing of coupons at the Weld-On Hydro Lab to 680 psi in accordance with ASME B31.3 A328 2.5(c) bonder qualification performance standard. In addition,



Foust Marketing partners with IPS Weld-On to offer this training on a regional level. Contact our team for more information or visit www.weldon.com.

Foust Marketing Receives Outstanding Sales Achievement Award



The Foust Marketing team was presented with the Outstanding Sales Achievement Award this February at the Pulsafeeder Global Sales Meeting. To qualify, the Pulsafeeder sales representative had to exceed previous year sales and meet a minimum annual growth goal set at beginning of the year. In addition to this award, Foust Marketing was also presented with the Steal Award. The Steal Award is presented to the Pulsafeeder sales representative that secured the largest order away from the competition.

We are very proud to receive both awards. We are appreciative of the recognition from Pulsafeeder, and look forward to another great year in 2016. For more information on Pulsafeeder’s quality pumps, controllers, pre-engineered skid systems, and accessories, visit www.pulsatron.com.

King ColorCore® Ideal for Sign Industry



King ColorCore® is a versatile, environmentally stabilized sheet with multiple layers of contrasting colors. Its thin cap layers and bright primary colors make it ideal for sign industry.

For maximum versatility, standard colors are made to coordinate with King ColorBoard®. King ColorCore® is easy to engrave and machine due to the consistency in cap thickness. King ColorCore® is made with high-impact-resistant polymer to handle more abuse than con-

ventional sign materials. It will not warp, rot or delaminate. King ColorCore® is a superior homogeneous sheet, made with a unique state-of-the-art continuous process called Polyfusion, manufactured to the highest standards in the industry. Base materials are FDA approved.

King ColorCore® is upgradable to King MicroShield® with an exclusive antimicrobial additive from Biosafe®, or King FlameShield for ASTM E-84 Class A or B Flame/Smoke Compliance and CAN/ULC-S102 for Canadian Compliance.

Visit King Plastic at the ISA Sign Show in Orlando (April 20-23, 2016) at Booth# 1575, or visit www.kingplastic.com to learn more about King ColorCore®.



foustmarketing, inc.

Engineered solutions for your business

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Win King Plastic Tervis Tumblers!

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

This issue we are offering King Plastic Tervis Tumblers courtesy of **King Plastic**.

Enter by visiting the link below with the correct answers to the following questions.

1. List a couple filtration options with Rain Bird Industrial and Municipal Filtration.
2. What hydrostatic pressure does the Weld-On hydro lab test the ASME B31.3 coupons?
3. What did Foust Marketing achieve to win the Steal Award from Pulsafeeder?
4. What makes King ColorCore easy to engrave for the sign industry?



5. What did Thomas Edison say is our greatest weakness?

Winner of the *Vinturi Wine Aerator* from the last issue courtesy of Foust Marketing.

Sally Carlson, Sales
 Cope Plastics, Topeka, KS

Complete the entry form at www.foustmarketing.com/entry-form.

Pulsafeeder



NIBCO



King



Harrison



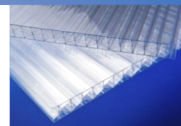
IPS



SCIGRIP



Gallina



Rain Bird

