

# The Blue Line

The Foust Marketing, Inc. Newsletter

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## Pulsafeeder—Digital Glycol Feeders



Glycol is especially necessary for chiller condenser water and cooling towers when the cooling tower is used in the winter time. The glycol prevents the water from freezing in extremely cold weather. Pulsafeeder's Digital Glycol Feeder provides a consistent operating pressure in

closed loop systems. This allows a controlled percentage of glycol solution to be fed from the 55 gallon tank.

The Digital Glycol Feeder is available in two models; the DGF1 for single loop and the DGF2 for dual loop systems.

### Controller Features

- Touch Keypad User Interface for Gear Pump Operation
- LED Indicators Loss of Pressure and Low Level
- HOA control of pumps and alarm to force relay OFF indefinitely or force relay ON for 5 minutes

- Dual alarm relay outputs are configured for dry contact or powered

The control unit utilizes an 8-bit microcontroller for precise feed system control in a NEMA4X enclosure. The pre-plumbed assembly includes a pressure gauge, pressure switch, and pressure relief valve to prevent excessive pressure build up. A low liquid level switch with optional audible alarm prevents the gear pump from operating when the solution is low.

For more information, visit [www.pulsatron.com](http://www.pulsatron.com).

## Industry Events

- NGWA (National Ground Water Association), Las Vegas, NV December 6-8, 2016
- IPE (International Poultry Expo) Atlanta, GA January 30 – February 1, 2017
- AHR (Air Conditioning, Heating, Refrigeration), Las Vegas, NV January 30 – February 2, 2017

## Notes of Interest

- "Today in the town of David a Savior has been born to you; he is the Messiah, the Lord."  
—Luke 2:11
- "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."  
—Foust Marketing Team

## Company News

- IPS "Early Buy Special" valid November 28, 2016 through February 24, 2017. Contact our sales team for details.
- Foust Marketing has an additional open position for Technical Sales. For information, visit [foustmarketing.com/careers](http://foustmarketing.com/careers).

## Syracuse University Lockers Made with King StarBoard® ST

Syracuse University remodeled the lacrosse men's locker room. The old lockers made from metal were replaced with King StarBoard® ST, a high-density polyethylene (HDPE) material. Each of the 58 lockers have a cubbyhole for shoes, a digital lock box with outlets, stick rack, customized hooks for lacrosse gear and a folding chair. The lockers have a ventilation system to keep the locker room air fresh.

The Physical Plant Construction Division installed King StarBoard® ST, a high density polyethylene (HDPE) material, new sheetrock, electric, plumbing, heating and flooring.

King StarBoard® ST was selected because it is 25% stiffer increase in stiffness over standard King StarBoard® and developed to withstand the harshest outdoor conditions. It will not warp, rot, or delaminate when



exposed to humidity or water. It can be fabricated using common woodworking tools and techniques. For more details, visit [www.kingplastic.com](http://www.kingplastic.com).

## IPS Weld-On—Easy Twist™ Can Opener



The NEW Weld-On Easy Twist is ergonomically designed to easily open the cans of cleaners, primers, and solvent cements in a simple twist without damaging the cap. When closing the can, Easy Twist helps tighten and seal the cap with an extra torque. This prevents the solvent cements or primers from drying out and saves you money. Now available in new, convenient packaging for easy countertop or hanging display.

- Serrated inner edge provides a solid "grip" making can opening/closing easy.
- Flat-edge handle is used to open paint-style solvent cement cans.
- Made from durable stainless steel.
- For all Weld-On solvent cement and primer cans except wide mouth gallon can.

## Foust Family Update!



Left to right: Sam (11), Matt (12), Jack (15), and Annie (9)

This time of year we always give you an update on our family. Enjoyed getting to Austin to see our annual Texas Longhorn game. "Hook 'em Horns"

Jack continues to be an excellent student and is on the swim team and cross country team. Matt is doing great in school and plays cornerback on the Junior High football team. He wants to go The University of Alabama. Sam performs at the

top of his class and continues to draw and sell comics. He wants to go to Harvard. Annie loves her Daddy, American Girl dolls and gymnastics. Our Golden Retriever (Bentley) is 2 years old and loves getting in the trash and wrestling with kids.

The Christmas season is special to the Foust family. Our faith is key to our company and the success of our manufacturers.

*"For by grace you have been saved through faith. And this is not your own doing; it is the gift of God, not a result of works, so that no one may boast." - Ephesians 2:8-9*

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

### The Foust Family

## Year End Prize—Win the New iPad Air 2!

It's that time! Time for our **Year End Prize**. All entries from this year will be entered in the final drawing for 2016.

The year end prize will be the New [iPad Air 2](#) courtesy of Pulsafeeder and Foust Marketing. Enter by visiting below link with the answers to the questions.



Special thanks to Pulsafeeder for sponsoring the year end prize. Pulsafeeder offers chemical metering pumps, controllers, systems, and accessories.

1. What does Pulsafeeder's Digital Glycol Feeder prevent in cooling towers?
2. What material were the old lockers made from that King Star-Board ST replaced?
3. What does the NEW Weld-On

- Easy Twist can opener prevent?
4. What does Bentley (Our Golden Retriever) love getting in?
  5. When does the IPS Weld-On "Early Buy Special" begin?

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

**Allen AJ Johnson,**  
Distributive Products Manager  
AC Plastiques USA—Baton Rouge, LA

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



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Pulsafeeder



NIBCO



King



Harrison



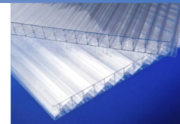
IPS



SCIGRIP



Gallina



Rain Bird

