

# The Blue Line

The Foust Marketing, Inc. Newsletter

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## King CuttingBoard®—Now With Advanced Antimicrobial Technology



King Plastic is excited to announce the **New and Improved King CuttingBoard® Family of Products!** Now manufactured with an advanced antimicrobial technology to produce a more effective application compared to our formerly untreated cutting board polymer sheet.

The antimicrobial technology inhibits product-damaging microbes from causing stains and odors on the cutting board surface. Studies have shown that surfaces with the antimicrobial technology can inhibit the amount of certain product-damaging microorganisms by 99.9999% compared to an untreated surface.

King CuttingBoard® Family of Products are NSF listed to meet requirements of commercial food processing operations for direct and indirect food contact.

**No minimum orders required and no up-charge.** The new and improved King CuttingBoard® Family of Products now with advanced antimicrobial technology is a **standard** product.

The new advanced antimicrobial technology is now standard in their complete cutting board line of products including: King CuttingBoard®, King CuttingBoard® XL and King Cutting Colors®.

For more details, specifications, and pricing, please visit them at [www.kingplastic.com](http://www.kingplastic.com).

## Industry Events

- NGWA (National Ground Water Association), Nashville, TN December 4-7, 2017
- IPE (International Poultry Expo) Atlanta, GA January 30–February 1, 2018
- ISA Sign Expo (International Sign Association), Orlando, FL March 22-24, 2018
- AALSO (Aquatic Animal Life Support Operators) Niagara Falls, NY March 25-28, 2018

## 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

- **Foust Marketing** has an OPEN position for Technical Sales.  
[foustmarketing.com/careers](http://foustmarketing.com/careers).

## Foust Marketing Partners with ICON Process Controls

ICON Process Controls 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 TX, LA, OK, AR, KS, and MO. Jared Reid of ICON Process Controls stated that “Foust Marketing was our company choice in this region due to their technical knowledge and long-term relationships with

their customers”. ICON Process Controls quality instrumentation products include:

**Flow** — Flow meters including Paddlewheel, Turbine, Ultrasonic, Rotameters, Mag Meters, Flow Switches.

**Level** — Level Sensors, Level Switches, Display/Controller, Data Loggers, Alarm Level, Leak Detection.

**Pressure** — Pressure and Differential Gauges, Pressure Transmitters.

**Temperature** — Temperature Probe.

**Accessories** — Safety Flange Shields



Full Face Flange Gaskets, Dry Media Throttling Valve.

For more information or to download their catalog, visit [www.iconprocon.com](http://www.iconprocon.com).

## IPS Weld-On—Cold Weather Tips for Solvent Cementing Pipe



Working in freezing temperatures is never easy, but sometimes the job is necessary. If that unavoidable job includes solvent cementing plastic pipe, you can do it successfully with Weld-On solvent cements. Weld-On solvent cements have excellent cold weather stability for virtually all practical applications. By following their standard instructions and using a little extra care and patience, successful solvent welded joints can be made at temperatures as low as -15°F (-26°C). 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 like Weld-On P70. A longer cure time is necessary due to a slower evaporation rate in cold weather. Click on [IPS Weld-On Cold Weather Tips](#) to download the complete flyer including key steps to follow when in cold weather.

## Foust Family Update!



Left to right: Sam (12), Jack (16), Bryan, Matt (13), Kelly, Annie (10)

This time of year we always give an update on our family. This year we are pictured after our offshore fishing trip while on vacation in Orange Beach, AL.

Jack is on the swim team and competed in the State meet in Austin. He is doing all the required PSAT prep for college. He was just a baby when we first started our newsletters. Matt plays on the basketball team and still set on going to

The University of Alabama "Roll Tide". Sam performs at the top of his class and interested in being a cartoonist. Annie still plays with her American Girl dolls and gymnastics. Our Golden Retriever (Bentley) is 3 years old and still gets in the trash and wrestles with the 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 appreciate all the support. We are a blessed with good friends and partners in success!

### The Foust Family

## Year End Prize—Win Apple iPad!

It's that time! Time for our **Year End Prize**. All entries from this year will be entered in the final drawing for 2017.

The year end prize will be the **Apple iPad** with the latest IOS 11 software and touch ID fingerprint sensor courtesy of **King Plastic** and Foust Marketing. Enter by visiting below link with the answers to the questions.

Special thanks to King Plastic for sponsoring the year end prize. King Plastic manufactures quality sheets, slabs and massive shapes for a variety of applications.

1. What does the new King CuttingBoard with advanced antimicrobial technology inhibit?
2. List a couple instrumentation products offered by our new line



ICON Process Controls.

3. Why is a longer cure time necessary when solvent cementing on cold weather?
4. Where does our son Matt Foust want to go to college?
5. What is one of the real joys of the holiday season for the Foust Marketing team?

Congratulations to the winner of the NCAA T-Shirt from the last issue:

**Lisa Robison**, Accounting  
Southwest Engineers, Slidell, LA

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



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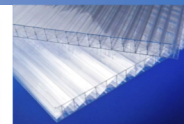
IPS



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