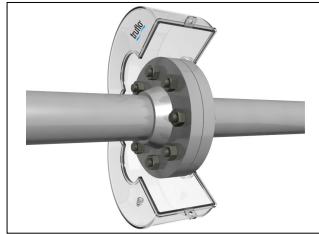


Inside this issue:

ICON—LFS Series Safety Flange Shields	1
King StarBoard® ST—New Color Lineup!	1
Americo Ramirez—New Addition to the Foust Marketing Team	1
IPS Weld-On® and Christy's Merchandising	2
The Blue Line—Win Fitbit Charge 3	2

ICON—LFS Series Safety Flange Shields



The Safety Flange Shields from ICON Process Controls are designed for Hazardous Liquid Spray and Leak Protection for flanges and valves.

The LFS Series Safety Shields made from solid PP provide excellent chemical resistance.

Features

- Spray Protection for Workers and Environment.
- Polypropylene Solid 2-Piece
- Completely Corrosion Resistant
- Lightweight | Perfect for Plastic Piping Systems
- Readily Reusable
- No Tools Required
- Transparent or Pigmented Color
- Quick installation | Under 2 min
- No Hazardous Disposal Costs

Advantages of the LFS Series Safety Flange Shields over traditional fabric style spray shields include: the safety shields are reusable, do not tear or rip, do not require lacing, prevents harmful 'Spray-Outs' without downtime. The LFS Safety Shields are available with an optional LFS-Y safety drain port. For more details, download the [LFS Series Safety Flange Shield](#).

ICON Process Controls quality line of instrumentation includes Flow, Level, Pressure, Temperature for many applications.

Industry Events

- Southwest Pool & Spa Show
San Antonio, TX
January 22-25, 2020
- IPE (International Poultry Expo)
Atlanta, GA
January 28-30, 2020
- NACE Corrosion (National Association of Corrosion Engineers)
Houston, TX
March 15-19, 2020

Notes of Interest

- "For God did not send his Son into the world to condemn the world, but in order that the world might be saved through him."
—John 3:17
- "Every time you quit, someone else gets your prize."
—Dwayne "The Rock" Johnson

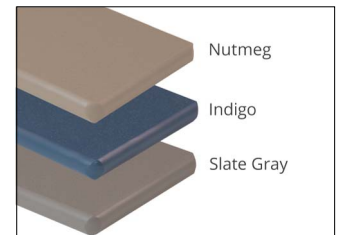
Company News

- Foust Marketing is offering an additional 5% off the [PB-200](#) Cordless Power Beveler for stock orders in January 2020. Contact our team for details.

King StarBoard® ST—New Color Lineup!

King Plastic Corporation, a leading manufacturer of polymer sheets, slabs and massive shapes introduces three new color offerings to the quality King StarBoard® ST lineup: **Nutmeg**, **Indigo**, and **Slate Gray**. The new colors provide more design options, complement many popular colors in the product lines, and inspires consumers to incorporate the hues into both indoor and outdoor living spaces.

King StarBoard® ST is an advanced, HDPE building sheet that lasts a lifetime. The sheet is 25% stiffer than the original King StarBoard®. It is a product of a proprietary process called K-Stran™, the most advanced manufacturing process for superior consistency and flatness. King StarBoard® ST has a matte gloss finish and environmentally stabilized to withstand the harshest outdoor conditions.



King StarBoard® ST is one of the most scratch-resistant polymers, making it an excellent construction building material for cabinetry, furniture and architectural partitions.

Americo Ramirez—New Addition to the Foust Marketing Team



December 1, 2019 – Foust Marketing, Inc. is pleased to announce the addition of Americo Ramirez, Jr. to our organization. He brings industry knowledge and sales experience to our team. His excellent attitude and customer focus will enhance our mission of adding value to our customers and manufacturers. Americo graduated from Texas A&M University with a Bachelor of Science (BS) Degree in Economics.

Americo will concentrate on developing sales with key products and markets in the region. We welcome him to our company and value the skills that he brings to Foust Marketing. We ask that you welcome him to your company at americo@foustmarketing.com and let us know how we can earn your business.

IPS Weld-On® and Christy's Merchandising



IPS Weld-On® and Christy's **Mobile Merchandisers** put high margin tools and jobsite essentials at your customer's reach. Easy to maintain merchandisers are profit centers that make your store the one-stop shop your customers will ever need.

Reach your sales and profit goals faster with Mobile Merchandisers from IPS Weld-On® and Christy's. A small investment yields big returns.

Impulse Sales Increase Profits

- Customers "buy with their eyes". Merchandisers put product where your customers see it.
- Product selection is based on studies of best-selling items.
- Christy's Mobile Merchandiser turn fast and earn big profits.

Increase Customer Satisfaction

- Be your customer's one-stop shop.
- Put **tools** and **jobsite supplies** at your customer's finger tips.
- Keep customers from forgetting common items.

IPS Weld-On® and Christy's Mobile Merchandisers deliver the best products, focused assortments and easy replenishment. Contact our [sales team](#) for details and pricing.

The Blue Line—Win Fitbit Charge 3

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

This issue we are offering a [Fitbit Charge 3](#) courtesy of ICON and Foust Marketing.

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

1. What are the ICON Safety Flange Shields designed for?
2. What three new colors are offered in King StarBoard® ST?
3. Where did our new team member graduate from?
4. What can you put at your customer's finger tips with the new IPS Weld-On and Christy's Mobile Merchandisers?
5. What did Dwayne "The Rock" Johnson say when you quit?



We are excited to announce the winner of our "Year End Prize", the Apple iPad courtesy of **King Plastic** and Foust Marketing.

Pat Roller (Pictured below)
Boedeker Plastics—Shiner, TX



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



TM

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Pulsafeeder



NIBCO



King



Harrison



IPS



IPS Adhesives



ICON



Lutz

