

The Blue Line

The Foust Marketing, Inc. Newsletter

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King Plastic—Medical Carts Made with King StarBoard® ST



For over 25 years, TrippNT has been manufacturing medical equipment and organizers for establishments such as: Johns

Hopkins, Northshore Hospital, North Kansas City Hospital, and UF Health Shands Hospital, and many more. TrippNT exclusively uses King StarBoard® ST for its high-quality sheets, tight tolerances, and superior flatness and consistency. The polymer sheet is durable, corrosion resistant, and capable of withstanding heavy repeated use while supporting heavy weight loads. King StarBoard® ST stands up to the harsh chemicals used in frequent sanitation, making it a vital material for the medical environment.

TrippNT manufactures medical carts for scientific and medical markets made with King StarBoard® ST, the polymer building sheet that lasts a lifetime.

King StarBoard® ST is a unique and advanced, high-density polyethylene building sheet that lasts a lifetime. The polymer 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 flatness and consistency.

Industry Events

- HD Expo (Hospitality Design Event) Las Vegas, NV Apr 26-28, 2022 www.hdexpo.com

- OTC (Offshore Technology Conference) Houston, TX May 2-5, 2022 2022.otcnet.org

Notes of Interest

- "Keep this Book of the Law always on your lips; meditate on it day and night, so that you may be careful to do everything written in it. Then you will be prosperous and successful." —Joshua 1:8
- "Live a life that outlives you." —Ernest Hemingway

Company News

- Foust Marketing offers services for installation training, specifications, and tools. Contact our team for more details.

Foust Marketing Celebrates 20 Years with Harrison Machine & Plastic

Foust Marketing has started our 21st year in business as a manufacturers' representative. We have been fortunate to represent many quality manufacturers over the years. During the year we will be featuring a few manufacturers that have been partnered with us for 20 years.

The Foust Marketing team celebrates their 20th year partnership with Harrison Machine & Plastic. Harrison is a first class

company and we appreciate representing Harrison. The team at Harrison is focused on quality products and service. Our success over the years with Harrison is due to the Harrison team, distribution partners, and specifications for their product.

Harrison has become the leading manufacturer of PVC and CPVC pipe duct and fittings, and custom fabricated parts. We would like say Thank You to



Harrison and our customers that have supported us over the years. We appreciate all the success and look forward to a great future.

King Plastic—New Customer Service Manager



Left to right: Heather Skraba, Katy Gruber, Michelle Mullin, and Chris Gantt.

King Plastic is pleased to introduce Michelle Mullin as their new Customer Service Manager. Michelle's interpersonal skills bring a great attitude and dedication to providing excellent service. She will continue the long-standing tradition of excellent customer service that King Plastic customers have come to expect. Michelle fills the role left open by their long-time leader Maggie Lenard. Maggie retired earlier this year and plans on spending more time with her grandchildren and doing some things on her bucket list. We wish her the best in her retirement. Michelle has the support of the entire King Plastic sales team, including her excellent customer service team (Pictured left). Please contact her and welcome Michelle to the King Plastic team.

IPS Weld-On® 711 ECO™



Weld-On® introduced the ECO Series of ultra low VOC solvent cements and primers for industrial, pool and spa applications. The ECO Series' proprietary formula achieves strong bond strength in plastic pipe joints just like Weld-On's current cements but with 30% lower solvent emissions and odor.

Weld-On® 711ECO™ is a code compliant, premium THF-free cement with 30% lower solvent emission rate and significantly reduced odorous fumes than the current solvent cements in the market – resulting in an improved workplace environment for pipe installers.

The 711 ECO is a gray, ultra low VOC, heavy bodied, medium setting, maximum strength PVC cement, with great gap filling properties, for all classes and schedules with interference fit, including Schedule 80 through 12" (315mm) diameter. Suitable for potable water pressure systems, irrigation, turf, foam core, conduit, industrial pipe applications, sewer, drain, waste and vent systems.



foustmarketing, inc.

Engineered solutions for your business

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Win Anker PowerCore Portable Charger!

Foust Marketing is offering the opportunity to win a prize in this issue of [The Blue Line](#).

This issue we are offering an **Anker PowerCore 10000 Portable Charger** courtesy of Foust Marketing and King Plastic.



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

1. Why was King StarBoard® ST used exclusively for construction of the medical carts?
2. What has Harrison Machine & Plastic become the leader of?
3. Who is the new Customer Service Manager of King Plastic and what will she continue?
4. How much lower solvent emissions and odorous fumes are in the Weld-On 711 ECO?

5. What did Ernest Hemingway say about living life?

Winner of the \$25 Dairy Queen Gift Card from the last issue courtesy of Foust Marketing and Lutz.

Joseph Olguin
 Harrington—Houston, TX

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

Pulsafeeder



NIBCO



King



Harrison



IPS



SWM



Lutz



Champion

