

# The Blue Line

The Foust Marketing, Inc. Newsletter

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## Thermal Solenoid Valves Expands Territory for Foust Marketing



Thermal Solenoid Valves USA has agreed to expand territory for Foust Marketing. This will include key national distribution accounts.

The Thermal line of quality solenoid valves offers custom-

ers and alternative to industry standard valves while increasing their profit margins.

Thermal offers high-quality solenoid valves in 2/2 two ports (inlet and outlet) and two positions (open or closed), and 3/2 with three ports. The Thermal advantage is all of the solenoid valves are manufactured with thermal Class HR 200°C copper wire. This distinguishes them from most other suppliers who use Class F 155°C copper wire, shortening the life of the valves and compromising per-

formance. Thermal products are more resistant in terms of dielectric, thermal, chemical and hermetic characteristics.

### Product Line

- Solenoid Valves
- Pneumatic Valves
- Bag Filter Valves
- Position Monitors
- Air Preparation Systems
- Safety Valves

For more product details, visit [www.thermalvalve.com](http://www.thermalvalve.com).

### Industry Events

- Southwest Pool & Spa Show  
San Antonio, TX  
Feb 14-17, 2024  
[www.swpsshow.com](http://www.swpsshow.com)
- AALSO (Aquatic Animal Life Support Operators)  
Pittsburg, PA  
Mar 2-6, 2024  
[new.aalso.org](http://new.aalso.org)

### Notes of Interest

- “He gives power to the faint, and to him who has no might he increases strength.”  
—Isaiah 40:29
- “You will never change your life until you change the habits you do daily. The secret of your success is found in your daily routine.”  
—Darren Hardy

### Company News

- Foust Marketing offers a complete line of chemical feed equipment from skids, pumps, controllers, and accessories.

## King Starboard® ST Used for Many Outdoor Applications



Unleash your creativity with a material as bold and limitless as your imagination with the King StarBoard® family of poly-

mer sheet products. Virtually anything you can make wood can be made with King StarBoard® ST. The polymer sheets are environmentally stabilized, easy to fabricate with standard woodworking tools and features a rich matte gloss finish. It's a perfect choice for any outdoor or wet application.

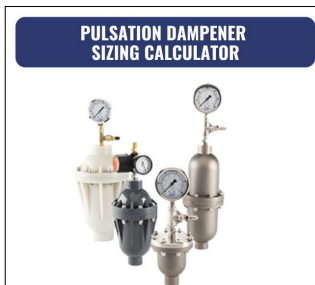
Now, the 25% stiffer King StarBoard® ST is finding it is used in many unique applications.

### Applications

- Outdoor Kitchens
- Bars and Cabanas
- Tables, Chairs, and Benches
- Furniture and Panels
- Planters and Flower Boxes
- Shelving, Trash Containers
- Storage Boxes

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

## Griffco Valve—Pulsation Dampener Sizing Calculator



Griffco Valve manufactures reliable, high-quality pump accessories for chemical feed and pumping systems including: Back Pressure Valves, Pressure Relief Valves, Calibration Columns, Chemical Injection Valves, Gauge & Instrument Guards, Corporation Stops, Pulsation Dampeners, Fusion Dampeners, Y-Strainers, and other Accessories.

Griffco pulsation dampeners are designed to enhance the performance of the chemical feed systems by reducing harmful shock waves and delivering continuous chemical dosage at the injection point. Sizing the pulsation dampener properly will help prevent water hammer and reduce friction losses in the discharge line. Calculate your pulsation dampener size with their Pulsation Dampener Sizing Calculator at <https://griffcovalve.com/pulsation-dampener-sizing-calculator/>.

## Weld-On® Cold Weather Tips Video



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. Their primers and solvent cements are formulated to work well in a wide range of temperatures even those of extreme cold.

By following their standard instructions and using a little extra care, patience, and time, 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 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.

For more information, click on [Weld-On® Cold Weather Video](#) that lists key tips to follow when in cold weather.

## Win \$50 DoorDash Gift Card!

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

Have lunch on us! We are offering a **\$50 DoorDash Gift Card** courtesy of Thermoval Solenoid Valves and Foust Marketing.



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

1. What distinguishes Thermoval Solenoid Valve from the industry standard valves?
2. List a couple applications where King StarBoard® ST sheet has been used?
3. What will sizing the Griffco Valve pulsation dampeners properly will help prevent?
4. In cold weather, why is it important to pre-soften surfaces

with an aggressive primer like Weld-On® P70?

5. What did Darren Hardy say about your habits?

Winner of the \$50 Amazon Gift Card courtesy of Lutz-Jesco and Foust Marketing.

**Sally Carlson**  
Cope Plastics—Topeka, KS

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



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