

FROM THE DESK OF GARY BOSHART PRESIDENT

In April, we held our Canadian Rep meetings in Milverton. Onward Sales & Marketing was named “Rep of the Year” for 2009. Congratulations to Peter Stojanov and Connie Lee.

The information presented by our guest speakers was informative as well as educational. Overall, the meetings were constructive and provided a forum for productive dialogue.

As we move forward into 2009 there are signs that the economy is slowly turning around, and we look forward to the upcoming months.

As was mentioned in our last bulletin, we have had a change of personnel in the Purchasing Department with Dianne Scheerer taking over the position of Purchasing Manager and Paul Erb moving into the new position of Product Manager. I see nothing but positive results coming from this change.

As 2010 approaches we will see changes in the legislation regarding Lead content in products sold in California and Vermont. The new legislation mandates a lead level for products that come into contact with potable water in these two states not to exceed 0.25% of the wetted surface of the product. We are actively working to provide products that are 100% compliant with California law, well in advance of January, 2010. We will be stocking our California warehouse with compliant products starting in October 2009.

Hope everyone has a safe and enjoyable summer!

TRAINING SESSION

A Rep training session was held in Milverton for those who have never toured our facility and training room on June 14, 15, & 16. The time was filled with activity from start to finish with much information exchanged throughout the three days of sessions. Thanks to all from BII who worked so hard to put everything together for a smooth schedule - from lunches, breaks, and factory tours to assembling catalogues and information packets as well as those who presented information.

A very special thanks to all who realize the opportunity with our products and took time from their schedules to attend: Dave Becker – Soter Martin Company (Va. & Maryland)

Glenn Thurman, Ron Jacobs, Jason Hefner, Dan Hunt, James Thurman, & Tim Dew – Lewis Marketing (North & South Carolina).

UPCOMING TRADE SHOWS

Show	Location	Date
South Atlantic Jubilee	Myrtle Beach Convention Center Myrtle Beach, SC	Aug 2-3

CANADIAN REP MEETINGS

The awards were handed out at the Canadian Rep meetings by Julie Storey and Brenda Hanna.



Left To Right:

Phil Murray - Bell & Bell Sales, John Thomson - Quadra Marketing & Sales Inc., Dave Marriner - D. A. Marriner Sales, Stephane Stonely - Ventes Techniques Nimetec Inc. , Connie Lee - Onward Sales & Marketing Ltd., Lewis Pelicos - Pelco Sales, Bert LeMay - Mech-Tech Sales, Gerry Emberson - Zakeme Sales, Steven Murphy - Bell & Bell Sales, Ric Smith - Smith Agencies, Peter Stojanov - Onward Sales & Marketing Ltd.



Rep Of The Year - 2009
\$2,500,000.00 Dollar Club - 2009
Onward Sales & Marketing Ltd.



Outstanding Sales Performance - 2009
Distinguished Service Award - 10 Years
Smith Agencies



Outstanding Sales Performance - 2009
\$2,500,000.00 Dollar Club - 2009
Quadra Marketing & Sales, Inc.



Outstanding Sales Performance - 2009
\$1,000,000.00 Dollar Club - 2009
Ventes Techniques Nimetec Inc.



\$5,000,000.00 Dollar Club - 2009
D.A. Marriner Sales



\$1,000,000.00 Dollar Club - 2009
Pelco Sales



\$1,000,000.00 Dollar Club - 2009
Zakame Sales



\$1,000,000.00 Dollar Club - 2009
Bell & Bell Sales

PRODUCTS NOW AVAILABLE

LARGE WIRE GAUGE SPLICE KITS – 8, 6, 4 & 2 AWG

Four variations of splice kits for the heavy gauge wire are now available.

(Note: the tubing remains the same – only the Stakon connectors differ)

- #1 – Black Heat Shrink Tubing c/w Extra Long Stakons (aka: Butt Splices)
- #2 – Black Heat Shrink Tubing c/w Standard Stakons
- #3 – Clear Heat Shrink Tubing c/w Extra Long Stakons
- #4 – Clear Heat Shrink Tubing c/w Standard Stakons



Extra Long VS. Standard Stakon Connectors

Boshart has always offered the Extra Long Stakon as our standard product, as we feel that while it did add significant cost to the splice kits it is a small price to pay for peace of mind on large pump installations. However, we have been forced to add the standard pattern stakons to our product line. To ensure we have an apples-to-apples product we can sell in order to compete with other competitors we will continue to offer both options!

Benefits of using Extra Long Stakons

- The additional length allows the installer to make at least two proper crimps on each end doubling the resistance to pull out of the pump cable from the connection during the lowering of the pump down the well.
- Ensures an excellent connection with improved conductivity.
- Greatly reduces the chance of costly warranty call backs due to a faulty connection, especially if a special crane needs to be called in for a deep set.
- Small price to pay for the piece of mind knowing you have the best connection possible.

STEEL WELL SEALS

The following Steel Well Seals will be available mid-July:

- Single drop pipe hole (submersible pump seal)
- Solid, high strength steel top & bottom plates made from A36 hot rolled steel
- Steel plates are powder coated for durable finish
- 6” series available in both standard and heavy duty
- 8”, 10” & 12” seals are all heavy duty for deep sets
- Soft extra thick 1” rubber glands for positive sealing
- Zinc plated steel bolts
- Large pump cable/wire holes for easy installation
- Carefully designed to provide clearance for pump cable conduit, bolt heads and vents
- Individually boxed



PART NO.	NOMINAL SIZE	GASKET O.D.	FITS CASING I.D.	DROP PIPE SIZE	VENT SIZE	CONDUIT SIZE - FPT	TOP PLATE	MAX LOAD	QUANTITY CTN	CASE	WEIGHT EACH-LBS
WSS6010	6"	5.95"	6" - 6-1/4"	1"	1/2"	1"	3/16	1100	1	8	4.00
WSS6012	6"	5.95"	6" - 6-1/4"	1-1/4"	1/2"	1"	3/16	1100	1	8	4.00
WSS6015	6"	5.95"	6" - 6-1/4"	1-1/2"	1/2"	1"	3/16	1100	1	8	4.00
WSS6020	6"	5.95"	6" - 6-1/4"	2"	1/2"	1"	3/16	1100	1	8	4.00
WSS6010HD	6"	5.95"	6" - 6-1/4"	1"	1/2"	1"	3/8	9000	1	8	4.00
WSS6012HD	6"	5.95"	6" - 6-1/4"	1-1/4"	1/2"	1"	3/8	9000	1	8	4.00
WSS6015HD	6"	5.95"	6" - 6-1/4"	1-1/2"	1/2"	1"	3/8	9000	1	8	4.00
WSS6020HD	6"	5.95"	6" - 6-1/4"	2"	1/2"	1"	3/8	9000	1	8	4.00
WSS6030HD	6"	5.95"	6" - 6-1/4"	3"	1/2"	1"	3/8	9000	1	8	4.00
WSS6210	6-1/4"	6.20"	6-1/4"	1"	1/2"	1"	3/16	1100	1	8	4.00
WSS6212	6-1/4"	6.20"	6-1/4"	1-1/4"	1/2"	1"	3/16	1100	1	8	4.00
WSS6215	6-1/4"	6.20"	6-1/4"	1-1/2"	1/2"	1"	3/16	1100	1	8	4.00
WSS6220	6-1/4"	6.20"	6-1/4"	2"	1/2"	1"	3/16	1100	1	8	4.00
WSS10030	10"	9.95"	10"	3"	1/2"	1-1/4"	5/8	16500	1	3	17.00
WSS10040	10"	9.95"	10"	4"	1/2"	1-1/4"	5/8	16500	1	3	17.00
WSS10060	10"	9.95"	10"	6"	1/2"	1"	3/4	34000	1	3	17.00



BOSHART BIRTHDAYS

Happy Birthday to
the following Boshart
employees:

July

Paul Erb
Eric Sider
Jeremy Kuepfer
Tammy Weber
Shawn Raiman
Tracey Bowman
Erica Baier

August

Luke Mulder
Steve Hudson
Stephen Kuepfer
Gary Boshart
Heather McEwen
Ron Park
Julie Storey

BOSHART BULLETIN

This publication is to provide our Sales
Representatives and key customers with
up-to-date information about
Boshart Industries Inc.

This is a bi-monthly publication.
If you have something you would like to
contribute please call 519-595-4444.
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GETTING TO KNOW.....

Jim Mullins, Director - U.S. Sales & Marketing

Personal

I have two children, Josh 28, and Ellie 24 who both live in North Carolina. Josh is married and teaches school and Ellie works for the State Employees Credit Union. Josh and his wife Gwyn have given Jayne and I two beautiful granddaughters who we never get enough of. Jayne and I also have three teenage daughters at home (and college) – Nicole, Erin, and Rebekah who keep us busy and offer us never a dull moment. As many of you know, I may be the only southerner who actually migrated north to Canada to live. We enjoy our lives very much and I can honestly say that I have never been happier in any stage of life than I am right now (I hit a half a century the 25th of this month). Hobbies, you ask? Does Hot tubbing count?



Professional

After college, I went to work as an industrial valve salesman in Houston, Tx. No offense to any of you Texans, but I missed the Blue Ridge mountains I grew up in and didn't lose anything in Houston. I moved back and went to work in plumbing wholesale in Charlotte for about five years before being approached by a manufacturers rep firm at the ripe old age of 28. I never looked back. It was the perfect life – a different town every day, self motivation enough for several human beings, a true heartfelt desire to solve my customers' problems. Life was good. Little did I know that all those years representing fitting and accessory and tank and pump manufacturers would one day serve me well. In November of 2005, I came to work here at Boshart and have been able to call on all the past experiences in my life to aid me. Many of you have heard me say that I have the best job in the world. It's true. With the experience and support in place here, nothing could be more perfect. While everyone that works here is responsible for my success, a couple of honorable mentions must go to Julie and Brenda for the way they care and the manner in which they put up with me. I will also say that working for a man that is so sales oriented is a huge ingredient to my happiness here.

For those of you who do not know, my primary responsibility is the Rep Force – training, motivating, accountability, all aspects. It's enough to keep a person busy! SO, thanks to all of you who make my job and my life easy and better!