

FROM THE DESK OF GARY BOSHART PRESIDENT

2009 certainly presented us with some challenges, however I am pleased to report that we have ended the year on a positive note!! Thank you to the Management and Staff of Boshart Industries on their commitment to continuous improvement to make this possible.

To recap some of the highlights:

We began manufacturing our own line of Flexible Couplings.

A line of high quality steel well seals was introduced to the market.

We were chosen as the "2009 Vendor of the Year" by Canaplus, Ltd.

We carried out a plan to be compliant with the new 2010 No Lead Legislation.

A new, updated Website was released with several new features to benefit both the Customers and Reps.

We were also pleased to facilitate several visits by Customers and Reps across North America. This is something we welcome and strongly encourage.

I look forward to 2010 and to the many possibilities that will present themselves.

My sincere thanks for all your support in 2009 and I wish you and yours health and happiness in 2010.

BII NO-LEAD INITIATIVE

Boshart Industries is a leading supplier of lead free code-compliant fittings, valves and various plumbing and waterwell accessory items, with, in excess of more than 2600 products available for the North American market. These products are manufactured from high quality bronze and brass alloys which contain less than 0.25 percent lead by weighted average on wetted surfaces, as well as a wide range of products made from materials such as Stainless Steel and other Plastics / Polymers which contain virtually No-Lead whatsoever.

Boshart Industries is ready to meet the new California's AB1953, SB1395 and Vermont's Lead Free Act 193 / S152.

While California has taken the lead on this tough New No-Lead Legislation, Vermont has been following their lead, and there are several other States currently discussing the implementation of New No-Lead legislation. In light of this, the expectation is that lead free plumbing products will eventually be mandated across all of North America.

Since the new No-Lead requirements were introduced, Boshart Industries began to work with our customers, sales representatives and suppliers to determine which products would be developed for the initial launch of our No-Lead product line. For a complete breakdown, please contact your Inside Sales Rep.

For the time being Boshart Industries will carry dual inventories of leaded and lead free products. The No Lead Brass / Bronze products with NL in the part number will be stocked at our Sacramento, CA distribution center. Boshart Industries has long been committed to providing our customers with top quality products at competitive prices. This is also true when it comes to No-Lead products to meet the new regulations. Our 50 plus years of experience in the water well and plumbing will be a great asset as we continue to develop new and improved products in the years to come.



PRODUCTS NOW AVAILABLE

**WTC-G AND WTMLC SERIES BII WATERTITE CAPS FOR PVC WELL CASING
NOW AVAILABLE FOR 6" (6-5/8") O.D. PVC WELL CASING**

WTC-G-P0625



WTC-G-P0625-06

consists of
WTC-G-P0625 well cap plus a
WCCA-G0625-G06 ring



WTMLC-G-AP0625

WCCA-G0625-G06

WTMLC-G-AP0625-06

consists of
WTMLC-G-AP0625 well cap plus a
WCCA-G0625-G06 ring

Three new models of Well Caps for 6-5/8" well casing are now available. These caps are the 6-1/4" well caps for 6.9" O.D. casing shipped with Part No. WCCA-G0625-G06, 6.9" X 6-5/8" well cap casing adapter included. The reducing adapter is not glued into the well cap so that the end user has the flexibility to use the cap for either a 6.9" O.D. or a 6-5/8" O.D. casing. This also gives the option to reduce inventories for those customers whom have both casing sizes in their territory, ensuring they never end up a job site with the wrong size well cap.

WTC-G SERIES BII WATERTITE CAPS FOR PVC WELL CASING

PART NO.	CASING SIZE (IN.) I.D. O.D.	CONDUIT CONNECTION	AIR VENTS	UNIT WGT-lbs	QTY CASE
NEW WTC-G-P0625-06 *	Blue ABS lower ring with Blue ABS cover 6" or 6-1/4" 6-5/8" or 6.9"	1" FPT	(2) 3/4"	1.93	12
WTC-G-P0625	6-1/4" 6.90"	1" FPT	(2) 3/4"	1.75	12
NEW WTC-G-AP0625-06 *	Blue ABS lower ring with Aluminum cover 6" or 6-1/4" 6-5/8" or 6.9"	1" FPT	(2) 3/4"	2.93	12
WTC-G-AP0625	6-1/4" 6.90"	1" FPT	(2) 3/4"	2.75	12

WTMLC-G SERIES WATERTITE MIRACLE LOCKING CAPS FOR PVC WELL CASING

PART NO.	CASING SIZE (IN.) I.D. O.D.	CONDUIT CONNECTION	AIR VENTS	UNIT WGT-lbs	QTY CASE
WTMLC-G-AP04	Blue ABS lower ring with Aluminum cover 4" 4.500"	1" FPT	(2) 3/4"	2.03	20
WTMLC-G-AP045	4-1/2" 4.950"	1" FPT	(2) 3/4"	2.18	16
WTMLC-G-AP05	5" 5.563"	1" FPT	(2) 3/4"	2.36	16
NEW WTMLC-G-AP0625-06 *	6" or 6-1/4" 6-5/8" or 6.9"	1" FPT	(2) 3/4"	2.58	12
WTMLC-G-AP0625	6-1/4" 6.9"	1" FPT	(2) 3/4"	2.40	12

Well cap casing adapters (reducer rings) can be purchased separately if an account would prefer the option of stocking the 6-1/4" well caps for 6.9" O.D. well casing and selling the rings as a separate component. The rings are individually bagged and include installation information.



WCCA-G0625-G06

WELL CAP CASING ADAPTER

PART NO.	SIZE	UNIT WGT-lbs	QTY CASE
WCCA-G0625-G06	6.9" X 6-5/8"	0.175	12



Photo shows
WCCA-G0625-G06 ring
glued on to a
6-5/8" casing

EYE BOLT OPTION – FOR WSS SERIES STEEL WELL SEALS



All of the BII WSS Series Steel Well Seals are now available with a 3/8"-16 NC zinc plated steel eye bolt and a hex nut which is tightened against the bottom plate to firmly lock the eye bolt into its desired position. This feature provides a quick and easy means of attaching a safety cable or rope to the bottom plate of the well seal. The eye bolt and nut are not threaded into the well seal at the factory due to packaging constraints but can be installed in seconds using an 9/16" wrench. To order the eye bolt option, add the suffix "-EB" to the part number. For example, a 6" x 1-1/4" steel well seal c/w an eye bolt is ordered under Part No. WSS6012-EB.



DEC 7 09 PRICING UPDATES

The pricing in several sections has been updated effective Dec 7, 2009. They include Section 2, 3 (Partial), 4 (Partial), 6, 7, 8, 9, 10, 11, 12, and 13.

REP CHANGES

Lots of changes have occurred over the past couple of months. While we are working on filling the vacancies, please let us know if there is an agency you might recommend.

Please join us in welcoming Joel Taxin of Elco Sales who have been representing Boshart Industries since Oct 1st. Elco Sales will be handling plumbing accounts in Western PA, New Jersey and Delaware, and we are pleased to welcome him to our sales team.

Open Territories in which we are looking for representation are as follows:

All Products – North & South Dakota, Minnesota, Alabama, Arkansas, Louisiana, Mississippi, Georgia, Florida Panhandle

Plumbing Only – Illinois, Wisconsin, Washington & Oregon, Arizona

UPCOMING TRADE SHOWS

Show	Location	Date
Idaho GroundWater Association	DoubleTree Riverside Hotel Boise, Idaho	Jan 4-6
Colorado GroundWater Association	Double Tree World Arena Colorado Springs, CO	Jan 7-9
Kansas	Grand Prairie Hotel Hutchinson, Kansas	Jan 21-22
Minnesota WaterWell Association Convention and Trade Show	Rochester, MN	Jan 24-26
Texas GroundWater Association	San Marcos Convention Center San Marcos, TX	Jan 27-28
Pacific North West	Red Lion Hotel on the River Portland, OR	Feb 19-20
Mountain States GroundWater	Aquarius Casino Resort Laughlin, NV	Feb 11-13
Maryland Delaware	Martin's West Baltimore, MD	Feb 11-13
OGWA Drilling Conference	Clarion Convention Center Oklahoma City, OK	Feb 18-19

ANNUAL BOSHART CHRISTMAS BANQUET

On Saturday, December 5, Gary hosted the annual Boshart Christmas Banquet.

Long Term Employee Service Awards were presented by Gary to the following employees:

Five Years

Peter Exel
Tracey Bowman
Sandra Bowman
Paul Staight
Karen Sage

Ten Years

Eric Sider
Ann Smith
Jeremy Kuepfer
Susan Kuepfer

Fifteen Years

Harold Illman
Stephen Kuepfer
Carl Wagler





BOSHART BIRTHDAYS

Happy Birthday to the following Boshart employees:

January

Connie Erb
 Steve Vanscheyndel
 Michael Whitfield
 Bob Cummings
 Ken Hepburn
 Jill Storey
 Sandra Bowman
 Peter Exel
 Sherrin Clemmer
 Paul Staight

February

Susan Bedard
 Robert Feltz
 Leroy Ebersol
 Reid Shepley
 Kathy Priestap
 Derek Zehr
 Harold Illman

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. Sherrin Clemmer ext.49 sherrin.clemmer@boshart.com

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GETTING TO KNOW.....

Brenda Hanna, Sales Manager

I began working for the Company in April, 1988 at our Wellesley location. At that time, there were about 12-14 employees in total. In the beginning, I did a variety of office jobs to help out wherever needed. Shortly thereafter, I was asked to work on the order desk, and was assigned the territory of western Canada, (which includes Thunder Bay, Ontario to British Columbia), as an Inside Sales Representative.



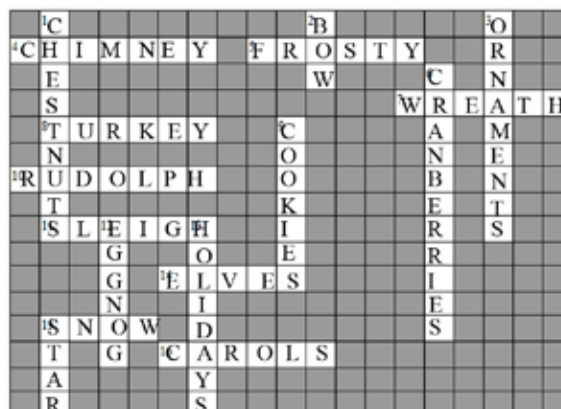
After a few years, I became a sales manager for that territory, and had the pleasure to work closely with Mel Boshart. Our sales expanded into the U.S. market, and my responsibilities also included setting up new sales rep agencies, and traveling across the U.S. attending several trade shows. As our business grew, my U.S. territory was modified, and now includes the eastern portion of the U.S., in addition to western Canada. Presently, I work with about 20 Manufacturers Sales Rep Agencies, 5 Inside Sales Staff, and an administrative assistant, and am responsible for a number of designated Buying Groups and National accounts. I also work very closely with Julie Storey in determining our pricing for both the Canadian and US catalogues, which is often a full time job in itself.

On a personal note, my husband Ron and I have been married for over 26 years, and have 2 daughters (Jill & Nadine) who are both attending university. In my spare time, I enjoy playing baseball, volleyball, cross country skiing, ATV'ing and I LOVE to knit and read as well. Vacations are quite often spent enjoying the peace and tranquility in Northern Ontario, where cellular service is not available.

The people I have met, and continue to meet, in our industry are truly some of the nicest and most knowledgeable you will find anywhere, and have been a great influence to me. During the past 21 1/2 years, I have seen numerous changes and continual growth, and it has been exciting, challenging (and never boring) to be part of the management team here at Boshart Industries. I am very optimistic about the future of our Company, and look forward to continued success in the years ahead.

BOSHART CROSSWORD PUZZLE

Answers to Nov Dec Puzzle



ACROSS

4. Santa uses this to enter homes
5. Well known snowman
7. Round decorations often found on doors
8. Big bird served for this holiday
10. Reindeer with a red nose
11. Transportation used by Santa
14. Santa's helpers
15. This covers the ground for a white Christmas
16. Songs of the season

DOWN

1. Roasted over an open fire
2. Decoration found on a present
3. Used to decorate the Christmas tree
6. Served with turkey
9. Children leave these out with milk for Santa
12. Seasonal drink
13. Happy _____!
15. Found on top of the Christmas Tree