

## FROM THE DESK OF GARY BOSHART PRESIDENT

As we move forward into spring we are seeing an upward momentum in the economy. Although this advance is not rapid it is steady.

Our Sales Management Team has been kept extremely busy with shows and customer visits in the first two months of 2010. The focus as always is on customer satisfaction. We strive to constantly be on the cutting edge of new product development in the industry.

Boshart Industries is looking forward to hosting the U.S. Sales Meetings in Detroit this April. These meetings always produce many positive initiatives which benefit not only our Reps but our overall Customer base.

I would like to thank all of our customers for their continued support as we celebrate 55 years in business in 2010.

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## INTRODUCING..... MELGAR



When entering the Milverton office of Boshart Industries, visitors are now greeted by Melgar!

Melgar was created to be a part of the Milverton Santa Claus Parade and is actually Version 2 of a similar creation. Melgar was a group effort as several suggestions were made during his assembly to gain his truly life like appearance. Version 1 was put together by Mark Roth and Joel Phelan for use at trade shows to serve as a 'butler' of sorts to hand out samples; he is currently on the western Canada circuit and has yet to be named.

Melgar received his name as a result of a contest put on by the Recreation Committee for the Boshart staff. Many suggestions were made - and the winning name was contributed by Karen Sage. The name "Melgar" is a combination of the past and the present.

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## PRODUCTS NOW AVAILABLE

### 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" x1-1/4" steel well seal complete with an eye bolt is ordered under Part No. WSS6012-EB.



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## PRODUCT AVAILABLE MID-MARCH

### 1" TEFLON TAPE

- Temperature range: -190°F to +370°F
- Use for water, most chemical, oxygen, gas, hydraulic & high pressure lines
- Insulating, corrosion and acid resistant
- Elongation: 25%
- Material: PTFE
- Meets Mil. Spec. T-27730A

PART NO.	SIZE	THICKNESS	DENSITY	QUANTITY CTN	CASE
<b>STANDARD</b>					
TT1X520	1" x 520"	0.0035" (3.5 mils)	0.37g/cm <sup>3</sup>	10	500
<b>DELUXE HIGH DENSITY</b>					
TT1X520-DLX	1" x 520"	0.004" (4 mils)	0.64g/cm <sup>3</sup>	10	500

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## CARTRIDGE FILTER LINE

While we are not completely there yet, our cartridge filter section has already had and will continue to undergo some very positive changes in the coming months. New catalogue sheets have just been released and are now available on line. These changes will highlight cartridges as we have added quality, competitively priced, sediment as well as carbon filters in several configurations to the line up. We are also now offering icemaker filters in various lengths and connection types.

In the very near future, we will be adding several additional housing choices as well, so keep Boshart Industries in mind for all your filtration needs!!



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## FEB 5, 2010 PRICING UPDATES

The pricing in several sections of the Boshart catalogue were updated effective Feb 5, 2010. They include Section 2, 3 (Partial), 5,7, 8, 9, 10, and 11. Please check the Boshart website for the Excel and PDF files for a complete listing of the changes.

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### BII NO-LEAD INITIATIVE

As mentioned in the Jan Feb Boshart Bulletin, 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.



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.

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### UPCOMING TRADE SHOWS

Show	Location	Booth	Date
Michigan MPHC Expo	Lansing Center Lansing, MI		March 4
CMX/CIPHEX	Toronto Convention Center Toronto	1030/1032	March 25-27
New England Water Well Expo	Royal Plaza Trade Center Marlborough, MA		March 26-27
Alberta Water Well	Mayfield Inn Edmonton, Alberta		April 8-10
Minnesota 5 States (MN, ND, SD, WI, IA)	Sioux Falls South Dakota		April 16
TAPHCC	Knoxville Expo Center Knoxville, TN		April 22
PHCC North Carolina	Greensboro, NC		April 29th



## **BOSHART BIRTHDAYS**

Happy Birthday to the following Boshart employees:

### **March**

Brad Lichty  
Alvin Ebersol  
Carl Wagler  
Trevor McEwin  
Howard Walpole  
Bill Bell  
Dianne Scheerer  
Jessica Dorscht  
RuthAnne Ellis  
Lori Smith

### **April**

Mike Zehr  
Donna Hepburn  
Ian Stone

## **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](mailto:sherrin.clemmer@boshart.com)

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## **GETTING TO KNOW.....**

### **Debbie Schur, U.S. Sales Executive**

I am so excited about my new position at Boshart Industries. Everyone has been extremely kind and anxious to help me get acclimated. I have known many of the Boshart folks for a very long time which has made this transition such an easy one. The teamwork at Boshart is incredible! Everyone has the same goal to provide the customer with the best service and quality products.....”committed to excellence”.



I have 31 years experience in the water well industry. During that time, I have had the pleasure of meeting and working with some great folks. The wholesalers, retailers, contractors, sales reps and manufacturers in this industry make my job so fulfilling because they are very knowledgeable people, leaders in the industry and lifetime friends.

I live in Allentown, PA with my husband, Dave and our 20 lb. cat, Oliver. We have three grown children; Mandy, and husband Aaron, live in Wilmington, N. C. Matthew, and family (including my three grandchildren) live in McKees Rocks, PA. Stephanie, and family (another grandchild and one on the way), live here in Allentown, PA.

Dave & I love to travel to warm, sunny destinations. We especially like baseball and have season tickets at our local Phillies AAA farm team, The Iron Pigs. I am a Yankee fan however I haven’t been to the new stadium yet. Our goal is to visit all of the MLB parks in the country (and Canada). We have a few to visit to complete this goal and then we will work on the minor league parks (yeah right)!!

Another interest of mine is a local arts festival called Mayfair. This festival is a 5 day event held annually at the end of May in Allentown, PA. I am on the Board of Directors for many years and my role at the festival is to manage the 600+ volunteers.

When time permits, I love to read, garden and shop (I could write a book on Malls & Outlet Centers). Believe it or not, my husband is a pretty good shopper too.

I look forward to a long and successful career at Boshart. I am very grateful to be a part of their team.