

DISTRIBUTOR News

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www.GoatThroat.com

Westcott
Distribution

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The Gift of the Goat for the Holidays

You wouldn't think that a great industrial product such as **GoatThroat™** would have so many uses around the house – but consider this:

For those huge holiday parties, **GoatThroat™** is the perfect dispenser for:

- ☺ Beer
- ☺ Eggnog
- ☺ Spiced Wine

Your guests can serve their own, and not spill one drop.

At the Westcott household we use **GoatThroat™** for all of our summer parties, especially for lemonade for the children. Pop it on the top of a 5 gallon container, and the kids are happy all day.

GoatThroat™ can also be used for these common household needs:

- ☺ Unblocking toilets and sinks
- ☺ Filling Bicycle tires
- ☺ Spraying pesticides on the garden

And if you have campers or boaters on your list, add a couple of minor parts and you have:

- ☺ A camp shower
- ☺ Inflator for camp beds
- ☺ Inflator for rubber boats
- ☺ A camp lamp
- ☺ An over head heating system
- ☺ Fuel transfer system from your car to the motor boat tank when you don't want to drive all the way into town and the fish are jumping.

As you see, it isn't just another pretty pump.



Distributor Focus

By Sara Surrey

CLOSE-UP ON FABCO

FABCO Plastics, currently celebrating its 40th anniversary, is a leader in Industrial Plastics. As stated in their mission statement, they have the largest inventory of corrosion resistant products and over 40 years of thermoplastics experience. Their goals are to provide superior quality products at competitive prices; to offer practical solutions for the flow, control, and measurement of fluids and gases in the industrial market; to build long term relationships with customers and suppliers; and to be a company that is trustworthy and ethical in all aspects of business. In light of their stellar reputation, their high standards, and their complete knowledge of all things plastic and industrial, we are pleased to know that GoatThroat™ met their standards and is currently being distributed by Fabco in Canada.

As Operations Manager, Claus Dieners, describes, "Someone brought back GT literature from a tradeshow. When it came across my desk it made me curious – it really started as a curiosity thing. Then I had a few conversations with Nancy and realized that it would fit nicely into our product

line. I'm always interested in products which serve a particular need."






Wes Stewart, Sales Manager of the Western Branch, speaks to the nuts and bolts of selling GT. Wes explains, "In selling GT, we mostly focus on those who are manufacturing chemicals. We suggest that they include the pump when they sell their chemicals to other companies. This way they are providing a product and a service, making it a package." Wes feels that GT has many advantages, the primary being that it is a mid-range unit. He explains, "Cost-wise, GT falls between the mechanical pumps, which are very expensive, and the low grade siphon pumps, which break down all the time – they just don't last longer than a month. GT is a very robust and durable product which makes economical sense." Although Fabco has only recently begun its relationship with GT, they have been impressively committed to getting GT into the Canadian market and come up with innovative ways to do so. In the words of Wes Stewart, "It's a product we've just started working on, but I can see it being a product we sell a lot of as time goes on!"

Thank You FABCO!!!

PRODUCT IMPROVEMENTS

We have been working very hard to make GoatThroat™ the best product it can be for your and your customers.

We are pleased to announce that starting in January 2003, we have added the following features to all new products:

-  **When pressure builds up to 15psi in the container, the safety relief will kick in. This makes the pump safe to use with U.N. certified Dangerous Goods Containers.**
-  **The siphon tubes will be made of polypropylene. We will have a few MDPE tubes still for specialized uses – such as sulphuric acid – let us know if your customers need these.**
-  **All components of the pumps will be made from food grade materials.**
-  **The Nitrile Drum Seals will be softer and more pliant**
-  **We have added tubing for high concentrates of sulphuric acid to our accessories.**



Upcoming Topics

February 2003
Agriculture Applications

April 2003
New Chemicals

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