

finishline

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New VP of Sales Hired

by Casey Bowes

As the storm of the Great Recession wanes, Finish Thompson's business levels appear to be slowly leaving behind troubled waters for calmer, steadier seas in September, October and beyond ... or so one might optimistically forecast. What isn't conjecture is that the unpredictable ups and downs of the first half of 2009 created difficulties in short-term business planning. Recent stability and reports from the field of newfound market energy and optimism are therefore most welcome. With this in mind, Finish Thompson is making preparations in its strategic planning to be ready for the uptick in business levels. For some time, Finish Thompson has had the strategic goal of hiring a high level, aggressive pump sales leader. It is with much pleasure and excitement that Finish Thompson announces the hire of Martino Valela as Finish Thompson's Global VP of Sales.

Martino arrives at Finish Thompson with unparalleled experience in pump industry sales and sales management. Most recently, he served as Wilden Pump & Engineering's Vice President of Sales and Director of International Sales. During his 12 years at Wilden, Martino oversaw more than 100% in revenue growth through strategic sales planning, participated in new product launches, and was instrumental in the development of new acquisitions. Prior to Wilden, Martino spent 15 years at Wajax Fluid Power, a national pump and equipment supplier based in Toronto, Canada where he was the Vice President/General Manager.



Martino Valela

Martino brings to the table extensive international travel experience and proficiency in several different languages, as well as a familiarity with a reputable global network of pump distributors. High on the list of his objectives will be analysis of Finish Thompson's international sales channels. Finish Thompson has taken great care in recent years to develop products that have the versatility to be used in processes and various engineered systems around the world. It's critical that we dedicate similar energies to pursuing aggressively the international sales opportunities that our state-of-the-art products open to us. Although Finish Thompson exports grew 250% between 2003 and 2008, there remain tremendous opportunities for new business in numerous large industrial markets globally.

Much time will also be spent developing a strategic plan to drive more consistent growth here at home in the U.S. and Canada. Despite a long history in the domestic pump market, Finish Thompson has plenty of room to grow. Martino will work with Finish Thompson's regional managers to identify and build closer relationships with key distributor partners to plan out this growth.

An excellent group of company associates, superior products and an aggressive sales leader are now in place. Expectations are high going into the end of the year and beyond for an exciting ride.

News You Can Use

by Peter Scantlebury

Finish Thompson Pumps Ideal for Diesel Exhaust Fluid

A major change is coming to US highways soon that will result in increased sales opportunities for FTI. The United States Environmental Protection Agency (EPA) has mandated new nitrogen oxide (Nox) emission standards for many diesel vehicles manufactured after January 1, 2010. Nitrogen oxides are present in vehicle exhaust and react with sunlight and other compounds to form smog.

Most new 2010 and later diesel vehicles will adopt a technology called Selective Catalytic Reduction (SCR). SCR has been used successfully in Europe for several years. The SCR system uses a high purity chemical solution blend of 32.5% urea and deionized water. This solution is called Diesel Exhaust Fluid (DEF) in North America and AdBlue in Europe.

The DEF is injected as a fine mist into the exhaust stream where a chemical reaction takes place in the presence of a catalytic converter to convert the nitrogen oxides to inert nitrogen gas (air contains 78% nitrogen).

The DEF will be carried in a storage tank on the vehicle. The capacity of the tank will vary depending upon the type of vehicle but will typically range from six to 20+ gallons. This DEF tank is separate from the vehicle's fuel tank, but like fuel, will also need to be refilled periodically. The vehicle will use 2 gallons of DEF for every 100 gallons of diesel fuel.

The SCR system design ensures vehicle operators will continue to use Diesel Exhaust Fluid. If they don't refill the DEF storage tank, an electronic control system will automatically make a significant reduction in engine power. This means DEF must be available nationwide. Large networks of DEF dispensing outlets are currently being established.

Fortunately for Finish Thompson, every DEF dispensing system used to fill the vehicle's DEF storage tank requires a pump. In addition, it is critical that the high purity of the Diesel Exhaust Fluid be maintained, so all components exposed to DEF must be manufactured from specific, corrosion resistant materials.

Finish Thompson pumps (both mag drives and drum pumps) manufactured from inert, corrosion resistant materials ensure delivery of the highest quality product without fear of contamination. Our pumps have been extensively tested and are approved for use with DEF.

FTI has the products to pump DEF from a variety of container sizes and types, including 55-gallon drums and totes as well as larger bulk type tanks.

FTI pump sales for the DEF market will begin to rise in the next few months and will increase throughout 2010.

Questions on pumping DEF? Contact FTI sales.



5 Years - No Accidents!

This past June Finish Thompson marked the 5 year anniversary of no lost time accidents at Finish Thompson. FTI's Safety Committee has been diligent in addressing any safety concerns in the plant as soon as they arise. Monthly safety inspections and plant personnel's heightened awareness of safe workplace habits have contributed to 1188 days without a lost-time incident.

Much of the responsibility for workplace safety rests on the shoulders of those working on the manufacturing floor. In appreciation of their dogged adherence to safe work procedures, Finish Thompson awarded a cash bonus to each plant personnel.

Congratulations on achieving this truly impressive record!

Batter Up!

Finish Thompson sponsored a baseball excursion to Pittsburgh to view the Pirates against the Cincinnati Reds on August 23.

The company covered the cost of the bus and third base box seat lower level tickets for employees. Nearly 50 baseball lovers including employees, family and friends were on hand to view the Pirates fall to the Reds 4-1.

Not a good day for Pirates fans, but still a good time for those attending!



Birthdays

Best wishes to the following FTI associates for a happy birthday!

July

Jim Janke	7/08
Brian Lydick	7/10
Lynda DiRaimo	7/12
Mike Liberatore	7/17
Todd Bennett	7/31
Judy Cline	7/31

September

Michelle Decker	9/07
Richard Lipchik	9/07
Casey Bowes	9/12
Dennis Barnard	9/20
Karen Clement	9/24

August

Kevin Nather	8/22	FTI kicked off the birthday celebrations by giving each employee a certificate for dinner.
Jim Zimmer	8/24	
Troy Hurley	8/31	

Golf League Results

The FTI company golf league wrapped up its 14-week season and posted the following team standings:

1st Place - Ken Jeffreys/Robbie Jeffreys
2nd Place - Brian Lydick/Todd Bennett
3rd Place - Dan Roll/Chad Best
4th Place - Kevin Nather/Lou Nichilo
5th Place - Karen Clement/Judy Cline/Doug Cardo/Mark Heberle
6th Place - Harry Christensen/Troy Hurley

Thank you to Ken Jeffreys for setting up the league, Chad Best for tallying weekly results, and Todd Bennett for hosting a wrap-up party at his home.

Are You Ready for the Swine Flu?

The U.S. and most of the world are gearing up for another rough flu season. Cases of swine flu (H1N1) are expected to rise globally. Outbreaks of swine flu in the workplace could result in much lost work time and decrease in efficiency. Although the seriousness of such threats aren't known, it's wise to take simple precautions to keep it from spreading in the workplace. The infamous swine flu spreads, like other flu viruses, primarily by:



- coughing
- sneezing
- kissing
- touching infected objects or surfaces
- touching eyes, nose and mouth with infected hands

H1N1 flu symptoms, which normally last up to a week, are similar to that of seasonal flu and can include:

- fever, usually 100°F or higher, but is sometimes absent
- cough
- runny or stuffy nose
- sore throat
- body aches
- headache
- chills
- fatigue
- diarrhea and vomiting are sometimes seen also
- serious infection could result in pneumonia or respiratory failure

A swine flu vaccine is in production and should be ready for public distribution in October. The new H1N1 vaccine is not intended to replace the seasonal flu vaccine – **both** vaccines are necessary to help protect against the influenza viruses circulating this year. While work is underway to produce the H1N1 vaccine, it is important to take precautionary steps to help stop the spread of flu viruses in the short term. Here are a few common sense tips on containing H1N1 virus:

- (1) Cover your mouth and nose when you cough or sneeze.
- (2) Wash your hands often with soap and water, especially after coughing or sneezing and before eating. Alcohol-based hands rubs are also effective.
- (3) Try to avoid crowded public places during flu outbreaks and, when possible, avoid contact with sick people.
- (4) Avoid touching your eyes, nose or mouth. Infection is spread that way.
- (5) Use disinfectants on frequently touched surfaces (telephones, keyboards, computer mouse, doorknobs, light switches, refrigerator handle, bathroom surfaces, toys, etc.)
- (6) If you are sick with flu-like illness, stay home for at least 24 hours after your fever is gone. (Your fever should be gone without the use of a fever-reducing medicine.) Do not come to work.
- (7) Antiviral treatments with Tamiflu or Relenza for 5 days have been effective in easing flu symptoms in confirmed influenza A cases.
- (8) If symptoms persist or worsen, contact your physician.

The best defense against any illness is to keep your immune system strong. Be sure to exercise, get plenty of rest and eat a well-balanced diet.