

finishline

Editor, Karen Clement

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Moving Right Along

by Casey Bowes

By any definition, 2009 was a successful year for Finish Thompson. Although sales decreased from 2008 levels as a result of the global recession, the decrease we sustained was a fraction of what could have been and a fraction of the decreases suffered by both industry peers and the overall industrial market segment. It is also encouraging to note that, just as the government reports the recession is over, our sales trend in 2009 was positive. In fact, Finish Thompson's fourth quarter invoiced sales were 20% greater than our first quarter figures. The New Year should bring positive momentum, but it's unclear at what speed and volume that will be. General industry predictions are the recovery will be slow. Nevertheless, Finish Thompson is confident that we will outpace general U.S. economic growth in 2010 by a factor of five as a result of new products and new markets served.

On the heels of last year's M3V/M5V introduction is the recent release of the new drum pump EF Series. As detailed elsewhere in this newsletter by my colleague, we at Finish Thompson are very proud of the EF Series. For an economically-priced, powered drum pump solution, it is surprisingly full of well-engineered features and details. Hats off to design engineer, Doug Cardo, for his excellent work designing this pump series from the ground up.

The EF, along with the new generation SP10 self-priming mag-drive pump, has put Finish Thompson in position to profit from the 2010 enacted EPA diesel emission standards. The standards will bring millions and millions of gallons of diesel exhaust urea-based solutions needing pumped to the market. Finish Thompson has partnered with several key distribution partners focusing on this market. In addition, to promote the suitability of our products for this market, soon we'll create a website dedicated solely to the diesel exhaust fluid market. Capturing a good portion of this market is an important strategy for our 2010 growth.

What we've learned well from the EF, SP10 and the diesel exhaust fluid market is the rewards from yesterday's investments are reaped today. With that in mind, 2010 is planned to be a year of significant investments into multiple areas of Finish Thompson's business. VP of R&D/Engineering Dan Roll and his team continue to work diligently on a handful of projects, including improvements to already existing drum pump series, new drum pump motors and additional centrifugal mag-drive models. Total investment into product R&D in 2010 will be over half of a million dollars.

Similarly, substantial six-figure investments are also planned this year into Finish Thompson's manufacturing processes and property. Over the past two years we focused on increasing our machining capabilities, most recently purchasing a fourth CNC lathe in December. We'll expand our attention in 2010 to investing into process improvements in our paint booth, magnet handling and assembly, and plastic molding. Competitive manufacturing is critical to our future success.

For many years we've had a company mantra of "Pump Company on the Move." More than any recent year, 2010 will truly be the year that Finish Thompson is on the move.

Outstanding Performance/Outstanding Value

by P. Scantlebury

The current banner on our website's home page says it all. The new EF Series truly does offer outstanding performance AND outstanding value.

Finish Thompson's engineers have been hard at work as always. Their latest development is the brand new EF Series drum pumps. They were tasked with the challenge to develop the world's best entry-level powered drum pump.

Careful research and benchmarking of competitors' pumps allowed FTI to determine the ideal combination of value and performance. Using this information, our engineers used Computational Fluid Dynamics (CFD) software to maximize hydraulic performance and aid in the design of the motor. Of course, a real-world applications field testing program backed up this design work.



While the EF Series is very affordable, it is not lacking in features! The EF Series is available in three materials of construction to handle a wide variety of liquids including aggressive ones like sodium hypochlorite (bleach). The 316SS EFS can be used to pump flammable liquids when equipped with an air motor and static protection kit.

With four tube lengths to choose from, EF Series can be used on virtually any container type from pails and buckets to drums and totes. The sealless design improves reliability and efficiency.

The discharge on the EFP and EFV uses a hose barb with a radial seal o-ring that allows hose movement without leakage. Remove the hose barb and the pump tube has a 1" male NPT connection on the head for additional connection flexibility. The EFP and EFV also feature an integrated hose and cord clip to keep the hose and plug off the floor.

Either a high speed electric or an air motor powers the EF Series tubes. The electric motors are ergonomic, double insulated, splashproof and are suitable for use indoors or outdoors. The downdraft cooling prevents corrosive vapors from entering the motor. The two-speed switch gives the customer exceptional control of the fluid flow. Three versions of the electric motors allow them to be used anywhere in the world.

Did I mention performance? With a flow rate almost triple and head pressures almost double the EP Series, improved temperature range and viscosity capability, the new EF Series is an affordable powerhouse.

One of our main goals was to create a new product that is superior to our EP Series in every way. The new EF Series has accomplished this goal. We will continue to offer EP Series tubes and motors for an indefinite period, but ultimately, the EP Series will be discontinued.

Want to learn more? Visit our website to view the EF Series page and download the tech flier. In addition, our popular Drum Pump Selector program has been updated to include the new EF Series. We have also prepared a training presentation that covers all the features and benefits of the EF Series. Contact your regional manager or FTI Sales for a review.

Webinars A Success

Over the past several months, FTI has given more than 20 successful webinars focused on product training for our distributors. The webinars are ideal for training new salespersons, for refresher courses, or for information on any topic of FTI pumping technology.

In addition, every month we will feature a webinar on a specific topic. Our first monthly webinar took place on February 4th and covered the features of our new EF Series drum pumps. Watch for more information on the monthly webinars and how you can sign up coming shortly.

Our **GoToMeeting** format is easy to use and topics can be tailored to fit your requirements. If you are interested in attending a webinar, contact FTI Sales.

DEF WebSite

Finish Thompson will soon launch its DEF Pumps website.

Diesel Exhaust Fluid (DEF) is a new market for FTI pumps. Resulting from stricter regulatory requirements (which became effective January 1, 2010) aimed at reducing smog, diesel truck operators will need to carry on-board storage tanks for the DEF solution. The DEF solution is continually added to the truck exhaust to neutralize the nitrogen oxide in it and render it harmless to the environment.

To fill these tanks, various systems have been introduced which require the use of pumps. Finish Thompson's EF and PF Series drum pumps are ideally suited for pumping from containers, and our SP10 self-prime has found a niche in higher end, customized DEF dispensing systems.

The web site should be up and running by the end of February.

Birthdays

Best wishes to the following FTI associates who have celebrated a birthday in the last quarter.

December

Ken Jeffreys	12/05
Lou Nichilo	12/14
George Kurtich	12/19

January

Doug Cardo	01/02
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February

Dan Roll	02/01
Harry Christensen	02/03
Bryan Bannister	02/16
Jack Loeffler	02/17
Steve Miodus	02/27

March

Joel Klippel	03/04
Robert Merritt	03/23
Doug Richards	03/24
Brian Figurski	03/31

Each employee receives a gift card for dinner from the company.

Anniversaries

Finish Thompson's annual Christmas party was held December 12, 2009 at the Marriott Ambassador hotel.

Casey Bowes, Finish Thompson CEO and President, used this occasion to honor fellow associates who have marked an employment anniversary. 2009 honorees were:

Dennis Barnard	5 years	Brian Lydick	25 years
Richard McDevitt		Steve Miodus	
Roger Leopold	20 years		



L to R: D. Barnard, R. Leopold, S. Miodus, B. Lydick, (R. McDevitt absent)

Buck Contest

Congratulations to George Kurtich on winning the 2009 Buck Contest. George's 11 pt. buck with a 17 1/8" inside spread beat out some heavy competition.

His hunting skills earned him a check for \$100, which he promptly donated to the "Catch-A-Dream" program. Catch-A-Dream grants once in a lifetime hunting or fishing adventures to children 18 years old or younger who have a life threatening illness.



George Kurtich (right) accepts his cash prize from last year's winner, Bryan Bannister (left).