

# finishline

Editor, Karen Clement

Published quarterly for the family and friends of Finish Thompson.

Winter 2008

## Cheer Against the Patriots

by Casey Bowes

It's said that prediction is very difficult, especially about the future. This is especially true when speaking about the economy. There is no real, verifiable black magic for predicting how the market will perform over a certain period, although some have been known to resort to old wives' tales when formulating predictions on future economic outlooks. The 'presidential election theory' holds that it's smart to invest the year preceding and the year of a presidential election. Another claims that the market will be strong in years that end with an '8'. These tea leaves point to a strong 2008 economy. But don't forget about the 'Super Bowl theory' that purports that Wall Street booms in years that teams from the old American Football League lose. Would even Warren Buffett be brave enough to bet against Tom Brady and the Patriots this year if he were feeling bullish about the market?

Like most businesses, Finish Thompson has the challenging task this time of year to make a prediction about the shape of the economy in the 12 months ahead and budget accordingly. The media seems to have its mind made up about the economy, but its doom and gloom predictions of a recession should, as usual, be taken with a grain of salt. Still, it's a fact that inflation-adjusted gross domestic product grew only 2.2 percent in 2007, well below even the most conservative of forecasts. And with Washington now being more liberal with the term 'recession', it's prudent to take such a possibility into account when planning the year ahead.

FTI has two things going in its favor to alleviate the effects of a possible economic slowdown in 2008. The first is the anticipated release of more new products. 2008 should see the release of several more DB and SP models and a new variable-speed, 650-watt drum pump motor featuring a tool-free pump connection mechanism.

Second, FTI is bolstering its customer service by shifting the duties of current FTI associates and adding new staff members. Peter Scantlebury has been promoted from Market Development Manager to VP of Development, in which position he'll be fully dedicated to the development of new business. Lou Nichilo will move from Inside Sales Manager to Customer Relations Manager. As Customer Relations Manager, Lou will see that FTI's key customer accounts are receiving the level of support needed to sustain and grow their business with FTI. And after doing a first-rate job of both domestic and international customer service and assisting FTI's technical service department, Troy Hurley will fill in the position of Inside Sales Manager.

Expectations are justifiably tempered with the threat of recession. Nonetheless, new products and stronger emphasis on sales should maintain stability for FTI in 2008.

## News You Can Use

by Peter Scantlebury

### New Video Section Added to Website

FTI continues to be a pioneer in how the worldwide web can help our customers. Our goal is to continue to improve our web site to make it the best possible tool for our customers.

We have had feature/benefit videos for DB and SP Series products on our web site since their introductions. We have expanded our use of web-based streaming video to include short videos on the proper assembly, disassembly and maintenance of various pumps. Used in conjunction with the product's operation manual, they provide the viewer with useful visual instruction. Sometimes, a picture is truly worth a thousand words!



These items are found in the new "Videos" section located under the "Downloads" section of our web site. If you have a high speed, broadband Internet connection, check them out! Also, make sure to mention to your customers that they are available.

### "What's New" Section Added to the Home page

On the home page, you will see another new feature titled "What's New." It contains short articles on various topics and will include FTI current events, newsletters, application information and product features and benefits.

Within this section, current features are briefly summarized. Simply click on the link to go to the full article. To view the complete library including archived articles, click on the "News Archive" link at the bottom of the section. Check back often as we will be providing fresh information on a regular basis.



### Revised Training Guide Available

Does your new sales associate need FTI product training? Or would you like a refresher course? Ask for our revised 16-page guide, "Applications and Markets for Finish Thompson Pumps." It is used in conjunction with the "Solid Solutions for Industrial Fluid Handling" brochure to provide complete features, benefits, applications, and market information on each FTI pump.

To obtain a copy, contact FTI sales, your FTI regional manager or send me an e-mail at [scantlebury@finishthompson.com](mailto:scantlebury@finishthompson.com).

## United Way

Finish Thompson, Inc. recently increased its 2007 corporate gift and employee contribution to United Way of Erie County's annual campaign by 17 percent over the previous year's total.

A check for \$13,500 was presented to: (from left) Dave Volk, United Way loaned representative and GE Transportation assembler; Casey Bowes, Finish Thompson chief executive; Roger Leopold, Finish Thompson service technician; Jim Janke, Finish Thompson supervisor; and R.J. Zonna, United Way vice president of campaign and communications.



The United Way provides funding services to 39 health and human service agencies in Erie County.

## Anniversaries

Congratulations to the following individuals who received tenure awards on December 15, 2007:

James Zimmer - Controller	5 yrs.
Lynda DiRaimo - Manufacturing Engineer	10 yrs.
Todd Bennett - Mgr. Information Systems	15 yrs.
Rosemarie Kidd - Assistant Controller	30 yrs.
Peter Scantlebury - VP Development	30 yrs.



From left: Jim Zimmer, Lynda DiRaimo, Peter Scantlebury, Rosemarie Kidd, Todd Bennett.

## Holiday Party

Finish Thompson's annual holiday party was held December 15, 2007 at the Marriott Ambassador Banquet & Conference Center.

Music by the Marty O'Connor Jazz Trio set the background for cocktails and dinner. Following dinner, Casey Bowes welcomed guests and presented tenure awards. Cash door prizes topped off the evening.



## Birthdays

### 1st Quarter

#### January

Doug Cardo 1/02

#### February

Dan Roll 2/01

Harry Christensen 2/03

Bryan Bannister 2/16

Jack Loeffler 2/17

Steve Miodus 2/27

#### March

Joel Klippel 3/04

Robert Merritt 3/23

Doug Richards 3/24

#### April

Ed Brown 4/07

Gordon Long 4/12

## Buck Contest

Congratulations to Bob Merritt, FTI's first repeat winner of the annual buck contest.

Bob's 8 pt. buck not only gave him the honor of the first to win the contest in consecutive years, but it was also his seventh win historically.

At right, Ken Jeffreys presents the award to Bob Merritt.

