

# finishline

Editor, Karen Clement

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## Standing Strong, But Not Still

by Casey Bowes

**Zero.** It is a number of insignificance, but at times it can mean much. Today, zero represents the number of Finish Thompson employees that have been laid off, the number of regular hours worked per week that Finish Thompson has reduced, and the percentage of wages and salaries that have been cut at Finish Thompson in 2009. In the last year, nearly 6 million jobs were lost in the United States as the unemployment rate reached almost 9.0 percent with our sector, manufacturing, being one of the industries hardest hit. Despite these dreary statistics, despite having to pay a record sum in taxes, despite preparing for yet another above-inflation rate increase in health insurance costs, Finish Thompson held steady its employment levels and pay rates and its ability to offer a solid 40 hours of work weekly to its associates. In talking to others in our industry and outside our industry, this is not the norm. Zero is a number Finish Thompson should be very proud of.

Equally significant in this difficult economy, Finish Thompson continues to make a **sound profit**. This profit will be reinvested into new products, more modern manufacturing capabilities and more dynamic sales tools so that we remain competitive and efficient in the face of the global market challenges. Profit is the seed of future successes and as we enter the summer months, we are mindful of the impact on our profit that may come from the looming extended factory shutdowns planned this summer in many of the markets Finish Thompson serve. We will be conservative going forward to ensure that there is profit at the end of the year for investment energy.

The results of Finish Thompson's **past investments** were recently on display at the AICHEMA 2009 tradeshow in Frankfurt, Germany. This show, held every three years, may be the preeminent chemical equipment show worldwide. For many years, Finish Thompson attended AICHEMA, but this May we were pleased to participate for the first time in order to highlight the number of products and technologies we've designed and released over the past few years. Products on display were the nearly complete DB Series, the completed SP Series, the new variable speed MV drum pump motor, as well as a preview of a new medium-capacity drum pump series Finish Thompson plans to release before the end of this year. Besides highlighting new products, AICHEMA provided an opportunity to connect with many of the overseas distributors responsible for Finish Thompson's **rapid growth in export sales**. Over thirty Finish Thompson colleagues attended a brief seminar we put on during the week of the tradeshow. The focus of the seminar was details of our new products and future strategic plans. We are looking forward to repeating our participation at AICHEMA 2012 where we expect to display the fruits of this year's investments.



Murtaza Rasheed of Standard Ship Spares & Casey Bowes at FTI's Achema Booth

## News You Can Use

by Peter Scantlebury

### New Drum Pump Motors Now Available

On April 1, 2009 FTI announced the addition of new motors to our drum pump line. The motors, M3V, M5V and M5V-US, are loaded with useful features and designed to work with our PF, TB and TBP Series pump tubes. The powerful 650-watt, 10,000 rpm maximum speed motor contains an electronic speed control that allows the customer to precisely regulate the fluid flow. The variable speed feature is provided at no extra cost (unlike competitors who offer variable speed at an extra charge if it is available at all).

The unique tool-free attachment method makes motor installation quick and easy. It also enables one motor to power multiple tubes since the motor can be quickly moved from tube to tube. Other features include double wall construction for reduced noise and vibration, a CFD designed labyrinth downdraft cooling system and internally mounted ON/OFF switch and circuit breaker.

The new motors are in stock and ready for shipment.

### New PFS Head Design

Our engineers are always on the lookout for ways to make existing products better. Starting this month, you will see a new design for the PFS head. The PFS is the 316 stainless steel pump in our popular PF Series drum pump product line. Using powerful, advanced CFD (Computational Fluid Dynamics) software, the PF head has been modified to enhance flow characteristics and also give it a new look. The precision investment casting process allows for part geometry impossible to achieve through traditional machining processes.

### Ceramic Bushing Option Eliminated

FTI has discontinued the ceramic bushing option for DB22 and SP22 Series products. The ceramic bushing has been replaced by a new silicon carbide bushing and shaft option (a complete silicon carbide package is also available). The new option is labeled "Ss" in the part number matrix. If you have questions, please contact FTI sales.

### Web Conferencing Capabilities

FTI has added web conferencing capabilities to reach our customers via on-line meetings. Using the web, we can host training sessions and meetings for up to 15 attendees. For example, we can show a PowerPoint presentation on a specific topic like pump product training. You see the presentation just as if you were in FTI's conference room except it is on your computer screen in the comfort of your office.

Web conferencing is an ideal way to train new salespersons unfamiliar with FTI products, to provide refresher courses, or to cover new product introductions. It makes it possible to meet with anyone anywhere in the world. All you need is an Internet connected computer and a telephone. Contact FTI Sales if you would like to schedule a meeting.

## International News

Dario Morel and Rafael Roa from Dalsan, FTI's distributor in the Dominican Republic, spent a day at FTI for comprehensive training on our entire line of pumps. Since Dalsan's customer base is built on relationships and repeat customers, it's essential they select the best pump for the job and also be able to educate their customers on the proper way to install and operate that pump.

FTI encourages (and would be pleased to host) such training sessions for you and your company too.

Shown below are (left to right): Troy Hurley, Kellie West, Dario Morel, Rafael Roa, Lou Nichilo.



## Birthdays

Best wishes to the following FTI associates on their birthdays. FTI helps with the birthday celebration by giving each employee a certificate for dinner.

### April

Bill Denning	4/06
Ed Brown	4/07
Gordon Long	4/12
George Strenio	4/19
Russ Jones	4/25

### June

Roger Leopold	6/11
Steven Shellenbarger	6/23
Shane Mathis	6/25

### May

Peter Scantlebury	5/03
Mark Heberle	5/24
Gary Cornfield	5/28
Stuart Preston	5/28
Kellie West	5/19

## Company Events

Finish Thompson's annual pool tournament was held March 15 at Rack N' Roll. A very competitive event, 16 seasoned players broke racks in the double elimination 8-ball tournament. The field was eventually pared down to the top three: First Place: Jim Zimmer; Second Place: Kevin Nather; Third Place: Bryan Bannister.

Refreshments were served courtesy of Finish Thompson.



Left to right: K. Nather, J. Zimmer, B. Bannister



### The 3rd annual Dave Bowes Memorial Golf Tournament

was held on June 6, 2009 at Elk Valley Golf Course. The tournament was a scramble format and required two drives to be logged for each team member.

Taking first place this year was Todd Bennett, Gordon Long, Casey Bowes, and Gino Ruscitto with a winning team score of 71. Two teams tied for second place. In the event of a tie, the team with the lowest score on hole #1 wins. So finishing in second place with a score of 73 was Jim Zimmer, Jack Loeffler, Doug Cardo, and Karen Clement. Third place honors went to Ken Jeffreys, Judy Cline, Lou Nichilo, and Russ Jones also scoring 73.



Left to right:  
Gino Ruscitto  
Gordon Long  
Casey Bowes  
Todd Bennett

Individual prizes were awarded for the following:

Longest drive on #3	- Ken Jeffreys
Longest drive on #13	- Stuart Preston
Closest to pin on #8	- Todd Bennett
Closest to pin on #17	- Doug Cardo
Longest putt on #18	- Dan Roll

AND, the most "prominent" award of the day, a "bobby" wire frog, went to Todd Bennett for hitting into the pond on #17. Actually, six players hit a ball into this pond and earned entry into the frog drawing; Todd was just lucky his name was pulled from the hat. He keeps possession of this unique piece of art until next year, when it is passed on to another lucky individual.

Our thanks go to Ken Jeffreys who has organized and executed this event for many years. The Finish Thompson company golf tournament has been a long-time FTI tradition. Two years ago it was renamed the Dave Bowes Memorial in tribute to our former owner, David Bowes, who passed away unexpectedly while battling cancer. Dave loved the game of golf and was particularly fond of this event.