

finishline

Editor, Karen Clement

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Business Outlook

by Casey Bowes

Finish Thompson Business in the first part of 2008 continued to be strong, slightly exceeding budget among the majority of product lines and geographical territories. These results are encouraging in the face of news of fallen revenue and job loss in other industries and in other areas of the United States.

As FTI sales channels and its number of new products continue to grow, causing increased revenue and volume, substantial pressures begin to be felt within FTI's walls. The average volume of shipments of goods leaving FTI today is nearly 80% greater than it was just five years ago. More personnel in the office can help offset the effects this increase in volume has on the excellent up front sales, customer and technical support in which FTI prides itself, but more personnel in the production department does not necessarily grant relief to the pressures brought by the increased demand in FTI goods.

While FTI continues to satisfy customer lead-times, at a certain point in the not too distant future, passive planning will bring about severe capacity problems for FTI's factory's ability to produce and ship products on time. In the past several months, FTI began addressing these future problems head-on. Two committees were formed to address two specific problems: the Pump Assembly Reorganization Committee and the Machine Shop Advancement Committee.

The Pump Assembly Reorganization Committee is made up of Troy Hurley, Jim Janke, Roger Leopold, Brian Lydick and Bob Merritt. Its task is to plan and coordinate the reorganization of the pump assembly department's physical layout in order to improve the efficiency and ease of assembly, flow through of components, and the quality of the final assembled product. The biggest challenge facing the committee is putting a plan together that anticipates future space requirements of the growing DB and SP Series product lines and other possible new products that might yet be added. The reorganization is well under way and expected to be completed in several months.

The Machine Shop Advancement Committee, made up of Dennis Barnard, Ron Fennel, Mark Heberle and Gordon Long, is researching new equipment that can increase the capacity of FTI's machine shop department. Currently, FTI employs a mixture of CNC machining, manual machining and subcontracting to deliver ready-to-assemble components to the pump assembly department. The committee will look at what investments are necessary to increase capacity and maximize efficiency of the machine shop and put its results into action this year.

Problems caused by increase in FTI product demand are great problems to have. And FTI has the right people, the excess plant space, adequate capital and the ability to improve its production efficiencies to overcome them.

News You Can Use

by Peter Scantlebury

New DB22 Released

FTI's newest DB product, the DB22 is now available for sale. It is packed with popular features found on the other DB products including easy-set drive, outstanding run dry ability when equipped with a carbon bushing, ultra-low vibration thanks to ISO 1940 G2.5 balancing, simply supported replaceable shaft and the industry's best warranty ... FIVEYEARS!!



In addition, the DB22 has increased hydraulic capabilities for both 50 and 60 Hz customers. The 60 Hz customer will enjoy a 25% increase in head while the 50 Hz customer will see a 30% increase in head and 14% increase in flow.

Closed and open impeller options improve application flexibility. The ductile iron motor adapter with integral foot provides outstanding ruggedness and reliability. Increased working pressure capabilities allow the DB22 to pump high specific gravity fluids with ease.

New Flow Meter Line for Drum Pumps

FTI recently released our next generation of flow meter technology for use with our PF Series drum pumps.

Carefully engineered for easy installation, they use specially designed connection components manufactured from either polypropylene or PVDF to match the meter's materials of construction.

FTI's R & D engineers developed a flow profile and custom factory calibration setting to ensure the highest possible accuracy and repeatability when used with PF Series pumps. Every flow meter in the new line (5 models) has +/- 1% accuracy and repeatability. Some of the more advanced models allow the customer to adjust the calibration for custom flow rates and fluid characteristics. The batch control versions allow the customer to set a predetermined batch volume. When the pump has dispensed that volume of liquid, the motor automatically stops.

Available in polypropylene or PVDF, FTI's new flow meters are ideal for a wide variety of chemicals including corrosives like acids, bases, cleaners, plating solutions and many more.

These new products are fully integrated into FTI's web site. Learn more at www.finishthompson.com



Visitors

In early February, Finish Thompson had a visit from Prelead Industrial Co. Ltd of Taiwan. Sandy Liao, her husband, Jason, and son, Edison, were in the U.S.A. to visit suppliers.

They spent a few days at Finish Thompson to learn about new products, review current products, and to discuss options for mutual business growth.

Their stay included a few days of vacation in Pittsburgh before heading home.

Shown below: left to right - Edison Chang, Jason Chang, Sandy Liao, Casey Bowes.



Pool Tournament

The FTI annual pool tournament was held on April 13th at Rack N' Roll Tavern.

Nearly 20 employees participated in the double elimination face off. In the winner's circle this year were:

1st place - Ken Jeffreys

2nd place - Jack Loeffler

3rd place - Jim Zimmer

Contestants were treated to pizza, wings and beverages courtesy of the company.



Left to right: Jack Loeffler, Jim Zimmer, Ken Jeffreys

Marketing News

Finish Thompson just completed an update of its web site to include recently introduced new products. The latest addition to the premium DB Series, DB22, was added to both the Centrifugal Pump Selector and to the Centrifugal Pumps products section.

When you visit the Drum Pump section of the web site, you will see the addition of the flow meter. This new line of corrosion-resistant flow meters was developed for use with the PF Series drum pumps.

A brand new feature on the web site is the Distributor Locator. A customer can quickly find a nearby distributor by clicking on a state on the map, or by selecting a state or country from a drop-down list. All distributors within the particular state or country are displayed.

FTI's 2008 online marketing is joined by a targeted print media schedule aimed at promoting brand awareness. Ads are running in Metal Finishing (March & September), World Pumps (April & October), Processing (March & September) and New Equipment Digest (February, May, June, November) magazines with a strategy to reach plating, chemical processing, international and plant maintenance pump users.

Birthdays

2nd Quarter

April

Ed Brown	4/07
Gordon Long	4/12
Jon Root	4/14
Bill Mattson	4/16
Russel Jones	4/25

May

Peter Scantlebury	5/3
Mark Heberle	5/24
Gary Cornfield	5/28
Kellie West	5/29

June

Roger Leopold	6/11
Shane Mathis	6/25

July

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