



February, 2004

## The Road Ahead

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Jim Weaver

In his most recent report to the House Financial Services Committee, Federal Reserve Chairman Alan Greenspan delivered an upbeat report on the economy. In fact, the new Fed forecast predicts the U.S. Gross Domestic Product will grow by 4.5 to 5 percent in 2004.

At [Spinner II Products](#), we're just as optimistic about the coming year. Spending is up in most industrial sectors and our first quarter sales are strong. With this in mind, I wanted to bring you up to date on what Spinner II is doing to make 2004 the most rewarding year for you.

### Rationalized distribution network

To put it simply, only the best distributors are still with Spinner II. After a thorough review of track records and other factors, we cut approximately 50% of the network. Alternatively, we added a few outstanding new organizations. As a result, we now have a leaner, stronger, more success-oriented group of sales professionals representing our products.

### Boosting your margins

Trimming the distribution network made it easier to accomplish another goal: increasing your profit potential. We're now better able to protect geographical territories and markets. That will eliminate excessive price competition, allowing you to maintain healthy profit margins.

### Opening non-traditional markets

With your help, we're pioneering new markets and applications for Spinner II centrifuges. Machine tools, rail, aggregate, heavy construction - the opportunities are practically limitless. If you have an idea for a new application, contact us. We want to support you in every way possible.

### e-Communication

We'll continue to expand the Sales Support Extranet. It now

## Applications & Opportunities: Cutting Fluids Cleaning for Kohler

Faucet manufacturer [Kohler Company](#) recently completed a successful trial in a machine tool application.

### Scenario:

Kohler operates New Britain screw machines, which cut brass fittings for faucets. Cutting fluid circulates unfiltered between the sump and the cutting head.

### Objective:

Kohler was looking for a way to reduce the amount of fine, suspended contaminants contained in the oil delivered to the cutting tools. Entrained brass fines adversely affect the appearance of the finished cut.

### Application:

A Spinner II model 200 HD was mounted on a screw machine for an initial test period. Fluid samples were drawn at the filtration return site and the oil distribution lines that direct cutting oil to the tools.

### Results:

The customer reported four pounds of debris (brass shavings) removed in only four days of operation. Kohler is now moving toward full implementation.

Application of the Spinner II centrifuge improved the quality of the finished cut to the point that Kohler hopes to eliminate one of the polishing steps in its manufacturing process (with significant cost savings).

For more details on this project and other opportunities in cleaning cutting fluids, contact [Woody Wilbur](#).



## Sales Support Extranet

Have you visited the Spinner II Sales Support Extranet (SSE)?

The SSE is a powerful new tool that makes it faster and easier for distributors and

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