



## Fluid Components International Named 2007 Exporter of the Year



*Pictured left to right: Steve Craig, International Sales Manager, FCI; Brett Marschall, Regional Vice President, Wells Fargo HSBC Trade Bank; Bella Heule, President & CEO, San Diego World Trade Center*

**San Marcos, CA** —The San Diego World Trade Center Association has named Fluid Components International their 2007 Exporter of the Year. The Exporter of the Year Award is presented to the company that has demonstrated the most significant growth in international markets and overcome major challenges to achieve that growth. FCI is a global leader in designing and manufacturing innovative solutions to the most challenging requirements for sensing, measuring and controlling the flow and level of air, gases and liquids.

“FCI is pleased to be recognized for our international growth achievements,” said Dan McQueen, President and CEO. “Our marketing, sales, manufacturing and support teams have

focused and executed successfully for the past two years on understanding and meeting the needs of our overseas customers and distributors. That’s how we’ve done business at FCI since 1964.” McQueen continued, “We are particularly happy that our efforts in China have paid off. China is a key market for our industry and others.”

In order to attain its aggressive international growth targets, FCI implemented new processes to meet the 7/24 demand for technical information and customer support from overseas customers and distributors. Additionally, to increase demand for its flow instrumentation solutions, FCI delivered in-depth training programs to educate overseas markets about how to solve manufacturing problems with its advanced flow measurement technologies. To better serve customers and distributors in key world regions, the company invested in both a sales and a service center in Beijing and a Saudi Arabia service center. FCI also ramped up its overseas product delivery systems and improved on-time deliveries outside the U.S.

FCI’s products are requested by name in some of the world’s most demanding environments for flow instrumentation. They are recognized for their precision accuracy and repeatability in harsh conditions, where their high performance ensures both end-product quality and operational safety. The company offers a broad range of solutions from off-the-shelf devices to custom-engineered systems.

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Flow meters from FCI are available with either Coriolis or thermal dispersion mass flow sensors. FCI's advanced flow meters combine precision flow measurement accuracy with a rugged design that is compatible with caustic, corrosive, humid and high temperature environments. They are highly reliable, easy to install, require virtually no maintenance and are designed for long-life.

FCI flow switches feature an advanced no-moving parts thermal dispersion flow sensor that makes them ideal for a wide range of point-level process applications. Their versatile design also allows them to measure flow or level or temperature.

Custom designed flow and level sensors for OEM applications from FCI are ideal for use in a wide range of industrial equipment where monitoring, high/low alarming, metering, switching and totalizing are required. Suitable for air, liquid or gas applications, these devices feature advanced micro-electronics for direct mass flow measurement in a rugged, no-moving parts design that offers exceptionally high reliability and long-life.

Flow conditioners developed by FCI's Vortab Company provide a low pressure loss solution to correcting flow profile irregularities that affect the accuracy of flow instrumentation. In today's crowded plants, elbows, valves, blowers and other devices in the pipeline can disrupt flowing media, which reduces measurement accuracy. Vortab® flow conditioners eliminate these flow disturbances to ensure accurate data.

FCI calibrates its own flow instruments and today operates one of the industry's leading flow analysis and calibration laboratories. All laboratory equipment is National Institute of Standards (NIST) traceable, as well as certified to ISO 9001:2000 and AS9000 compliant. The company's advanced technologies include mechanical design, advanced materials, metallurgy, electronics, communications and more.

Fluid Components International is a global company committed to meeting the needs of its customers through innovative solutions to the most challenging requirements for sensing, measuring and controlling the flow and level of air, gases and liquids.