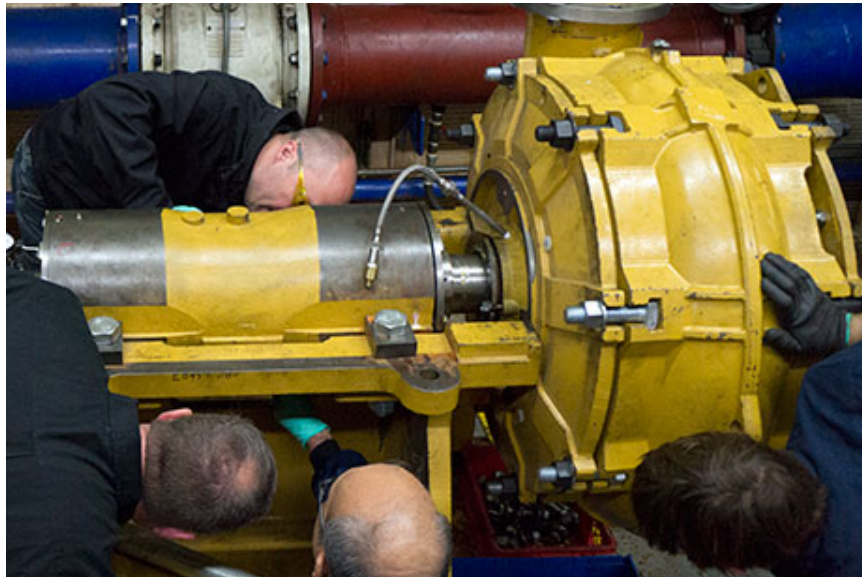


Sales Managers Meeting #1 2014

With the throwing of the first pitch and the approach of hockey playoffs, Wilfley saw an opportune time to hold the first of its four *No Travel Weeks* of 2014 for the Sales Managers. *No Travel Weeks* happen on a quarterly basis and give the Sales Managers the chance to meet, discuss, and learn all the latest and greatest of innovation and design from the Wilfley Engine House, which this time proved to be a lot! There are things happening at Wilfley! The *No Travel Week* is the best way to get everyone in one location at the same time.

The bulk of the week was spent at the manufacturing facility where the Sales and Engineering teams were able to look in-depth at some of the ground-breaking projects being undertaken. Hands on training in assembly / disassembly provided great opportunities to get in depth on the new EMW™ Slurry Pump. It's clear that Wilfley's pioneering research and development places them at the very forefront of the industry, and this innovative spirit continues in cutting-edge design and functional ideas that leave competitors far behind.



The week continued with an excellent review of the latest prototype static seal ideas that have come out of the "*Werks Lab*" as well as a very impressive demonstration of the new prototype AF static seal. There was a tremendous atmosphere of energy and drive amongst the team as they witnessed the revolutionary static sealing technology first hand.



By weeks' end the team returned to the corporate offices for open discussions, feedback, and final wrap-ups to the business of the week. The last activity of the week was some more 'hands on training' with dinner and a hilarious comedy show.

Quote of the week at dinner by local hero wife, "Salesmen can drink!"

Overall the week was a resounding success. The sales team left with another 'toolbox' full of the most up-to-date and innovative products to take to their own Representative teams, who, with the continued support and encouragement of the regional managers, will maintain A.R. Wilfley & Sons' place as the pioneering spirit of leadership and innovation in the modern pump manufacturing industry.