

TROY VALVE

T I M E S

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What's new at Troy Valve?

There's always something new at Troy Valve. Here's the latest scoop!

New Windows

One of the biggest changes at Troy Valve is clear – our clear, new, energy-efficient windows!

We're nearing completion of a project we began last spring to replace our building's old, oversized, inefficient windows with contemporary new ones that don't just improve visibility and enhance the building's external appearance but, more important, conserve energy, improve our employees' work environment, and lower heating and cooling costs.

New Inside Sales Employee: Allyson Colton

Troy Valve welcomes Allyson Colton to our Inside Sales team. Allyson, who previously worked for a manufacturer of parts for ATVs and snowmobiles, will be handling customer inquiries, providing information about Penn-Troy products, developing price quotes, and processing orders.

New Materials Resource Planning System

Penn-Troy has transitioned to a new, fully integrated, materials resource planning system. The new software, Infor VISUAL, allows us to input orders and ship directly to customers through the same system. It also handles all of our financial data. As is the case with any new software, we've experienced a learning curve. However, after gaining experience with the new system, we're now reaping the benefits of its many features.

543 Days Accident Free

Safety is a top priority at Penn-Troy, and we provide the training and systems necessary to help keep our employees and workplace safe. Part of that is our 5S initiative that includes employees spending the last 15 minutes of every work day cleaning and straightening their work areas to ensure there are no tripping hazards. As we "Set in Order, Shine, Standardize, and Sustain," we also help improve Safety. As of November 6, 2015, we've now gone 543 days without a workplace injury.



Product Spotlight



Locking Floor Stands

Penn-Troy is committed to new product development and innovation, and we're always interested in customer feedback regarding how we can better serve you. This quarter, we're spotlighting a new product that was the result of customers' requests for a floor stand that locks in place. Troy Valve introduces floor stands that will lock in any position. Offered in durable, epoxy-coated, ductile iron or available in customizable heights in stainless steel, our new, Locking Floor Stands are available in indicating or non-indicating models and with or without rising stems.

▶ Employee Recognition Corner



Carlos Herrera

To help you get to know us better, each issue of Troy Valve Times will feature a valued member of our team. In this issue, it's our pleasure to introduce to you a trusted member of our Troy Valve family, Carlos Herrera.

Carlos has been with Penn-Troy Manufacturing, Inc., for 21 years. He works in Troy Valve Assembly and is currently involved with the production of 180"-long shear gate lift rods. He says what he likes most about working at Troy Valve is that he knows what he's doing after his many years of experience and that it's a good feeling to like what he does.

When he's not working at Troy Valve, Carlos enjoys spending time with his family, including his wife, Amanda; son, Carlos; and daughter, Karla.

Carlos' hobby is soccer – both playing and watching the game, and his #1 bucket-list item is to travel to Europe to watch a Champions League game.

His favorite vacation destination is Villanueva, Cortes – Honduras.

When asked about his favorite movie, Carlos said it is a tie between "The Untouchables" and "The Good, The Bad, and The Ugly."

▶ A message from the president

Welcome to the first edition of Troy ValveTimes, Penn-Troy's new, quarterly newsletter for customers and employees. I hope you'll enjoy learning more about our company and the products and people behind our valves and accessories.

Because we're launching the newsletter as the year draws to a close, I have a unique opportunity to mention a few important highlights and happenings of 2015.

First, we introduced our new BICERA Revolution Explosion Relief Valve. I am very excited that we are able to offer our customers such a revolutionary new product that is specifically designed to better protect engines and engine personnel from the potentially disastrous effects of crankcase explosions. The Revolution is compact but robust, and it's ideal for railroad, marine, oil and gas compression, and power-generation applications. It features patent-pending technology that allows it to serve as an aggressive heat sink, dispersing lower exhaust temperatures radially, away from engine personnel. It's also smaller than -- and about half the weight of -- other explosion-relief valves, so it's ideal for weight-critical engines. It features a simplified design with minimal components and has a single sealing point, which means it has fewer potential points of failure. We believe this valve has the potential to revolutionize safety and performance in the explosion-relief valve industry, and I look forward to our featuring the BICERA Revolution in an upcoming issue of Troy ValveTimes.

Next, we've continued our efforts to enhance our business, adding new staff to our Inside Sales, Labor, Shipping, and Purchasing teams and introducing two new pieces of equipment in our machine shop to enhance our production capabilities.

Also, we continued to find new ways to be more environmentally conscious through the introduction of a companywide recycling program for newspapers, magazines, and scrap paper and replacement of our facility's old, oversized, inefficient windows with modern, energy-efficient windows to help conserve energy, reduce waste, and decrease costs. Our new windows also provide a welcomed improvement to our employees' work environment, increasing both comfort and visibility.

Finally, as a third-generation, family owned and operated business that is committed to sourcing and making our products in the USA, it is our goal not only to provide the best-quality products and services we can to our valued customers, but also to play a vital role in giving back to our community. That's why we proudly sponsor area youth sports programs for soccer, T-ball, and football, and it is our privilege to support charitable organizations, such as the Boy Scouts of America, the American Cancer Society and many other worthy organizations that play an important role in helping the residents of our region.

Thank you for allowing us to serve you.

Best wishes to you and your family for a safe and happy holiday season.
Sincerely,

Mark Powers

Mark Powers
President and Chief Executive Officer



Contests

Although Troy ValveTimes is a newsletter for customers and employees, unless otherwise indicated, our Contest Corner feature is designed exclusively for customers and prospective customers.

This quarter's contest: The first 3 readers to email a photo of a Troy Valve product in use will receive a gift basket of local goodies! All other entries will receive a recognition yet to be determined. E-mail entries to Todd@troyvalve.com.

Machining 4in flap valves



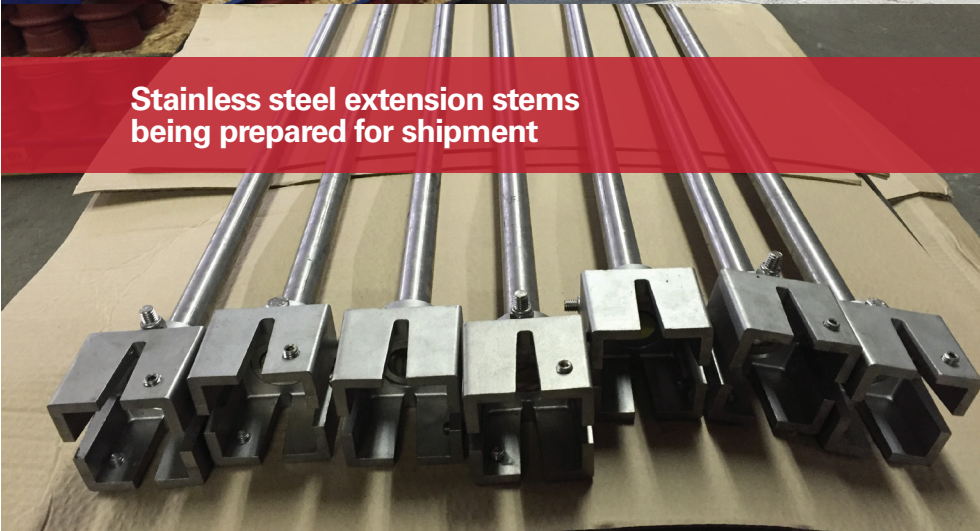
Floor stands ready for shipment



Our building with new windows installed



Stainless steel extension stems being prepared for shipment



Our building with old windows



Our new explosion test room



Floor type hydrostatic pressure relief valves ready to be placed in stock



Painting Bicera Valve components

