

PUMPING YOU UP



STANCOR™

Q4 2018



MESSAGE FROM THE CEO

Happy Holidays from Stancor! This is the season of giving. However, I want to use this platform as the opportunity to reflect on what Stancor has received this year.

Presents come in many shapes and forms. We are truly grateful for the

continued support from our distribution partners and customers. Your loyalty has allowed us to sharpen our value proposition in strategic markets, expand our product portfolio and aggressively compete for new business opportunities. That not only paid dividends in 2018, it will continue to bode well in 2019 and beyond as Stancor pursues its growth ambition.

Our combined success has provided the financial wherewithal to invest in Stancor's future. Several new resources were added this year to meet our goal of exceeding service expectations. In sales, we added three Daves: Dave Konye to spearhead growth in the Utilities segment, as well as Dave Newman and Dave Price to continue momentum in a wide variety of Mining markets. In our production facilities, the most significant additions were four new panel builders in our Controls operations to manage increased demand while maintaining industry-leading leadtimes for customized products.

Another area of expansion was with our distribution channels. Stancor utilizes multiple networks to offer end

users product knowledge, service capabilities and other resources specific to their needs. Bolstering our roster of channel partners in Building Trades, Mining and Utilities – and supporting them with training and service to aid their success – is paramount to achieving our goal of exceeding expectations as judged by the performance and resulting operational efficiencies from our product.

New products, both in pumps and controls, also continues to be a focus. Stancor has sold more than \$1 million of products that didn't exist three years ago. Those additions have allowed us to compete in new market spaces, introduced functionality that has raised performance expectations and solidified our reputation as technology leaders in the markets that we serve.

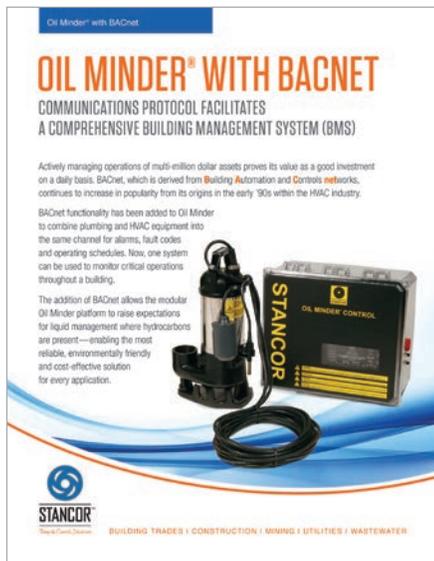
All of these initiatives contributed to a gratifying 2018 and now promise to help drive the momentum that continues to guide us moving forward. We are looking forward to the next steps in our journey together.

Thank you for being a part of a rewarding year. Be safe while you enjoy the Holiday Season. Enjoy time off with your friends and family, recharge your batteries and get ready for an exciting 2019 with Stancor.

Sincerely,

Bill Tipton, Chief Executive Officer

STANCOR HAS YOUR BACnet



In October, at the 2018 ASPE Convention in Atlanta, Georgia, Stancor formally introduced BACnet for the Oil Minder product portfolio. The software/hardware solution now offers an inexpensive means to integrate elevator pit and hoist way condition monitoring into an existing Building Management System (BMS).

BACNet, which is an acronym for Building Automation and Control Networks, is an open protocol that has become the industry standard in HVAC. Because plumbing and HVAC engineering worlds are so closely tied, this new feature has been met with almost immediate success. The first installations took place at a US Mint and a bank in Afghanistan. More recently, AMES, Fluid Systems and McQueeney Associates have captured sales with the value-added feature.

Oil Minder with BACnet is available in standard part numbers for the OM-40, OM-50 and OM-100 models. Standard part numbers have been created with oil fault and high-water alarm commands. It is also available with a premium package that also includes commands for pump run status and pump overload/locked rotor.

“Offering the BACnet feature as part of a full integration is another example of Stancor’s technology leadership – our modular approach continues to allow customers to specify the right system for their needs,” said Andy Reichlin, marketing director. “This is an example of our never-ending commitment to find new ways to make Oil Minder specifiable and add value.”

STANCOR IS BEING INCREASINGLY SOCIAL

Can’t get enough of Stancor? Good. You can see what our team is up to on a regular basis now that Stancor has expanded its outreach to Facebook, Twitter and LinkedIn.

We are looking forward to interacting with our customers, representatives, distributors and vendors on the Facebook, LinkedIn and Twitter platforms. The verdict is out, social media is in. Tweet us, like us, follow us, rate us, tag us, promote us and you could be featured on our pages. Please send us live action pictures and videos of our pumps on the job.

Make sure you check us out for weekly updates and don’t forget to “like” our very own #StancorStars making an appearance on our pages. If you are as excited about this as we are use #getpumped or #pumpingyouup to show us your support.



THE GIFT THAT KEEPS ON GIVING



This season, Stancor has taken time to reflect on how we can better serve our community and those around it. In keeping with the Holiday spirit, more 150 pounds of food and toiletries were

collected and donated to the Connecticut Food Bank along with over 60 toys to our local Toys for Tots campaign. Our associates are honored to work with two amazing charities and are extremely grateful that we are fortunate enough to give back. We look forward to continuing to support the local community for years to come.

NEW REGIONAL SALES MANAGER

Stancor continues to add resources to enhance the service it provides customers. We're thrilled to introduce Dave Newman. Below is his biography:

Dave joins Stancor as the Central Regional Sales Manager covering the North West Central United States and all of Canada. His primary focus will be Dewatering pumps for Mining. Dave has more than 10 years of experience in the Mining industry as a certified service tech for industry leaders like Cummins, Cashman and Caterpillar.

His extensive background and knowledge will be pivotal in gaining new customers. Not only has he been hands-on in the mining industry, Dave has over 14 years of experience in sales, where he has worked on maintaining and expanding customer bases as the Western Regional Sales Manager for AllightPrimax in their Mining and Construction segments. He has also been the Regional Sales Manager for Allman Brothers covering the Northwest and Central U.S., along with Canada.

We're thrilled to welcome Dave to the Stancor team. Our organization continues to evolve with the goal of exceeding your expectations for product and service performance.



REPRESENTATIVE FOCUS



Stancor's pursuit of qualified representatives to expand the reach of its value proposition has yielded some valuable new partners. This issue provides some insight from Houston Morris at Pro-Seal Service Group, which has introduced Stancor products to the Mining market in Alaska:

I discovered Stancor at a trade show in Vegas 2016. I was looking for a submersible line that offered a robust construction. The Stancor pump looked like, and ultimately ended up being, a very good candidate.

With Stancor's help, we have created a program to provide pumps to the end-user on a "lease-to-own" basis that includes 15 Stancor pumps ranging in sizes from 4.5HP to 60HP. This program allowed us to extend our repair intervals to two weeks. Stancor has done an excellent job of keeping products and parts in stock for immediate shipment to support our service advantage.

The Stancor pumps have been received well by the end-user. The top-quality exterior construction has received the most complements, specifically, the discharge jacket and strainer. We used to receive up to 10 Flygt pumps a month with crushed water jackets and suction screens. Now, with Stancor pumps, we have yet to replace a suction strainer or water jacket and have reduced the number of repairs down to about two/month.

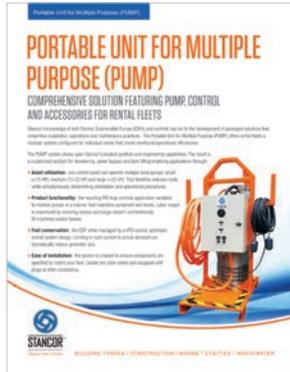
NEW STANCOR LITERATURE

In a continued effort to update Stancor technical data, and provide information about new products, several new pieces of literature have been recently created. Shown below are pictures, and a description, of brochures, case studies and datasheets that represent the features and performance metrics that define these members of the Stancor portfolio.

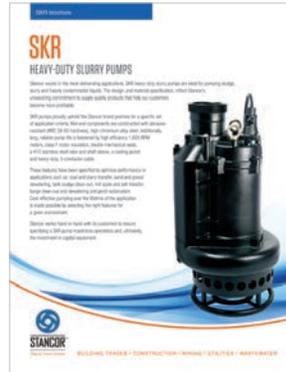
The literature featured below are either already posted on the website or will be shortly. Please ask your Stancor representative if you would like printed copies of any piece.



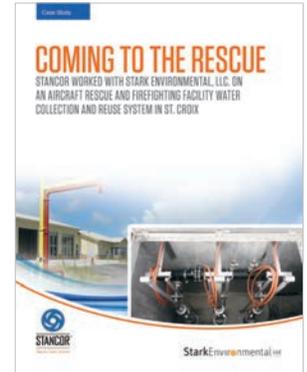
Corporate Capabilities Brochure



Portable Unit for Multiple Purpose (PUMP)



SKR



Stark Environmental Case Study

PICTURE OF THE YEAR

Given that this is the season for giving—we wanted to share our favorite picture of the year. During an event that AMES and Stancor co-hosted at a Baltimore Orioles baseball game, Frank McQuilkin from AMES caught a home run. He immediately gave the ball to Luke Wood, the son of AMES' Brandon Wood. Here's hoping that you have a ball during the Holiday season.



STANCOR™
Pump & Control Solutions