



# Hudson Fin-Fanner®

Fin-Fan® Air Cooled Exchangers and Tuf-Lite® /Cofimco Axial Flow Fans

[www.hudsonproducts.com](http://www.hudsonproducts.com)

Fall 2007

## Changes at Hudson

Brace yourselves folks, there have been many changes at Hudson this summer in our quest to serve your Fin-Fan® needs across the globe.

## Acquisition of Smithco Engineering

We are pleased to announce the acquisition of Smithco Engineering, Inc. and Metal Services, Inc., (collectively Smithco). Smithco, based in Tulsa, Oklahoma, manufactures air-cooled heat exchangers including both forced and induced-draft heat exchangers. The addition of Smithco broadens our product offering and market presence in cooler markets where we have not previously participated.

## Acquisition of Premier Steel Inc.

On October 1, 2007 we closed the acquisition of Premier Steel Inc. which adds to another chapter in Hudson's history by formally purchasing our long standing manufacturing partner in Canada. We plan to grow this facility into a full aftermarket exchanger repair shop in addition to being a manufacturer of new Fin-Fan® equipment.

## New Marketing Employee

Mr. David Reagan has joined our company as Regional Director - USA and brings extensive technical capabilities and experience in the design and estimating of air-cooled heat exchanger equipment. David will direct our efforts focusing on End Users and coordinating our US Sales Representatives.

## New Marketing Sales Representatives

We have added new sales representatives in the State of Texas, Canada and the United Kingdom/European Union. Respectively ,Kruger and Associates, Pitchford Process Systems, and Trevor J. Blick and Associates, are companies of experienced air cooled heat exchanger sales engineers who will be helping us to further our growth.

## New Hudson Nigerian Company

We have added a company in Nigeria to look after our sales, aftermarket, and service business in Nigeria. World Wide Oilfield Services Limited has been in extensive training for the past year and will be in a

position to help service the large installed base of air cooled exchangers in Nigeria as well as assist on the sale of new projects.

## Beasley Shop Capacity

Lean manufacturing techniques and the addition of new state of the art CNC machining equipment, has increased the bundle capacity in our Beasley, Facility to over 1,000 bundles per year and growing.

## Technology for Sale

Hudson is entertaining parties interested in acquiring our Thermflo® Heat Pipe technologies and manufacturing equipment, or the technology only with a manufacturing license. The technology has applications in oil storage tank heaters, and oil treater heaters by replacing inefficient greenhouse gas producing firetube technology with indirect heat pipe technology. Please contact us for further details.

## Possible Misleading Information

Hudson is not affiliated with any other company located in India, Australia, Indonesia, or the UAE. Paharpur, FBM Hudson, KNM-FBM Hudson, are all competitors. Also Fin-Fan® is in fact Hudson's registered trademark and has been for decades.

## Global Warming

Whatever your thoughts are on global warming, its causes and the effect it will have on our future, one thing is for certain, it is happening. For you skiers, you have seen it in the Rockies with accelerated glacial recession, in the Andes with resorts near Punta Arenas now closed, in the Alps, with resorts are using gigantic blankets to maintain the snow cap during the summer to avoid excessive melting. Also, now some resorts are now open only on the upper lift sections. In Australia, the water shortages are now so acute; it is no longer referred to as a drought but now as a permanent climatic change. Forget watering your lawns, swimming pools, recreational uses of water, and start conserving on washing and domestic uses. Many of our Australian energy customers are now working on massive projects to add air-cooled trim

coolers into existing water cooled power and processing plants to reduce water usage.

## Performance Tip

When purchasing an air-cooled exchanger, you are often only purchasing a software prediction. Most companies manufacture finned tubes and purchase third party fans that are supposed to provide the required overall heat transfer coefficients and airflow. How do you know that is what you will receive in the field? Unless the company performance tests these components, you don't. Then you are left with expensive field-testing to find the root of the cooling deficiency. At Hudson, we performance test 1% of all of our finned tubing in a full scale thermal tube testing station to provide proof of fin to tube bond and corresponding thermal heat transfer coefficients. As a manufacture of our own Aluminum and FRP fans, (the only cooler manufacturer to do so) we also performance test our fans for airflow and noise levels. Insist on performance testing for all components.

## Unused Hudson Parts

Yes, we do buy back unused Hudson fans, bearings, and fan parts. If you have these items in excess inventory, please contact us.

## Upcoming Fin-Fanner® Editions

Stay tuned for further news on our global expansion efforts as well as our new high temperature bearings. Also we will be publishing some amazing noise level reductions from our new ultra low noise CX fan blades in our next edition. In addition the API-661/ISO13706 committee has been very productive with some interesting changes for next edition.

For further Contact Information on our new Acquisitions or our New Sales Representatives, please see our Website at [www.hudsonproducts.com](http://www.hudsonproducts.com)

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