



News & Views



The Quarterly Newsletter Devoted to Events and Information About Multi Products Co.

Summer 2006

Turning the Corner – First Half 2006 Update

I am pleased to report that our first half of 2006 was very successful for many reasons:

1. We added several important players to our team
 - *Eric Moore – *Western Regional Director* – Eric has combined his solid background in the oil & gas industry along with his customer relationships on the western slope to help jumpstart Multi’s efforts in the Rockies.
 - *David Bordwell – *Electrical Engineer* – Dave has a great background in mechanical and electrical engineering and he will be a key player as we improve existing products and develop new controllers and hardware.
 - *Rocky Cook – *Field Technician* - Rocky will utilize his hands-on oilfield experience to help keep our western slope customers up and running.
2. We were able to grow over 6% versus last year even though our emphasis has been on building our internal infrastructure and market coverage to prepare for future growth. We are positioned to accelerate our growth in the second half as several new programs begin to mature.
3. We are making progress in our drive to have the most reliable products in the plungerlift industry. We invested a significant amount of capital doing field and lab research that has led to several important upgrades in our software and hardware. Our program for diagnosing problems in the field is improving rapidly.

4. Our plant in Millersburg has continued to demonstrate that it can absorb increased volume quickly and efficiently without sacrificing quality or on-time-delivery. We will continue to strive for improved production techniques and cost saving opportunities so that we can give our customers the best possible value proposition.

Our industry is very healthy right now and most experts predict that we will experience continued strong market factors for at least the next few years. Plungerlift has continued to gain acceptance as the most cost efficient artificial lift method. Multi’s team of experienced well optimizers has proven to several major producers that we can help increase their production and provide an excellent economic return for their investment.

As we completed the first half Multi was successful in one of the largest head to head competitions yet in our industry. Competing against 7 other plungerlift companies Multi won a first round competition earning the right to compete on a run-off with a 30 well program. Eric, Bud, Dave and Nick spearheaded an intensive 3 week program that established Multi as the strong leader with a very probable chance for success in western Colorado and Wyoming.

I am very confident that this strong momentum will carry forward into the second half of 2006, and with everyone’s efforts coming together we can have a great 2006!

NEW PRODUCT UPDATE

In our constant efforts to supply our customers with improved products and services, our engineers, along with a team of rubber specialists, have developed new cup seals for the 4-1/2” and 2-7/8” casing plunger systems. Through thorough testing of this special material, they have shown a

significant increase in the durability and longevity of these new seals over the competition. The JetStar casing plunger system allows a marginal well with no tubing string to produce for many years and the addition of these seals help to reduce the overall operating costs.



TRAINING AVAILABLE:

Contact: Dave Gregg

Full and Partial Technical Plunger Lift Classroom Training is available for the following disciplines.

SUBJECT	DURATION
Plunger Lift field training**	Partial in 1 day; Full training in 4 days.
Intermittent Gas Lift	1 Day only.
Casing Plunger Lift**	Full training only : 2 days.

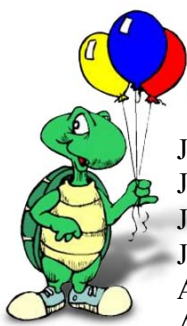
** Field or Engineering courses are both available. Call Multi for schedule and dates.

SERVICE LOCATIONS

Appalachian Basin 7188 State Route 39 East Millersburg, OH 44654 Toll Free: 800-777-8617 Phone: 330-674-5981 Fax: 330-674-2125 www.plungerlift.com.	Colorado - East 3805 Carson Avenue, Unit 2 Evans, CO 80620 Phone: 970-378-0141 Fax: 970-378-0147
PA Service 204 Oxhill Rd. Home, PA 15747 Phone: 724-549-2953	Colorado - West 3190 Mesa Ave. Grand Junction, CO 81504 Phone: 970-985-9200 Fax: 970-242-9101
	Texas 1308 South Midkiff Midland, TX 79707 Phone: 432-634-7705 Fax: 432-685-3807

For the latest updates with our company, visit us at:

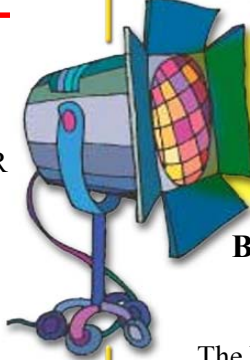
www.plungerlift.com



Happy Birthday!

JUNE 3	SHANE MEDLEY
JUNE 24	GARY BERGOON
JULY 7	PAM BOOTH
JULY 30	MICHELLE TAYLOR
AUGUST 1	JARED CHALFANT
AUGUST 4	JEFF MILLER
AUGUST 12	BRIAN SHANE
AUGUST 18	LINDA SCHLAUGH
AUGUST 21	NICK POLITO
SEPTEMBER 11	ED STOVER
OCTOBER 3	MARCIA GERBER
OCTOBER 21	DAVID DOTY
OCTOBER 30	RON MEEHAN

EMPLOYEE SPOTLIGHT



Brian Shane



The Multi newsletter would not be complete if we didn't turn our spotlight to one of our great team of employees. This issue, we focus the high beams on Brian Shane who works as our shipping and receiving manager. Actually, Brian helps and participates in quite a variety of job functions to keep our well-oiled machine running.

Brian, his wife of 17 years (Valerie) and their son (Colton, 11) make their home in Killbuck, Ohio. He is an avid sprint car and NASCAR race fan and enjoys spending time with his son at different sporting events. He also enjoys coaching little league baseball and youth football.

Brian has played a very important role on our team for the past 11 years and we appreciate his efforts on a daily basis.

New Employees at Multi

Our team at Multi is always excited to welcome newcomers to the organization so we would like to introduce our newest members.

Linda Kinderknecht started working at our Evans, Colorado office in March of this year as the office administrator for the branch. She was born in Greeley but grew up in California and Kansas where she met her husband. They have two grown children and 2 grandchildren. Her hobbies include reading and keeping up with the latest in technology.



David Bordwell joined us in May after graduating from The University of Akron with a Bachelors of Science in Electrical Engineering. His background is in Control System Theory and Embedded Microprocessor Interfacing. David makes his home in Norton, Ohio and enjoys working on cars. He is currently restoring a 1967 Mustang coupe.



Rocky Cook is the newest member of our team joining us in June and will serve in the Grand Junction, Colorado area as one of our service technicians. Rocky began his career in the oil/gas industry in 1999 and his hobbies include bowling, fishing and gardening.

We are very excited to have Linda, David and Rocky join our team and look forward to working with them for many years to come.

We would like to recognize the following individuals for their service to our company. Your years of service are greatly appreciated.

Thank You!

JUNE 5	DEWAIN HORNE	6 YEARS
JUNE 20	NICK POLITO	1 YEAR
JUNE 22	GREGGUTHRIE	28 YEARS
JULY 5	LINDA SCHLAUGH	12 YEARS
JULY 16	PAUL TOWNER	22 YEARS
JULY 31	TERESA CONING	6 YEARS
AUGUST 8	MARCIA GERBER	12 YEARS
AUGUST 22	MICHELLE TAYLOR	12 YEARS
AUGUST 24	JB SCARBROUGH	19 YEARS
AUGUST 26	JEFF MILLER	2 YEARS
SEPTEMBER 4	MARGIE BARNHART	16 YEARS
SEPTEMBER 7	GARY BERGOON	13 YEAR
SEPTEMBER 8	HEATHER SPRANG	3 YEARS
SEPTEMBER 10	SCOTT GAWLER	5 YEARS
SEPTEMBER 11	SHANE MEDLEY	11 YEARS
SEPTEMBER 11	PAM BOOTH	3 YEARS
SEPTEMBER 20	DAVID DOTY	7 YEARS
OCTOBER 29	DEB COOPER	27 YEARS

• 2006 Lunch and Learn Schedule •

Month	Location	Primary Topic
August	Millersburg, OH	PumpMax & PlungerLift
September	Grand Junction, CO	VRU
October	Midland, TX	VRU
November	Indiana, PA	JetStar
December	Evans, CO	JetStar

Please contact your local representative or our headquarters at 800-777-8617 if you are interested in attending one of our lunch and learn training sessions.

