



# Flow International Corporation

## Corporate Fact Sheet



### THE COMPANY

Flow International Corporation (NASDAQ:FLOW) is the world leader in the development and manufacture of ultrahigh-pressure (UHP) waterjet technology and a leading provider of robotics equipment. Flow provides technologically advanced, environmentally sound solutions to the manufacturing and industrial cleaning markets.



Why consider a waterjet? The technology is the fastest growing major machine tool process in the world due to its versatility and ease of operation (according to Frost & Sullivan). There are virtually no limits to what waterjets can cut, which is why companies of all kinds and sizes are realizing growth, greater efficiency, and improved productivity by adopting UHP waterjets.

- Because there is no heat affected zone (HAZ), waterjets can cut more materials and eliminate grinding off hardened material and slag.
- Waterjets can cut 1/16 inch to 12 inches, or more, of whatever material you choose.
- Waterjets allow tight nesting and accurate cutting, improving material utilization.
- Waterjets can both replace and complement other machine tool processes.

Since 1974, Flow has delivered over 10,000 waterjet and abrasive waterjet systems to customers in more than 45 countries. With the largest market share, Flow is the world leader in the development and manufacture of UHP waterjet technology. Corporate Headquarters is in Kent, Washington, and Flow employs approximately 600 employees with offices in North and South America, Asia and Europe. Flow's global preeminence can be attributed to its focus on technology leadership, a full continuum of products that provide complete solutions, application expertise, and a commitment to customer success.

### APPLICATIONS

When water is continuously pressurized up to 87,000 pounds per square inch (psi) and forced through a tiny opening to become a jet the diameter of a human hair, cutting soft materials such as food, paper and baby diapers, rubber and foam is easy. UHP waterjet applications also include industrial surface preparation such as cleaning ship hulls and automotive painting equipment. Add abrasive particles to the jet stream, and it becomes a precision erosion process capable of cutting virtually any hard material including metals, composites, stone, hardened ceramics and glass. Here are just a few examples of how waterjets improve productivity in a wide variety of operations:



## JOB AND MACHINE SHOPS

The largest portion of our customers are small shops. Why? Because of waterjet's versatility. Depending on your vision, a waterjet can be your primary machine tool, cutting "tough" materials such as titanium, composites or thick aluminum and steel, or it can supplement your current operation. Whether running laser, plasma, EDM or mills, a waterjet easily expands a shop's capabilities, productivity and customer base.

## AEROSPACE & ADVANCED SYSTEMS

Flow also provides very large companies, including the world's leading aerospace companies, highly specialized multi-process tools that range from waterjet cutting and drilling to cleaning and inspection. No other machine tool company offers as complete a solution. For example, most of the composites (as well as aluminum and titanium) used in commercial aircraft are cut with Flow waterjets, whether tail sections, wing struts and fuselage sections, or turbine blades and rotors. Flow is the first U.S. recipient of the prestigious Mitsubishi Heavy Industry B787 Excellent Suppliers award.

## AUTOMOTIVE

Virtually every major automotive manufacturer and tier-one supplier has turned to Flow waterjet cutting and cleaning systems to provide solutions for productivity, safety and the environment. Our customers cut a broad range of interior and exterior components such as carpets, headliners, door panels and bumpers.

## PAPER & SLITTING

For over thirty years, Flow has met paper manufacturers' needs for a reliable, versatile, redundant, 24/7 cutting operation. Over 700 installations worldwide use Flow waterjets for edge trimming and slitting of tissue, coated paper, and composites as well as cement-based siding and roofing material.

## STONE, TILE AND GLASS

Floors or countertops, inlays or medallions, decorative or architectural glass, an abrasive waterjet's unique ability to cut intricate designs at high speed without breakage frees the imagination.

## IN-HOUSE PRODUCTION

Whether cutting prototypes, short runs of complex shapes or production parts, a Flow waterjet's versatility, close part tolerances and high accuracy maximizes material usage. The cold-cutting process and high quality edge shorten or even eliminate the need for secondary processing.

## FOOD CUTTING

Meats, poultry, fish, produce, pastries, frozen foods and even candy bars are cut with Flow waterjets because the stream cuts fast and ultra-thin, maximizing uptime, and there is no bacterial transfer. Companies fabricating food cutting equipment choose Flow waterjets because of their cutting versatility and cleaning capabilities.

*It is hard to find a cutting application that a Flow waterjet can't meet.*



## FLOW OFFERS A FULL CONTINUUM OF PRODUCTS

No matter the application, Flow waterjet systems provide industry-leading technology at every price point. A wide variety of systems and technologies from which to choose allows us to consult with our customers to determine what best fits their needs. Whether featured on TV fabricating custom bikes or extreme all terrain vehicles with tight timelines, an aerospace supplier producing extremely accurate components, or a shop supplying one-off repair parts, Flow has the right system.

The **Mach 2** Series of tables is the classic waterjet combining traditional waterjet capabilities, reliability, and exceptional value. Using the powerful but easy-to-use FlowMaster® software, it provides the best cutting capabilities in its class. It is Flow performance made affordable.

The **Mach 3** Series is the world's most popular waterjet available with all pump platforms as well as Dynamic Waterjet® to ensure accurate and fast flat stock cutting. It provides unmatched technology at a competitive price.

The **Mach 4** Series is the forefront of waterjet technology. Available with all pumps as well as Dynamic Waterjet XD, it brings the benefits of Dynamic Waterjet to multi-axis 3D and beveling. It is the waterjet that is years ahead.

**Advanced Systems** are designed to meet specific requirements with 5 to 11-axis systems such as robotic cells, slitters, composite machining centers and multi-process applications such as inspection, measurement, touch probe/verification, precision routing, and drilling. Tomorrow's capabilities available today.

Flow also offers **surface preparation** systems to meet a broad range of requirements in the marine, industrial, automotive and construction environments. Whether cleaning off paint and rust or preparing surfaces for paint application, Flow's waterjet cleaning systems offer a variety of choices to meet specific customer needs.

*If there is a waterjet application you need, Flow has probably already done it.*

## FLOW IS THE WORLD LEADER IN WATERJET TECHNOLOGY

All major waterjet advancements have come from Flow. Every decade, Flow has led the industry with productivity improvements. These are just a few:

**1975** – Flow commercializes intensifier pumps for 24/7 operation

**1979** – Abrasive waterjet invented by Dr. Mohamed Hashish; cuts virtually any material

**1981** – Vacuum Assist safely cuts composites, glass and stone without delamination, cracking, chipping, or breaking

**1986** – Direct drive triplex pump released; Flow is the only manufacturer offering both intensifier and direct drive technology

**1995** – What is to become the world's most popular waterjet software FlowMaster® is released; provides an easy-to-use yet powerful control

**2001** – Dynamic Waterjet® released; virtually eliminates stream lag and V-shaped taper errors

**2006** – After a decade of testing and perfecting the technology, the HyperJet® pump rated at 94,000 psi released to provide continuous commercial HyperPressure cutting. Pressure = Productivity

**2009** – Dynamic Waterjet XD brings the unique accuracy of Dynamic Waterjet from the flat stock world to beveling and 3D applications

**201?** – What's next? Whatever it is, Flow will lead the way



# Flow International Corporation

Headquarters, Worldwide Locations, Executive Team,  
Board of Directors and Press Contacts

## HEADQUARTERS

23500 64th Avenue South  
Kent, Washington 98032

Phone: 253.850.3500  
Fax: 253.813.3285  
Web site: [FlowWaterjet.com](http://FlowWaterjet.com)

## WORLDWIDE LOCATIONS

### United States & Canada

Tel: 253-850-3500 • TOLL-FREE: 800-446-3569  
[info@flowcorp.com](mailto:info@flowcorp.com) • [FlowWaterjet.com](http://FlowWaterjet.com)

### Central America, South America, Mexico & Caribbean

Tel: +55-11-3616-2822  
[flowlatino@flowlatino.com](mailto:flowlatino@flowlatino.com) • [FlowLatino.com](http://FlowLatino.com)

### Europe, Middle East & Africa

Tel: +49-7252-538-0  
[info@floweurope.com](mailto:info@floweurope.com) • [FlowEurope.com](http://FlowEurope.com)

### Taiwan, China, Korea, Southeast Asia, Australia & New Zealand

Tel: +886-3-577-2102  
[sales@flowasia.com.tw](mailto:sales@flowasia.com.tw) • [FlowAsia.com](http://FlowAsia.com)

### Japan

Tel: +81-52-701-7021  
[fjc@flowjapan.co.jp](mailto:fjc@flowjapan.co.jp) • [FlowAsia.com](http://FlowAsia.com)

## EXECUTIVE TEAM

Charles Brown — President and Chief Executive Officer  
Chip Burnham — Vice President of Global Marketing  
Karen Carter — Vice President of Global Operations  
Mohamed Hashish — Senior Vice President of Technology  
Allen Hsieh — Chief Financial Officer  
Dick LeBlanc — Executive Vice President, Advanced Systems and Global Sales  
John Leness — General Counsel and Corporate Secretary  
Darc Schweikart — Vice President of Information Technology  
Craig Sunada — Vice President of Global Product Development  
Theresa Treat — Vice President of Human Resources

## BOARD OF DIRECTORS

Charles M. Brown  
Patrick J. Byrne  
Jerry L. Calhoun  
Richard P. Fox  
Larry A. Kring  
Lorenzo C. Lamadrid  
Kathryn L. Munro  
Bradley D. Tilden

## PRESS CONTACT

### Jessica Harding

Marketing Communications Manager  
Phone: 253.850.3500  
[jharding@flowcorp.com](mailto:jharding@flowcorp.com)

### Marjorie Millay

Flow Media Relations  
Phone: 253.850.3500  
[mmillay@flowcorp.com](mailto:mmillay@flowcorp.com)

## INVESTOR RELATIONS

### Geoffrey Buscher

Phone: 253.813.3286  
[investors@flowcorp.com](mailto:investors@flowcorp.com)