

Introduction

Founded in 1911, Tomlinson® Industries is the worlds foremost manufacturer of faucets and fittings for dispensing liquid food products, chemicals and industrial liquids. Tomlinson's No-Drip® faucets and fittings dispense a wide variety of beverages including coffee, tea, chocolate, water, wine, beer, condiments and many other liquid products. No-Drip faucets and fittings are the choice of manufacturers for beverage and liquid containers in over 60 countries around the world.

The basic construction of many No-Drip Faucets are the same. Variations occur in the faucet handle, bonnet material, spring strength, stem material, seat cup material and shape and component colors. Regardless of the variation, the basic No-Drip design has yet to be surpassed.

Tomlinson offers over 200 standard faucets and fittings as well as numerous special application faucets. In addition to continuously developing new faucets and fittings, Tomlinson Industries can design a custom faucet to meet your dispensing needs.

In 1983, Tomlinson Industries received the President's "E STAR" Award in recognition of its worldwide acceptance and continued excellence in international marketing and service.

Most No-Drip® Faucets have been found acceptable by the U.S. Public Health Service for Interstate Carrier use and comply with the applicable sanitation requirements, 1976 Food Service Sanitation manual, Food and Drug Administration, U.S. Public Health Service. Most also comply with the appropriate NSF International, Basic or Special Criteria.

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THE MEYER COMPANY

The Meyer Company, once known for its dairy products and retail convenience stores, is now intrinsically linked to Tomlinson Industries, a division of the company, world renowned for its faucets, dispenser fittings and commercial food service equipment. The Meyer Company acquired Tomlinson Industries in 1974. This transaction was a mutually beneficial one. Tomlinson increased its product line and customer base through the resources of The Meyer Company. The Meyer Company financially benefited from Tomlinson's success. These two once separate companies have origins tracing back to the mid to late 1800s

Gerhard Fred Meyer, the founder of The Meyer Dairy Products Company, was born near Hamburg, Germany in 1859. When young Gerhard was fourteen years of age and the threat of war caused the political and financial world of Europe to be thrown into confusion, he sought to leave Germany to seek a better life in America; a place he was told filled with promise and opportunity.



H. F. Meyer.

When Gerhard, in the middle of winter, decided it was time to seek his future in America, he "ran away from home". Gerhard's parents had suspicions, and because they feared for their son's safety and were dubious of his travel plans, they took and hid his shoes. He left anyway.

Cleveland, Ohio was Gerhard's final destination. He had been told that he had relatives there and there were also a large number of German immigrants in Cleveland. Undoubtedly he encountered many hardships on his journey (his first night in America he spent sleeping under a bridge somewhere in New York), but he finally made it to Cleveland.

Gerhard did not give up. He was an extremely dedicated and hard worker. Eventually he saved enough to purchase some farmland in what is now known as downtown Cleveland.

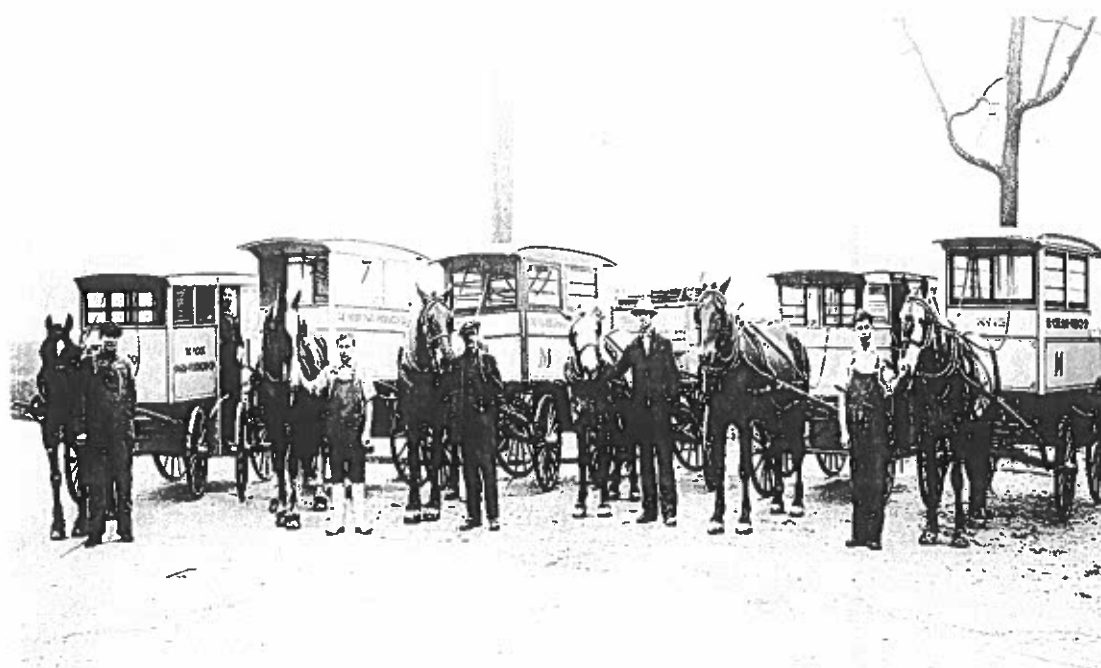
He was in his early twenties when he settled down, married and had a family—three sons and two daughters.

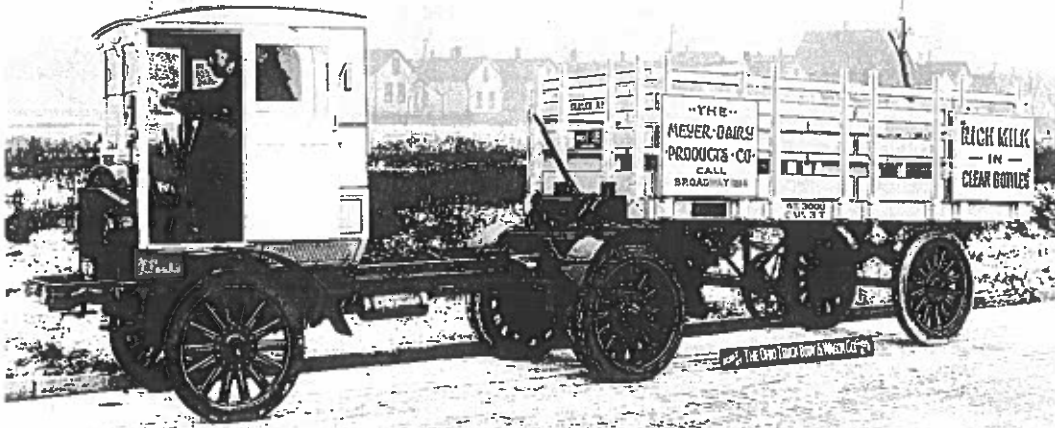
To provide fresh milk and dairy products for his family, Gerhard bought a cow. To his surprise, the cow gave more milk than his family required. He began selling the surplus milk to neighbors and realized there was a profit

to be made. He bought a wagon and began making routine rounds dipping out milk to his customers. Eventually, demand outweighed supply and Gerhard began purchasing milk from neighboring farmers to accommodate his customers. Business grew and Gerhard purchased several horse-drawn wagons and horses, then employed his sons to make the rounds. A plant was built to pasteurize the milk and The Meyer Dairy Products Company was officially in business.

Henry Fred Meyer, Gerhard's middle son, was more interested in an education than in the day-to-day

Pictured on the far left is George Meyer—H. F.'s brother—with milk delivery men for other routes.





An early, "over the road vehicle."

disdain for education, "H. F." as he was known, attended Case Western Reserve University in the engineering school. He graduated with a degree in mechanical engineering, but at his mother's request he returned to work for the family dairy. A small fleet of wagons and more horses were added to the assets of the company and its customer base expanded.

In 1916 as World War I was progressing, H. F. enlisted in the Army Air Corp and went to pilot training school in Memphis, Tennessee. Not only did H. F. receive his pilot's license, he met the woman who would become his wife. When the war ended he returned home and concentrated all his efforts on expanding the operations of The Meyer Dairy Products Company. A fleet of milk trucks were added and the customer base continued to grow. By the mid 1940s, the Meyer Dairy Products Company had become one of the largest retail dairies in Ohio.

In the mid 1950s, there was a shift in the retail dairy business as more and more

customers chose to purchase milk at their grocery store. The company began to lose customers. About this time H. F.'s sons became more active in their father's business. The oldest son was William (Bill). H. F., Jr. (Fred) was the middle son and Malcolm (Mac) was the youngest. The three were part of the company's daily operations and soon realized changes would have to be made to ensure the company's survival.

In 1962 the company started a chain of convenience stores called Open Pantry to provide retail outlets for Meyer's dairy products. The stores did produce a good outlet for the dairy's products and were very successful in their own right. Soon it was realized that store expansion could not generate enough volume to make the dairy viable. In the mid 1960s, the dairy was given to a competitor with the understanding that all employees would be retained with all their seniority and benefits.

Although the company parted with the dairy operations, they retained the stores which continued to be successful. Upon the sale of the dairy the oldest son, Bill, retired and the youngest son, Mac, pursued his own business in New York. The middle son, Fred, continued to run

the Open Pantry stores and pursue other business interests to lessen the dependence on the success of the convenience stores.

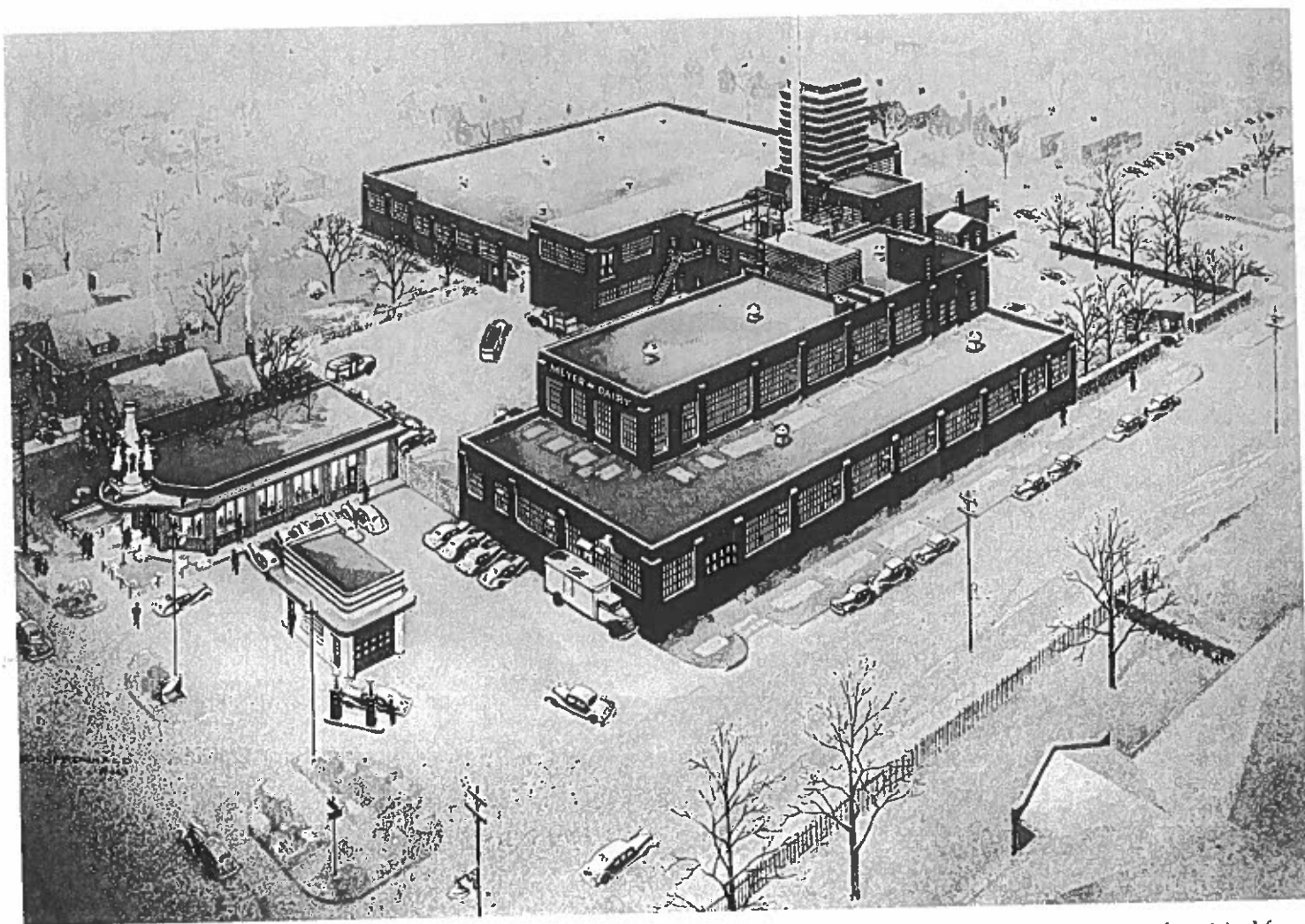
Over the succeeding years, many opportunities were explored. Some successful, some not, but it was decided that the reliance on the convenience stores needed to be diminished. The company was involved in starting the first medi-vac helicopter operation in Cleveland. There were endeavors in home building, ink production, pet stores, roofing materials and injection molding. The company also had its own small business investment company (an SBIC) which provided financing and other opportunities for its many activities.

One of the businesses acquired was a company in New York started by Mac Meyer. The business was successful, but illness in Mac's family necessitated a sale. Some years after the company, Inland Vacuum was purchased, the stock was taken public and is currently listed.

In the early 1970s, the company name was changed to The Meyer Company to reflect that the dairy no longer existed.

During the '70's, Fred Meyer was interested in growing the company in new directions and was open to sound opportunities. In 1974 the president of Tomlinson Industries, John Chernak, and a longtime personal friend of Fred's, said that Tomlinson Industries was going to be sold due to estate and family decisions. Fred thought the acquisition of the company made sense.

Tomlinson Industries had been a prominent company in the Cleveland area for almost as long as The Meyer Company. The founder of Tomlinson was A. E. Tomlinson, son of an English immigrant. In 1895 Tomlinson had opened a peanut stand next to a dance hall in Old Scenic Park, Rocky River, Cleveland. Tomlinson became fascinated with the inner workings of the compact steam engine and began to consider its value and marketability for



The Dairy in the 1940s on the original farm site.

other businesses, including the food service industry. In 1911 he started the Tomlinson Steam Specialty Company and, as the company grew, he began to see other ways of improving food service products and equipment. For example, faucets for coffee urns and soda fountain dispensers were being produced haphazardly in small shops. None of these faucets were very dependable or uniform in structure. Tomlinson saw an opportunity for further growth and purchased a patent for a ground plug dispensing faucet.

About this time, A. E. Tomlinson's son, R. E. "Tommy" Tomlinson, began to assist his father in the family business. Tommy joined his father in the meticulous work of creating a new and original patent for the faucet. In 1924, after completing his studies at Ohio State University, Tommy Tomlinson was made Vice President and General Manager. The 1920s and '30s were a difficult time for

the company as capital was limited and expansion was slow. Tommy was obligated to be a part of every aspect of the company. He was Receiving Clerk, Assembler, Salesman, Accountant and any other job required to produce and sell faucets for liquid food dispensers.

In 1929 Tomlinson Industries pioneered several advancements in manufacturing various faucets. The concept of a removable faucet head was created by Tomlinson and the company introduced the use of brass forgings as opposed to brass castings. Sales increased a little by the late 1930s. World War II rudely interrupted sales which became almost nonexistent. Wartime restrictions created another time of hardship for the company. By 1946 wartime restrictions were lifted; the void created by them needed to be filled. Tomlinson was ready to produce and did so. Substantial growth for the company ensued. Modernization and new areas of

exploration were occurring in the food service industry. Different types of liquids required specialty faucets for dispensing. Tomlinson created new specialty and custom-made items for a new and growing base of customers.

Tommy Tomlinson's daughter was married to John Chernak. Tommy, using all his powers of persuasion, enticed John to leave his employment as an attorney with a prominent law firm and join Tomlinson Industries. Tommy passed away in 1966 and John, recognizing that the company needed to expand its product and customer base, set about to do both.

By 1974, after both successes and failures in expansion, Tomlinson Industries was stable financially, but had room for growth. The Meyer Company was doing

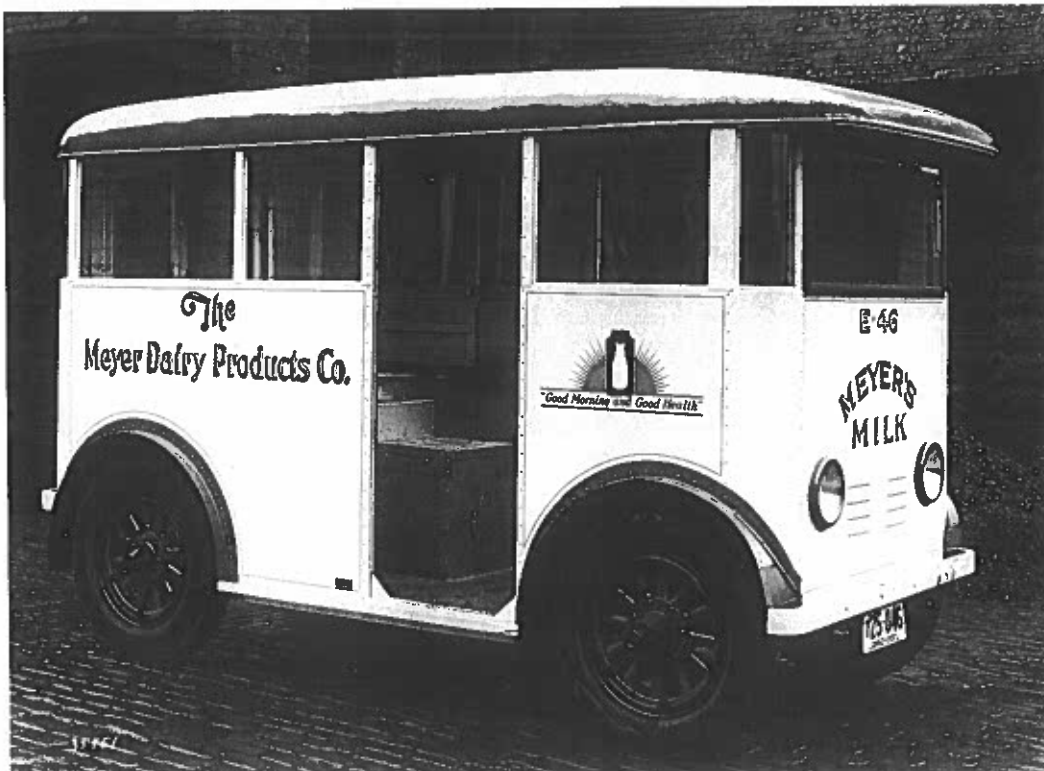
well, but was constantly on the lookout for diversification opportunities. Since the presidents of both The Meyer Company and Tomlinson Industries had been friends for many years, when it became evident that Tomlinson Industries could be acquired; it was clearly an opportunity for both organizations. In 1974 Tomlinson became a division of The Meyer Company.

A decade later the Open Pantry stores were sold and Tomlinson became The Meyer Company's most successful division. Under John Chernak's leadership, a number of products were added to service largely the food equipment industries. Cup dispensers, high chairs, cast iron steak plates, various items for commercial kitchens and a number of other products were successfully



An electric truck—it was only good in warm weather.

Gas powered truck in the early 1930s.



added to the product line. Of course, the main product continued to be faucets for dispensing a wide range of liquids and semi-liquids. In almost every country in the world, you can find Tomlinson products.

The company is now headed by Mike Figas, the son-in-law of Fred Meyer. Mike Meyer, Bill's son, is in charge of engineering, research and product development, so the Meyer family is still represented after well over 100 years. Since there are a number of nieces, nephews, grandchildren and great-grandchildren, there is a good possibility that family members will be involved for another 100 years.

Two separate companies with strong legacies now share a history and a future, one that seems certain to continue for generations.