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What's Inside:



Vendor Spotlight

Supplying the auxiliary power market since 1945.

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Anniversaries celebrated in two locations

As the Fairmont, W.V. location of Point Spring & Driveshaft Co.

turns 25 years old this year, some of their team members took time to reflect upon this milestone.

Looking back at the past 25 years, branch manager Bob Scherer, who has been at the Fairmont location since it opened, says that it has been a fantastic progression.

"We started out with only four employees when we opened in 1982 and no service bays," he says. "Today, we have 11 employees, with a combined total of just over 200 years experience in the business, including two full-time sales reps on the road. We also had building modifications made for two 100-foot-long drive-thru bays."

Bob adds that it was Point Spring's merger with Brake Drum & Equipment (BDE) Shinnston in 1997 that gave them the nudge that they needed to become a dominant player in the market. Although Point Spring was already beginning to forge a strong presence in the marketplace, the merger enhanced the company's reputation even further.

"The merger helped us broaden our market and increase our brake and wheel-end busi-

ness," says Bob. "We picked up a great deal of business that we had only been dabbling in before."

Bryant Savina, assistant manager, who was also there from the beginning, adds that it helped them double their product line and coverage with the acquisition of BDE.

"That was a valuable addition to the company," he says. "It greatly benefited us and made us a lot more competitive."

Ed Robinson, one of the outside sales reps for the Fairmont location, says that there's little doubt that the reason for the Fairmont location's success is due to the customers and the workforce.

"Our workforce plays a key role in establishing an excellent relationship with all of our customers," he says. "In fact, that is one of the reasons why I enjoy working here. We have an outstanding group of people who I work with on a daily basis and that carries over to our interaction with the customers."

Ed's colleague, Jack Darway, who has been with the Fairmont location for 10 years, agrees with him.

Valley Spring & Driveshaft Co. in New Castle, Pa.

will celebrate its 25th anniversary this year. The employees' hard work and commitment to excellent customer service throughout the years has been the driving force of this location's longevity.

It began in 1982 when Point Spring purchased the assets of Valley Auto Spring Co. and renamed the newly merged company to Valley Spring & Driveshaft Co. Valley Auto Spring had been servicing the area since 1921. It was the leadership and vision of Point Spring's management team that allowed them to expand its breadth and depth of services and product line to benefit their customers.

"Valley Auto Spring probably wouldn't be here today if it wasn't for Point Spring buying us out," says Gary Brenneman, branch manager of Valley Spring & Driveshaft, adding that he's very proud to be part of the company's tremendous success.

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Since 1945, Mississippi-based Parker Chelsea has supplied the auxiliary power market with innovative products for the transfer and control of power. Chelsea, a division of the Parker Hannifin Hydraulics Group, provides its customers with the most complete product offering in the industry.

The company is highly regarded for innovation and engineering expertise serving vocational-equipment markets such as mobile rescue, towing, fire-fighting and material handling. They have facilities in the United States, Mexico and the United Kingdom, along with sales offices throughout the world.

Chelsea is also the leading manufacturer and producer of Power Take-Offs (PTOs) for the vocational truck industry. They offer the most complete lineup of PTOs designed to meet the power transfer demands for the industry. That means more choices and an even higher level of premier customer service, expertise and performance for you.

Point Spring & Driveshaft/Brake Drum & Equipment Co. (PSD) has been a long-time Chelsea distributor. Chelsea has been a partnering vendor with PSD for over 35 years. They are both dedicated, customer service-driven companies, and according to Chelsea general manager, John VanBuskirk, together have forged a strong, strategic alliance to further both companies' potentials.

"Our relationship has really strengthened over the last four years," says John. "They always provide us with some great input. We take feedback and input from them, along with their customers, on how we can provide customer focused changes to our operation."

John says that through this input and support, along with the other distributor members of their distributor advisory council, Chelsea has really been able to drive their customer service levels and approaches to premier customer service directed more towards them versus internal metrics.

"Point Spring has helped us become more customer-focused within the business and made sure that they bring clarity around the priorities that the distributors have and priorities that they see as a need," he says.

Joe Reder, PSD's regional sales manager, values the relationship that the two companies have.

"Chelsea has been a valued supplier of Point Spring & Driveshaft Co. for over 35 years," says Joe. "Over this period of time, Chelsea has supplied PSD with quality products, an extremely high level of customer service, superior tech support along with a stellar staff of employees that have contributed tremendously to our growth and partnership."

Jeff King, marketing manager for Parker Chelsea, has worked with PSD for all 31 years he's been with Chelsea.

"Both of our companies are leaders in the vocational truck marketplace," he says.

"For many years, we have been viewed as a leader in innovation for Power Take-Offs and I think that goes hand-in-hand with what Point Spring has accomplished. What you have is two leaders in the market working together and that's the reason we have a strong partnership."

Jeff says that he enjoys working with PSD.

"I think they are a really energetic company," says Jeff. "They are willing to look at different things."

Long lasting relationships like the one that has been formed with Parker Chelsea and Point Spring is a rarity these days. For a partnership like this to be successful, two things need to happen according to Jeff - a strong management team and good communications.

"Point Spring has always had a strong management team in place that looks at different opportunities," says Jeff. "Secondly, good communications between the two companies is essential. With Joe Reder being part of our distributor advisory council, it helps to broaden the communication level. And this

great level of communications helps us work through any issues that we may have. Of course, we don't have that many issues to begin with."

Parker Chelsea continues to help dealers and distributors, like PSD, keep trucks on the road with a complete line of top-quality genuine Chelsea PTOs and parts, and an extensive sales & service network ready to respond, whenever and wherever you need it.

"This relationship definitely provides our sales staff with a competitive edge in the auxiliary power market," says Joe. "Chelsea is the leader in this segment of the industry and is extremely proactive, innovative and sensitive toward developing new products and satisfying the needs of our customers and their respective vocations."

PSD is also now authorized to purchase and sell Parker Chelsea SEMS (Stored Energy Management Systems) for Class 3, 4 and 5 trucks for snow and ice systems.

"It is with great pride that all of us at PSD are able to go into the marketplace partnering ourselves with the Chelsea brand name and recognition," says Joe. "All of us at Point Spring & Driveshaft Co. look forward to a continued prosperous partnership with Parker Chelsea in the years to come."

Chelsea is part of Parker Hannifin, the world's leading diversified manufacturer of motion and control technologies and systems, providing precision-engineered solutions for a wide variety of commercial, mobile, industrial and aerospace markets. Chelsea has been serving the auxiliary power market since 1945 with the broadest coverage in the industry.

For more information on Parker Chelsea, visit www.parker.com/chelsea.





Point Spring & Driveshaft (PSD) has always been known for creating powerful customer experiences. That's why it's not so surprising that many of their customers have remained with them for a lengthy period of time, like 4 Guys Fire Trucks, out of Meyersdale, PA.

For over 25 years, 4 Guys have been purchasing supplies and parts from PSD for the fire apparatuses that they manufacture. 4 Guys builds a full line of all stainless steel fire trucks from tankers to rescues to pumpers.

"Point Spring always provides us with good service in a timely manner," says Dick Seibert, production manager for 4 Guys. "I never have any problems ordering any drive line parts or supplies from them."

Mark Albright, general manager for 4 Guys, has worked with PSD since he started working there 25 years ago.

"It's been a joy working with them over the years," he says. "We'll continue to do business with them and working with guys like Joe Reder is just a bonus for us."

4 Guys began in 1974 after four men with ties to the dairy industry started a business repairing stainless steel milk tankers. Shortly after that venture, 4 Guys was officially established and they solicited new investors and shifted to building fire apparatus. At first, the company built elliptical tankers based on their original milk tanker design. Soon, tanker owners started coming back, asking for pumpers and rescue trucks.

Today, 4 Guys produces nearly twice as many pumpers as tankers. The progression has been gradual, but as customer confidence has increased, 4 Guys has grown to meet the demand.

Dick says that while the company sells to fire companies nationwide, they mainly deal with fire companies on the East Coast. He expects to continue buying from PSD for as long as possible.

"They're a great company to deal with," he says.

The feeling is mutual, according to Dave Albitz, an inside sales representative from PSD's Neville Island location, which works with 4 Guys.

"We have a very good relationship," says Dave. "Dick usually does all his homework ahead of time and knows exactly what he needs. Working with people like him makes my job easier."

Dave says that there's no complicated formula for trying to sustain relationships with customers like 4 Guys.

"We provide excellent service, fulfill their orders when asked, and offer competitive prices," he says. "We treat our customers like that and they'll stay with us."

What impresses Mark most about PSD is how quickly they can resolve any issues.

"If we ever order a part that needs repaired or replaced, they'll take care of it immediately," says Mark. "That's important to us because we're always crunched with a deadline to get our trucks out. We appreciate the extra effort they take to resolve any problems that may occur."

Joe Reder, PSD's regional sales manager, has worked with 4 Guys since the early 1980's. He approached them at that time about buying products from PSD and says that it was one of those times when persistency paid off.

"Since then business has steadily grown to where we have become one of their sole, major suppliers, he says. "For me, it's a matter of building alliances with businesses that have tremendous reputations in their respective industries. 4 Guys certainly belongs in that category of customers."

But it's more than just the business relationship that Joe values.

"With many of my customers, 4 Guys included, the commitment and partnership that comes along with conducting business together, I also appreciate the friendships created outside of business," he says.

Joe says he enjoys golfing with some of their staff on occasion. In fact, 4 Guys are back-to-back winners of the PSD Annual Golf Outing.

"We always enjoy their annual golf tournament," says Dick. "Each year, I took two different people and was lucky enough to have won two years in a row. We're looking forward to next year!"

For more information on 4 Guys, visit their Web site at www.4guysfire.com.



With the wrath of Ole' Man Winter fast approaching, here are a few tips on preventive maintenance for preparing your vehicle's hydraulic and air system for the upcoming winter season.

- Install plow & spreader before the first snowfall
- Check hydraulic oil levels in reservoir
- Replace hydraulic oil if contaminated
- Replace all hydraulic filters annually and clean or replace all breathers
- Inspect hydraulic pumps and motors for leaks
- Inspect all cylinders for leaks or damage
- Inspect all hoses, fittings and quick disconnects for leaks or damage
- Check hydraulic system pressure and flow with gauge
- Operate all hydraulic functions to see if operating properly
- Operate/check all cables and shifter controls for smooth operation
- Make sure flow control knobs are turning and adjusting all motor speeds correctly
- Check for proper voltage/amps if using fan belt driven clutch pump and any other electronic hydraulic functions
- Check fan belt tension and alignment if using fan belt driven hydraulics
- Lubricate all pins and pivot points
- Inspect all U-Joints and driveshaft components if using crankshaft driven pump
- Replace air dryers and/or air cartridges as needed
- Check to make sure drain valves are working properly on air reservoirs

PSD/BDE is a Full Line Master Parker Truck Team Distributor. Our products include Parker/Chelsea Power Take-Offs, Parker/Commercial Pumps, Motors & Cylinders, Parker/Commercial/Gresen Control Valves and Cartridge Valves, Parker Hydraulic Filters and Reservoirs.

PSD/BDE is a Full Line Gates Distributor offering all belts, hoses, fittings and tensioners. We make hydraulic hose assemblies while you wait.

PSD / TEED'S (our newest location in Meadville, Pa.) is a Full line Eaton/Weatherhead Distributor offering hose, fittings, adapters and couplings. Hydraulic hose assemblies while you wait.

PSD/BDE is a Full Line Dana/Spicer Driveline Distributor. We offer same day service on all driveshaft repairs.

PSD/BDE is an authorized Cablecraft Distributor. We can custom build all Cables and Controls.

Please contact your local PSD/BDE Auxiliary Power Specialist or PSD/BDE Service Manager if you have any questions or would like to schedule your vehicle for a hydraulic system inspection.



Employee Milestones

25 years

Bob Scherer

Fairmont, WV.
Branch Manager

Rob Gardner

Greensburg, PA
Territorial Sales Rep.

20 years

Tony Ruth

Meadville, PA.
Branch Manager

10 years

Joe Perkins

Fairmont, WV.
Inside Sales

J.R. Volpe

Greensburg, PA.
Territorial Sales Rep.

Mike Shirey

BLS
Technician

Guillermo (Gizmo) Mendez

Akron, OH.
Delivery Driver

5 years

Trish Shannon

Akron, OH.
Administrative Assistant



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Greensburg

OPEN HOUSE



Over 130 people attended an open house on September 6 at the Point Spring & Driveshaft (PSD) location in Greensburg, Pa.

Bill Ryan, CEO of PSD was pleased with the turnout and said that it provided a unique opportunity to showcase the facility and some of the recent changes.

"I thought it went very well," says Bill. "We were well represented by our valued suppliers, many of our bigger and better customers, and Point Spring employees."

Bill says that the Greensburg store had some significant changes over the last several years that are starting to pay off.

"Since the last open house here about two years ago, we added a new branch manager, a couple of former employees returned to help with inside sales, and we re-structured the outside sales routes. Also, the purchasing staff has done a great job," says Bill.

According to Branch Manager Brian Huber, this was an opportunity for them to showcase some of their product lines so that customers could see what they offer. Since some of the customers deal only with PSD sales staff over the phone, this was also a chance for them to meet the staff face-to-face.

"Not only did this Open House give us an opportunity to show off our location, it also gave us a nice opportunity for our customers to talk to some of the manufacturers about new products coming out," says Brian.

One of the highlights of the Open House was the Foundation Brake Clinic presented by Federal-Mogul. Guests also toured the facility and had an opportunity to speak with the

17-member Greensburg staff about their services and products.

"We had great representation from all of our locations to show support for the Greensburg store," says Brian. "Many vendors also came out to answer our customer's questions. Overall, I thought we had a nice event."

Guests were treated to refreshments and mingled with nearly 30 vendors, members of the PSD corporate office, along with the sales force and managers from other PSD locations.

"We're so excited about the new team out there and the staff," says Bill. "It's just a great customer base. Everything is really starting to pay off and I have to hand it to the entire team over there."

The next PSD Open House will be at the Clearfield, PA location in early 2008.



Fairmont, W.V. 25th Anniversary

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"We have an excellent team atmosphere here in Fairmont and that is why we've been so successful," he says. "Everybody at this location has been here for a long time and we have become close friends as a result. That's why we work very well together."

Jack adds that the support they receive throughout Point Spring is a major factor in developing a strong workforce. But in the end, what matters most to the hard-working crew at Fairmont, are satisfied customers.

"What I enjoy most about working here is seeing our many satisfied customers and seeing them come back because of the great care we have given them over the last 25 years," says Bob.



New Castle, Pa. 25th Anniversary

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Not only did the expansion give Point Spring a well-respected and successful new location, but it also acquired key personnel such as Gary, who has been with the company for a total of 42 years. For the last 15 years, he has served as branch manager.

"I'm one of the originals. They bought me," he says, with a laugh. "It was a very good deal for both companies. Valley had some product lines that Point Spring didn't have, and Point Spring had product lines that Valley didn't have. So it was a mutually beneficial agreement and helped both companies greatly."

From complete suspension repair, front end alignment repairs, air brake systems, PA state inspections, to hydraulic installation and repairs, Valley Spring & Driveshaft serves a wide range of customers in the 60-mile radius of the New Castle region.

"Since the merger occurred, we have more product lines to offer and we expanded the types of services we offered quite dramatically," says Joe Shiderly, assistant

manager, who has been with the company for 30 years. "It really helped diversify the product lines."

Joe recalls that the transition for Valley Spring and Point Spring employees was a smooth one because both companies already had a similar workplace culture.

"It went very well for everyone involved," he says. "It was a very successful merger."



From the very start, Point Spring's philosophy was to offer service and parts that were of better quality than any others available on the market and they never altered that basic philosophy.

"We now carry more of a variety of parts than we did before," says Jay Mathieson, an outside sales representative and another Valley Spring original, who has been with the company for 45 years, longer than any other employee at the New Castle location.

Jay started with Valley Auto Spring in 1962, at the age of 25. He was hired to work in the shop repairing and installing springs before he decided that sales were his true calling.

George McGahan, an outside sales representative, has been with the company for 22 years and says he can't imagine that this company was two separate companies before.

"It's really hard to imagine that 25 years have already gone by. I have always pictured the two as one," he says, adding that it's a great company to work for. "They give you the opportunities and the tools to be a success and it's just up to you to follow through."



Brian Huber

When Brian Huber came to work for Brake Drum & Equipment as a delivery driver in 1989, it was only supposed to be a job to hold him over until something better came along.

But that something better was in front of him that entire time.

"I really didn't expect to be with the same company for as long as I have been," says Brian, who has been with PSD for 18 years now.

One reason for Brian's longevity with the same company is because he continued to find plenty of opportunities for him to advance within the company. After working as a delivery driver, he worked in the Brake Drum & Equipment warehouse for a couple years and then worked on the counter until he was promoted to the purchasing department in the corporate offices in Pittsburgh.

"I worked in purchasing until Point Spring bought out Brake Drum & Equipment in 1997," he says.

When the merger happened, Brian admits that he was a bit nervous at first.

"At the time of the merger, I wasn't really sure what to expect," he says. "I wasn't sure if Point Spring was going to be able to pull this off or not. At the time, Brake Drum was the larger company. Many of the Brake Drum employees weren't sure if this would work, but they showed in a very short time that they were indeed quite capable of doing that."

Brian, who lives in White Oak, Pa., took over as branch manager for the Greensburg location in June 2006.

"Another opportunity opened up and I was offered the position," he says. "This is a great company to work for. I enjoy working with all of the employees and the company offers a great work environment. So I was excited for the opportunity to take over as branch manager."



Brian Huber

Brian currently manages 15 people in the Greensburg store. He is responsible for managing the entire operations of the location which contains a parts counter, shop and seven service bays.

He says that his goal for the next year is to continue to increase sales.

"We made some changes since I took over and we're going to keep working hard," he said. "We had a good year considering that it was a tough year for the entire industry. Most of the manufacturers we spoke to said that they were even last year or down slightly. Once we went through the 1st quarter ourselves, we were up every month."

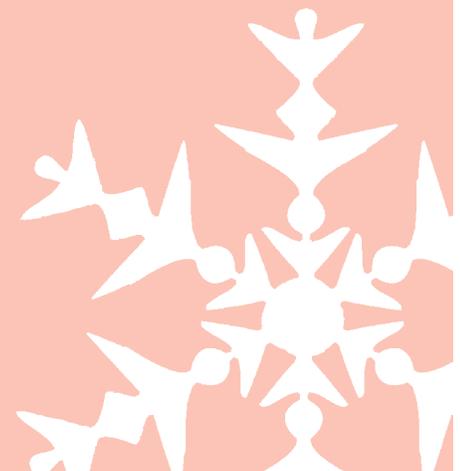
Brian has been married for 17 years and has a 16-year-old son and a 7-year-old daughter. When he's not busy working with Point Spring, he's an electrician in his spare time.

"I also like to spend as much time with my family as possible," he says. "They're important to me."



Happy Holidays!

With the holidays upon us, everyone here at Point Spring & Driveshaft would like to extend our warmest wishes for a very safe and happy holiday season and a prosperous, joyous new year to you and your families and friends.





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Mission Statement

Point Spring & Driveshaft Is Committed To...

- Meeting the needs of every customer effectively and cost-efficiently.
- Providing only the highest quality products available.
- Indulging every customer in exceptional customer service.
- Establishing long-term partnerships with customers, employees and suppliers.
- Using our experience and resources to provide solutions to customer problems in a rapidly changing market place.
- Helping all customer enterprises increase profitability.
- Building a profitable, well-run organization that rewards PSD employees for their loyalty and dedication.

Locations

PENNSYLVANIA

Point Spring & Driveshaft (Corporate Offices)

7307 Grand Avenue
Pittsburgh, PA 15225
412-264-3152
FAX 412-264-4325

Valley Spring

New Castle, PA
724-658-9076
FAX 724-658-8746
800-837-8713

Brake Drum

Sharpsburg, PA
412-781-4233
FAX 412-782-4773
800-634-1500

Island Spring

Neville Island, PA
412-264-6714
FAX 412-264-6722
800-837-4713

Brake Drum

Clearfield, PA
814-765-9684
FAX 814-765-1577
800-252-3585

Point Spring

Greensburg, PA
724-834-0750
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800-837-9713

Brake Drum

Camp Hill, PA
Phone: 717-761-1111
Fax: 717-761-1110
800-382-1437

BLS Brake Lining Supply

Clearfield, PA

Teed's Auto Wheel Service

Meadville, PA
Phone: 814-724-7746
Fax: 814-724-7747
800-724-7751

WEST VIRGINIA

Point Spring

Fairmont, WV
304-534-3306
FAX 304-534-5079
800-837-1713

OHIO

Brake Drum

Akron, OH
330-724-1111
FAX 330-724-1895
800-826-0673



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