

# **THE WHITTEMORE CO.**

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An Overview...

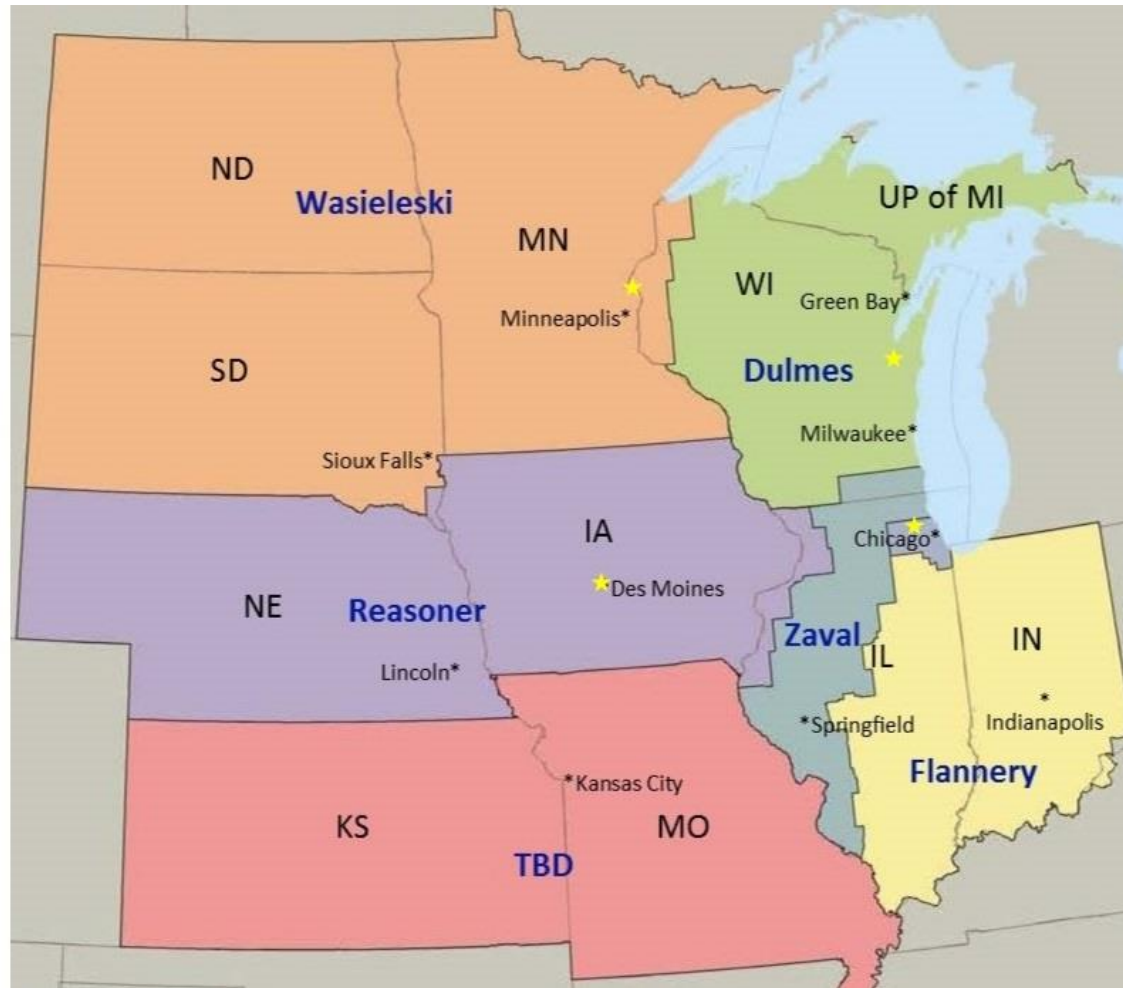
# Who We Are . . .

- Professional Industrial Manufacturers' Representative Sales Agency
- In continuous operation since 1918
- Under current ownership since 2001
- Competent sales & applications engineers
  - 150+ years of combined experience

# Our Mission Statement . . .

- The Whittemore Co. is a manufacturers' representative agency, delivering marketing support and technical services to the metalworking industries and OEM manufacturers.
- We employ a non-competing, limited, complimentary, and application-based product line philosophy, which enables us to focus on specific market segments, adding value through technical application expertise.
- We engage our principals, distributors and end users in an ethical and respectful manner.

# Where We Do It . . .



★ Sales & Applications Engineer Location

# Our People . . .



## **Dave Zaval** **President & Owner** **IL & WI – portions**

16 years – The Whittemore Co.  
11 years – Industrial distribution mgt.  
11 years – Cutting tool sales & applications  
7 years – Tool & mold maker



## **Mike Dulmes** **Sr. Sales & Applications Engineer** **WI & U.P. MI**

14 years – Field sales, The Whittemore Co.  
10 years – Factory sales & technical rep  
20 years – Tool & die maker, process engineer, shop frmn.

## **Kurt Wasieleski** **Sales & Applications Engineer** **MN, ND & SD**

6 years – Field Sales, The Whittemore Co.  
1 year – Field sales, industrial distributor  
1 year – Field sales, major carbide cutting tool mfr.  
16 years – Journeyman machinist & set-up person, job shop

## **Dan Reasoner** **Sales & Applications Engineer** **IA , NE & IL – portions**

6 years – Field sales, The Whittemore Co.  
7 years – Industrial field sales  
10 years – Machine design & practical machine shop

## **Mike Flannery** **Sales & Applications Engineer** **IL- portions & IN**

5 years – Field sales, The Whittemore Co.  
14 years – Field sales, industrial abrasive tool mfr.  
4 years – Certified Tool & Die Maker, Ireland

# Our People . . .



## Office Management Marketing & Administration

### **Jackie Douglas** **Office Manager**

15 years – The Whittemore Co.  
12 years – Administrative Director

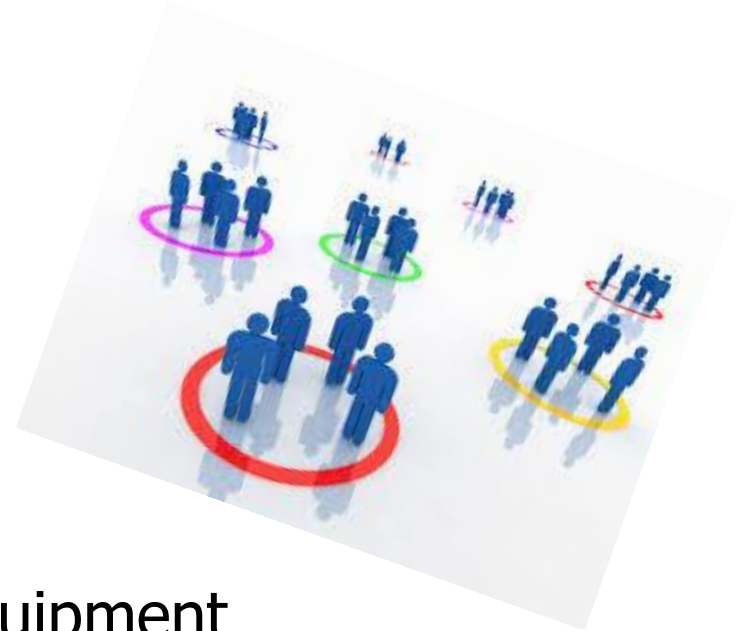
### **Katharine Shepard**

### **Marketing & Administration**

2 years – The Whittemore Co.  
20 years – Marketing, B2B Businesses

# Markets Served . . .

- Production machine shops
- Machine tool dealers & builders
- Automotive components
- Off-road construction & heavy equipment
- Agricultural equipment components
- Small engine components
- Gear drives & power transmissions
- Hydraulics & fluid power drives
- Aerospace components
- Medical components



# Target Channels . . .

## **Industrial Distribution, Machine Tool Distributors and Builders & Catalogs**

- Assessment, selection & management of distribution networks
- Extensive work with industrial integrators
- “Pull-through” sales methodology
- Sales meetings/training, joint sales calls & technical troubleshooting

## **Direct Sales to End-User Accounts** (approx. 30%)

- Strategic & retained account coverage
- Practical, “shop floor” sales & applications approach

## **OEM Sales to Manufacturers & Integrators**

- Joint focus on larger OEM accounts
- Solution-based, consultative sales approach





# Product Solutions . . .



## **Broach a Part**

Broach tooling, shave dies and tools, broaching equipment (new and used), outsourced broaching services

## **Cut a Part**

Endmills (solid carbide), coolant-fed tooling, indexable insert cutting tools and holders, grooving and threading systems, special inserts, thread milling, toolholding systems, special solid carbide round tooling

## **Gauge a Part**

Mechanical inspection equipment, SPC software, "Plug and Play" gauging components and modules, mechanical, pneumatic, laser and vision gauging, complete custom gauge design and manufacturing

## **Hold a Part**

Simple clamping devices to multi-station fully automated sub-systems for machining centers, custom workholding systems, manual chucks, power chucks, indexing chucks, pin chucks, live centers, dead centers, face drivers, expanding mandrels, collets and collet chucks, actuating cylinders; complete standard product offering through fully-engineered complete solutions

## **Mark a Part**

Dot peen, laser marking, scribing, roll and impact marking and identification technologies with standard, custom, and full turnkey capabilities

## **Manage Swarf** (all territories except IN)

Chip conveyor systems from a single machine to entire plants, chip compaction and wringing equipment, coolant filtration systems

## **OEM Components**

Magnetic plugs, chip detectors, specialty fasteners and components, fully engineered solutions for basic parts to OEM builder issues

# Who We Do It For . . .



**Automator America, Inc.** – Laser, Dot Peen, Impact and Roll Marking Systems

**CFT Systems™ A George Whalley Company** – Coolant-Fed Tooling and Accessories

**Forkardt** – Engineered Production Chucking Systems, Shaft, Gear and Large Diameter Chucks

**Kingsford Broach & Tool, Inc.** – Broach Bars, Round and Flat Tools

**Kurt Manufacturing** – Vises, Towers, Prismatic Clamping Fixtures, Engineered Solutions

**Kurt Manufacturing Engineered Systems** – Precision Gauge Systems, SPC Data Collection, Auto-Comp Solutions

**Lisle Corporation** – Magnetic Plugs, Breathers and Custom Components

**Mayfran International** – Chip Conveyors, Filtration Systems, Coolant Management Solutions

**Promax Tools & Design-Rite XL** – Solid Carbide End Mills, Standard and Special

**Pratt Burnerd America** – Manual, Power and Collet Chucks, Cylinders and Top Tooling, Repair Services

**Riten Industries** – Live and Dead Centers and Face Drivers

**Royal Workholding** – Custom Builder of Round and Prismatic Part Fixtures and Large Diameter Chucks

**Speedgrip Chuck Inc.** – Collet and Hydraulic Chucks and Engineered Round Part Chucking Systems

**Tool-Flo Manufacturing, Inc.** – Grooving, Threading, Ball-Nose and Tools, Special Inserts

# Whittemore-Inc.com

Continuously invest time and resources into our full access website . . .

**About Us** – company history

**Who We are** – company focus

**What We Do** – services, channels and strengths

**Where We Do It** - territory

**Our People** - employee bios

**Resources** – product literature, downloads, tech help, application examples

**. . . and so much more!**

**THE WHITTEMORE CO.**  
Manufacturers' Representative

Contact Us Today To Review Your Manufacturing Processes  
630.458.1400 630.458.1417 sales@whittemore-inc.com

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## OIL & GAS

**Tell Us Who You Are**

End User  
Distributor, Integrator, Machine Tool Dist./OEM  
Principal

Find My Sales Rep

enter zip code

Looking for Something?

search

**METALWORKING MANUFACTURERS' REPRESENTATIVE**

The Whittemore Co., a manufacturers' representative agency, providing sales, technical, and marketing support services to the metalworking industries and OEM manufacturers. The Whittemore Co. was founded in 1918, in Chicago, IL. We have been under our current ownership since 2001.

We utilize the latest technologies to network and collaborate with our principals and to facilitate our internal initiatives. We employ a non-competing, limited, complimentary, and application-based product line philosophy, which enables us to focus on specific market segments, adding value through technical application expertise.

We engage our principals, distributors and end users in an ethical and professional manner.

**PRODUCT SOLUTIONS**

Look Here For Products, Technical Application Support and Troubleshooting

Your local Whittemore sales and applications engineer will suggest the best option from our premium metalworking product lines to maximize your performance. Our team of sales and application engineers shares extensive training and experience. They are knowledgeable and here to help you. Our experience and dedication to high levels of service provide a proven track record delivering a superior level of satisfaction to our customers, distributors, OEM partners, machinery dealers and principals.

Broach a Part  
Cut a Part  
Gauge a Part  
Hold a Part  
Mark a Part  
Manage Swarf  
OEM Component Parts  
Wire & Robots

We Are Proud Members of These Trade Associations

ISA MANA MPMA

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# Trade Associations . . .



**ISA** Industrial Supply Association



**MANA** Manufacturers' Agents National Association



**MPMA** Minnesota Precision Manufacturing Association



**THE WHITTEMORE CO.**

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**Manufacturers' Representative**

**Thank you for your time today**