

THE WHITTEMORE CO.

An Overview...

100Years
1918-2018

Who We Are . . .

- Professional Industrial Manufacturers' Representative Sales Agency
- Celebrating our Centennial this year!
- Under current ownership since 2001
- Competent sales & applications engineers
 - 170+ 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 . . .



Our People . . .



President Office Management Marketing & Administration

David J. Zaval

President

IL & WI – portions

17 years – The Whittemore Co.

11 years – Industrial distribution mgt.

11 years – Cutting tool sales & applications

7 years – Tool & mold maker

**Jackie Douglas
Office Manager**

16 years – The Whittemore Co.

12 years – Administrative Director

Katharine Shepard

Marketing & Administration

3 years – The Whittemore Co.

20 years – Marketing, B2B Businesses

Our People . .



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

15 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

7 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

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

Mike Flannery
Sales & Applications Engineer
IL- portions & IN

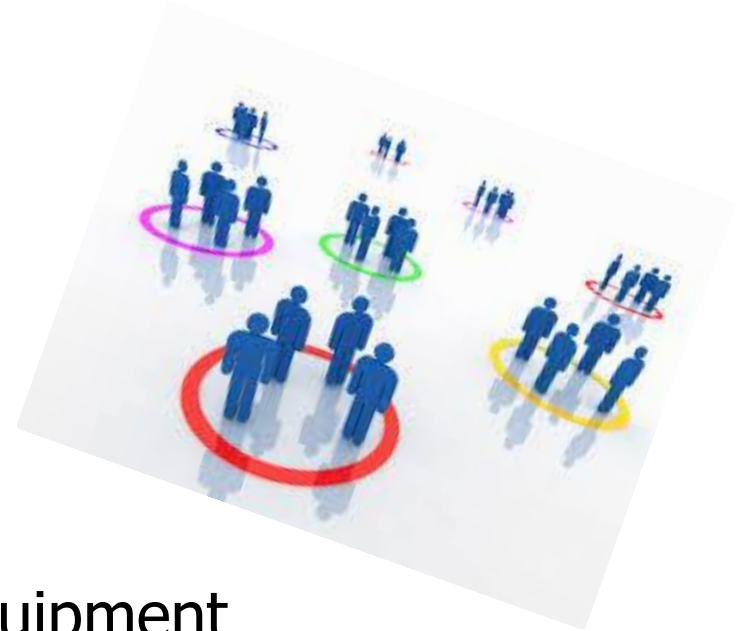
6 years – Field sales, The Whittemore Co.
14 years – Field sales, industrial abrasive tool mfr.
4 years – Certified Tool & Die Maker, Ireland

Brandon Crocker
Sales & Applications Engineer
KS & MO

1.1.18 – Field sales, The Whittemore Co.
3 years – Regional Manager – Workholding
10 years – Industrial Distribution & Tooling Mfr's.
10 years – Journeyman Tool & Die Maker

Markets Served . . .

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

Drills, Taps, Endmills (HSS & solid carbide), coolant-fed tooling, indexable insert cutting tools and holders, grooving and threading systems, small diameter boring tools, 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 associated 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

Ceratizit Sacramento, L.P. (form. Promax Tools) – Solid Carbide End Mills, Standard and Special

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

Dormer Pramet – HSS and Indexable Turning Milling, and Hole Making

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

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

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

Kurt Industrial Workholding – Vises, Towers, Prismatic Clamping Fixtures, Engineered Solutions

Lisle Corporation – Magnetic Plugs, Breathers and Custom Components

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

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 Company – Workholding, Fixture Plates, Tombstones, Internal and External Hydraulic Chucks/Arbors

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, technical help, application examples

. . . and so much more!

THE WHITTEMORE CO. 100 Years 1918-2018
Manufacturers' Representative

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

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MINING & CONSTRUCTION

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. is 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, and has been under our current ownership since 2001. In 2018, we are proud to be celebrating a Century of service to industry!

We utilize the latest collaborative technologies to network and communicate with our principals and to facilitate our internal initiatives. We employ a non-competing, limited, complimentary, and most importantly, 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 because, in the end, our reputation is all we've got!

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
- Laser Systems

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



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Manufacturers' Representative

Thank you for your time today

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