

THE WHITTEMORE CO.

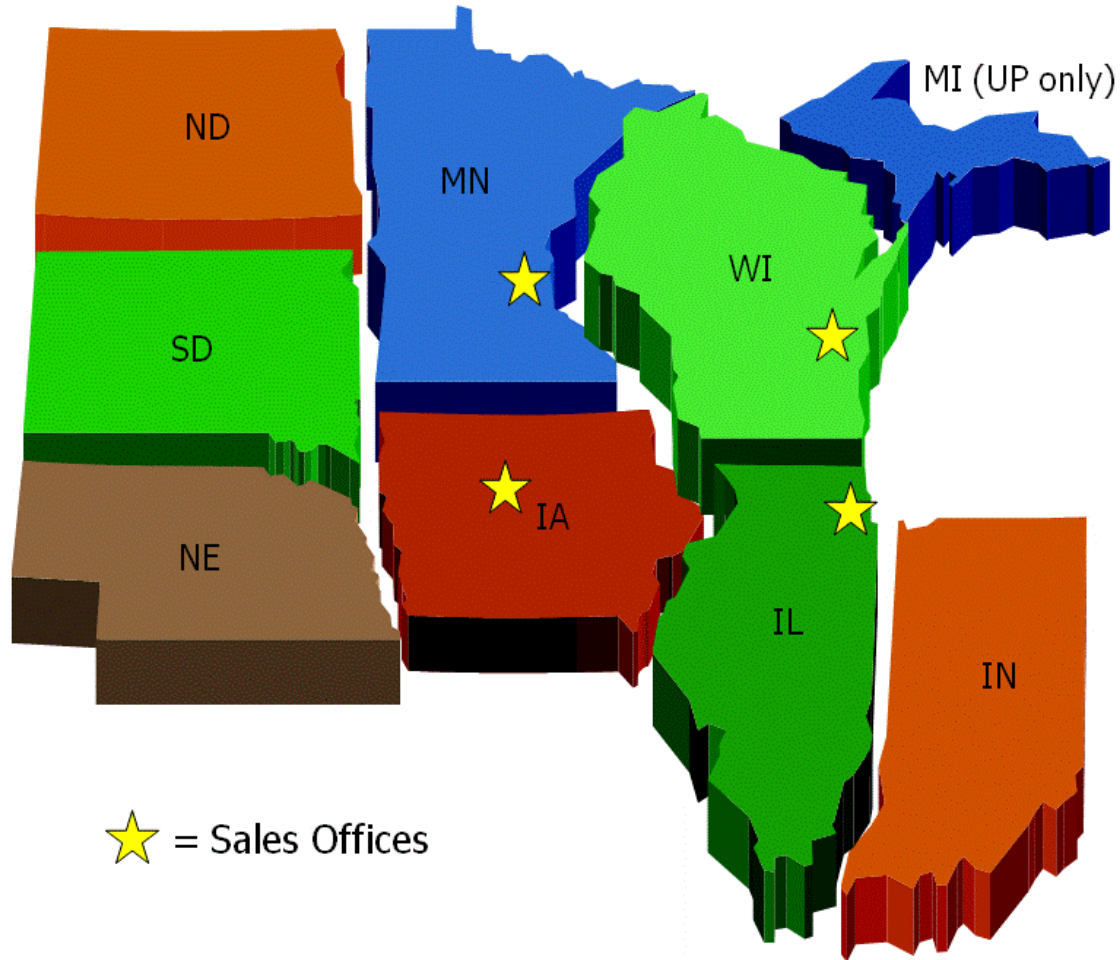
An Overview...

THE WHITTEMORE COMPANY

-at a glance...

- Professional Industrial Manufacturer's Representative Sales Agency
 - In continuous operation since 1918
 - Founded in Chicago, IL
 - Under current ownership since 2001
 - Upper Midwest – multi-state coverage
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- Experienced, well-trained staff
 - Limited, complimentary, application-based product line philosophy

The Whittemore Company Geography covered



Our people...

...Over 150 years of combined industry experience

- **Dave Zaval, President (IL & WI – portions only)**
 - 12 years field sales/owner, The Whittemore Co.
 - 11 years industrial distribution management
 - 11 years cutting tool sales & applications
 - 7 years tool and mold maker
- **Jackie Douglas, Office Manager**
 - 11 years, The Whittemore Co.
- **Mike Dulmes, Sr. Sales & Applications Engineer (WI & U.P. MI)**
 - 10 years field sales, The Whittemore Co.
 - 10 years factory sales & technical rep., German cutting tool mfr.
 - 20 years tool & die maker, process engineer, shop foreman
- **Kurt Wasieleski, Sales & Applications Engineer (MN, ND & SD)**
 - 2 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 and set-up person, major Minnesota job shop
- **Dan Reasoner, Sales & Applications Engineer (IA , NE & IL – portions only)**
 - 2 years field sales, The Whittemore Co.
 - 7 years in industrial field sales
 - 10 years of machine design and practical machine shop experience
- **Mike Flannery, Sales & Applications Engineer (IL- portions only & IN)**
 - 1 year field sales, The Whittemore Co.
 - 14 years field sales, industrial abrasive tool mfr.
 - 4 years, Certified Tool & Die Maker, Ireland
- **Mike Neeley, Sales Engineer (sub-rep for Kurt only) (MN, ND & SD)**
 - 17 years manufacturer's rep
 - 3 years National Sales Manager, manufacturing company
 - 4 years Marketing Manager-



Markets served



- Production machine shops
 - Automotive components
 - Off-Road construction and heavy equipment
 - Machine Tool Dealers/Machine Tool Builders
 - Small engine and engine components
 - Gear drives and power transmissions
 - Hydraulics and fluid power drives
 - Aerospace components
 - Energy & Wind Power components
- ... and other major industrial metalcutting markets!

Target Market Channels

- **Sales through Industrial Distribution, Machine Tool Distributors/Builders, & Catalogue Channels**
 - Assessment, selection and 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
 - Application & product benefit focus
 - Practical, “shop floor” sales & applications approach
- **OEM sales to manufacturers & integrators**
 - Joint focus on larger OEM accounts
 - Co-engineered, consultative sales approach

Product focus



THE WHITTEMORE CO.

- **Broaching Products & Services**
 - Broach tooling, shave dies and tools, broaching equipment (new & used), spline rolling tooling, outsourced broaching services
- **Chip Management Solutions (all territories except IL & IN)**
 - Chip conveyor systems from one machine to entire plants, chip compaction and wringing equipment, coolant filtration systems
- **Cutting Tool products**
 - Endmills (solid carbide), coolant-fed tooling, indexable insert cutting tools and holders, grooving & threading systems, special inserts, thread milling, toolholding systems, special solid carbide round tooling
- **Gauging Components and Systems**
 - Mechanical inspection equipment, SPC software, “Plug and Play” gauging components and modules, mechanical, pneumatic, laser and vision gauging, complete custom gauge design and manufacturing
- **OEM components**
 - Magnetic plugs, chip detectors, specialty fasteners and components, fully engineered solutions for basic parts to OEM builder issues
- **Component Part Marking and Identification**
 - Dot peen, scribing & laser marking and identification technologies with standard, custom, and full turnkey capabilities
- **Workholding products**
 - 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 and collet chucks for lathes, actuating cylinders, complete standard product offering through fully-engineered complete solutions

Product lines



THE WHITTEMORE CO.

- **Abbott Workholding** – Aluminum & steel chuck jaws, Pie® jaws, aluminum hammers, master plates, and aluminum tombstones
- **Buck Chuck Company** – Complete line of standard manual Adjust-Tru® scroll and hydraulic/pneumatic power chucks. Buck... a name you can trust for over 75 years.
- **CFT Systems - A George Whalley Company** – Coolant-fed tooling including drills, endmills, reamers, taps, inducers, spade drills, modular toolholders & retention knobs
- **General Broach Company** - Broach tooling – designed, engineered and manufactured, broaching equipment (new and used) and spline rolling tooling & equipment, parts & service outlet for several dedicated manufacturing line producers.
- **Forkardt - North America** - Specialty chucks for demanding production applications; Ball-Lock (UBL) and Advanced Ball-Lock (ABL), SP power chuck, Logansport cylinders, Sheffer Collet, grinding chucks, collets, indexing chucks, quick jaw change chucks
- **Kurt Manufacturing** - Vises, vise fixturing systems, DockLock® zero point clamping system, specialty vise for 5-axis machine tools, engineered workholding solutions for machining centers, gauging systems, computers and componentry, custom-built gauges, NEMI vacuum workholding solutions
- **Lisle Corporation** - Magnetic plugs, chip detectors, porthole view gauges, breather vents, standard and specially-engineered products, specialty fasteners
- **Cameron** - Mechanical expanding mandrels, hydraulic ID mandrels and OD chucks, standards and specials
- **Mayfran International** – Complete line of machine tool solutions for metalworking scrap, coolant management and material handling in metalworking, recycling and other applications (IA, MN & WI only).
- **Promax/Design-Rite** - Premium and standard solid carbide endmill lines, special tools
- **Riten Industries** – Live centers, dead centers, face drivers, rebuilding services, tailstock repair
- **Royal Workholding** – Chucks, large diameter chucks, indexing chucks, special hard jaws, trunion fixtures
- **SIC Marking USA** – Dot peen, scribing & laser marking and identification technologies with standard, custom, and full turnkey capabilities
- **Tool-Flo** - Indexable insert grooving & threading tools, special carbide inserts, small diameter boring, grooving, & threading, thread milling, ball-nosed endmills, turning inserts and holders
- **Universal Broaching** - Contract broaching services, re-sharpening service, broaching equipment

Professional Affiliations



- Member **ISA**
 - Industrial Supply Association



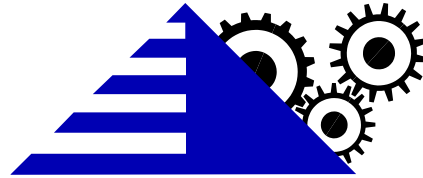
- Member **TMA**
 - Tooling & Manufacturing Association - Illinois based manufacturing association



- Member **MANA**
 - Manufacturers' Agents National Association



- Member **MPMA**
 - Minnesota Precision Manufacturing Association



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Thank you for your time today...