

THE WHITTEMORE CO.

An Overview...

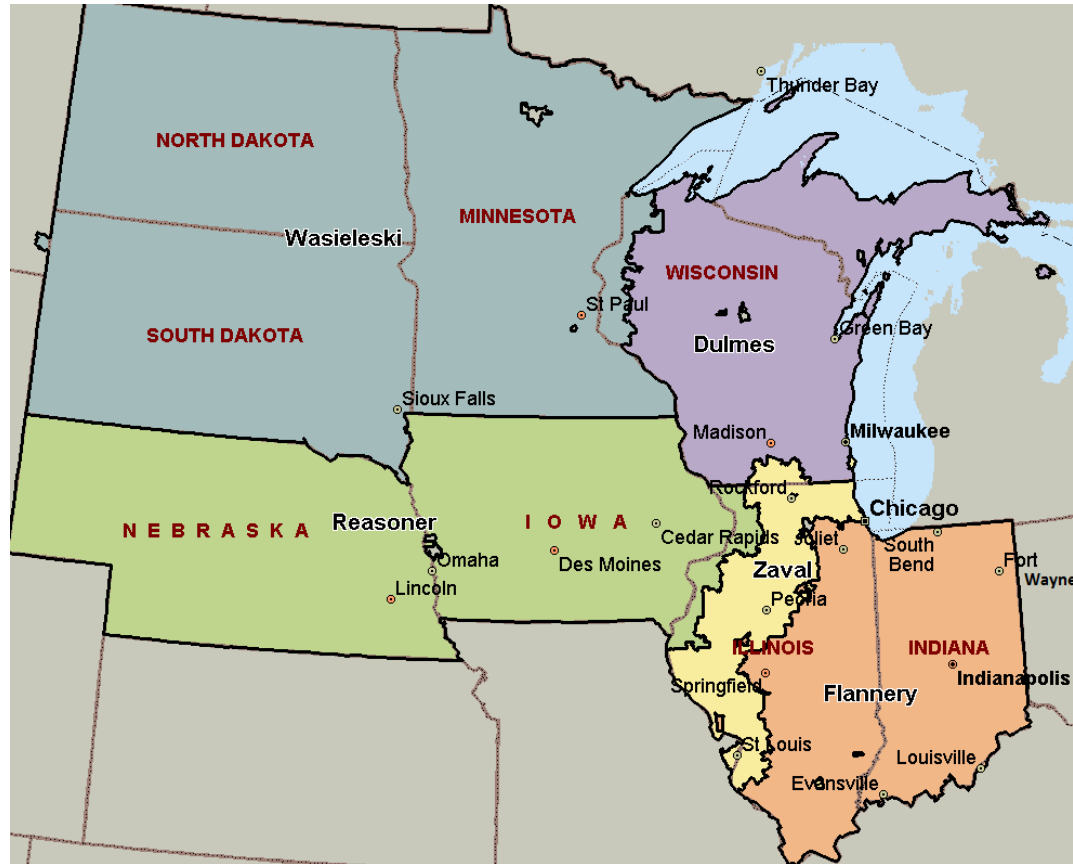
Who We Are . . .

- Professional Industrial Manufacturers' Representative Sales Agency
- In continuous operation since 1918
- Under current ownership since 2001
- Competent sales & applications engineers

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 . . .



The Whittemore Company has strategically-located sales engineers who are readily available to assist you with your application and troubleshooting questions. Call us any time for assistance.

Our People . . .



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

15 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**

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

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

5 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**

5 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**

4 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**

14 years - The Whittemore Co.
12 years - Administrative Director

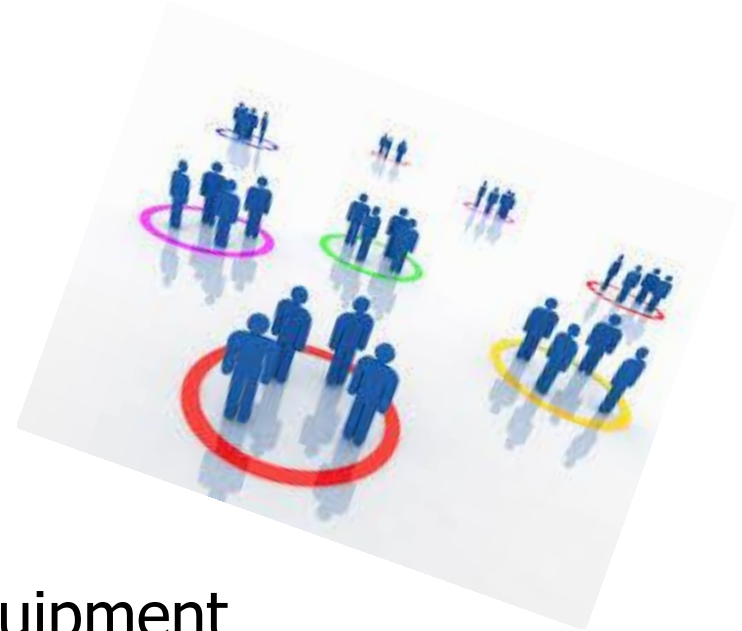
Katharine Shepard

Marketing & Administration

1 year - 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
- Wind energy 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 USA & Buck Chuck Company – Engineered Production Chucking Systems, Scroll and 4-Jaw Standard 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

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. and Cameron – Collet and Hydraulic Chucks and Engineered Round Part Chucking Systems

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

Universal Broaching, Inc. – Contract Broaching Services

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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MINING & CONSTRUCTION

Trade Associations

MANA
MEMBER

ISA
International Society of Automation

TMA
Tooling & Manufacturing Association

MINNESOTA
PRECISION
Manufacturing

Find My Sales Rep:

METALWORKING MANUFACTURERS' REPRESENTATIVE

The Whittemore Company provides sales, marketing and technical support services in the metalworking and OEM markets. The Whittemore Company was founded in 1918, in Chicago, IL. We have been under current ownership since 2001.

We utilize modern "cloud computing" technologies to communicate and coordinate our efforts as one team. Our limited, non-competing product line philosophy enables us to focus on specific metalworking and OEM market segments and specialize in related support services.

OUR EXPERIENCE

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Trade Associations . . .



ISA Industrial Supply Association



MANA Manufacturers' Agents National Association



TMA Technology & Manufacturing Association



MPMA Minnesota Precision Manufacturing Association



THE WHITTEMORE CO.

Manufacturers' Representative

Thank you for your time today