



# THE WHITTEMORE CO.

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**Manufacturers' Representative**

An Overview

**100**Years  
1918-2018

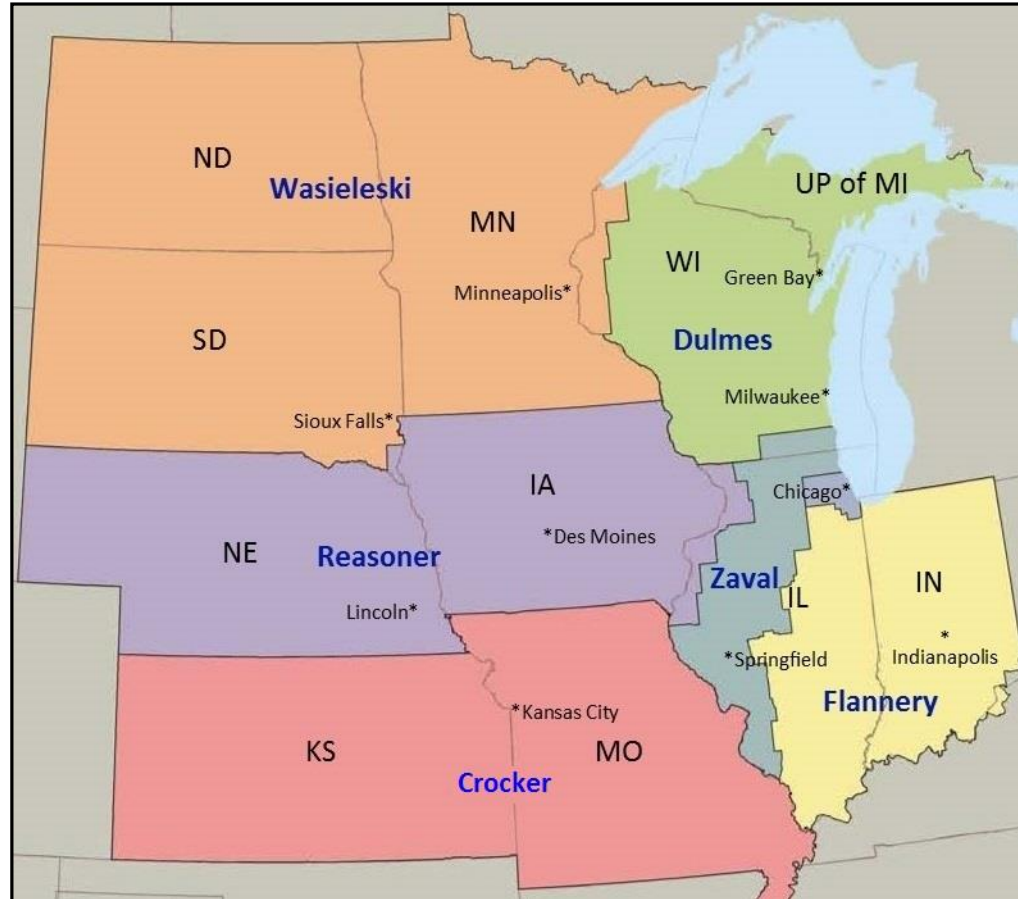
# Who We Are

- Professional Industrial Manufacturers' Representative Sales Agency
- Celebrating our Centennial year in 2018!
- 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, complementary, 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**  
18 years – The Whittemore Co.  
11 years – Industrial distribution mgt.  
11 years – Cutting tool sales & applications  
7 years – Tool & mold maker

**Laina Ferraresi**  
**Office Manager & Administrator**  
<1 year – The Whittemore Co.  
25 years – Office Mgr./ Exec. Admin.

**Kezia Ten Haken**  
**Marketing & Sales Support Coordinator**  
<1 year – The Whittemore Co.  
3 years – Higher & Secondary Education Field

# Our People



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

16 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**

8 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**

8 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**

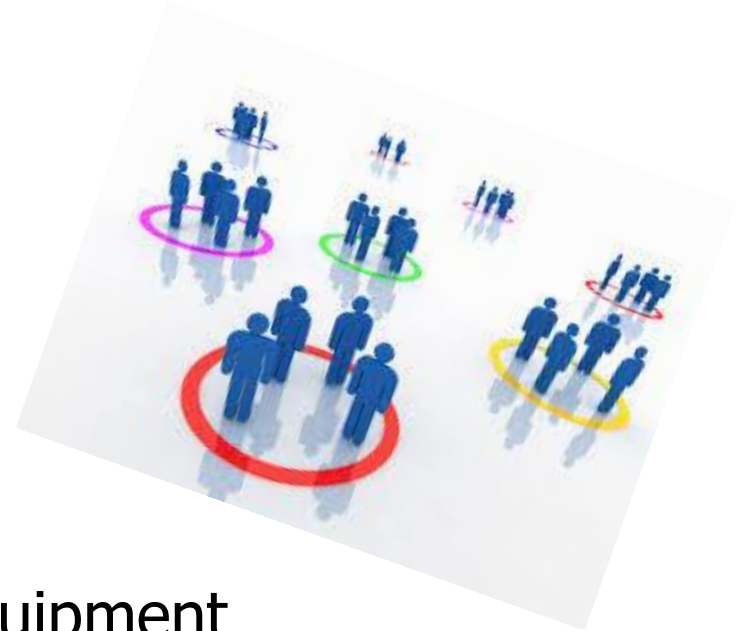
7 years – Field sales, The Whittemore Co.  
14 years – Field sales, industrial abrasive tool mfr.  
4 years – Certified Tool & Die Maker, Ireland

**Brandon Crocker**  
**Sales & Applications Engineer**  
**KS & MO**

2 year – 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 Builders, Distributors & Catalog houses**

- 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

## Machine Tool Accessories

Chip conveyor systems from a single machine to entire plants, chip compaction and wringing equipment, coolant filtration systems (all territories except IN). Toolholders, Angle Heads, Live & Static Tools, and 4<sup>th</sup> & 5<sup>th</sup> Axis Rotary Tables (all territories except IL, IN & WI). High Speed Machine Tool Spindles for Milling & Drilling, Precision Hand Tools, and Micro Grinders (IL & WI only).

## 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 and Round & Flat Tools

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

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

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

**Lyndex-Nikken** – Toolholders, Angle Heads, Live & Static Tools, and 4<sup>th</sup> & 5<sup>th</sup> Axis Rotary Tables

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

**NSK America** – High Speed Machine Tool Spindles for Milling & Drilling, Precision Hand Tools, and Micro Grinders

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

**Riten Industries** – Live & 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, and Internal & External Hydraulic Chucks/Arbors

**Tool-Flo Manufacturing, Inc.** – Grooving, Threading, Ball-Nose & Tools, and 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!

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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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**Thank you for your time today!**

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