



# THE WHITTEMORE CO.

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**Manufacturers' Representative**

An Overview

**100**Years  
1918-2018

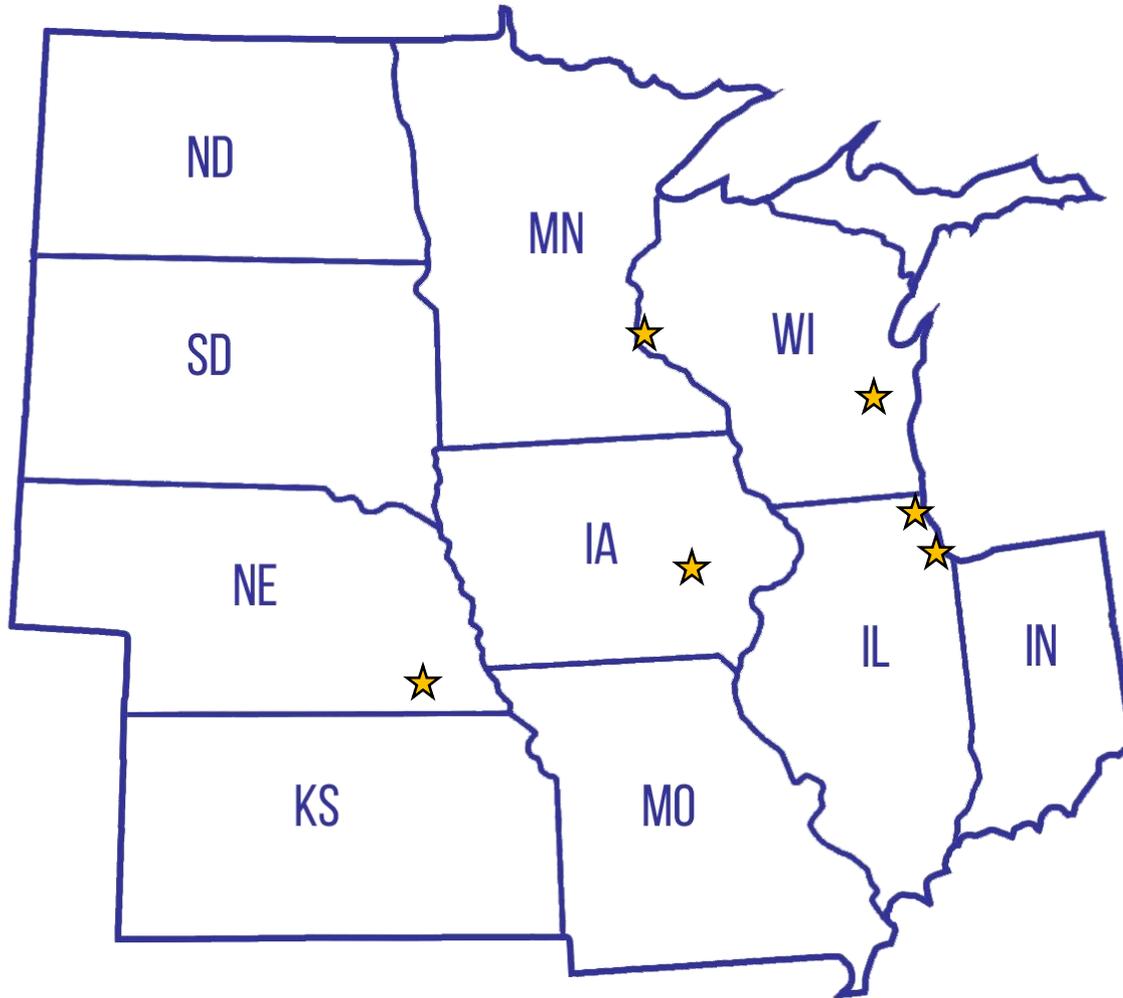
# Who We Are

- Professional Industrial Manufacturers' Representative Sales Agency
- Celebrated our Centennial year in 2018!
- Under current ownership since 2001
- Competent sales & applications engineers
  - 195+ 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**

19 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**

17 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**

9 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

**Tony Malloy**  
**Sales & Applications Engineer**  
**IA , NE & IL – portions**

<1 year – Field sales, The Whittemore Co.  
2 years – Distribution, fluid instrumentation and power  
9 years – Field sales, cutting tool mfr.  
3 years – Field sales, Industrial Distributor  
10 years – Tool & Die Maker

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

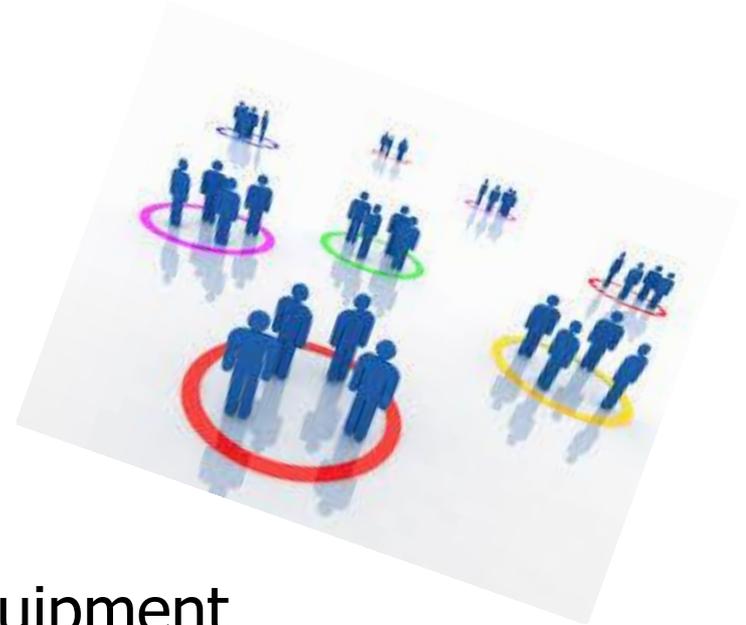
8 years – Field sales, The Whittemore Co.  
14 years – Field sales, industrial abrasive tool mfr.  
4 years – Certified Tool & Die Maker, Ireland

**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%)

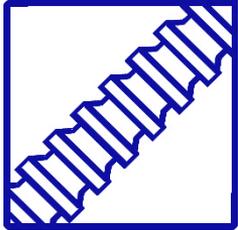
- Strategic & retained account coverage
- Practical, “shop floor” sales & applications approach

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

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

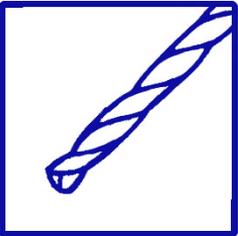


# Product Solutions



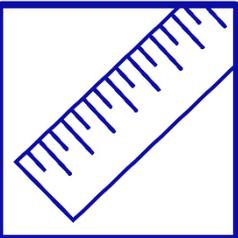
## Broach a Part

**tooling** - keyway • flat • form • round  
• serrated • splined • pullers • fixtures  
**services** - repair • re-sharpening  
• reconditioning • outsourced services



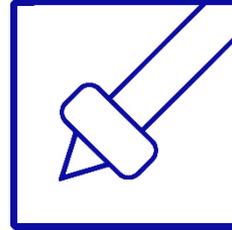
## Cut a Part

**Indexable tooling** - turning • milling •  
drilling • grooving • threading  
**Solid tooling** – solid carbide • tapping •  
HSS • reaming • specials



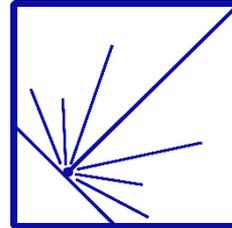
## Gauge a Part

Standard & custom designed and built gages •  
systems • industrial computers • SPC software &  
automation



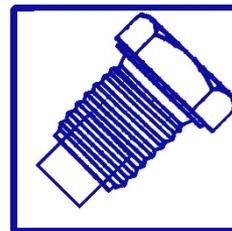
## Hold a Part

**round part** – chucks • collets & chucks •  
centers • face drivers • engineered chucking  
solutions  
**Prismatic part** – vises • vise system • 5-axis  
vises • custom engineered fixturing



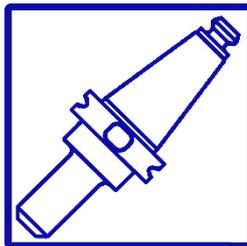
## Mark a Part

**Permanent part marking** – dot peen • laser  
• scribing • impact • roll • hot foil



## OEM Components

Standard magnetic plugs • dipsticks • breather  
vents • view gauges • engineered component  
solutions



## Machine Tool Accessories

**Swarf management** – conveyors • filtration systems • chip  
processing • accessories • custom designs  
**Machinery accessories** – toolholders & adapters • high-speed  
spindles • live tooling • modular tooling • rotary tables • collets

# Who We Do It For



**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

**Jorgensen Conveyors** – Conveyors, Filters, Chip Processing, Controls, Accessories

**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

**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

**Technifor** – Programmable Part Marking Machines, Dot-Peen and Laser Marking Machines

# 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 screenshot shows the website for THE WHITTEMORE CO., a Manufacturers' Representative. The page is celebrating 100 years (1918-2018). The navigation menu includes Home, About Us, Our Products, Our People, Resources, News & Events, and Contact Us. The main content area features a large '100 Years 1918-2018' banner. Below the banner, there is a section titled 'Tell Us Who You Are' with a 'Find My Sales Rep' form. The 'METALWORKING MANUFACTURERS' REPRESENTATIVE' section describes the company's services and philosophy. The 'PRODUCT SOLUTIONS' section lists various services like Broach a Part, Cut a Part, Gauge a Part, Hold a Part, Mark a Part, Machine Tool Accessories, OEM Component Parts, and News & Events. The footer includes the company logo, trade association logos (ISA, MANA, MPMA), and contact information.

# 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!**

**100**Years  
1918-2018