



BRAKER BRAKER

www.pointspring.com

Spring 2006

What's Inside:



CUSTOMER SPOTLIGHT

The wheels on the bus go round and round...

Rohrer Bus Sales and Service transports society's most precious cargo.

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VENDOR SPOTLIGHT

Making a difference

For the past 76 years, Phillips Industries has been making truck maintenance and repair easier and longer lasting.

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Full-service for Akron Ohio arriving soon

According to Vice President John Reder, the acquisition of the assets of a spring repair company in Binghamton, NY, as referred by Dave Swinarski their Dayton Suspension representative, has their goal of having full service facilities at all 10 locations one notch closer.

"We acquired the shop equipment and inventory from Frank George and Sons, Inc. in April of 2006," said John, noting that the equipment will be used to upgrade their new Brake Drum & Equipment facility located at 1250 Triplett Avenue in Akron, Ohio.

"Like all of our other Point Spring full-service locations, the acquisition will allow Akron to perform suspension, driveline, auxiliary power, brake/wheel end, and electrical services with a goal to be operational by fall 2006."

"The Akron Team is quite excited about the opportunity to service what they sell. To parallel this new service, a team of dedicated PSD employees are completely remodeling a major portion of the facility for a show room and counter area. Our old location just didn't allow us to truly showcase the total package of what Point Spring is all about."



L-R PSD Salesman, Dave Will from Akron location w/ customer Jim Ritz from Eagle/Mark IV Equipment in Mansfield, OH.

17th Annual PSD Golf Outing a great success

It took two golf courses, almost 200 golfers and an absolutely perfect summer day, but the 17th Annual PSD Golf Outing was a great success.

For more than a week the corporate offices of Point Spring & Driveshaft were absolutely flooded with preparations for their yearly golf outing. Especially stressed was PSD's unofficial golf outing coordinator Dennis McCloskey who is both relieved and happy that the outing was such a success. In his great relief, McCloskey said that, "It is a great reward knowing that

most of our customers who do attend the golf outing every year enjoy themselves."

Some PSD employees were in more enjoyment than others, especially Joe Reder who had many PSDer's outraged that he was a member of the 1st place winning golf team at Fox Run. Reder along with Dick Seibert and Mike Seibert of 4 Guys and Rob Hetzel of Wheeling Spring were the winners at Fox Run. Point Spring Purchasing Agent Mark Scherer's facetious response to the PSD 1st place winner is,

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Golf Outing

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“How can a golf team with Joe Reder win?” As for at Stonecrest, there were no 1st place PSD winners.

There was one thing that both customers and PSD employees agreed upon was the perfect summer weather. PSD has been lucky with nice weather on golf outing days, having it only rain at one of the previous eight outings. To CEO Bill Ryan, “the golf outing has emerged into something that is more than just a yearly event. It is more about the a good time that we spend with good friends that have become, over the years, more like family.”

The Winners

STONECREST

First Place

Student Transportation of America- Chet DeVito

Student Transportation of America- Jeff Finfrock

Wine Concrete Products- Justin Davis

Wine Concrete Products- David Mason

Second Place

Darrah Rental- Dave Korb

Darrah Rental- Barata Bey

Triangle Roofing- Joe Zurchin

Triangle Roofing- Jack Miller

Third Place TIE

PSD- J.R. Volpe

T.A. Nelson Bus-Randy Richter

T.A. Nelson Bus- Bill Schmidt

Gates Rubber- Dave Slater

W.L. Roenigk- Jeff Mundy

W.L. Roenigk- Steve Pupich

PA Dept. of Trans-Gary Kornbau

PA Dept. of Trans- Tom Shearer

FOX RUN

First Place

PSD- Joe Reder

4 Guys INC- Dick Seibert

4 Guys INC- Mike Seibert

Wheeling Spring- Rob Hetzel

Second Place

PSD- Tony Ruth

Savage Industries- Steve Reed

Savage Industries- Frank Lominski

Accuride- Marty McCarthy

Third Place

Wooster Motor Ways- Bob Duncan



ABOVE: L-R - PSD Purchasing Agent, John Locke; Retired Brake Drum & Equipment Co. President, Al McClure; PSD Salesman, Chris McClure from Camp Hill location (his son); and PSD Regional Manager, Joe Reder. BELOW: L-R – PSD Branch Manager, Dale Shannon from the Akron location; Alex Massey from Bendix Corporation; Lou Olesky and Buster Terry from IBC Trucking in Akron, OH.



Wooster Motor Ways- John Smucker

Copley- Dave Hummel

Copley- Ryan Hummel

Skill Prizes at Stonecrest

Closest to Pin- Hole #2 Dave Mason – Wine Concrete Products

Longest Putt- Hole #9- Terry Davis - Dayton Parts

Longest Putt- Hole #18- Steve Simmonds – Transportation Solutions

Longest Drive- Hole #6- Dan Rudolph – Advantage Tank Lines

Longest Drive- Hole # 12- Eric Hurd – United Rentals

Skill Prizes at Fox Run

Closest to Pin- Hole#9- Joe Aigner – R&W Transportation

Closest to Pin- Hole#6- Mike Seibert – 4 Guys INC.

Longest Putt- Hole# 14- Jim Ritz – Eagle/Mark IV

Longest Putt- Hole# 7- Bob Conaway – Kephart Trucking

Longest Drive- Hole #10- Buster Terry – IBC Trucking

Longest Drive- Hole #18- Debbie Geisler – Al Geisler Trucking

Putting Contest Winner- Jeff Burton – Rod Eddleblutes

Camp Hill Struts its Stuff

The staff at PSD's new Brake Drum & Equipment Co. location in Camp Hill, Pennsylvania have spent the past year turning the 25,500 sq. ft. site into a one-stop-shop for customers new and old.

"We have designed and created a showroom from the ground up within the front of the building, and we're stocking that with display and customer service items," says Branch Manager Rick Morrow. "Placing the display out front will improve our counter accessibility."

The September 20th event will feature representatives from more than two dozen manufacturers. Commitments have already been received from Federal Mogul, Dayton, Euclid, Haldex, Bendix, Brake Lining Supply, CRC, Stemco, Dana Spicer, and Grote. Plus, other vendors will converge upon Camp Hill for its first official Open House. "Customers will be able to make direct contact with the manufacturers and learn how to best utilize their services and

products," says Rick. "We think we'll have several hundred people here throughout the day."

In addition, Federal Mogul will present an Air Brake Mechanic Certification Clinic. "This clinic is important, because it will keep the customers and mechanics abreast of federal regulations as they pertain to the foundation and valving of the air brake system," says Rick.

"We used to be out in the middle of nowhere as far as the local shops, but Camp Hill is in the middle of everything, so we have more direct access, which makes it easier to drum up local business."

— Inside Sales Rep Dave Grubb

Conveniently situated between US15 and I-83, the year-old facility is attracting new customers on a daily basis, but business is expected to ramp up when Camp Hill's new

service area becomes operational. And according to Assistant Manager Lester Spidle, businesses are already lining up in anticipation.

The change in location has had a positive effect on customers, says Lester, noting that the showroom gives the shop a more positive atmosphere for its walk-in trade.

Inside Sales Rep Dave Grubb agrees. "I think the environment is a lot more customer-friendly, easier to get into, and the bigger building holds a lot more inventory. We used to be out in the middle of nowhere as far as the local shops, but Camp Hill is in the middle of everything, so we have more direct access, which makes it easier to drum up local business."

Dave notes that the staff is looking forward to presenting their finished showroom to the public. "The Open House will let people know who we are, particularly some of the local people who haven't been in a whole lot. The reps will be here, and it will be a good draw."

Employees set milestones with Point Spring & Driveshaft

Happy Anniversary to the employees who have reached important milestones with Point Spring.

Point Spring's family of more than 140 people is the principal reason why the company has been successful over the years. And it's because of our experienced, knowledgeable employees that we enjoy a significant competitive advantage in our industry. When our employees reach noteworthy service milestones, we are pleased to recognize their service and all their accomplishments during their years with Point Spring.

We wish a "Happy Anniversary" to each of the following employees.

Celebrating their 25 year anniversaries:

- Gary Witkowski – Territorial Sales Rep. – Brake Drum, Sharpsburg, PA. (4/13)
- Craig McCall – Service Manager – Island Spring, Neville Island, PA. (6/12)
- John Locke – Purchasing Agent – PSD Corporate Offices, Neville Island, PA. (6/15)

Celebrating their 20 year anniversaries:

- Clarence Root – Warehouse – Brake Drum, Clearfield, PA. (5/12)

- Dave Albitz – Hydraulic Sales and Service Specialist – Island Spring, Neville Island, PA. (7/9)
- George McGahan – Territorial Sales Rep. – Valley Spring, New Castle, PA. (7/23)

Celebrating their 15 year anniversaries:

- J (John) Hanchak – Inside Sales – Brake Drum, Sharpsburg, PA. (4/8)
- Randall Duckett – Technician – Brake Lining Supply, Clearfield, PA. (5/16)
- Richard Wood - Technician – Brake Lining Supply, Clearfield, PA. (5/28)

Celebrating their 10 year anniversaries:

- Dave Will – Territorial Sales Rep. – Brake Drum, Akron, OH. (6/3)
- Brent Swoope – Technician – Brake Lining Supply, Clearfield, PA. (5/14)
- Dave Monnich – Technician – Point Spring, Greensburg, PA. (7/1)
- Ted Kosciuszko – Shop Foreman – Island Spring, Neville Island, PA. (7/15)

Congratulations!

Transporting society's most precious cargo

When the school year begins again in the fall, many Pennsylvanians will be surprised to see some futuristic-looking school buses cruising the neighborhoods. Manufactured by North Carolina-based Thomas Built Buses, Inc., this “school bus of the future’s” sleek design has integrated revolutionary innovations in safety, durability and reliability, unparalleled by all other school buses on the road today.

“Our Saf-T-Liner C2 is all new technology and will set us apart in the industry,” says Ed Allandar, Vice President of Rohrer Bus Sales; a Thomas Built Bus distributor since 1999. “This is the first time a school bus has ever been designed from the ground up.”

Now in its second year of production, the C2 is the first of its kind to have a truly integrated school bus body with the chassis. In fact, the C2 is so different from its counterparts, that it took a year to gain approval by the state of Pennsylvania because they had to revise out-dated regulations for the technologically-advanced school bus.

Driver visibility — an age-old school bus problem — has been improved significantly in the Saf-T-Liner C2. “Thomas built the C2 where improving driver visibility is key,” says Ed, adding that the most dangerous area of a school bus is on the outside — the ten-foot parameter around the bus. “Visibility has been improved all around; so much so that the driver can see a child even if he’s tight against the bumper.”

School bus transportation certainly has come a long way since the early 1920’s, when Howard E. Rohrer Sr.’s father took it upon himself to haul Perry County, Pennsylvania children to the local schoolhouse with his horse and wagon. Realizing the worth of making sure that kids were safely transported to school, the founder of Rohrer Bus eventually created a couple of his own school buses by building wooden school bus bodies and placing them atop car chassis.

Today, Rohrer Bus operates a fleet of over 600 vehicles and is the largest employer in Perry County. “We supply transportation, buses, drivers and insurance for 13 school districts across Pennsylvania,” says Ed. Rohrer Bus Sales offers a complete range of buses and vans — including school vans,



L-R - Ed Allandar and John Melville from Rohrer Bus Co.

school buses, accessible vans, commercial transit buses, and trolley buses — and is a full-service dealer of Thomas Built Buses, serving over 40 counties in the state. In addition, they sell the smaller Champion shuttle buses and paratransit vans and Braun handicapped accessible vans; and they provide parts, service and warranty within the dealership. They also cover sales territory in parts of Maryland, Virginia, West Virginia, New Jersey, North Carolina and New York.

Operating 24 hours a day, five days a week out of its 19,800 square foot state-of-the-art facility in Duncannon and a branch in Lewisburg, the company runs on a tight schedule that leaves no room for error. “People talk about creating ‘down-time,’ but our job is to create ‘up-time’ — having the buses up and running when you need them,” says Ed. “Dust doesn’t settle on anything around here.”

Rohrer depends on Outside Salesman

Chris McClure of Point Spring & Driveshaft’s Camp Hill location to provide parts on a timely basis. “Timeliness is key, and Chris is always there for us with the odd piece of equipment or something we’re not stocking.”

The two companies have been doing business together for the past 20 years, and under the direction of Skip Rohrer, President of Sales and his brother-in-law, John Schrantz, President of Service, the family-owned and operated business now employs five generations of Rohrers. “Skip Rohrer’s daughter has recently joined us selling commercial buses in the south central PA region,” notes Ed. “Five generations of continuous family involvement and success is something to be proud of in today’s market.” And the company is currently in the process of making big changes. According to Chris, “They’re expanding as we speak. They’re putting on another addi-

tion to house their business and continuing their growth. We work together on different product issues, and we've been supplying a good portion of their product to them. We help keep their fleet running, so they can get the kids to school."

"In the past five years, we've seen significant growth," acknowledges Ed, who attributes Rohrer's success to their attention to providing great customer service and raising the bar on safety issues. "Safety is Priority One!" isn't just a slogan, it's what our business is all about. We're hauling the most precious cargo in the industry, and we do everything we can to stay on the cutting edge of new technology. We're active with the Pennsylvania School Bus Association to keep in the forefront and work with the state in improving safety within the industry."

And they couldn't do it without a conscientious supplier. "We need good products and good parts to do the job right. PSD has been very responsive to our needs and



understands good customer service. They're our first local source."

According to Chris, the two companies are a perfect fit. "They're fantastic people to deal with, and we communicate every day; whether it's ordering parts or availability or

technical questions. This constant communication keeps things running smoothly, and if they have an issue, we take the time needed to address it. It's important to them, and it's important to us. We're helping each other grow."

Featured Employee: George McGahan

George McGahan began working at Point Spring & Driveshaft's Neville Island location in 1986, he had no idea that he was embarking on an enduring career in the trucking industry.

"Point Spring opened Neville Island and had a need for inside sales," recalls George of the job that changed his life. "I took the chance [on working there] without any knowledge of the trucking industry, and I had no idea what I was getting into. I just stood at the counter and answered questions."

Prior to that, George's career was heading in multiple directions. A native of Cranberry Township, he left his hometown after high school to work for the Newport News Drydock and Ship Building Company, where he built periscopes for submarines like the USS Buffalo. He then returned to the Pittsburgh area to get his degree in Communications from Clarion College in 1985 and subsequently started his first job as a radio disc jockey in Clarion. Disgruntled with the low pay and long hours, he quit that line of work and applied for the Neville Island job.

During those four years at Neville Island, George held a variety of positions within the company until he eventually became a territorial sales representative. "I took over territory in Seneca and landed in New Castle," he says, noting, "[Territorial sales rep] was the only thing I hadn't done till then."

In 1990, George moved to PSD's former

Melwood Street location to become the company's first marketing director. "It was a brand new type of position," says George, noting that he was the originator of PSD's annual golf outing, now in its 17th year. "I also started our Point Spring company newsletter and designed brochures and pamphlets."

George is now based out of PSD's Valley Spring location in New Castle as a territorial sales representative. Turning customers into friends has been one of the perks of his job. "I like to mix pleasure with business," he says, adding that in the summer, he enjoys playing golf with some of his customers after work on Tuesdays and has even been known to take vacations with them.

When he isn't socializing, George is tackling the daily challenges of finding replacement parts for out-dated vehicles. "I like solving problems, and I take great pride in finding parts for old trailers, even those from the 1950's."

Advances in manufacturing have made better, longer-lasting products, but George says that this has become a double-edged sword for sales reps. "Better products are easier to sell, but then customers don't need to replace them as often. In the 1950s, if you got 50,000 miles out of a car it was amazing."

According to New Castle's branch manager, Gary Brenneman, George's great sense of humor and his independent attitude have earned him loyal customers and an esteemed

reputation in the parts business. "You couldn't ask for a much nicer person," says Gary, "and he's very knowledgeable about what he sells. He's also a highly technical person and very self-motivated."

George credits the owners of PSD with giving employees the freedom to explore different avenues of work within the organization. "This is a very solid company," he says, "and look at how many different jobs I've had. One of the best aspects of working here is that if you're interested in something, sooner or later you'll get that opportunity."

He also takes the opportunity to learn Russian while he drives throughout Western Pennsylvania and Eastern Ohio.

An avid motorcyclist and sports fan, George lives in New Castle with his wife, Lynn, and two children; 12-year-old Mackenzie and 11-year-old Shane.

George acknowledges that the automotive business has changed dramatically in the past 20 years. "In the 1980s, you saw the same people come across the counter with no change, but now you see companies going in and out of business at a rapid pace. And there are always new faces that you have to go after.

You can't stick with the same people and hope to get the business," he says, adding that the key to his success is referrals. "When you have customers who trust and believe in you, they know you'll take care of them. And they'll pass your name on."

Making a difference in the commercial trucking industry

For the past 76 years, Phillips Industries has been making truck maintenance and repair easier and longer lasting. Chosen by Heavy Duty Trucking as one of 2003's best new products of the year, Phillips' Quick-Connect Plug (QCP) is just one example of the company's innovative product lines.

"Corrosion and the plug dragging can do damage to the plug, and this will ruin the lights and create shorts," says National Aftermarket Sales Manager Bob Shively. "The QCP is a fast and efficient way to make repairs by a driver or mechanic." In fact, it makes the cumbersome process of changing plug ends on electrical cables as easy to do as changing a light bulb.

Phillips Industries was established when Hugh Phillips invented and patented the reflective signal arm in 1928. Two years later, the company began manufacturing Hugh's invention, and the reflective signal arm became the foundation on which the company's success was built.

Shively recalls Phillips' evolution from distributor to innovator and manufacturer of advanced-concept parts. "In the 1970s, we started producing our core products, like the retractable cable assemblies. And in 1974, we developed the coiled electrical

assemblies, which are now accepted as the industry standard."

"In many cases, the only way to meet our specifications was to build it ourselves, so we did," says President and CEO Bob Phillips. "We're proud that the company began with a commitment to superior customer service and has kept that commitment for three-quarters of a century."

According to Bill Phillips, Director of OEM and Aftermarket sales, the fourth-generation family-owned and operated company's roots are firmly planted in knowing and understanding what fleets want. "We try to approach things from that standpoint, and the products we build today are designed to be long-lasting, easy to repair and tackle everyday problems from a creative angle."

Rather than competing in the market with the lowest price in town, Phillips prides itself on the development of products that make a difference — literally. "Selling is a passion of ours, and if you don't have something better and different to sell, then all you have is a copy of something at a lower price that you will eventually have to apologize for," says Bill. "Point Spring recognizes this and follows the same

basic philosophy as we do, and that's why there's such a strong bond between our companies."

Products manufactured in Phillips' facilities include the STA-DRY® line of water-resistant connectors; the QWIK-E™ Gladhand, which has sold more than a million units to date; and a wide selection of electrical equipment and wire assemblies. Operating out of their headquarters in Santa Fe Springs, California; Phillips has plants in California, Texas and Canada, which are overseen by Director of Operations Rob Phillips. The company serves both OEMs and the aftermarket for nearly every major tractor and trailer manufacturer in the country. But they are especially fond of Point Spring & Driveshaft. "Because we are family-owned business, we understand PSD's operations from the same hindsight," observes Shively.

Supplying parts to all 10 locations of PSD and BDE, Phillips' executives primarily deal with Vice President John Reder, Corporate Purchasing Agent John Locke and Marketing Director Ryan Connelly. In the past, they've had John Reder as a guest speaker at their national meetings.

The two companies have established a great partnership program, says Shively. "We sit down with Ryan and John and review our gross profit margin on a monthly basis. We want PSD to have good gross profit margins and still be competitive. We talk about our service levels, shipping and promotions, but the key is to develop a business plan for each year. That's something PSD wants, and we've stepped up to the plate to have a sales plan well in advance about what we're going to do."

Working directly with Bill and patriarch Bob Phillips, John Reder has been pleased with the level of service the company provides. "As a family-owned business, Phillips Industries understands the need for having consistent customer service you can rely on," says John.

"They also realize the importance of consistently improving the business processes that enhance the customer experience. That process starts with knowing that I can

Tech Tips from Phillips Industries:

1. The 7-Way ABS or Non-ABS Electrical Coil "working length" is determined at 25 pounds of direct pull pressure. All coils are listed as "working length," but actual lengths are significantly longer. Phillips Industries uses 17' of cable to make a 15' working length coiled electrical cable.

2. Phillips Industries is recommending to clean out the sockets and plugs four times a year or every time you have the vehicle in for service, using the Phillips 4-121 socket & plug brush.

3. Use anti-corrosion lithium grease: it creates a non-conductive, water-tight barrier for electric connectors. By sealing out moisture, high heat and contaminants, this prevents corrosion and increases reliability and safety. Phillips new 80-250 QWIK-SHOT Grease Tube Bucket — holds 200 Grease Tubes that contain 6 grams each. This is your "cure for corrosion."

have the ease and open relationship of contacting Bob and his sons at any given moment, any day of the week. They all understand the PSD philosophy of vendor expectations, which they reinforce with their sales teams, and this eventually impacts the PSD customer experience. Phillips' superior quality, innovative technology, being part of the HD America Parts Network, and consistently improving inventory systems are reasons why we have chosen them as a strategic partner."

As specialists in driveshaft and braking systems, Shively says that PSD stands out from other specialty WD's and automotive companies because they offer the full line of Phillips products. "Most specialty distributors don't focus on the everyday product types Phillips has, but PSD has recognized the potential of additional sales by the breadth of line increase they've done and tying Phillips into that. For instance, lights and electrical go together: the truck won't start unless you use Phillips battery cable. On the trailer side, the lights won't work without an electrical assembly. PSD's sales are growing with their focus on this type of product."

Providing PSD with an inside track on get-

ting the latest in innovative product lines, the Phillips staff also provides technical training and support as well as helping the company with promotional plans for their products. "They expect that from us as a supplier, which we really like," says Shively.

When it comes to the age-old problem of corrosion, the best defense is a good offense, and Phillips Industries has developed state-of-the-art products to protect vehicles against the damaging effects of the elements with their weather-engineered STA-DRY® product line. "Sta-Dry put us on the map," says Dave Phillips, Director of Corporate Sales.

Their newest products promise to further revolutionize the industry with innovations that include the Permalite® fluorescent dome lamp, in which an efficient ballast circuit (patent pending) extends the life of the lamp and bulb. With its unique heat-cap design, there's no need for complex, costly, and often dangerous heat strips.

Also just out is the Qwik-Shot® dielectric grease, which prevents corrosion in plugs. "We've used this grease for years," says Shively, adding that every plug Phillips sells has the grease shot into it. "Qwik-

Shot creates a non-conductive, water-tight barrier for electric connectors. By sealing out moisture, high heat and contaminants, this prevents corrosion and increases reliability and safety. If customers purchase a retractable cord, Qwik-Shot is a related sale at the counters."

"We have a very solid relationship with Point Spring and value the experiences we have shared," says Dave. "With the combined drive and passion, we have become a stronger and more focused supplier, which has a mutual benefit."

"Loyalty and commitment still mean something in this business," adds Bill, "and most of our customers have been with us for a very long time. At Phillips, we believe that Heavy Duty is still one of the few 'people' businesses out there. The players don't change, and we know that the only way to keep growing is by taking care of the people who support us.

"Point Spring has been one of those companies that goes deeper than most, and the support we get from them drives us to work harder to give them the tools and support they need to grow. It all boils down to relationships — and we have a great one with the people at Point Spring."

Recap of Fairmont's Open House

Fairmont, West Virginia is known as "The Friendly City," and the folks at Point Spring & Driveshaft's Fairmont location certainly fit right in with that philosophy.

On May 17th, Manager Bob Scherer and his staff welcomed customers and vendors to their Open House. Those who turned out for the event were rewarded with down-home hospitality; including door prizes, food and beverages, a certification clinic and information-packed seminars.

According to Bob, the event was a huge success. "21 of our vendors provided their expertise and prizes, and 30 customer companies attended," he said, noting that all of the clinics played to packed houses.

One of the most popular was the brake certification clinic given by Federal Mogul's Mike Gerrick. "He certified 27 technicians as heavy duty friction and brake inspectors," said Bob. Randy Burkart of Bendix unveiled PSD's computer diagnostics of antilock braking systems.

Another highlight was the presentation

of a three-person team from the Enforcement Division of the West Virginia Public Service Commission (which is the equivalent of Pennsylvania's DOT inspection team). Headed by Ms. Robin Swiney, the team fielded questions and demonstrated the "IRIS" unit, which is one of two mobile, Infra Red Inspection Systems used by the state.

"21 of our vendors provided their expertise and prizes, and 30 customer companies attended."

— Bob Scherer, Manager, Point Spring & Driveshaft's Fairmont location

Feeling especially friendly were Kris Kelley of Key Energy Services of Buckhannon, who was the grand prize winner of a 27" TV; and Eric Heiney of Rig Builders of Mineral Wells when he won two pit passes to the NHRA regionals in Columbus, OH, courtesy of The Gates Corp.

"We had a steady flow of people from about 20 minutes before our official opening until approximately 2 p.m.," recalled PSD's Information Systems Manager, Dennis McCloskey. Conveniently located just off of the South Fairmont exit of I-79, on 274 Van Kirk Dr., PSD built the parts warehouse and full-service bays in 1982 as its third location.

According to Outside Sales Rep Ed Robinson, an open house event like this always makes his job easier. "A lot of times you get into a routine with customers, but there are other products out there that the customers don't know about, and you don't have time to show them all. An open house makes them more aware of the new products."

Ed said that Fairmont's most recent open house resulted in PSD selling more related parts and happier customers. "We had an outstanding turnout and got a good response from the people who did the classes."



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Mission Statement

Point Spring & Driveshaft Is Committed To...

- Meeting the needs of every customer effectively and cost-efficiently.
- Providing only the highest quality products available.
- Indulging every customer in exceptional customer service.
- Establishing long-term partnerships with customers, employees and suppliers.
- Using our experience and resources to provide solutions to customer problems in a rapidly changing market place.
- Helping all customer enterprises increase profitability.
- Building a profitable, well-run organization that rewards PSD employees for their loyalty and dedication.

Locations

Point Spring
Fairmont, WV
304-534-3306
FAX 304-534-5079
800-837-1713

Brake Drum
Clearfield, PA
814-765-9684
FAX 814-765-1577
800-252-3585

Point Spring
Greensburg, PA
724-834-0750
FAX 724-834-8747
800-837-9713

Brake Drum
Seneca, PA
814-676-6507
FAX 814-677-2730
800-352-0184

Brake Drum
Camp Hill, PA
Phone: 717-761-1111
Fax: 717-761-1110
800-382-1437

BLS Brake Lining Supply
Clearfield, PA

**Point Spring & Driveshaft
(Corporate Offices)**
7307 Grand Avenue
Pittsburgh, PA 15225
412-264-3152
FAX 412-264-4325

Valley Spring
New Castle, PA
724-658-9076
FAX 724-658-8746
800-837-8713

Brake Drum
Sharpsburg, PA
412-781-4233
FAX 412-782-4773
800-634-1500

Island Spring
Neville Island, PA
412-264-6714
FAX 412-264-6722
800-837-4713



Brake Drum
Akron, OH
330-724-1111
FAX 330-724-1895
800-826-0673

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