



# **BRAKER BRAKER**

[www.pointspring.com](http://www.pointspring.com)

*Coming Soon!*

## **Full-line hydraulic brake program**

**This spring**, Point Spring & Driveshaft/Brake Drum plans to unveil an enhanced, full-line hydraulic brake program, and that's great news for customers who operate medium-duty to Class 6 size vehicles, including school buses, step-vans, utility vehicles and pick-ups.

Currently, the company is exploring the highest-quality industry recognized brands for the "complete hydraulic component package," which will include rotors and drums, calipers, hardware components, discs, pads and shoes, master cylinders, wheel cylinders, brake hoses and cables, as well as clutch master and slave cylinders.



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## **Parker-Hannifin names Point Spring Master Truck Team Distributor**

**Only one of three companies in region to earn distinction**

A **strategic relationship** that has developed between Point Spring and Parker-Hannifin means access to a greatly expanded auxiliary power products inventory for every Point Spring/Brake Drum customer.

In January, Point Spring was named a Truck Technology Center (TTC) for Parker, a leader in the design, production, and marketing of quality hydraulic components and systems. The TTC is a division of the company's mobile hydraulics sales division.



"We are thrilled to be one of only three companies currently in the region to be awarded this impressive distinction," says John Reder, Point Spring vice president.

Over the past few years, a number of Parker acquisitions helped to pave the way for the company's strategic partnership with Point Spring. Various product lines that Point Spring carried in the past are now owned by Parker, including Chelsea PTOs, Gresen control valves and Tyrone Hydraulics, all of which were previously owned by the DANA Corporation (see box for Parker acquisition history).

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“There is a growth niche in the industry that is moving toward hydraulic brakes versus air systems, resulting from increased fleet demands of smaller, more cost-efficient vehicles. We are positioning ourselves to serve the needs of a rapidly changing market and to broaden our current full-line brake program beyond the air drum and air discs that we currently offer,” explains Point Spring vice president, John Reder.



“In the past few years, he adds, “we have introduced many new products and services that have moved us closer to our goal of becoming a complete solutions provider, not just a traditional warehouse distributor. This is another important step in this process.” ■

**For more information, call your nearest Point Spring/Brake Drum location or visit the company’s website at [www.pointspring.com](http://www.pointspring.com).**

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What that means for Point Spring customers is that they now can go to one location for complete hydraulic parts and systems, including reservoirs, cylinder hoists, directional control valves, gear pumps, piston pumps, hydraulic motors, Chelsea PTOs, hydraulic filters, hose fittings and connectors.

As a Parker master distributor, Point Spring now offers a total systems package from one manufacturer, further strengthening the company’s position as a one-stop shop for all auxiliary power products, installation and maintenance.

According to representatives from Parker, Point Spring was selected as a Parker Truck Technical Center because of their reputation for great customer service and care, and for their product and system expertise.

“We were looking for companies that can take our components and systems and make them work in their specific marketplace. Point Spring was just what we were looking for. Their values reflect the values we have here at Parker, and they are committed to their customers and their relationship with us,” says Jim Tyrell, national sales manager for Parker Truck and Hydraulics.

“We are so excited about this partnership and our future with Parker, exclaims Joe Reder, Point Spring’s regional sales manager who is spearheading the company’s auxiliary power team. “This will enable us to bring a total systems package to all our customers. This is another step in our continual efforts to be the leader in auxiliary power systems in the mobile truck marketplace, and at the same time, expand into new products and services that will complement our current and future customer base.” ■

**For more information about Parker products and services, contact your nearest Point Spring/Brake Drum facility.**

Through a series of key acquisitions over the past two years, Parker went from controlling 6 percent of the mobile hydraulic market to over 50 percent.

In January of 2000, Commercial Hydraulics, a commercial division of Intertech, purchased Gresen Hydraulics, then a division of the DANA Corporation. In April of that same year, Parker acquired Commercial Hydraulics. And, finally, in the summer of 2001, Parker completed a deal to buy the Chelsea PTO division from the DANA Corporation, completing a string of acquisitions that have dramatically strengthened their presence of the industry.

# New Kingstown's Bill Benner works hard on the ground and in the sky

Busy Bill balances sales career with military duties

When Bill Benner joined New Kingstown Brake Drum & Equipment in 1998 as an outside sales representative, he didn't have long-term plans to stick around. Four-and-a-half years later, Bill is still servicing customers throughout his six-county territory in south central Pennsylvania.

"To be honest, I didn't know much about the company, and I looked at it more of a temporary position until I found something else. But soon after I came onboard, I realized what an opportunity I had. Point Spring has a great team of employees and a great reputation. I decided back then to make this my home," explains the former race car driver, disc jockey and mechanic.

And Point Spring management returns the sentiments. With Bill's degree in public administration, a strong mechanical aptitude and years of management experience, Point Spring recognized the value that he could bring to the company—and their instincts were right on target.

"Along with New Kingstown's sales team, Bill has been instrumental in making the facility more profitable. We're very lucky to have someone with his background, experience and drive," says CEO, Bill Ryan.

"My background has served me well in this position," explains Bill. "I work well with customers because I've been a mechanic. I can relate to the parts guys because I've been a parts manager, too. And I understand the business side of things since I owned and operated my own racing team for eight years."

While his capabilities and expertise were impressive, those weren't the only qualities that intrigued Point Spring about the Shippensburg University graduate. For the past 16 years, Bill has been a member of the **193 Special Operations Wing of the PA Air National Guard**. Based in Harrisburg, the unit flies sophisticated aircraft that serves as an airborne television and radio broadcast station. Their mission is to transmit both subliminal and direct psychological messages into



The mobile broadcast station of the 193rd, housed in this EC-130E Commando Solo Military Aircraft.

enemy territory during conflicts to both military and civilian populations. Bill serves as one of the unit's skilled aircraft mechanics.

Typically, Air National Guard units are on duty one weekend per month and two weeks per year. However, because the 193rd is the only unit in the world trained to deliver these instrumental communications, its members are often called into service more frequently.

During the Gulf War, for instance, the unit reinforced the messages from the leaflets that were dropped throughout the area with radio broadcasts that urged Iraqi soldiers to surrender. Their expertly crafted communications also explained to the frightened Afghan people that the fight was not with them, but with the Taliban and al-Qaida. Their efforts paid off.

"75 percent of the soldiers that surrendered during the Gulf War claimed to have been influenced by the literature and radio messages," says Bill, who joined the Air National Guard in 1986 as a way to earn the money he needed to complete his college education.

With his unit currently broadcasting into Iraq, Bill was called into active duty in mid-February. Depending on how things progress, he expects to be deployed for at least six weeks.

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# Bar's Leaks® and Nalcool® Join Forces to Offer Cooling System Solutions

## Point Spring and Driveshaft / Brake Drum and Equipment Named Key Master Distributor Throughout The Five State Region

Bar's Xtreme' Nalcool Heavy Duty Coolants line to include SCA and filters

Bar's Products and ONDEO Nalco (formerly Nalco Chemical Company) announce the marriage of their brands, Bar's Leaks® and Nalcool®, two of the most-trusted names in engine cooling technology. Since 1947, Bar's Leaks has been the first name people think of when they need to stop a leak in any vehicle's cooling system. In 2000, Bar's Products added the "Bar's Xtreme' by Bar's Leaks" line of products for heavy duty vehicles. The Nalcool name has been synonymous with supplemental coolant additives (SCAs) and filters since 1969. Under a joint venture agreement recently signed by the two companies, Bar's Products will be the exclusive supplier of co-branded "Bar's Xtreme' Nalcool® Heavy Duty Coolants" in the United States and Canada.

**BAR'S PRODUCTS**  
**BAR'S XTREME**

"Together, Bar's Leaks and Nalcool have more than 90 years of experience in vehicle cooling system protection," says Don LaBeff, vice president of Bar's Products Heavy Duty Group. "Our Bar's Xtreme Nalcool Heavy Duty Coolants brand of SCAs and filters will provide a tangible extension of the life of heavy duty engines and key cooling system components such as liners and water pumps, so fleets and owner operators can count on thousands of miles of trouble-free operation."

More than 40 percent of all diesel engine repairs are directly attributable to improper cooling system maintenance. When in operation, a diesel engine generates an enormous amount of heat. The engine must shed some of this heat in order to operate efficiently and prevent severe engine component damage. Some 67 percent of the heat is lost through the exhaust and through engine shaft work. The remaining 33 percent must be pulled from the engine by the vehicle's cooling system. New EGR engines are sure to put an even greater strain on the truck's cooling systems.

Although commercial antifreeze includes additives to prevent liner pitting, rust, water pump failure, electrolysis, solder bloom and scale build-up, these additives wear out over time. "In the 1950s, fleets had no choice but to flush and replace the antifreeze when the additives wore out at 10,000 to 15,000 miles," explains Gavin O'Hare, product manager for ONDEO Nalco Transportation Industry Group. "Nalco Chemical Company changed all that in 1969 when it introduced Nalcool, the first SCA to 'do it all.' Since the ethylene glycol antifreeze itself does not wear out, adding the Nalcool SCA either in liquid form or through a controlled-release filter replenishes the additives as necessary and allows the fleet to continue using the same antifreeze for a longer period of time."

Now fleets and owner operators can protect their vehicles' cooling systems with time-proven Nalcool technology available in Bar's Xtreme Supplemental Coolant Additive and Bar's Xtreme Time Release Coolant Filters, which will be sold under the Bar's Xtreme Nalcool Heavy Duty Coolants brand. The Bar's Xtreme

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SCA and filters offer all the protection provided by the original antifreeze additives and more. They give proven heavy duty liner protection, protect all metal surfaces in the cooling system and prevent deposits and overheating. Bar's Xtreme filters provide controlled protection for up to 150,000 miles.

Bar's Products recommends that technicians test vehicles' cooling systems every 15,000 miles (about 250 hours) with Bar's Xtreme Coolant Test Strips. Test Strips are being offered through Point Spring free whenever Nalcool Bar's Extreme SCA's and filters are used. The simple test takes about a minute to administer. After a quick dip in the coolant sample, the technician just matches the test strip to the color chart on the bottle and adds the required amount of SCA.

The Bar's Xtreme Nalcool Heavy Duty Coolants product line includes a liquid SCA in 16 oz., 64 oz., 5 gallon and 55 gallon containers; two 150,000-mile filters (one fits most Cummins and Detroit Diesel engines while the other fits most Macks); and a 15,000-mile filter. ■

## Customer Spotlight:

### PSD Alliance with West Virginia Spring & Radiator Grows Stronger

For more than 20 years, Clenton Curry, founder and owner of West Virginia Spring & Radiator Company, has been buying springs, gears and suspension products from Point Spring & Driveshaft for the heavy-duty truck customers that frequent his two thriving Charleston, West Virginia locations.

But the relationship between the two companies grew even stronger over the past nine months. Last June, West Virginia Spring & Radiator joined HDA Parts Network, a heavy-duty truck parts marketing group that Point Spring has been a member of since 1993.

"Through HDA," explains Clenton, "I can purchase products without having to buy in large quantities. And the prices from all the HDA vendors, including Point Spring, are very competitive. In fact, 90% of the parts I buy now are purchased directly through HDA."

And that means big savings and fewer hassles for the 35-employee organization that specializes in remanufacturing some of the biggest radiators found in the trucking industry.



West Virginia Spring & Radiator owner, Clenton Curry, pictured with son, Brian, who may take over the family business in the future.

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### **Company Can Accommodate Largest Radiators in Industry**

To accommodate the 10 to 12 foot radiators from 350 ton rock trucks, 35 ton loaders, large drills and other equipment primarily from West Virginia's coal industry, West Virginia Spring & Radiator is equipped with a 20 ton overhead crane and huge test tank. These capabilities have enabled the company to grow into one of West Virginia's largest radiator manufacturers.

In July, the Spring Hill facility will be relocated to the nearby town of Nitro, where it will be renamed West Virginia Spring & Rebuild, a moniker that more readily conveys the location's expertise in differential transmission work.

While West Virginia Spring & Radiator and Point Spring share a commitment to the heavy-duty truck market, as well as HDA memberships, the similarities don't end there.

### **Brian Curry Groomed for Future Ownership**

Like Point Spring, West Virginia Spring & Radiator is a family-owned enterprise that will, in the future, be run by a second-generation owner.

22-years-old and working towards a business management degree from West Virginia University, offspring Brian Curry is no stranger to the trucking industry, or the perils and pitfalls of business ownership.

Brian was "put through the ranks," as his father explains, at West Virginia Truck & Trailer, the Freightliner dealership that Clenton owned for seven years and managed for 12. Throughout high school, Brian performed various tasks at the facility that, at the time Clenton sold it in 1998, was one of the largest medium-duty Freightliner dealerships in the nation.

Currently, the younger Curry juggles his course load with 35 to 42 hours of work as a purchasing agent at his father's busy enterprise. Eventually, Clenton hopes to pass the baton to Brian, when it's time to consider his own retirement.

But Clenton has more than his son supporting him in his entrepreneurial endeavors. Wife, Gail, and employee Denise Payne, work as the company's full-time bookkeeping staff, while Glenn Miller serves as controller.

And like Point Spring, West Virginia Spring & Radiator attracts skilled employees who make longtime careers with the company.

**On behalf of all employees, Point Spring & Driveshaft would like to thank West Virginia Spring & Radiator for their two decades of support and to welcome the company to the HDA family of vendors.**

### **Company Reaps Rewards of Longtime Employees**

Consider, for instance, South Charleston location manager, Danny Bowman, who has been with the company for 15 years, and shop foremen, Bill Morris and Greg Morris, who both joined the company when the doors first opened in 1982. Outside sales representatives Steve Bowman and Guy Weaver, and inside parts sales representatives Brian Mobley and Allen Cooper, also bring many years of heavy duty truck parts experience.

These loyal employees bring an irreplaceable, in-depth knowledge of the industry to the company, while more recent staff additions, like Mike Taylor, a remanufacturing specialist, Robert Kersey, the parts manager, and Greg Shaffer, outside sales representative based at the Spring Hill location, further strengthen the company's already impressive position in the marketplace.

On behalf of all employees, Point Spring & Driveshaft would like to thank West Virginia Spring & Radiator for their two decades of support and to welcome the company to the HDA family of vendors. ■

"I am honored to be able to serve my country ... by doing my part to fight terrorism and the countries that support them. I am grateful that Point Spring supports these efforts, even though the branch employees have to do extra work during my absence," Bill states.

Point Spring and Driveshaft would like to commend Bill Benner and all U.S. military personnel for their courage, commitment to our country, and their efforts to protect Americans at home, and around the globe. ■

## Point Spring installs state-of-the-art software system for upgraded customer service

A web-based, electronic parts referencing system called FleetCross TurboNet® is now in place at all ten Point Spring & Driveshaft/ Brake Drum maintenance shops and parts warehouses—and that means faster, more efficient service for the company's valued customers.

According to Point Spring's Dennis McCloskey, who serves as the company's in-house trainer for the system, the software has enabled the company to create an in-depth cross reference to our database that contains our entire parts inventory, organized by item number.

But easily obtaining information about specific parts in their massive inventory is only one of the benefits of this state-of-the-art software. By using a VIN number, Point Spring employees can access a parts and repair history of any vehicle in just seconds, including every single component put into the vehicle from the manufacturer.

"What this software has allowed us to do is to find out—in just minutes—what parts we need to order, and from what vendor. This has saved us several steps and a great deal of time. The bottom line is that the customers get exactly what they need for their vehicle as fast as we can possibly get it," explains Dennis.

Additionally, the system allows Point Spring employees to search a wide variety of online products catalogs from multiple vendors, which is helpful in determining what product works best for the job, and at the best price for the customer. In fact, FleetCross provides an all makes OEM-Aftermarket Parts Cross-Reference System for 15 million parts from more than 1,000 companies.

Users can also use the system to store service notes, recall a parts history for a specific vehicle and even access graphics for each component. The system covers all classes of trucks, heavy-duty equipment, school buses and selected passenger vehicles.

Point Spring is still exploring how to make this software even more time and cost-efficient for them and their customers. Future plans are to integrate FleetCross software with their business system in order to output work orders and invoices in one simple step.

Point Spring is one of the first parts distributors in North America to utilize the system in their shops, reinforcing, once again, the company's commitment to their leadership role in the heavy-duty truck industry.

After weeks of online and on-site training for parts experts and technicians, the system was employed on January 10, 2003. ■

"What this software has allowed us to do is to find out—in just minutes—what parts we need to order and from what vendor. This has saved us several steps and a great deal of time. The bottom line is that the customers get exactly what they need for their vehicle as fast as we can possibly get it," explains Dennis McCloskey.



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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

PENNSYLVANIA

### 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

Pittsburgh, PA  
412-621-3911  
FAX 412-621-3956  
800-634-1500

### Island Spring

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

### 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

New Kingstown, PA  
717-766-1544  
FAX 717-766-9858  
800-382-1437

### BLS Brake Lining Supply

Clearfield, PA

### Point Spring

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



WEST VIRGINIA

OHIO

### Brake Drum

Akron, OH  
330-665-4827  
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Visit our website at [www.pointspring.com](http://www.pointspring.com).