



BRAKER BRAKER

www.pointspring.com

Point Spring Rolls out the Barrels

Chances are good that you're not thinking about Point Spring & Driveshaft as you enjoy a frosty mug of Budweiser or a cold can of Coors. While the company can't take credit for the flavor and body of these popular brews, Point Spring can claim a role in getting them delivered to your favorite bar or distributor.

Frank B. Fuhrer Holdings Inc., the area's exclusive wholesaler of Anheuser-Busch and Coors beverages, has been relying on Point Spring's extensive parts inventory and expertise since the early 1990s to help maintain and service the company's sizable fleet of vehicles.

After spending more than 25 years selling credit insurance, Frank Fuhrer II launched the company that bears his name after purchasing the local Anheuser-Busch distributorship in 1982. It proved to be a lucrative move for the savvy entrepreneur who was born and raised in East Brady, Pennsylvania.

That division, known as Eagle Sales & Service and currently presided over by son

Continued on Page 2



Bob Shaw, Fuhrer's Fleet Manager

Point Spring & Dayton Parts Alliance Strengthens After 20 Years

Over the past two decades, Point Spring & Driveshaft has developed a strong alliance with Dayton Parts, LLC, a leading manufacturer of undercarriage parts, including brake, suspension, steering and spring related products to the independent Heavy Duty Truck aftermarket.

While the two companies have enjoyed a mutually beneficial relationship since the early 80s, the origin of Dayton Parts began decades earlier in 1922 with a company named Stanley Springs.

Located in Harrisburg, Pennsylvania, Stanley Springs sold leaf springs and related products to blacksmith and repair shops, which then resold them to their own customers. Over the next seven decades, the company continued to evolve with the changing times until it was sold to TRW Replacement Parts Division in 1980. At that time, TRW was a strong presence in the automotive aftermarket but looking to penetrate the aftermarket for heavy duty trucks. Stanley Springs provided such an opportunity. With a new name, TRW Heavy

Continued on Page 5

Bar's Products Puts Stop to Flat Tires, Leaks and Punctures

Flat and under-inflated tires are a nuisance for every driver, but imagine the headaches of being responsible for every tire on a fleet of more than a thousand vehicles.

That's the challenge Tim Greenwood faces daily as Tire Program Manager for Youngstown-based R&J Trucking. R&J, which also owns John Brown Trucking in Portersville, Pennsylvania, and Southern Haulers in Alabama, operates 1,200 trucks and trailers in its dump fleet and more than a half-dozen busy terminals across three states.

Every day, hundreds of R&J trucks make their way to refuse transfer stations operated by companies like BFI, R&J's largest customer. With their cargo in tow—often scrap steel and metal—the trucks head to the nearest landfills to dump the loads.

Unfortunately, landfills can be perilous destinations since sharp debris often lies buried under mud and snow. Considering these hazards, it's not surprising that R&J

Continued on Page 4

Inside This Issue

Exciting Open Houses Coming Soon	3
New Haldex Actuators	3
Marketing Committee Reaches One-Year Milestone	4
Employee Focus: Tony Ruth	7

Point Spring Rolls out the Barrels

Continued from Page 1

Frank, sells more than five million cases of Anheuser-Busch products annually throughout a territory that spans six-and-a-half counties.

A second division, Frank Fuhrer Wholesale Company, is the exclusive distributor of Yuengling and other top imported brands, including Corona and Molson. With a vast territory of nine southwestern Pennsylvania counties, it is the second largest Coors distributor in the nation, reports son David, president of the division.

Today, as chairman of the company he founded 22 years ago, Frank sits at the helm of the Fuhrer dynasty that boasts annual sales of more than \$150 million.

The Fuhrer Fleet

As the company's Fleet Manager for the past 11 years, Bob Shaw is responsible for the repair and maintenance of Fuhrer's convoy of delivery trucks, cargo vans and passenger cars that number close to 200.

When Bob joined the company in 1993, he not only brought his mechanical expertise, but also a knowledge of the products and services available through Point Spring/Brake Drum.

"I've been in this industry for more than 30 years," says Bob, "and I've been doing business with Brake Drum, now Point Spring, my entire career."

Each day, as roughly 85 beer delivery trucks depart from Fuhrer's cavernous

While Point Spring's extensive parts inventory is crucial in maintaining the fleet, Bob and his crew also appreciate another valuable Point Spring commodity—knowledge and expertise.



E. Carson Street warehouses, a Point Spring vehicle is traveling to Fuhrer's Southside maintenance facility, loaded with lighting supplies, tire chains, safety parts, springs, suspension parts, brakes, valves, oil and air filters, wiper blades and other miscellaneous parts.

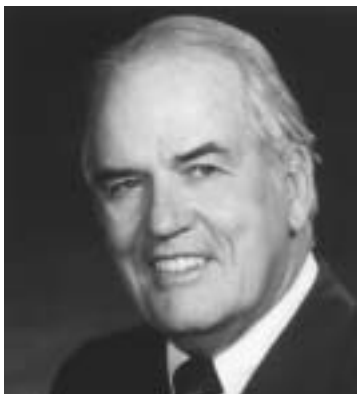
Bob and his team of five technicians spend their days in the facility's half-dozen service bays, repairing and servicing vehicles that range from passenger cars to cargo vans, from axle tractors to beverage side loaders.

While Point Spring's extensive parts inventory is crucial in maintaining the fleet, Bob and his crew also appreciate another valuable Point Spring commodity—knowledge and expertise.

Trucks that depart the warehouse with up to 80,000 lbs of cargo and return empty create a unique challenge for braking systems. Point Spring was able to develop a solution that successfully addressed the problem.

"Point Spring created an ideal brake friction lining system for delivery trucks that experience huge weight fluctuations daily. That was very important to us."

So the next time you're visiting your favorite tavern, raise a glass of your favorite ale to Frank Fuhrer *and* Point Spring. ■



Frank B. Fuhrer Jr.



David Fuhrer



Frank B. Fuhrer III

Exciting Open Houses Coming Soon!

If you like food, fun and fellowship, we've got some news for you. Plans for two open houses are currently underway and invitations will be arriving soon.

Wed. May 19th
Valley Spring & Driveshaft
New Castle, Pennsylvania

Fall 2004
Point Spring & Driveshaft
Lawrenceville, Pennsylvania



Mark Your Calendars Today!

New Haldex Actuators



Haldex Life Seal

- Six-year warranty
- Eliminates contamination by completely sealing the emergency brake chamber
- No vent holes, no filters, no external breather tube so contaminants can't enter chamber
- Integral caging tool and push rod maintain alignment as the spring is compressed
- Guided, patented hot set compression spring for added output force and life

Haldex Gold Seal

- Four-year warranty
- Zinc-plated for outstanding protection
- Patented heat-compression spring for added force
- Double o-ring design
- Tethered dust plug

Midland 3030

- Three-year warranty
- Epoxy-coated for added protection
- Rolled clamp ring permanently attached for safety
- Delrin center guide

**NOW
AVAILABLE!**

Haldex also offers an assortment of Wedge Brakes, Actuators and Maxibrakes.

Bar's Products Puts Stop to Flat Tires, Leaks and Punctures

Continued from Page 1

spent \$2 million last year on its tire program for replacements, recaps, road servicing, repairs, plugs and patches.

While Tim's primary job is to maintain the fleet's tire safety, he must also work to keep maintenance costs as affordable as possible. Since even minimal loss of air pressure can jeopardize the strength and stability of a tire, finding solutions that keep them properly inflated is high priority.

One of the new weapons in his arsenal is Bar's Leaks Tire Stop Leak and Sealant, a product Point Spring sales rep George McGahan introduced to Tim last summer.

Once Tire Stop Leak and Sealant is pumped into tires, it provides long-lasting prevention from flats, leaks and punctures up to a quarter inch in diameter. Safe for all tires, the product prevents up to 90% of air loss through the tread, an important benefit since under-inflation is the leading cause of tire failure. According to Don LaBeff, Bar's Leaks vice president of sales, Stop Leak results in "virtually no flat tire downtime, costly repairs, or piles of tires that need to be plugged."

Before learning about the product, Tim was considering more expensive options. "We were looking into air pressure monitoring systems, which are costly considering the size of our fleet," explains Tim. "The Bar's Leak product was a relatively affordable option to try without making a huge investment."

While Tim plans to officially review the success of the product at the conclusion of a six-month trial period in March, so far he is pleased with the performance of Bar's Leak Tire Stop Leak and Sealant.

"I can say that we've pulled nails out of quite a few tires and the holes have sealed as promised," admits Tim.

And with literally thousands of tires under his watch, every puncture sealed is one less truck that needs pulled in for repair—and that's always good news for Tim. ■



Marketing Committee Reaches One-Year Milestone

It may not be the world-renowned Rand Corporation or the influential Brookings Institution, but Point Spring & Driveshaft has its own in-house "think tank" that successfully launched a number of initiatives since its birth in late 2002.

While you may be unfamiliar with the ambitious *Marketing Committee*, chances are, if you are reading this publication, you've unknowingly experienced some of the changes that resulted from its creation.

The idea for the development of this group evolved during regular sales meetings, where new ideas and enthusiasm are abundant.

The idea for the development of this group evolved during regular sales meetings, where new ideas and enthusiasm are abundant. "It became apparent that we needed a committee to explore the feasibility of the suggestions, implement new initiatives and monitor their success," explains Bill Ryan, Marketing Committee Chairman.

Armed with a mission to enhance customer service and increase business, this 12-member committee began to scrutinize every aspect of the company—from customer service to promotions, from vendors to product lines. "Believe me, no stone was left unturned," says Dennis McCloskey, a founding member of the committee.

Within a month of its creation, the committee launched its first program last January—the **Fleetcross Reference System**. This state-of-the-art, web-based parts and electronics referencing system contains the company's entire parts inventory, organized by item number, and it is capable of recording vehicle repair and parts histories of every customer vehicle. With this easy-to-use system, employees can quickly identify the best and most affordable part for that specific vehicle.

Continued on Page 6

Point Spring & Dayton Parts Alliance Strengthens After 20 Years

Continued from Page 1

Duty, the company introduced a full-line of steering and suspension components to augment their existing line of springs for which they were known. But it would be another eight years before the birth of Dayton Parts.

In 1987, Varity purchased Dayton-Walther, a family owned manufacturer of light, medium and heavy duty brake drums, cast spoke wheels and rotors for the original equipment and independent aftermarket. A year after purchasing Dayton-Walther, Varity bought TRW HD and created Dayton Parts. Since then, the company's influence in the market has continued to grow.

In 1997, after purchasing Batco, Dayton Parts began offering air brake and wheel attaching components to compliment their brake line. By the spring of 2003, the company was a privately owned enterprise that served North America, Central America and South America, as well as Caribbean and other export markets.

Dayton Parts Today

Today, Dayton Parts is a leader in undercarriage products and the largest leaf spring manufacturer in the United States with capabilities to manufacturer roughly 20,000 different types. The company also makes the largest line of high stress, taper and multi-leaf springs in the industry, as well as threaded rod, u-bolts, spring accessories and ride control products.

Ironically, despite the complexity of the company's history through numerous sales and acquisitions, Dayton Parts still occupies the same Harrisburg site that 82 years ago served as the headquarters for Stanley Spring—the genesis of today's Dayton Parts.

Currently, the company's suspension and steering product lines range from light-duty commercial pick-ups to Class 8 and off-road vehicles. In suspension, with more than 6,000 parts, there is coverage of over 300 different models from 45 well-known brands, including Hendrickson, Mack, Reyco, Freightliner, Ford, Chevy/GMC and Navistar, to name a few. The company also offers Monroe Shocks, Walker Exhaust and Goodyear Air Springs.

Dayton's steering line includes the broadest coverage of Class 6, 7 and 8 products, as well as coverage for the light-duty commercial truck market, in king pins, tie rod ends, drag links and cross tubes.

Dayton Parts suspension and spring capabilities, coupled with the fact that they offer the industry's best application and parts manual in the industry, has led to the partnership with Point Spring & Driveshaft. In fact, Point Spring is one of the "Dayton Dozen," a name bestowed upon the company's top twelve customers.

Today, Dayton Parts is a leader in undercarriage products and the largest leaf spring manufacturer in the United States with capabilities to manufacturer roughly 20,000 different types.



Dayton Parts & Point Spring Take Relationship to New Level

Recently Dayton Parts and Point Spring & Driveshaft took their relationship to the next level with the creation of the Vendor Managed Inventory, or VMI. Through this program, Dayton receives daily updates from the Point Spring computer system on the components that were

sold throughout the company and the remaining inventory.

"This program has been great," says Mark Scherer, Purchasing Agent, from Point Spring. "We have greater control over our parts inventory and knowledge of what is selling, including trends and seasonal spikes in sales, and what parts we need to restock our inventory. VMI is enhancing our ability to serve our customers with better, faster service."

Kindred Spirits

Perhaps it's not surprising that Dayton Parts and Point Spring & Driveshaft have worked well together for more than 20 years. While the roots of both companies can be traced to the 1920s—Stanley Springs was founded in 1922, followed by Point Spring & Driveshaft in 1926—the organizations have more in common than the decade of their births. They share a common goal to offer the best service and OE quality parts available in the industry. ■

Marketing Committee Reaches One-Year Milestone

Continued from Page 4

With Fleetcross in place, the committee turned its attention to marketing. A series of promotional flyers were specifically created to promote products and services that might have been unfamiliar to many customers. With increased frequency, company wide consistency and targeted messages, the promotional marketing program helped drive business to all locations, particularly to the company's smaller facilities.

The next program developed by the Marketing Committee was designed to strengthen the relationships and communications between vendors and every Point Spring and Brake Drum location, both large and small, rural and urban.

After identifying the top 25 vendors, the committee went to work on instituting accountability procedures that ensured that each location was able to bring the products and services these top vendors offered to PSD's valued customers.

And last summer, the marketing committee launched an expanded and improved hydraulic brake program through an exclusive agreement with the Dana Corporation, a leader in the industry. Capitalizing on the rising popularity of hydraulic brake systems in medium duty trucks, Point Spring named Dana the company's lead hydraulic brake vendor. For customers, that means a broader inventory and expert servicing and product support.

Amazingly, the marketing committee still found time to develop, schedule and promote various training seminars, open houses and special events throughout the year.

Meeting face-to-face several times annually and speaking every month or so via conference call, the efforts of this hardworking dozen have paid off in terms of increased business. While the rebounding economy can get some credit, the effects of the marketing committee's efforts cannot be overlooked.

In 2004, while managing the existing programs that were launched, the committee will turn its attentions to the next challenge—in-house sales and employee training.

"The marketing committee is all about quality. We are striving to be the best one-stop resource for all our customers. This company has always been about exceptional service and support, but the marketing committee is taking us to the next level," says Bill Ryan. ■



Marketing Committee From Left to Right:

Mike Scherer - President
Joe Shiderly - Service Mgr. New Castle, PA.
Scott Jenkin - Parts Akron, OH.
Dave Will - Sales Akron, OH.
Albert Bashur - Manager Greensburg, PA.
Dennis McCloskey - Information Systems Manager
Brian Huber - Purchasing Agent
Larry Conklin - Parts Clearfield, PA.
Bill Benner - Sales New Kingstown, PA.
Bill Towarnicki - Manager Pittsburgh, PA.
John W. Reder - Vice President
Missing from picture - Bill Ryan - C.E.O. (he played photographer that day)



Employee Focus: Tony Ruth

Since 42-year-old Tony Ruth took over the reigns as branch manager at Brake Drum & Equipment in Seneca, PA, he has taken his talent for multitasking to a whole new level.

Throughout the week, Tony juggles three different hats as manager, inside salesman and, a few times a week, delivery driver. Fortunately, this is one company employee that likes to be on the move.

An avid runner, Tony has participated in both the 26-mile Pittsburgh Marathon and the Boston Marathon, where he finished among the top 500 runners in 1984. And if weather in his northwestern section of the state cooperates, Tony hits the winding Venango County roads at 5:30 a.m. for a daily six- to ten-mile run.

Married to Pam for nearly a decade and raising two sons, Jared and David, and a stepdaughter, Meagan, Tony's also been part of another close-knit clan, the Point Spring/Brake Drum family, for the past 15 years.

In 1988, Tony took a job at Seneca's Brake Drum location as a delivery driver, then as a pricing coordinator and, eventually, as an inside counter sales representative. In December of 2002, he was asked to take over the branch manager position at a time when the location was floundering. Joe Reder describes the transition as "the start of a new era for the Seneca branch."

"Tony's appointment as branch manager at Seneca, with his many years experience in our industry and our organization, was a no brainer. He has brought leadership, integrity and new life to this location. It is truly my pleasure to work side by side with Tony and his staff. With Tony at the helm and the stellar work force that he is putting in place, the Seneca location is moving forward at a rapid pace and in a great position to satisfy all our customer needs. There are some exciting times that lie ahead."

Tony is certainly living up to such lofty expectations. Since assuming the position, sales have increased by approximately



15-20%, moving the store from red ink into black, no small feat for one of the company's smallest locations.

Proof of his effectiveness lies in the fact that the Seneca branch has experienced little turnover and some days it takes three trucks to deliver parts to customers in Erie, Buffalo, and northwestern Pennsylvania locations.

But Tony's plans for the 24-year-old location are just getting underway.

One goal Tony has is to augment his sales counter with more service capabilities.

Currently the location is best known for brake shoes and drums and commercial vehicle air braking systems, but that perception may be changing in the future. "I want to be more versatile at this location and provide more services for our customers."

One thing that customers are starting to discover is that Seneca's Brake Drum now carries drive shafts for any vehicle, from passenger cars to tractor trailers. Within the next couple of weeks, he reports, Seneca is getting a hundred ton press for suspension work, which Tony believes will boost walk-in traffic at the Route 257 location.

To capitalize on the sales-building potential of the location's expanded offerings of products and services, Tony also plans to promote a sales representative, who currently spends three days on the road, to a full-time outside sales position.

Tony's short- and long-term goals are sure to get the support of the company's corporate offices on Neville Island. He says, "I guess Point Spring has always stood behind me and put faith in what I can do."

Whether Tony is juggling the multiple demands of this rejuvenated facility or racking up the miles on his morning run, it's clear that he's up to the challenge of traveling a long and winding road. ■



7307 Grand Avenue
Pittsburgh, PA 15225

PRSRT STD
U.S. POSTAGE
PAID
Pittsburgh, PA
Permit No. 2295

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
FAX 330-665-1197
800-826-0673

Visit our website at www.pointspring.com.