



Summer 2003

BRAKER BRAKER

www.pointspring.com

Point Spring's Relationship with Spicer Now Exclusive

After more than 40 years, the Dana Corporation and Point Spring are ready to take their relationship to the next level.

Beginning this month, Spicer® by Dana will now be Point Spring's exclusive hydraulic brake vendor. According to George Sinagra, Point Spring's regional sales manager for the Pittsburgh market, the decision was almost a no-brainer.

Dana, in fact, was one of Point Spring's original vendors and, today, is among their top ten. In return, Point Spring has become Dana's largest hydraulic brake customer in the region.

"With the availability and depth of their product line, brand recognition, exceptional quality and product support, it just made sense to fully utilize their capabilities and expertise. Dana is the worldwide leader in both the OEM and aftermarket levels in brake technology. We want to offer only the best and Dana has it," George explains.

Considering the ample history between the two companies, it's not surprising that Point Spring made the move. Dana, in fact, was one of Point Spring's original vendors and, today, is among their top ten. In return, Point Spring has become Dana's largest hydraulic brake customer in the region.

With the new Spicer hydraulic brake program in place, Point Spring is focusing on light- and medium-duty trucks, which encompasses everything from light-duty pick-ups, to medium-duty straight trucks, including school buses. The Spicer product line includes wheel end parts, master cylinders, emergency braking cables and more. "It is a complete product line with excellent product support," George commends.

To help kick-off this program, George and Dick Ridgeway, district sales manager for Dana, will be traveling to various Point Spring/Brake Drum locations to conduct seminars for the company's service technicians, customers and prospective customers on the latest in hydraulic brake technology.

"We are excited about the opportunity to join together with Point Spring to promote the sale of Spicer hydraulic brake products in their trading areas," said David Heller, Spicer Hydraulic Brake Product Manager. "Spicer has long been a proud partner with Point Spring and we appreciate them selecting us as their exclusive hydraulic brake vendor." ■

SPICER®
BRAKE COMPONENTS



Join Us For Two Great Open House Events!

Hydraulic Barbeque on Neville Island

If you enjoy good barbeque and great company, clear your calendar on September 10th for a fun-filled open house that will showcase Point Spring's auxiliary power product line and celebrate the company's one-year anniversary as a Master Truck Team Distributor for Parker-Hannifin.

The parking lot of Point Spring's Neville Island facility will come alive with the aromas of mouth-watering picnic fare and hundreds of customers, employees and Parker-Hannifin representatives, who will be on hand to display an extensive array of auxiliary power products.

Don't miss the opportunity to ...

- Win great prizes!
- Browse auxiliary power product displays
- Tour the Neville Island facility
- Meet Point Spring/Brake Drum employees
- See a first-hand demonstration of FleetCross TurboNet software

Your invitation is attached to this page.
Send your RSVP back today! ■

Seneca Brake Drum & Equipment Open House Planned for August

Not to be outdone by their Pittsburgh counterparts, Brake Drum & Equipment in Seneca, PA, is planning a party of its own on Wednesday, August 6th—and you're invited!

Located in Venango County on Rt. 257, Seneca Brake Drum & Equipment's Open House next month is worth the scenic trip through northwestern Pennsylvania. Stop by and welcome Tony Ruth, the new branch manager, and his staff, tour the facility, meet with representatives from more than a dozen leading suppliers, and browse their expanded suspension, brake and driveline inventories.

The Seneca Brake Drum & Equipment team has planned a great day of food, fun and prizes that you won't want to miss. See you in August! ■

Our Inventory Has Expanded!

Come and See What's New!



NOW STOCKING
SUSPENSION COMPONENTS



Dayton
Parts™



Joe Reder's Point Spring Career Nears Quarter Century

On May 1, 1979, just five days shy of his 23rd birthday, Joe Reder began his career with Point Spring & Driveshaft, then located on Melwood Street in the Oakland section of Pittsburgh.

Since then, Joe has celebrated a few more birthdays, moved with the company from Oakland to Neville Island, and witnessed the company's growth to more than 150 employees and 10 locations across three states.

But one thing remains unchanged—Joe Reder's influential presence at Point Spring & Driveshaft.

While today he holds the title of Regional Sales Manager, his inception with the company was less impressive.

With a chuckle, Joe tells the story of his memorable first day on the job. Eager about his new opportunity, the enthusiastic 22-year-old reported for work only to find that no one knew he was coming or what to do with him. After a clarifying call to Bill Ryan Sr., Joe was put to work behind the counter, a move that launched a sales career that, to date, spans nearly a quarter century.

What the late Bill Ryan probably recognized in Joe 24 years ago was his strong work ethic, a trait he credits with his upbringing. The son of a Bloomfield butcher and grocer, Joe spent his childhood working at the family business—the Pearl Meat Market—where he cleaned floors, stocked shelves, and delivered groceries to customers throughout Bloomfield in a little red wagon. The store eventually closed in 1976.

Today, Joe's commute from Zelienople involves transportation slightly more sophisticated than a wagon, but his commitment to hard work remains steadfast, which, he credits for "getting me where I am today."

As Regional Sales Manager, Joe is responsible for overseeing sales and sales personnel for Point Spring/ Brake Drum facilities in New Castle, Seneca, Akron, Ohio and Fairmont, West Virginia. Additionally, he manages his own customer base, consisting



primarily of product redistribution, truck equipment manufacturers, and auxiliary power installers from a five-state region.

It's been quite a ride since those early days when the company had one location, less than two dozen employees and an exclusive focus on selling suspension and driveline parts.

"It's been exciting to be part of the tremendous changes and growth that the company has experienced over the past 24 years, and it all started when Bill Ryan, Sr. gave me a chance. I still rely on the advice that he gave me a long time ago," Joe admits. "Other than my own father, he has been the most influential person in my life."

When he's not working, Joe and Janet, his wife of six years, enjoy traveling, stock car races and golfing. Of course, anyone who meets Joe knows that he's a one-man party wherever he goes.

"I love socializing and having fun. I love my job because of the relationships I've developed with my customers, many are some of my best friends. I made a promise long ago that as long as I'm having fun, I'll be here."

Let's hope that's a very long time. ■



International Brands Corporation One Sweet Customer



When you hear the name "Hostess[®]," what comes to mind? If you start to imagine delicious treats like Twinkies[®], Ho Hos[™] and Suzy Qs[®], you're certainly not alone. But here at Point Spring/Brake Drum, that beloved world famous brand conjures up thoughts of something slightly less appetizing...hydraulic brakes.

While we certainly indulge in these sugary confections every now and then (some of us more than we'd like to admit), our primary focus is not on the snacks themselves, but on how safely and timely they get delivered to destinations across a four-state region.

Since the early 1990s, Brake Drum & Equipment has been the exclusive brake parts supplier for the 500-truck regional fleet for Interstate Brands Corporation (IBC), the parent company of Hostess, Braun Baking, Dolly Madison[®] and nearly 40 other well-known brands. Headquartered in Kansas City, IBC employs more than 13,000 people nationwide.

Buster Terry, Fleet Manager for the region that covers half of Ohio and Pennsylvania, as well as the tips of Maryland

and West Virginia, has been working with Brake Drum and, now, Point Spring for more than 12 years.

"When we first established a relationship with the company, we worked exclusively through Brake Drum's Pittsburgh location. Today, our fleet has expanded and we now purchase from Akron and Morgantown locations, as well," he explains.

In addition to hydraulic braking components, now exclusively by Spicer, Point Spring/Brake Drum supplies IBC with filters, tractor trailer parts, lighting, and air brakes, as well as driveline servicing and repair.

Considering that IBC's regional fleet of trucks makes more than 750,000 deliveries each month to grocery stores, hospitals, retirement homes, race tracks and schools, the company is one of Point Spring's largest customers for both service and parts.

And that makes the relationship with the world's largest baking company even sweeter. ■

189 Golfers Shoot It Out for Great Prizes and Bragging Rights at 14th annual PSD Golf Scramble

On Friday, June 20th, 189 golfers hit the links for the 14th annual Point Spring & Driveshaft Golf Scramble. Held consecutively at Stonecrest in Wampum and Fox Run in Beaver Falls, this fun-filled event was complete with great golf, good food and terrific prizes.

While the courses were damp and the temperatures cool, some of the teams were hot, with the two winning foursomes shooting an impressive 58 and 60, respectively.

Unfortunately, no golfer came close to the event's annual holy grail—a hole-in-one and the accompanying brand new car—but plenty of other prizes were awarded and a delicious steak dinner by J&J Catering was enjoyed by all.

For a look at the event photo scrapbook, log onto www.pointspring.com.

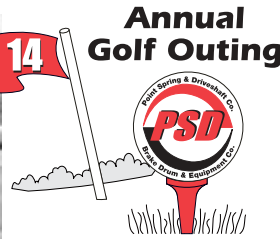
The first place team at Fox Run poses for a picture. From left, Mark Hallauer, BJ Jones, Tim Murphy & Chip Wilkins.

With a score of 60, these team members earned a lot of respect and new silver and black golf bags.



Stonecrest's winning threesome. From left, Bart Schuver, Brian Curry and his guest, Jason Brogan.

With an amazing score of 58, the members of this stellar team walked away with new silver and black golf bags and plenty of kudos from fellow golfers.



Point Springs Joe Reder and Bill Ryan relax with longtime customers. From left, Rob Hetzel, Wheeling Spring Service, Wheeling WV; Joe Reder, PSD Regional Sales Manager; Dick Seibert and Mark Albright from 4 Guys Inc., in Meyersdale, PA; and Bill Ryan, Point Spring Chairman & CEO.

Gary Witkowski (right), PSD sales rep for the Pittsburgh market, congratulates Bill Eakins from Transport America in North Jackson, Ohio. Mr. Eakins walked away with almost \$500 in prize money and a new long shaft putter after beating the competition in the Putting Contest.

Here's a list of the winners and prizes from both courses.

Fox Run Results

Closest to the Pin, Hole #6

Mel Humberson, Mel's Truck Service, Bruceton Mills, WV-
Golf Travel Bag

Longest Putt, Hole #7

Dale Shannon, PSD Akron, OH, Branch Manager-Nicklaus driver

Closest to the Pin, Hole #9

Darrell Cunkelman, Truck Parts Unlimited, Indiana, PA-
Golf Travel Bag

Longest Drive, Hole #10

Tim Murphy, PA Turnpike Commission, Gibsonia, PA-
Nicklaus driver

Longest Putt, Hole #14

Chad Palko, W.L. Roenigk, Inc., Cheswick, PA-Nicklaus driver

Longest Drive, Hole #18

Jeff Mundy, W.L. Roenigk, Inc., Natrona Heights, PA-
Nicklaus driver

1st Place Team with a score of 60

Bob (BJ) Jones, PSD Sales Rep, Pittsburgh market
Mark Hallauer, Account Manager, Bendix Commercial Vehicle
Systems, Export, PA
Chip Wilkins, PA Turnpike Commission, Gibsonia, PA
Tim Murphy, PA Turnpike Commission, Gibsonia, PA

2nd Place Team

With a score of 61, these four players from W.L. Roenigk, Inc. walked away with an impressive scorecard and Nicklaus rescue clubs.

Bill Roenigk, W. L. Roenigk, Inc., Sarver, PA
Jim Roenigk, W. L. Roenigk, Inc., Sarver, PA
Chad Palko, W. L. Roenigk, Inc., Sarver, PA
Jeff Mundy, W. L. Roenigk, Inc., Sarver, PA

3rd Place Team

With a final score of 64, this team won a tie-breaker to earn the 3rd place spot and Nicklaus putters.

Carmen Costa, Haddads, Inc., Pleasant Hills, PA, & guest Jim Veratti
Jerry Barris, Jr., Arnold Barris Trucking, West Middlesex, PA
Geoff Buskirk, Yourga Trucking, Wheatland, PA

Stonecrest Results

Closest to the Pin, Hole #2

Paul Humberson, Humberson Trucks and Parts, Bruceton Mills, WV-
Golf Travel Bag

Longest Drive, Hole #5

Phil Scott, S/L Marketing Specialists, Inc. (manufacturers
representative for OTC Tools), Clifton, NJ-Nicklaus driver

Longest Putt, Hole #9

John Wilson, Dean Dairy Products, Sharpsville, PA-
Nicklaus Driver

Longest Drive, Hole #12

John Wilson, Dean Dairy Products, Sharpsville, PA-
Nicklaus Driver

Closest to the Pin, Hole #12

Jason Brogan, West Virginia Spring & Radiator, Charleston, WV-
Golf Travel Bag

1st Place Team with a score of 58

Brian Curry, West Virginia Spring & Radiator, Charleston, WV
Jason Brogan, guest of Brian Curry
Bart Schuver, JNK Machine Shop, Jamestown, NY

2nd Place Team

This foursome left the greens with a respectable score of 62 and Nicklaus rescue clubs.

Gary Kelly, Portersville Sales, Portersville, PA
Ken Haney, Portersville Sales, Portersville, PA
John Weber, Talon Logistics, Pittsburgh, PA

3rd Place Team

Winning a tie-breaker to earn a score of 64, the members of this team each won a Nicklaus putter.

Ward Humberson, Humberson Trucks and Parts, Bruceton Mills, WV
& guest Paul Humberson
Steve Krkuc, PA Dept. of Transportation, Rochester, PA, and guest
Conrad Engele



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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

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Brake Drum
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Clearfield, PA

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Visit our website at www.pointspring.com.