



BRAKER BRAKER

www.pointspring.com

The Evolution of Wheeling Spring Service & Truck Parts

Point Spring & Driveshaft and Wheeling Spring Service & Truck Parts have forged a bond that spans more than the sixty miles that separate them. It has endured over four decades, with each company wisely adapting to the changing times.

Like Point Spring, Wheeling Spring was founded in the 1920s at a time when prohibition ruled the land and automobiles first proliferated on the nation's roadways.

The Wheeling-based spring manufacturer was founded by the Metzger brothers from Latrobe on the corner of 16th and Main streets. Although it wasn't until the late 1960s, when owners Gene Antes and Jack Forney, who had purchased the company more than a decade earlier, and their new partner, John Hetzel, took the company in a whole new direction, both literally and figuratively.

In 1965, Antes, Forney and Hetzel relocated Wheeling Spring to its present-day location on Main Street spurred by the belief that service capabilities held the key for the company's longevity. Their instincts were right.

With room for 12 service bays in the new location, the company began its evolution from solely a spring maker and retailer to a

Continued on Page 2



September 1974 at Local Truck Show
From left to right: Customer, Rob Hetzel, and John Hetzel, Sr.

Point Spring And Brake Pro, Ltd. align to grow brake shoe sales in PA, NY, MD, WV and OH

Point Spring and Brake Pro, Ltd. have recently taken action to jointly focus more of each company's resources and expertise toward selling more brake shoes in the PA, NY, MD, WV, and OH regions using BPL's "CM" heavy-duty friction product lines. Brake Pro, Ltd., a highly focused manufacturer of heavy-duty friction only for trucks, trailers, and specialty vehicles, has as its corporate mission statement "to manufacture and sell the industry's best overall valued friction product line to the North American heavy-duty parts market." Brake Pro manufactures its friction in Toronto, Canada, has its research and development (R&D) facilities in Toronto, and its Corporate and North American Sales office and distribution center in Atlanta (Kennesaw), Georgia. Brake Pro currently supplies most O.E. brake and axle manufacturers and a wide array of rebuilder/distributors in the North American Aftermarket.



Brake Pro, Ltd. over the past few years has become recognized as the market leader in severe-duty friction products and for its unique niche marketing programs utilizing "application-specific" friction. BPL's CM22A-1 friction formula is possibly the market's most favored product for severe-duty vocational fleet use (refuse haulers, chemical tankers, construction vehicles, etc.). CMT22A-1 is the dominant friction formula in use for transit applications.

BPL's most recent drum brake friction product, CM243, launched in early 2002, is the industry's most advanced material using three unique formulation concepts in one material to provide at high axle loadings, in severe or

Continued on Page 3

Inside This Issue

New Castle Open House A Big Success	4
Marketing Corner	4
Point Springs Unbeatable Competitive Advantage:	5
15th Annual PSD Golf Scramble A Swinging Good Time	6
Employee Spotlight	7

The Evolution of Wheeling Spring Service & Truck Parts

Continued from Page 1

repair and service center with capabilities that include brake and driveshaft work, as well as truck and car alignments.

In the 1970s, with a relationship blossoming with Point Spring & Driveshaft, Wheeling Spring expanded into the heavy duty truck market by offering a full-line of under chassis inventory, PTOs, and hydraulic products. The transition helped them to capitalize on this growing market segment.

In 1973, 23-year-old Rob Hetzel was hired by his father, John, who had become the company's sole owner when Forney and Antes passed away in 1969 and 1972. John remained with the company until his passing in 1987 as its chairman, while Rob assumed the role of president and general manager.

Over the years, as their inventory and services have grown, so has Wheeling Spring's reliance of Point Spring's products and expertise.

"Point Spring is one of our largest vendors," explains Rob. "What we buy most from them is driveline and PTO products, but we also rely on their expertise. They have good guys who can answer a lot of our questions."

But Rob's affection for the company goes beyond business-it's personal.

Over the years, he has developed friendships with Mike Scherer, Joe Reder and Bill Ryan. In fact, according to Rob, he and Bill together, represent the second generation of their families' enterprises-"learned the ropes together."

"I came back to the family business in 1983, ten years after Rob. I know I'm a slow study, but I learned more about the industry from Rob in those early years than anybody," says Bill Ryan. "We've always been there for each other, whether it be at the Mid-America Truck Show, drinking beers at Seven Springs or paying our last respects at our Father's funerals. Although our companies are great allies, we're great friends."

For Rob, Wheeling Spring is not the same company his father helmed over three decades ago.

Just five years ago, with increasing manufacturing liability and the affordability of springs produced by national manufacturers, Wheeling Spring abandoned its spring making to focus on more profitable offerings, including a full line of clutches, batteries and brakes and their growing service business.

But their evolution continues. Recently, Wheeling Spring became a full-fledged retail and service center for equipment like snowplows, lift gates and spreaders.

"This is an entirely different company that existed in the 1970s,"



23rd & Main, Wheeling, West Virginia, 2001

Rob admits. "We have had to change with the times. Even McDonald's doesn't just sell hamburgers any more."

Whatever transitions the company has undergone over the years, the results speak for themselves. Wheeling Spring currently employs 16, including eight mechanics, and performs more than 70 car and truck alignments each week.

But like other ventures that have endured the test of time, great inventory and extensive service capabilities only account for some success-good employees are the cornerstone.

"I've got a great group of guys who have been with me a while and even the new guys coming up in the ranks are capable, conscientious workers who enjoy what they do. This has been critical to our longevity."

Rob continues, "We have a great customer base throughout the tri-state area and as the industry has gone 180 degrees from when I first started, we've adapted well and survived. It's a real testament to our personnel."



Louisville Truck Show, 1993

From left to right: Joe Reder, Bill Ryan, Jr., Joe Teed, Rob Hetzel, and John Hetzel, Jr.

Point Spring and Brake Pro, Ltd.

Continued from Page 1

regular duty use, excellent brake torque output yet quiet braking. CM243 is FMVSS 121 axle rated from 25,000 to 29,000 lbs. It combines 1) unique conformability characteristics (lining beds in easily to various drum surface conditions) with 2) transfer film chemistry (creates a controlled, conditioned braking surface interface) in a 3) metallic matrix, which allows more heat transfer during braking resulting in lower heat build up and more mileage. CM243 and CMT243 are the best overall friction formula values in the industry.

Brake Pro, Ltd. also launched a new, medium-duty disc product in the fall of 2003. CMD85, "Canadian Metallic Disc 85," also incorporates transfer film chemistry in its formulation to provide superior braking power, long life, and quiet operation. CMD85 is the result of a three-year R&D project, whereby BPL "benchmarked" the two best competitor products in the market to establish "best in market" performance characteristics.

Brake Pro, Ltd. believes that friction materials should be designed to be application specific. BPL offers numerous friction formulas to guarantee performance for fleets' specific application and use. BPL believes that a friction compound must be designed with the customer and his trucking needs as the primary focus. This policy has helped Brake Pro customers solve many friction problems. George Sinagra, Point Spring and Driveshaft Regional Sales Manager said, "Brake Pro strives to maintain a cutting edge technological position, and we foresee a bright future through this partnership."

Leading the way in research and development in the brake industry, Brake Pro, Ltd., which developed and patented the very successful Integrablok™ transit friction product line, is now developing other exciting new materials that utilize "Transfer Film" technology, conformability concepts, in a metallic matrix for the absolute "best value" in braking. This new friction technology is designed to reduce brake application heat and therefore, lasts longer and brakes more efficiently. CM243, successfully marketed for two years, leads this new array of products, which will complement BPL's current CM product line (CM 14, CM 16, CM 18, CM 20, CM 29, CM22A-1, CM 42, CM 46, CMD85). Ask your Point Spring representative to bring you more information on these industry advances or on the value that BPL's friction line can bring to your business.

Brake Pro, Ltd. and Point Spring and Driveshaft have formed this alliance partly due to Point Spring's dominant position within its marketing area. Point Spring and Driveshaft offer complete coverage in hydraulic and all air products and have a state-of-the-art reline center, allowing both companies to grow brake shoe distribution through out the marketing territory and beyond. Point Spring and Brake Pro will merge some resources to help distribute friction to both the end-user fleets and other heavy-duty distributors.

To help support this alliance, Bob Shelton of Brake Pro, Ltd. will be available to call on all customers with your Point Spring sales representative. Bob can also be called on to perform clinics and troubleshoot brake system applications. Bob was recognized as Brake Pro's salesman of the year in 2003 and is extremely excited about the opportunities that this alliance brings to both organizations. Also, supporting this initiative is Jim Weiker, who has recently joined Brake Pro as Director of U.S. Aftermarket Sales. Jim brings over 38 years of experience from Dana Corporation to Brake Pro and is very familiar with the managers and branches of Point Spring and Driveshaft. Both Brake Pro and Point Spring have developed aggressive targets for growth during the second half of 2004 and hope to introduce Brake Pro products throughout the region. Brake Pro maintains a tech "Hot Line" with certified master mechanics available to help solve brake problems for all Point Spring and Driveshaft customers. Brake Pro Tech Services can be reached at 1-888-327-2533 or call Bob at 215-300-8722.

As two industry leaders, Brake Pro, Ltd. and Point Spring and Driveshaft plan to work to make a difference for our customers. Both companies realize the importance of the fleet, the end user in the business of manufacturing and distribution, and our new alliance will benefit both companies and the customers alike.

BrakePro Application Guide

Construction, Mining And Heavy Haul

GAWR/AXLE	STANDARD	LONGER LIFE	OPTIMUM
20,000 lbs	CM14	CM16	
23,000 lbs	CM18	CM20	CM22A1
25,000 lbs	CM29		CM24

City Delivery And Line Haul

GAWR/AXLE	STANDARD	LONGER LIFE	OPTIMUM
20,000 lbs	CM14	CM16	
23,000 lbs	CM18	CM20	CM22A1

Refuse

GAWR/AXLE	STANDARD	LONGER LIFE	OPTIMUM
20,000 lbs	CM14	CM16	
23,000 lbs	CM18	CM20	CM22A1
25,000 lbs	CM29		CM24
26,500 lbs	CM29		

School Bus

GAWR/AXLE	STANDARD	LONGER LIFE	OPTIMUM
20,000 lbs	CM16	CCM2420	CM18
23,000 lbs	CM20	CM22A1	CCM24
Disc Pads	CMD35A/37	CMD85	

Transit Coach

GAWR/Axle	Standard	Longer Life	Optimum
26,000 lbs		CMT22A1	CCMT24
29,000 lbs		CCMT24	

New Castle Open House A Big Success

On Wednesday, May 19th, New Castle's Valley Spring & Driveshaft was one exciting western Pennsylvania destination.

Employees and owners from more than 65 customer companies were on hand to mingle with friends and associates, explore the product offerings from 24 vendors and dine on fabulous picnic fare provided by nearby Muddy Creek BBQ. Making the 40-mile trek from the Point Spring corporate offices to join the guests were Dennis McCloskey, Joe and John Reder, Bill Ryan, Mike Scherer and new marketing intern, Ryan Connelly.

Open House participants got to witness live demonstrations that showcased the diagnostics of the Bendix Anti-Locking Braking System on a brand-new tractor that was brought to the site straight from the dealer lot. Real-time demonstrations were also available to show customers the efficiency of the FleetCross Cross-Reference Software program, the web-based electronic parts referencing system used in every location company wide.



Thanks to everyone for making this Open House a tremendous success.

Marketing Corner

Does your parts supplier have...?

- 55 delivery vehicles servicing the needs of the tri state area?
- an average 10 years experience working for the same company?
- Internet access at all locations to enable fast and efficient searches for the latest information and technical data on Heavy-duty Truck Parts?
- the capability to provide in-house training at your business free of charge?
- over 77 years experience in the industry?

If you answered "No" to any of these questions, then maybe you should reconsider your choice of parts suppliers.

Current Sales Promotions

- Annual School Bus Inspection Components
- Gent-L-Kleen hand care products
- OTC Tools

Look for these Promotions coming soon

- Winter Goods flyer
- Delco Remy Starters & Alternators

OPEN HOUSE!

No matter the season, a fun and informative open house is always right around the corner.

On September 15th, Point Spring & Driveshaft will host the next Open House at old Route 66 in Greensburg.

As always, vendors, good food and even better company will be in abundance.

**The only thing we need is YOU!
Look for your invitation in the mail soon.**

POINT SPRING'S UNBEATABLE COMPETITIVE ADVANTAGE: Experienced, Knowledgeable Employees

Starting this issue, we are launching a new column that commemorates the anniversaries of our employees with the company. We are blessed to have an abundance of loyal, experienced and hard-working personnel.

We'd like to take this opportunity to congratulate the following members of the Point Spring family on their past accomplishments and to wish them many future successes.

The following employees recently celebrated their five-year anniversary:

- Debra Rose, Accounts Payables - Corporate Office
- Neva Szost, Executive Assistant - Corporate Office
- Rian Anderson, Mechanic, New Castle
- John Bush, Inside Sales, New Castle
- John Peluso, Delivery Driver, New Castle
- Daniel Burns Sr., Delivery Driver, Island Spring
- William Freeman, Delivery Driver, Clearfield
- David Grubb, Inside Sales, Harrisburg

The following employee recently celebrated his ten-year anniversary:

- Albert Bashur, Manager, Greensburg

**We are blessed
to have an
abundance of loyal,
experienced and
hard-working personnel.**

The following employees recently celebrated their 15-year anniversary:

- Kenneth Wood, Delivery Driver, Greensburg
- Michael Maloney, Inside Sales, Island Spring
- James Meussner, Inside Sales, Island Spring

The following employees recently celebrated their 20-year anniversary:

- Mark Scherer, Purchasing Agent - Corporate Office
- Stephen Perkins, Mechanic, West Virginia
- Robert Scherer, Manager, West Virginia
- Marshall Lucas, Inside Sales, Greensburg
- Michael Kubisiak, Driveshaft Specialist, Island Spring
- Ronald Foster, Warehouse, Clearfield
- Joyce Miller, Administrative Assistant - Clearfield

The following employees recently celebrated their 25-year anniversary:

- Joseph Reder, Regional Sales Manager, Corporate Office
- Burton Graffius, Brake Lining Technician, Brake Lining Supply

The following employee recently celebrated his 30-year anniversary:

- Daniel Kubisiak, Auxiliary Power Specialist, Pittsburgh

*Happy
Anniversary*

15th Annual PSD Golf Scramble A Swinging Good Time

When the calendar turns to June, the long-awaited summer equinox is looming, fathers will soon be celebrated across the land and almost 200 golfers are gearing up to hit the links for the annual Point Spring Golf Scramble. This June was no exception.

On Friday, June 18th, 188 golfers-the good, the bad and the ugly-converged on Stonecrest Golf Course in Wampum and Fox Run Golf Course in Beaver Falls on a quest for of the always elusive hole-in-one and the accompanying prize-a 2 year lease on a brand new car.

While no one drove away in a new ride, everyone had a great time, enjoyed a delicious steak dinner and many valuable prizes.

Despite the unusual amounts of rain this year and the abundance of "new water hazards"; mainly clear skies prevailed and the temperatures peaked in the upper 70s. However, some golfers were much hotter. Check out the lists below for a line-up of award-winning foursomes.

View the photos taken throughout the day online in August at www.pointspring.com.

PUTTING CONTEST RESULTS

Stonecrest Finalists:

Stu Johnson - Montour School District
Ward Humberson -
Humberson Truck & Parts

Fox Run Finalists:

Jack Yingling - Kephart Trucking
Rich Henry - NB Trucking

Winner:

Stu Johnson - Montour School District -
Won \$368.00

All other finalists received a \$50.00 Gift Certificate for the Fox Run Pro Shop



FOX RUN RESULTS

Closest to the Pin, Hole #6

Ken Metheny, Mel's Truck Service, Rescue Wood

Longest Putt, Hole #7

Joe Reeder, PSD, Ashworth Windshirt

Closest to the Pin, Hole #9

Aurie Weaver, Good Tire Service, Rescue Wood

Longest Drive, Hole #10

Steve Smoral, Parker Hannifin, Bullet Driver

Longest Putt, Hole #14

Ken Haney, Portersville Sales, Ashworth Windshirt

Longest Drive, Hole #18

Bob Rivello, Arnold Barris Trucking, Bullet Driver



L - R Gary Kelley, Ken Haney,
Bob Rivello, Jim Nelson

1st Place Team - With a final score of 60

Arnold Barris Trucking
Jim Nelson & Bob Rivello
Portersville Sales
Gary Kelley & Ken Haney

2nd Place Team -

With a final score of 63
Mel's Truck Service
Mel Humberson & Ken Metheny
PSD
Ed Robinson
Ward Trucking
Dennis Moughemer

3rd Place Team - With a final score of 64

Aim Nationalease
Chris Disantis & Joe Shelters
Dean Dairy
Mark Lorenz
John Wilson

STONECREST RESULTS

Closest to the Pin, Hole #2

Ken Briggs, PSD, Rescue Wood

Longest Drive, Hole #6

Tim Murphy, PA. Turnpike Commission, Bullet Driver

Longest Putt, Hole #9

Bob Shelton, Brake Pro, Ashworth Windshirt

Longest Drive, Hole #12

Jeff Mundy, W.L. Roenigk, Bullet Driver

Closest to the Pin, Hole #14

Ed Barrickman, Dick Corp., Rescue Wood



L - R Bill Roenigk, Chad Palko,
Jeff Mundy, Jim Roenigk

1st Place Team - With a final score of 59

W. L. Roenigk
Bill Roenigk Jim Roenigk
Jeff Mundy Chad Palko

2nd Place Team - With a final score of 62 (Tie Breaker)

Waste Management
Terry Stombaugh Bob S.
Tony Bonifati Bob Mooney

3rd Place Team - With a final score of 62

P.R.N. Ambulance
Bob Luffy & Mike Krespy
Triangle Suspension
Carlos Zapata
Haldex
Tom Jackson

Employee Spotlight

John Locke Purchasing Agent Point Spring & Driveshaft Co.

When John Locke took a part-time job at Lawrenceville's Brake Drum & Equipment Co. in the summer of 1980, the Keystone Oaks High School senior was simply looking for some spending money. On June 15th of this year, he celebrated his 23rd year with the company.



"I had absolutely no intention of ever staying," quips the 40-year-old Bethel Park resident.

In his early days with Brake Drum, John spent his days toiling in the brake shoe reline shop or warehouse, making deliveries and filling in wherever needed.

Following his senior year and acceptance of a full-time position with the company, John joined Brake Drum as its newest purchasing agent, a position he still holds today. While his job title hasn't changed over the years, his responsibilities certainly have with a wider inventory of parts, more customers, and the additions of Point Spring locations upon the merger with Point Spring in 1997.

"It's hard to believe that the Brake Drum acquisition took place seven years ago," says Bill Ryan. "Although we had our setbacks, it's been a huge success. One thing for certain is that it couldn't have happened without John Locke. From the very beginning he dug right in and made things happen. He brought considerable talent to the new company. His sense of humor helped us get through some tough times."

Each year, John, now working from the Corporate Headquarters at Neville Island, personally buys between four to five million dollars in inventory for the company's nine locations. Some of his primary product lines are heavy duty brake drums from Gunite, steel and aluminum rims from Accuride, wheel seals from Stemco and Chicago Rawhide.

While every location can place orders directly for emergency shipments and "vehicle down" circumstances, 80 percent of the parts in all Brake Drum/Point Spring locations are purchased by John or another purchasing agent.

In addition to order placement, John and the three-man purchasing team has numerous other responsibilities, including pricing, annual inventory returns, and negotiating discounts for everything from inventory to inbound and outbound freight rates.

Today, John spends his spare time working around his Bethel

Park home that he purchased in 2002 and admiring his beloved Honda Goldwing motorcycle that he "used to have time to ride."

Today, his life is a little slower than it used to be, thanks to the arrival of daughter Sabrina five years ago. Instead of hopping on his bike for weeklong jaunts to the Smokey Mountains, Myrtle Beach or Nashville, you're more likely to find him riding a swing with his daughter and wife Sherry at nearby South Park. And that's just fine by him.

Craig McCall Service Manager

In 1981, Raiders of the Lost Ark hit movie theaters, MTV hit the airwaves and a 21-year-old Craig McCall hit the ground running at his new job with Point Spring & Driveshaft.



That year, Craig launched what would turn out to be a long tenure with the company 23 years ago at Point Spring's now-defunct Oakland location after being laid off from a Lawrenceville-based manufacturing plant.

Back then, he called the spring shop home and eventually became foreman of that department.

However, like other smaller spring manufacturers during that time, Point Spring stopped making their own springs in 1994, a shift that catapulted Craig 25 miles away to Neville Island and a new position in the hydraulic repair department.

"It was like riding a bike," says the Whitehall resident.

In 1999, Craig made another move. He became a service manager, a position he still holds currently. He currently oversees a staff of five mechanics.

When asked about his longevity with the company, the 44-year-old simply says that he "likes the camaraderie around here."

Another factor is Bill Ryan, who Craig jokingly claims has adopted him.

"Craig truly represents the spirit of family at Point Spring. Whenever the company was in need, Craig was there. From accepting a variety of positions and doing a fantastic job to serving as a pallbearer at my dad's funeral, I could always count on Craig. He's part of the backbone of Point Spring," exclaims Bill Ryan.

Away from work, you can find Craig along with his wife Gina and their two children, Katie, 9, and Nicholas, 8, working under the hood of an old car, or tromping through forests across the state in search of bear, deer, and other small game.



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.