



# **BRAKER BRAKER**

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

## **The New E-Z Grip Bendix Brakes**

**W**hen you hit the age of 75 you may think it's time to slow down and relax, but that's not the case for the team at Bendix Commercial Vehicle Systems. Since 1927, this industry leader, with over 1,800 employees, has been hard at work developing and delivering braking and active vehicle safety system solutions to you, and it's still going strong.

Bendix remains firmly committed to its vision of becoming the leading worldwide supplier of active vehicle safety systems for the commercial vehicle industry. It is a proud member of the Knorr-Bremse Group, the world-renowned, German-based systems supplier celebrating 100 years of expertise in advanced braking technology and global development.

Bendix has been a partnering WD vendor with Point Spring & Driveshaft/Brake Drum & Equipment Co. for over 25 years. We are both dedicated, customer service-driven companies, and over the past year have been developing a strategic alliance to further both companies' potentials. Since the July 2004 launch conception of the Bendix Spicer Foundation Brake LLC, the new wheel-end joint venture of Bendix Commercial Vehicle Systems and Dana Corporation, we have been making strides towards renewed efforts of taking our alliance to new statures heights.

Among its most recent activities, July 1, 2004 marked the launch of Bendix Spicer Foundation Brake, a wheel-end joint venture between Bendix and Dana Corporation. The joint venture offers a comprehensive range of wheel-end brake products, including S-Cam, air disc brakes, slack adjusters and actuators, plus a full array of related aftermarket parts for medium- and heavy-duty commercial vehicles across North America.

That means more choices and an even higher level of premier customer service, expertise and performance for you.

In addition to its headquarters in Elyria, Ohio (a city about 20 miles west of Cleveland) the company also has manufacturing plants in Frankfort, Kentucky, Huntington, Indiana and Acuña, Mexico. Bendix distribution centers are strategically located throughout the US, Canada and Mexico for quick delivery to customers from coast to coast.

Bendix continues to help dealers and distributors, like Point Spring, keep North America's fleets and owner-operators on the road with a complete line of top-quality genuine Bendix aftermarket parts, and an extensive sales & service network ready to respond, whenever and wherever you need it.

The high-performing, long-lasting line of genuine Bendix air treatment products, like those featured in our locations through March 2005, can help you run clean and dry when the cold weather starts to hit. Every Bendix part is rigorously tested, backed by a powerful warranty, and engineered to keep your brake system in spec, just what you need when the winter winds start to blow.

For more information about genuine Bendix parts and service, including the full line of dryers and replacement cartridges, visit the Point Spring location nearest you today or call Bendix at **1-800-AIR-BRAKE (1-800-247-2725)**.

### **Bendix's Brake Benefits**

- Enhances grip & wrist comfort; reduces hand & wrist fatigue & vibration due to frequent parking brake applications.
- Installs in 2 minutes with no tools.
- Economical
- Perfect for school buses
- Also for use on straight trucks with PP-DC valves

### **Inside This Issue**

Bendix Hot & Cold Facts .....	2
Recent Flood Can't Dampen Skinner .....	3
Marketing Corner .....	4
Employee Spotlight .....	5
Point Springs Unbeatable Competitive Advantage: .....	7

## The New E-Z-Grip for Parking Brake Push-Pull Buttons

**N**ew regulations in many states require school bus drivers to apply the parking brake at every stop. That could be as many as 200 times a day, which can lead to hand and wrist fatigue. Parking brake valves, meanwhile, were intended to be used only five to six times per day. E-Z-Grip allows for easier operation of the parking brake. It minimizes vibration, gives drivers a better grip and reduces hand and wrist fatigue. It's economical and easy to install. You just unscrew the button handle, slip on the cover and reattach the piece to your vehicle.

**Easy on your hands.  
Easy to install.  
E-Z-Grip™ Soft Button Cover.**

## Considering New Disc Pads?

*Now's the time to start using model BX7 Formula Blue Brake Pads.*

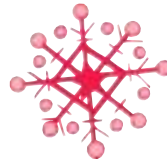
If you presently use Carbon Metallic® brand pads from Performance Friction Corporation...*It's time to change to model BX108 Formula Blue™ Brake Pads.*

If you presently use Z rated® brand brake pads from Performance Friction Corporation...*Now's the time to start using model BX7 Formula Blue™ Brake Pads.*

Formula Blue™ pads offer a competitive price and top quality performance—just what you'd expect from the brake experts at Bendix Commercial Vehicle Systems.

### Formula Blue™ disc pads offer:

- Six industry standard FMSI styles, delivering broad coverage... for over 90% of the key medium-duty vehicles in your market.
- Two advanced formulations... model BX108 friction material is a premium formulation and model BX7 friction material is for heavy-duty applications that deliver a long-wearing, quiet running pad.
- Field proven performance—through four years of on-the-road experience with a number of truck fleets, representing millions of miles of service in a variety of vocations and environments.
- Long-wearing durability... to help you save time and money with longer intervals between pad changes.
- Equivalent to superior performance... vs. major brands of competitor products when tested for fade & recovery, rotor & pad wear and braking effectiveness.



## Hot Tips for Cold Days!

**Maintaining your vehicle in the winter months isn't always easy. Here's how you can save time and money from the brake system experts at Bendix Commercial Vehicle Systems.**

**Cold Fact:** At temperatures of 25° degrees or below at highway speeds, water in your air brake system can freeze within 15 minutes and disable your system.

**Hot Tip:** Bendix® air dryers and cartridges remove 95% or more of the water vapors from the air that passes through them into your air system. Maintaining your dryer, cartridge, heater and purge valve will allow for proper operation.

**Cold Fact:** Discharge line blockage, due to freeze-ups or other causes, may lead to excess build up pressure that can damage the compressor and/or engine.

**Hot Tip:** The ST-4 safety valve (Bendix part number 131081) relieves excess pressure above 250 PSI built up in the compressor head, preserving the compressor and the engine.

**Cold Fact:** Moisture can seep into the head of the governor and freeze, interfering with governor operation and, consequently, the proper functioning of the entire air brake system.

**Hot Tip:** The Bendix D-2 governor (Bendix part number 284358) is equipped with high/low temperature o-rings and a weatherproof cover to prevent moisture seepage.

**Cold Fact:** Unheated DV-2 automatic reservoir drain valves can freeze open (which drains all the air from the reservoir) - or freeze closed (which prevents the reservoir from draining).

**Hot Tip:** Replace your unheated DV-2 valves with heated DV-2 valves that prevent valve freeze-ups. (Bendix part numbers 284412 or 284795).

## Recent Flood Can't Dampen Skinner Pontiac- Buick-GMC Customer Commitment

**W**hen Hurricane Ivan blew through New Bethlehem in September, people soon learned that it would take more than rising floodwaters to keep Skinner Pontiac-Buick-GMC Truck from operating and servicing their clients.

Fortunately, Skinner's extensive truck and car inventory was spared when the Redbank Creek spilled over its banks, but the parts department took a direct hit in the form of three feet of muddy waters. But despite the monumental clean-up task at hand, the three-man parts team kept the department operating throughout the process, thanks to their steadfast commitment to their customers and a little help from a friend.

Point Spring in Clearfield has been supplying Skinner Pontiac-Buick-GMC with parts and inventory for at least 25 years. But within hours of the flooding disaster, the support from Point Spring included far more than the usual delivery of suspension parts, brake pads and springs----it included Bill Freeman, manager of Point Spring's Clearfield facility.

One day following this disaster, Bill worked alongside Skinner employees who were moving boxes, clearing mud-covered floors and restocking inventory. But it wasn't a new experience for Bill.

"In 1996 when we had 14 feet of water, Bill came down to help clean up the parts department. Point Spring is always there for us," says company president, Jared L. Skinner.

### Skinner History

**A**s far back as Jared can remember, the Skinner family has been in the transportation business. In the late 1800s, his great grandfather operated HM Skinner & Sons, a company that made deliveries via horse and buggy. By 1941, Jared's grandfather and uncles continued to haul freight, but with a different kind of horse power----trucks. Following World War II, Jared's father capitalized on an opportunity to take over a GMC Truck franchise and the modern-day Skinner Pontiac-Buick-GMC Truck was born.

Today, Skinner Pontiac-Buick-GMC Truck is a well-respected operation that employs 21 people, comprises six different buildings that encompass an entire city block on Broad Street in New Bethlehem, Clarion County----the same site that the Skinner family has occupied for more than 63 years.

Jared's father focused exclusively on selling trucks during the company's infancy, but today Skinner Pontiac-Buick-GMC is a successful retailer of cars, as well as an extensive line of trucks, including heavy duty trucks and trailers. As the company's vehicle inventory has flourished over the past 70 plus years, so has Skinner's servicing capabilities.

Skinner's team of trained mechanics have the expertise and inventory on-hand to service a wide array of automobiles but, more impressively, to service every make, model, or type of truck from Peterbilt to International, also including tri-axes to log



Jared Skinner, Denny Rearick, Steve Blake, Rick Lukomski, Don Panciera, Ron Kunselman, Jerry Skinner, Holland Skinner, Tracy Hooper, Dottie Lockwood, Jared Minich, Emily Harman, Matt Shaffer, Jay Ferringier, Ray Martz, Zack Skinner, Kevin Keener, Rod Fenstermaker, Don Corbin, Alex LaBorde, Ken Lee, Darrin Kifer, Mike Williams, Donnie Doverspike, Heath Cook. (Not Pictured- Donna Shea)

Continued on Page 4

## Skinner History

Continued from Page 3

trucks. "If it's a truck, we have the parts for it and the capabilities to service it," says Jared.

Jared gives some credit to Skinner's partnership with Point Spring/Brake Drum & Equipment for the company's longevity and ability to weather some significant challenges that they encountered within the past 17 years.

Following a flood in 1996 and a devastating fire in downtown New Bethlehem several years later, many area businesses never recovered, leaving the town without a few commercial ventures and Skinner Pontiac-Buick-GMC down a few good customers.

The other serious challenge came from a change within the trucking industry.

"In 1987, GMC stopped building Class 8 trucks, explains Jared. "We had to make a decision on what we were going to do."

Ultimately, Skinner decided to add some aftermarket products from Point Spring, including PTOs and hydraulic pumps, and they also became more involved with brakes, suspensions and springs. The partnership with Point Spring allowed Skinner to broaden its expertise to every car and truck on the road.

To keep Skinner stocked in the vast quantity of parts they need to service such a wide array of vehicles, a delivery truck arrives from Clearfield each day, making Point Spring Skinner's biggest aftermarket vendor.

"If we had not expanded into these other parts that Point Spring offers, we wouldn't have survived," admits Jared. "We now have the capabilities to service any make of truck with every available part, and we draw customers from throughout western Pennsylvania, Ohio and West Virginia. We can service a much broader line of vehicles than ever before."

"The strength and competitiveness of Skinner-Pontiac-Buick-GMC Truck is evident through their survival of some serious challenges, while thriving in spite of them," says Point Spring sales rep Dave Nelson. "Their willingness to adapt and their smart decisions have really paid off."

## Marketing Corner

### Electronic Statement & Invoice Delivery Now Available

**W**ith apologies to the U.S. Postal Service, Point Spring & Driveshaft is shifting the distribution of their invoices and billing statements from traditional postal delivery to a quicker, more economical and efficient electronic system via the Internet.

In August, Point Spring began testing the electronic delivery of invoices and billing statements with Ameriquest, a longtime customer. Through that trial period, the time-saving system performed well and is now available to every Point Spring/Brake Drum customer.

While traditional postal delivery is still an option for interested customers, Point Spring anticipates that most will shift to the more convenient electronic delivery since it's a win-win for Point Spring and its customers.

"These new capabilities save time, postage and manpower and make our accounting procedures more efficient, while getting our customers information they need quicker than ever before," says Dennis McCloskey, speaking on behalf of the Point Spring marketing committee.

For customers interested in receiving their invoices and statements electronically, simply call the billing department at 412-264-3152 Ext. 211 or email [billing@pointspring.com](mailto:billing@pointspring.com).

### Improved Website Unveiled in August

If you haven't stopped by [www.pointspring.com](http://www.pointspring.com) lately, you may want to check out the improvements that made their debut on August 1st. Visitors will experience a more user-friendly site that includes an easier-to-navigate menu, links to all store locations, a corporate history and product pages. But more enhancements are still to come.

"The site is still evolving," says Dennis McCloskey. "In fact, we plan on launching shopping cart capabilities in the first quarter of next year so customers can place orders online quickly and easily."

Stay tuned.



# Employee Spotlight

## Dave Albitz

**D**ave Albitz got a lucky break in 1986 when a newly hired employee at Island Spring failed to report for his first day's work. This newly created location, in need of a quick replacement, found what they were looking for in 24-year-old Dave Albitz, a recently laid off automatic transmission mechanic from Greentree.



Not only was it good timing, but it was also the launch of a long and satisfying career with the Point Spring Co.

Dave was hired at Island Spring to install springs on trucks, but he soon realized that the position did not suit his interests. "I quickly discovered that I didn't enjoy installing springs on garbage trucks; I did everything I could to get away from that," Dave admits.

With a background in transmissions, Dave used his knowledge of auxiliary power to jockey for a job that involved PTOs, pumps, valves, engine mount pumps and other hydraulic components. He was soon engrossed in learning about auxiliary power products available through vendors and partners like Commercial, Parker, Tyrone and Chelsea.

Today, Dave is the company's auxiliary power specialist whose knowledge and expertise is widely respected by dozens of customers each month who seek his help in equipping their dumps, tractors and cranes with customized hydraulic equipment.

Island Spring's largest customer base for such products are body builder companies that take original equipment from Ford, Chevy and other manufacturers and customize them with various hydraulic equipment for retail sales.

Island Spring is a regional top-seller of hydraulic parts, but the location also is well-known for installing and maintaining power equipment.

"Dave's superior hydraulic knowledge, technical expertise and high level of customer service have been a huge contributing factor in placing Point Spring & Driveshaft Co. among the elite auxiliary power distributors in the country" states Joe Reder, Regional Sales Manager.

While Dave dispenses most of his advice over the phone or over the counter, he still spends a lot of time "getting dirty" under trucks. "I don't physically do installations, we have mechanics for that, but I do some assisting and trouble-shooting."

"Dave has played a vital role in the growth of Island Spring. From shop work to his current position, Dave has seen and done it all. Dave will do whatever it takes to get the job done (except work Saturdays), Dave is also a terrific person and valuable employee," says Bill Collins, Island Spring Manager.

When he's not perched at the sales counter at Island Spring, the Scott Township resident is most likely at home helping his wife care for his four daughters, ages 6, 9, 11 and 16. Weekends you'll find Dave tooling around town on his old Yamaha motorcycle or whisking away his troupe for a few relaxing days at their trailer in Donegal, an excursion the family has been routinely taking for the past five years.

Dave works with colleagues he likes, doing a job he enjoys, which gives him incentives to stay put is fortunate news for Island Spring's customers.

Dave jokes, "As long as our secretary keeps bringing in home-made cookies and bread, I'll keep coming back."

## Jay Mathieson

**J**ay Mathieson of New Castle's Valley Spring & Driveshaft may call himself a salesman, but to every one else, he's the "dean" of the Point Spring sales force.



Jay became part of Point Spring's sales team when the company acquired his original employer, Valley Auto Spring, in 1982.

The expansion netted Point Spring a well-respected and successful new location, while acquiring key personnel, Jay included. At the time of the acquisition, Jay had 20 years of experience at the location, making him one of the most valued benefits of the transaction.

In 1962, at the age of 25, Jay was hired at Valley Auto Spring to work in the shop repairing and installing springs. It didn't take him long, however, to realize that what he really wanted to do was hit the road.

The following year, Jay launched what would become an extensive and prosperous outside sales career, traveling highways

Continued on Page 6

## Jay Mathieson

Continued from Page 5

and byways around a 60-mile radius of New Castle marketing his wares that include springs, air bags, suspension and braking components and auxiliary power products.

Back then, Jay called on companies like Steel Trucking, Lakeland Sand and Gravel, and Yourga Trucking. A testament to his sales talent and commitment to customer service is the fact that these same customers have remained loyal to Jay and the company for over four decades.

Throughout his 42 years with the company, Jay has witnessed many changes. The company, for instance, relocated to Harbor Street in 1969. And like other small spring manufacturers, Valley Spring stopped manufacturing springs in the 80s

due to changing regulations and rising liabilities.

"More and more trucks are on the road today so business certainly has increased over the years. Due to an increased representation of products our sales have increased four fold over my 42 years here," said Jay, a father of three grown daughters.

Dennis McCloskey and others at Point Spring value Jay's years of experience and knowledge stating that "Jay has probably forgotten more about the trucking industry than some people will ever know."

In his spare time, Jay enjoys golfing and spending time with his two grandsons.

With a 46-year marriage to his wife, Mary, and a career with the same company that spans nearly that long, it's clear to see that Jay has no problem making a commitment and sticking to it. That's a blessing to his own family, as well as his professional one.

"I like my job here," he admitted. "I turn 67 next month and as long as my health is good, I'm going to stay."

"Jay's 40 plus years of quality sales and service to our customers is unrivaled by anyone in our industry. We at Point Spring & Driveshaft Co. are very grateful and proud to still have Jay as an employee of our organization," says Joe Reder, Regional Sales Manager.

# Brake Drum Pittsburgh is MOVING!

(Currently at 36th Street in Lawrenceville)

We are on the move to better  
serve our customers...

We plan to start  
the new year  
off with a bang at  
our new location  
January 1!

Full truck service will be  
available in the near future.

Look for us at:

**1 North Main St.  
Pittsburgh, PA 15215**

This facility is located on the  
borders of Sharpsburg & Etna  
under the 62nd Street Bridge.



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

We'd like to take this opportunity to congratulate the following members of the Point Spring family on their past accomplishments and wish them many future successes. Happy Anniversary to all those celebrating these special milestones with the company.

## **The following employees recently celebrated their five-year anniversary:**

- Robert Harris, Mechanic - New Castle
- Diane Dolfi, Administration - Greensburg
- Ronald Evans, Mechanic-Neville Island
- Richard Morrow, Manager, New Kingstown
- Scott Jenkin, Inside Sales-Akron

## **The following employee recently celebrated his ten-year anniversary:**

- John Brady, Outside Sales-Greensburg

## **The following employees recently celebrated their 15-year anniversary:**

- Dennis McCloskey, Information System Manager-Corporate Office
- Douglas Bacon, Warehouse-Neville Island
- Owen Litzinger, Counter Sales-Clearfield
- Dale Shannon, Manager-Akron

## **The following employees recently celebrated their 20-year anniversary:**

- Robert Pearce, Outside Sales, Clearfield

## **The following employees recently celebrated their 25-year anniversary:**

- Michael Scherer, President-Corporate

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



*Happy  
Anniversary*



7307 Grand Avenue  
Pittsburgh, PA 15225

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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  
FAX 330-665-1197  
800-826-0673

Visit our website at [www.pointspring.com](http://www.pointspring.com).