



POWER-MOTION TECHNOLOGY
REPRESENTATIVES ASSOCIATION

FOCUS

2005-2006 Board Nominations

APRIL 2005

INSIDE THIS ISSUE:

Manufacturers Interviewing at PTRA	2
Member News	3
Lines Available	4
Welcome New Members	6
Calendar	6

The 2005 PTRA Nominating Committee, chaired by Immediate Past President Bob Newman, CPMR, has announced its slate of nominees to be presented at the Annual Business Meeting to be held Tuesday, April 26, during the Conference in San Antonio. The nominees are as follows:

The nominees for Officer for a one-year term each ending in 2006 are:

President

Mark Tsatsos, CPMR
House of Motors, Inc.
Golden Valley, MN

First Vice President

Chris Brisbane, CPMR

Brisbane Industrial Drive Co.
Jim Thorpe, PA

Second Vice President

Joel Casaubon, CPMR
Canner Associates
Sturbridge, MA

Treasurer

Ron Haynes, CPMR
Robco, Inc.
Carrollton, TX

Secretary

Jay Holder, CPMR
N.O. Holder, Inc.
Greenville, SC

Gregg Smith, CPMR, Smith Power Systems, Inc., Dallas, TX automatically becomes the **Immediate Past President**, serving a one-year term

on the Board of Directors.

The nominees for Director for a three-year term each ending in 2008 are:

Jerry Rhodes

Midwest P.T. Sales
Bloomfield Hills, MI

Robin Tetrault

Summit Agencies, Ltd.
Calgary, Alberta, Canada

Leaving Board service with the completion of their terms will be **Tom Calvario, CPMR**, Mahx F. Linster Inc., Alpharetta, GA and Allied Director **Ted Blaszk, Peerless-Winsmith Inc.**, Springville, NY.

Baseline Constant, CHANGE

by Mike Simpson CPMR, SKA Simpson & Associates, Birmingham, AL,
Education Committee Chairman

Have you ever noticed that once you think you have it all figured out, *change happens*. Most times this is good. Being aware of change makes us focus on the horizon in an effort to spot the change. This is good.

In the case of MANA and PTRA, change is good. We will be a part of a much larger, more resource

rich organization. Many opportunities for you to benefit from additional learning and networking.

Change the way you think of your level of professionalism. Adding additional levels of Certification and staying current on Continuing Education is an important component of keeping an eye to the horizon and spotting

upcoming changes. Please take a few minutes to learn more about the opportunities for improving your view of the future by checking in with the people at

www.MRERF.org.

As you prepare to attend this year's Conference, make a note to check in with Vicki Stanfa from MRERF

Continued on page 4

PLEASE NOTE

This is a one-time, special email edition of Focus. Regular mailings will begin with the next issue.

Manufacturers Interviewing at the PTRA Conference

<p>Centa Corporation 815 Blackhawk Drive, Westmont, IL</p> <p>Bob Lennon, Director of Sales & Marketing Kurt Niederpruem, President</p> <p>Products: Flexible couplings</p> <p>Open Territories: MANA 1, 2, 4, 7, 8, 9, 18, 19, 20, Canada, Mexico</p> <p>Target Markets: Industrial distribution and OEM</p>	<p>Hitachi Maxco, Ltd. 1630 Cobb Int'l Blvd., Kennesaw, GA 30152</p> <p>John Compton, Eastern Regional Mgr.</p> <p>Products: Roller chains, welded steel, leaf, attachment, specialty chains along with wastewater chain and components.</p> <p>Open Territories: Eastern Canada (Ontario, Quebec)</p> <p>Target Markets: Food, lumber, packaging, bakery, etc.</p>
<p>KWS Manufacturing 3041 Conveyor Drive, Burleson, TX 76028</p> <p>Jimmy Rios, National Sales Manager</p> <p>Products: Material handling products such as screw conveyor, bucket elevators</p> <p>Open Territories: ME, NH, VT, MA, RI, CT & ID</p> <p>Target Markets: Cement, food processing, rendering, paper mills</p>	<p>Leeson Electric, a Regal-Beloit Company 2100 Washington Street, Grafton, WI 53024</p> <p>Bud (Gordon) Pritchard, VP Sales & Marketing</p> <p>Products: Motors, gearmotors, drives</p> <p>Open Territories: Northern CA</p>
<p>Maska 180, Boul. Gagnon, Ste-Claire, QC</p> <p>Mario Lacasse, Sales Director Mario Paquin, Regional Sales Manager</p> <p>Products: Bushings, sheaves, synchronous drives, couplings and belts</p>	<p>Ogura Industrial Corp. P.O. Box 5790, Somerset, NJ 08875</p> <p>Mike Vasko, Regional Sales Manager</p> <p>Products: Electric magnetic clutches and brakes for all types of industrial and mobile applications</p> <p>Open Territories: Central and western Canada and Mexico</p> <p>Target Markets: All industrial machinery manufacturers (packaging, food processing, material handling, plant automation and document handling). Mobile equipment that is engine driven such as compressors, pumps, fans etc. and specialty automation components.</p>

Member News

Charlie Smith has entered into an agreement to purchase the **WRISCO** sales agency in Twinsburg, OH from Lou Young. WRISCO, PTRA member since 1988, has enjoyed over 30 years of successfully representing manufacturers in the Bearing and Power Transmission markets. Charles Smith, VPRM, has been an employee of WRISCO for 18 years, the last seven as Vice President and Territory Manager. The WRISCO veteran sales team includes: Charlie Smith (18 years), Carl Ingrao (17 years), Greg Mears (26 years), and Nikki Patterson as administrative assistant.

With sales offices in OH, MI and KY, WRISCO continues to provide professional and productive representation for our principals in OH, MI, KY, IN, western PA, WV and upstate NY. Warehousing operations will still be provided by Lou Young as a separate business entity for our principals. The team at WRISCO looks forward to the opportunity and challenges in 2005 and wish all PTRA members a successful new year. For more information, please email Charlie Smith at csmithwd@cs.com.

Dichtomatik has added 30,000 square feet to their main distribution center in Shakopee, MN. Additionally, Dichtomatik has purchased American Seal out of Houston, TX. American Seal is a major supplier of o-rings to North America.

Hilco, Inc., Alpha-

retta, GA, is happy to announce that **Chris Bernard** has accepted the position of Territory Manager for south Georgia. Chris comes to Hilco with a solid track record of success in south Georgia. His background in power transmission, motion control, and automation has equipped him well to service the needs of his customers through Hilco, Inc. To review this new territory, please check out their website, www.hilco-inc.com.

Kacey Enterprises, Inc., Glen Ellyn, IL, is pleased to announce the addition of **Jeff Lutz** to their sales team. Jeff brings 13 years of inside sales experience. For the past five years, he has worked in production in the food industry. Jeff's primary function will be inside sales and customer service.

Kennedy Industrial Sales, Fairfield, CT, is pleased to announce the addition of Craft Bearing to their line of power transmission products. Craft Bearing manufactures a complete line of split cylindrical roller bearings. Kennedy Industrial Sales covers the New England states as well as northern New Jersey and Long Island.

Industrial Motor & Controls (IMC), Willoughby, OH, is pleased to announce the addition of **Daido** to their line of motion control and power transmission products. Daido manufactures ANSI roller chain and specialty roller chain.

IMC has six outside sales engineers covering OH, WV, KY, and western PA. IMC's website is www.imcohio.com.

Taylor Industrial Sales Co. is celebrating their 20-year anniversary in 2005. The company has recently completed a move to a new, 10,000+ square foot office and warehouse facility located at 6362 E. Hanna Ave., Tampa, FL 33610. Congratulations to **Mike Miller** (15 years) and **Joe Dean** (10 years) on their employment anniversary dates!

Congratulations to **Bob Lewis of Rempfer & Associates**, Minneapolis, MN, on receiving **Leeson Electric's** 2004 William D. Whitney Award. The award recognizes the individual demonstrating the highest level of excellence in salesmanship and professionalism among the company's field sales associates. Bob, part of the Leeson sales team since 1994, serves customers throughout IA, southern MN, and parts of SD from his office in Jewell, IA. In his letter nominating Bob, Leeson District Manager, **John Marshalla**, emphasized Bob's willingness to "always go the extra mile and do whatever it takes" to satisfy the customer, making him the logical choice for the award.

Ogura Industrial Corporation is pleased to announce the hiring of Jim Andes as Application Engineer. Jim graduated from Kean University in Union, NJ

and BSMS in 1992 and shortly after that joined Electroid in Springfield, NJ. During his five year there, he worked in both the production and customer service departments. After Electroid, Jim Moved on to the Ingersoll Rand Co. In Edison, NJ as an Application Engineer for compressed air systems. He is looking forward to supporting the needs of the company's customers and sales representatives.

PTRA MISSION STATEMENT

The POWER-MOTION TECHNOLOGY REPRESENTATIVES ASSOCIATION (PTRA) is an Association of independent manufacturers' representatives and manufacturers dedicated to promoting the sales representation (rep) function in the power transmission and motion control industries. PTRA will strive to offer all members opportunities for education, information exchange, networking with other reps and manufacturers, plus an array of quality services designed to improve career performance and professional stature.

Baseline Constant...*Continued from page 1*

and learn first hand how you can benefit. You will be glad you did.

Your Lynn Mattis Fund is currently at \$11,706 in our goal of \$15,000. Each year you and your fellow PTR A members benefit from this with scholarships. You can contribute to this fund via our website, www.ptra.org, or by check with your registration for this year's Conference.

Your Education Committee appreciates the interest and support of the membership. If you have any comments or suggestions as to how we might improve how we serve you, please let us know. If you would like to be a part of this committee, let us know.

Have a great year and we will see everybody in Texas.

**WELCOME
NEW
MEMBERS****REPS**

Premier Products, Inc.
Ken Anvender
St. Louis, MO

Transmotion, Inc.
Nick Hinds
Deux-Montagnes, QU

ALLIEDS

Praestar Technology Corp.
Jason Piatt
Waynesboro, PA

Rossi Gearmotors
Davide DePalma
West Chicago, IL

US Tsubaki
Richard Renk
Wheeling, IL

**CALENDAR OF
UPCOMING
EVENTS****2005**

September 13-14
MRERF Managing Your
Manufacturers Representative
Network Program
Embassy Suites O'Hare-
Rosemont
Rosemont, IL

September 13-16
MRERF Skills for Sales Success
Program
Embassy Suites O'Hare-
Rosemont
Rosemont, IL

October 18-20
PTDA 2005 Industry Summit
Bally's Las Vegas
Las Vegas, NV

**2004-2005
BOARD OF
DIRECTORS**

Gregg Smith, CPMR
President
gcsmith@smithpower.com

Mark Tsatsos, CPMR,
1st Vice President
satch@houseofmotors.com

Chris Brisbane, CPMR,
2nd Vice President
dchrisb@
brisbaneindustrial.com

Joel Casaubon, CPMR,
Treasurer
joel@canner.com

Robert Newman,
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rnewman@industrial-motion.com

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d.bower@dowcorning.com

John Rice
jrice@dichtomatik.us

LEGAL COUNSEL

Mitchell Kramer
mkramer@kramerandkramer.com

LINES AVAILABLE

WorldWide Electric Corp.
One Grove Street, Suite 201B
Pittsford, NY 14534
Rick Simmonds, President

Terr. Open: All states but Group I (AL, GA, MS, NC, SC, TN, VA) and Group II (AZ, CA, ID, NM, NV, OR, WA)

Product: Shaft mount reducers, worm gear reducers & helical reducers (no Win-smith reps, please)
Commission: 5%, 8% and 10% (3 price levels)

Target Markets: Distributor—PT industry, OEM/Integrator—Aggregate industry

Contact:
Email ricksi1@frontiernet.net
or call Rick or Lisa at 800-8008-2131

▲
Cleveland Gear is looking for representation in the states of MN, ND and SD. Contact **Perry Elliott** at 503-702-3456.

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POWER-MOTION
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ASSOCIATION

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WEB!
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