



# The Leader in Service

The Newsletter of the Equipment Service Association

## The Power of Networking

Paul Johnson, President, Aggressive Hydraulics

With the advent of Social Media, we all have been bombarded with this new potential to increase market and marketing activities through new forms of networking. There are even seminars, classes and countless books on how to use Social Media for networking. The conventional thought process with networking is to create new business activity with existing or prospective customers. Regardless of the mode of contact or evolution of technology, networking has been and will remain a valuable business building tool. What can't be discounted is the value of "Best Practices" that can be achieved with networking through industry Associations and Societies. Enter the Equipment Service Association.

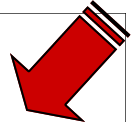
Networking with fellow service providers within the hydraulic industry for the benefit of you pursuant to best practices as well as accreditation is a primary reason why many of you are members of the ESA. Although being a member is the first step, becoming involved is not just the next progression. It is the true source of value. In previous publications we've covered the value of being accredited, now let's talk about best practices. What better way to discuss real world issues related to the business of business in the service sector than attending an ESA Conference or Convention?

This year's annual ESA Convention in New Mexico is a case-in-point on the utilization and implementation of best practices for Aggressive Hydraulics. After having sat in on and participating in meetings and activities during the course of the convention, one thing in particular stood out as the most valuable for Dave Beckwith to take back to the plant and share with colleagues. It was the session with Jep Enck of EnkResources. His message of customer service was perfect for sharing with all employees within a company that is looking to chart the course for superior and sustained customer service — where the

(Continued on page 2)

October 2011

**Discount  
Registration  
Deadline:  
October 16, 2011**



**ESA 2011 Fall  
Technical Conference**  
November 6-8, 2011  
Embassy Suites Pittsburgh-  
International Airport  
Pittsburgh, Pennsylvania

**ESA 2012 Annual  
Convention**  
April 29 – May 5, 2012  
The Menger Hotel  
San Antonio, Texas



October is Breast Cancer  
Awareness month and Fire  
Prevention Month.

## The Power of Networking

*(Continued from page 1)*

culture of customer service is within every person in the organization and is not dependent upon any one person, but the entire company.

This message was perfect for the internal process we were going through at the time, so we hired Jep to come in and speak to and work with all of our employees. He also modified his presentation to work with us on solidifying an internal process for Product Development. We even brought in our marketing company and a customer to be a part of this session to fully map out the process of the Product Development cycle from beginning to end. We already had a strong culture of being service oriented and are quite good at product development, but we wanted to get better. We also want to sustain our culture as we add new staff members both administratively and in the plant. Our employees, although maybe a little skeptical at first, embraced the process and were appreciative of our investment in them. Jep achieved the participation of everyone including the quietest members of the company. He also had us all laughing numerous times which made the experience both rewarding and fun. This was a wonderful event which will pay dividends for a long time to come as we continue to work toward new and effective business building activities.

At a high level, we as a group accomplished:

- Getting 100% of our people focused on our company direction at the same time.
- Getting everyone in the company talking about customer service, product development, and thinking about how to improve for the benefit of our customers.
- Provided unique perspectives on what we do daily and our individual role in a true team environment pursuant to continuous improvement.

This three-day event within our company would have never happened without us having representation at this year's ESA convention. Our continued success is dependent upon us finding new ways to stay ahead of the curve and providing differentiation. Thank you to everyone responsible in putting together substantive conferences and conventions for the benefit of us all.

Jep Enk, EnkResources, holds an M.S. in Human Resources from Colorado State University, and has over 20 years' management and speaking experience. Throughout his career he has focused on the "human element" in building excellent teams. He can be reached by visiting [www.enckresources.com](http://www.enckresources.com)

*I am thankful for organizations like the Equipment Service Association who are able to connect its members with valuable resources such as Jep Enck, EnckResources. The value of the information you received at an ESA Convention is well worth the investment of time and money.*

Dave Beckwith, Aggressive Hydraulics, Inc.

## From the President's Desk

With just a little over a month left before our National Fall Tech Conference, I hope that by now, everyone has made plans to attend our conference. Curt Williams, our Technical Committee chair, and his committee have put together a tremendous agenda. Starting early Saturday morning Nov. 6th with an IFPS Connector & Conductor Certification review. The hands-on and written test for the Certification will be on Sunday. Later Sunday evening we will have our Fall ESA Board of Directors meeting.

During our Board meeting it's up to our District Directors, and Committee Chairpersons to make suggestions and motions for change. If everyone would take just a few minutes out of their busy schedule to think of an idea or of a change that could help ESA grow, then write, call, or e-mail your District Director with that idea, it would help shape this association around its members. Just think, a few years ago the idea of a Scholarship Foundation was an idea of a few members, after being accepted by the Board of Directors and implemented, we now have over \$70,000 dollars in the bank, and have given out more than 44 scholarships in the amount of \$1,000 dollars each. It's up to everyone to suggest ideas and help this association grow.

But back to our Tech conference agenda! Monday Curt has a big lineup of tours for us to see. We'll be transported to Dover Ohio for a tour of Commercial Fluid Power, and R & J Cylinder & Machine. Both

companies are located only minutes apart, and both have been long time supporters of the

association. I'm sure everyone will enjoy what they have to offer. Tuesday's meeting has our supporting members giving education and training on their products, along with a lot of helpful technical information you may find useful. We have also scheduled one of our well attended roundtable discussions, which is titled "Technical Topics & Shop Operations." And that's not all, the day will conclude with another road trip and factory tour of Schroeder Industries.

So in a nut shell! We have a very worthwhile, and event filled Tech Conference coming up, and I hope you're not the only one missing out. For the only way to make change is to give us your ideas and make something happen. But remember if you're not attending for the education and tours then maybe you should attend for the socializing, and camaraderie with others in the same field. Or maybe just attend to get that time away to rest and recoup your thoughts.

Hope to see you there!

*Randy Valleroy*

Valtec Hydraulics, Inc.

randy@valtechydraulics.com

(314) 867-1100



## ESA Logo/Web site Contest Winner

Thanks to all who updated their company Web sites with the ESA logo and link to our newly redesigned Web site [www.2esa.org](http://www.2esa.org).



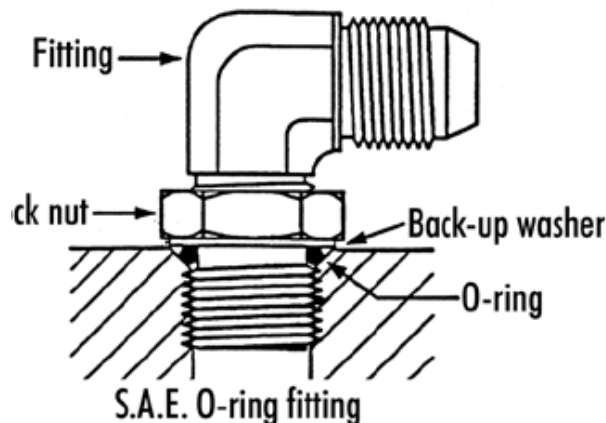
The winner for the \$100 Amex gift card goes to **Hercules Sealing Products.**

## Fun For Some

### Test your hydraulic technical skills...

The following pre-test questions are from the IFPS Mobile Hydraulic Technician Study Manual for IFPS MHT Certification. For more information, visit [www.ifps.org](http://www.ifps.org). Answers can be found on page 10 of this newsletter.

1. When installing a hydraulic Chevron V-packing, the first two V-rings are installed with the split ring joints:
  - a. 45 degrees apart.
  - b. 90 degrees apart.
  - c. 120 degrees apart.
  - d. 180 degrees apart.
  - e. 360 degrees apart.
  
2. What is the maximum U-joint angle for a shaft that is 45 inches long?
  - a. 5°
  - b. 6°
  - c. 7°
  - d. 8°
  - e. 9°
  
3. The washer on the adjustable SAE O-ring fitting shown in the figure below is used to:
  - a. lock the nut.
  - b. seal the fitting.
  - c. compress the O-ring.
  - d. position the fitting.
  - e. set the depth of the fitting.



## ESA 2011 Fall Technical Conference

**November 6-8, 2011**

Embassy Suites Pittsburgh-International Airport  
Pittsburgh, Pennsylvania

### Hotel Information:

Embassy Suites Pittsburgh - International Airport  
550 Cherrington Parkway, Coraopolis, PA 15108  
Tel: 1-412-269-9070 / Fax: 1-412-262-4119

**Rate:** \$109 + tax (includes continental breakfast and evening reception). To make a hotel reservation, please contact the hotel directly at 412-269-9070, or Toll free 1-800-EMBASSY. Reservations must be made by October 16, 2011 in order to receive the discounted rate of \$109+tax.

### Registration Fees:

	ESA Member	Non-Member
C&C Review/Test	\$ 399	\$ 425
Monday only:	\$ 90	\$ 115
Tuesday only:	\$ 145	\$ 175
Monday & Tuesday:	\$ 195	\$ 245
Spouse:	\$ 50	\$ 75

Advanced registration discount ends October 16, 2011. After that date, a \$50 late fee will be charged.

## October is Fire Safety Month

### Fire Safety Map

Have an escape plan that includes:

- Two different ways out.
- Someone assigned to help those that need help getting out.
- Someone assigned to call 911.
- A meeting place for everyone once they get out.

## Tips for Machine Safety Refresher Training

Refresher training on stationary machinery is a good way to remind workers of the risks inherent in this hazardous equipment as well as the precautions they need to take.

OSHA requires protective safety features, such as guards, to serve as a barrier between workers and the machine's feeds, points of operation, and sharp edges. Employees must not be allowed to remove, disable, or reach through a machine guard.

OSHA also requires that machines have controls that allow the operator to turn off a machine's power from a safe position.

But engineering controls like these—as important as they are—aren't enough to prevent accidents. The best protection for workers is their knowledge and commitment to operate machines safely.

### Refresher Training

Frequent refresher training on machine hazards and precautions is required to prevent machine accidents such as:

- Being caught in and crushed or mangled by the moving parts
- Pinned or crushed if the machine "walks" or falls over
- Hit by materials and debris ejected by the machine
- Shocked or electrocuted by contact with live electrical parts

When conducting refresher training, be sure to emphasize these machine safety points:

- Avoid contact with energized parts. Never reach into any area of the machine that could contain energized parts.
- Keep metal tools and jewelry away from exposed live electrical parts.
- Be sure hands and the work area are dry before handling electrical parts or plugs.

- Never try to fix, unjam, adjust, or work at a machine unless it has been properly locked or tagged out by an authorized person.
- Follow instructions provided in training and by manufacturer's operational manuals.
- Know how to turn off the equipment safely if there is a problem.
- Never skip steps in preparing to use the machine.
- Make sure there is enough lighting to see controls clearly.
- Keep hands, feet, and other body parts away from moving machine parts.
- Turn off the machine if it moves, makes unusual noises, or is not functioning properly and report the problem as instructed.
- Use tools, not the hands, to feed and/or remove material from machines.
- Wear assigned PPE (safety glasses, hearing protection), but avoid gloves, which could get caught in the machine's moving parts.
- Avoid loose clothing, such as sleeves, that could get caught in the machine, and tie back long hair to prevent entanglements.
- Give the job complete attention no matter how many times you have done it.
- Never operate the machine if you are tired, have taken prescription medicine, or have used alcohol or other drugs.

### About BLR —Business & Legal Resources

BLR is the leading provider of employment, safety, and environmental compliance solutions. BLR has been an acknowledged authority in covering state as well as federal law for over three decades, and employers know that they can count on BLR's industry-leading compliance and training solutions to keep them out of legal trouble, avoid fines, and save money. BLR offers solutions for business owners, executives, employees, and managers of HR, compensation, safety, environmental, or training for all-sized organizations and industries. Simply put, anyone worried about how their local state agency or national DOL, OSHA, and EPA legal requirements impact their organization can benefit from BLR. For more information, please visit [www.BLR.com](http://www.BLR.com) or call 800-727-5257.

## Don't Miss the ESA Fall Technical Conference November 6-8, 2011 in Pittsburgh, Pa!

You joined ESA to stay on top of the latest service, maintenance and repair information, and ESA is your resource for technical training! Plan now to attend, and/or send your service techs to the ESA Fall Technical Conference in Pittsburgh, Pennsylvania.

**At this year's Fall Technical Conference, you'll get:**

- Highly specialized technical training from leaders in the industry
- A first-hand experience of some very special plant tours
- Invaluable networking with fellow ESA Members and Seminar instructors.
- The opportunity for a one-day review and test for the IFPS Connector & Conductor Certification

### Shop/Plant Tours

**Sponsor The Tours!** Call ESA at 866-ESA-3155

- R&J Cylinder and Machine Inc. / Dover, OH
- Commercial Fluid Power / Dover, OH
- Schroeder Industries / Pittsburgh, PA

### Seminars

- "The Tube Making Process and Metallurgy"  
Presented by: Don Klesser, PTC Alliance
- "Achieving Superior Hydraulic, Lube & Diesel Fluid Cleanliness using New Technologies"  
Presented by: Gus Schroeder, Schroeder Industries
- "Safe Hydraulics Training"  
Presented by: Steve Barber, Gates Corporation

### Roundtable Discussions

"Technical Topics & Shop Operations"

### Fluid Power Conductor & Connector Certification Review and Test

Saturday, November 5 and Sunday, November 6, 2011

This program is critical to the maintenance and assembly of hose, tube, and connectors. Properly implemented, this certification will enhance the broad based knowledge of your workforce to understand the importance of conductor and connector construction and maintenance to provide a safer work environment. It will also reduce costly downtime and environmental cleanup from component failure.





ESA 2011 Fall Technical Conference: Hotel Information

The 2011 Fall Technical Conference is being held at the Embassy Suites Pittsburgh International Airport, located in Coraopolis, just minutes away from the Pittsburgh International Airport and downtown Pittsburgh.

ESA has negotiated a discounted room rate of \$109 per night plus taxes. Your reservation must be made no later than October 16, 2011 in order to secure the discounted rate. Reservations can be made by calling the hotel directly at 412-269-9070 or 1-800-EMBASSY. Be sure to ask for the ESA group room rate.

The hotel also offers, on a complimentary basis to guests, a daily full cooked-to-order breakfast, daily Manager's Reception, transportation to and from Pittsburgh International Airport and transportation to destinations within five miles of the hotel, including Robinson Town Centre. Also included in your room rate is the use of the hotel's fitness room, pool, laundry, and Business Center.

ESA MEMBER RESERVATIONS:

Call 1-800-EMBASSY before October 16, 2011!

To make your hotel reservation on-line, please visit [www.2esa.org](http://www.2esa.org) and click on the link.

Embassy Suites Pittsburgh – International Airport  
 550 Cherrington Parkway  
 Coraopolis, PA 15108  
 Tel: (412) 269-9070  
 Fax: (412) 262-4119



**Schedule of Events** (subject to change)

Saturday, November 5, 2011

8:00 AM – 4:00 PM IFPS Conductor and Connector REVIEW

Sunday, November 6, 2011

8:00 AM – 1:00 PM IFPS Conductor and Connector Job Performance TEST

1:00 PM – 4:00 PM IFPS Conductor and Connector Written TEST

7:00 PM – 9:00 PM ESA Board of Directors Meeting

Monday, November 7, 2011

8:00 AM – 11:30 AM Tour of Commercial Fluid Power

12:00 PM – 1:00 PM Lunch – sponsored by R&J Cylinder and Machine Inc.

1:00 PM – 4:00 PM Tour of R&J Cylinder and Machine Inc.

Tuesday, November 8, 2011

8:00 AM – 10:00 AM ESA Seminar – “The Tube Making Process and Metallurgy”

10:00 AM – 10:15 AM Refreshment Break

10:15 AM – 11:15 AM ESA Seminar – “Safe Hydraulics Training”

11:15 AM – 12:00 PM Roundtable Discussions

12:00 PM – 1:00 PM Lunch – included in registration

1:00 PM – 2:30 PM Seminar – “Achieving Superior Hydraulic, Lube & Diesel Fluid Cleanliness using New Technologies”

2:30 PM – 5:00 PM Tour of Schroeder Industries

**Sponsor The Tours!**  
**Call ESA at 866-ESA-3155**

Free advertising in the ESA Newsletter.

## Savings Programs Designed Specifically for ESA Members

### YRCW Program

ESA members can save on freight shipments and office products!

#### YRC

YRC offers flexible, efficient LTL solutions, including comprehensive regional and national coverage with a full suite of guaranteed, expedited and specialized services.

#### YRC Regional

New Penn, Holland and Reddaway are leaders in next-day delivery, quality handling, and on-time performance. Their comprehensive LTL services include regional, expedited, guaranteed, consolidation & distribution, and cross-border.

#### OfficeMax

OfficeMax offers members savings on more than 12,000 office products with convenient purchasing options. Members enjoy access to OfficeMax ImPress™, the perfect partner for all your print and document needs.

For more information please call 800-647-3061.

### Cintas

Cintas is the leader in the uniform industry and offers special pricing for ESA Members on uniform rentals and shop supplies. Many ESA members use this program and have saved "buckets" of money.

Call Cintas Customer Service at 1-800-795-7368!

### Member Service Group

#### Exclusive, Low Rates on Credit Card Processing

Your ESA membership entitles you to exclusive, low rates on credit card processing through Member Service Group.

Take advantage of a comprehensive portfolio of point-of-sale (POS) solutions that can be customized to fit your business needs.

For a free analysis of your current credit card program, call Paul Huntley at (888) 697-8831.

### Unishippers

Provides ESA Members with individual shipping solutions based on individual needs.

- Save money
- Make your shipping experience easy and worry-free
- Offers you one stop for all your shipping needs
- Offers you expert selection of carriers
- Accommodate special shipping needs
- Provide you with a Personal Shipping Consultant and a Customer Service Consultant

Marianne Kramer, Unishippers  
800-377-3105 / Fax 888-377-3104

### ESA's Member-Get-A-Member Program

ESA will credit your account **\$50** towards future meeting registration fees for **EVERY** new ESA Member that you recruit!

If you have a prospective new member, let us know and we'll roll out the red carpet! E-mail ESA Headquarters at [esa@2esa.org](mailto:esa@2esa.org) and we will send your contact a "Prospective Member Packet." If they join ESA, you will receive \$50 credited to your account towards future meeting registration fees.

## ESA Parts Request By E-mail

In order to e-mail the ESA Membership in a timely manner, **please direct your parts request e-mail to [ESA@2esa.org](mailto:ESA@2esa.org)**. Many of our members direct the request to Adele Kayser, and although Adele generally sends out these requests, if she is out of the office she is unable to complete your request. By e-mailing [esa@2esa.org](mailto:esa@2esa.org), another staff member will notify ESA Members of your request.



# 2011 ESA Scholarship Foundation Contributors

donations made 12/31/10 - 10/1/11

### Gold Medal Contributors: \$500 and up

- Hercules Sealing Products
- Randy & Fran Valleroy  
*in memory of Rich & Joan Valleroy*
- Rick Valleroy  
*in memory of Rich & Joan Valleroy*
- Nova Hydraulics Inc.  
*In memory of Chris Christy*

### Silver Medal Contributors: \$200 - \$499

- Devine Hydraulics, Inc.  
*in memory of Jason Devine*
- Hercules Sealing Products, Inc.
- Garrod Hydraulics, Inc.  
*in memory of Rich & Joan Valleroy and Calli Turner*

### Bronze Medal Contributors: up to \$199

- Randy & Fran Valleroy  
*in memory of Jesse Sandy*
- Billy Ray and Jane Turner
- Ron and Sandra Sandy  
*in memory of Jesse and Joan Sandy*

## Thank You.

My name is Audra Garrod and I am a senior at Indiana University of Pennsylvania. I am majoring in Fashion Merchandising and recently chose a minor in Business Administration. I am very honored to be receiving this generous scholarship from the Equipment Service Association. The money will be very helpful with my school expenses while finishing my last year. I would like to thank the ESA scholarship committee for providing the opportunity to be awarded the much needed funds towards my education. I would also like to thank my family for the continued love and support.



## I'd like to help support the ESA Scholarship Foundation!

I want to help extend educational opportunities for students of ESA members' families, employees, or employees' families.

\$ 50   
  \$ 100   
  \$ 250   
  \$ 500   
  Other \$ \_\_\_\_\_

From: \_\_\_\_\_

Address: \_\_\_\_\_

In Memory of: \_\_\_\_\_

In Honor of: \_\_\_\_\_

Do Not Publicly Acknowledge Gift or Contribution: \_\_\_\_\_

**Please make checks payable to the:** ESA Scholarship Foundation  
**Mail to:** Equipment Service Association, P.O. Box 1420, Cherry Hill, NJ 08034-0054

## November Birthdays

11/9	Rod Valleroy	Valtec Hydraulics, Inc.
11/11	Randy Valleroy	Valtec Hydraulics, Inc.
11/25	Robert Sheaf	CFC-Solar, Inc.
11/25	Joe DiMaggio	Would have been 97

**Congratulations** to Robert and Kayla Valleroy who were married on September 24, 2011. Robert is the son of Randy and Fran Valleroy.

### Welcome New Members

#### **National Tube Supply Company**

925 Central Ave.  
University Park, IL  
www.nationaltubesupply.com  
Gary Chess - garychess@nationaltubesupply.com  
(800) 279-6872

#### **Eagle Pro Industrial Tools, Inc.**

1927 Boblett Street  
Blaine, WA  
www.eagleprotools.com  
Dustin Nielson - dustin@eagleprotools.com  
(847) 894-7130

**Answers:** from Test Your Skills found on Page 5.

1. - d
2. - e
3. - c



**Join ESA on Facebook!**  
Visit [www.2esa.org](http://www.2esa.org)

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## Please Support ESA's Supporting Members

### 2011 Annual Convention

#### Sponsor

**Aggressive Hydraulics, Inc.**  
Blaine, MN  
Dave Beckwith - (866) 406-4100  
rdb@aggressivehydraulics.com

### 2011 Annual Convention

#### Sponsor

**Allegheny York Co.**  
Manchester, PA  
Chip Konrad - (800) 258-3851  
chipkonrad@alleghenyork.com

### **Alloys & Components, SW**

Dallas, TX  
Paul Caudle - (800) 441-1994  
jc@alloysandcomponents.com

### **Allied Seals Inc.**

Johnstown, PA  
Tom Musselman - (800) 544-0932  
sales@alliedsealsinc.com

### **Commercial Fluid Power**

Dover, OH  
Mike Sims - (800) 346-2601  
msims@commercialfluidpower.com

### **Cylinder Repair**

**Components**  
Robertsdale, AL  
Chris Bayley - (888) 698-1978  
Chrisb@crconline.com

### **Eagle Pro Industrial Tools, Inc.**

Lavergne, TN  
Dustin Nielson - (847) 894-7130  
dustin@eagleprottools.com

### **Fittings Unlimited, Inc.**

Arlington, TX  
Henry Shallcross - (800) 348-8467  
henrys@fittingsunlimited.com

### 2011 Annual Convention

#### Sponsor

**Hercules Sealing Products**  
Clearwater, FL  
Sonny Goldsmith - (800) 777-5617  
sgoldsmith@herculesUS.com

### **Hydraulic Repair Estimator**

San Marcos, CA  
Jack Rupe - (760) 815-1620  
rupecorp@gmail.com

### **International Fluid Power Society (IFPS)**

Cherry Hill, NJ  
Donna Pollander - (800-308-6005)  
Askus@ifsp.org

### **Lynair, Inc.**

Jackson, MI  
Jeff Perry - (517) 787-2240  
jeff@lynair.com

### **Lynch Hydraulic Mfg. Co. Inc.**

Fairmont, WV  
Courtney Harney - (304) 363-0980  
lynchhyd@wirefire.com

### 2011 Annual Convention

#### Sponsor

**Machinery Service and Design**  
Pewaukee, WI  
Rose Marie Rogge - (262) 513-8040  
sales@ms-d.com

### **Martin Fluid Power**

Troy, MI  
Michael King - 800-MFP-TROY  
sales@mfpsseals.com

### **National Tube Supply Company**

University Park, IL  
Gary Chess - (800) 279-6872  
garychess@nationaltubesupply.com

### **Parker Mobile Cylinder Div.**

Youngstown, OH  
Steve Ruth - (800) 848-5575  
mcdsales@parker.com

### **R & J Cylinder & Machine, Inc.**

Dover, OH  
Ronald Sandy - (866) 388-6744  
rsandy@rjcyllinder.com

### **Ram Pac International, Inc.**

New Berlin, WI  
Lynn Werner - (877) 388-2103  
lwerner@haderind.com

### **Reptech Gauge**

Tucson, AZ  
Andy McCann - (800) 822-0804  
Catowestern@aol.com

### **Seal Source, Inc.**

Portland, OR  
Dennis Stock - (888) 609-7325  
d.stock@sealsourceinc.com

### **SPX Service Solutions (OTC)**

Owatonna Tool Company  
Owatonna, MN  
Rick Ahrens - (800) 533-6127  
rick.ahrens@servicesolutions.spx.com

### 2011 Annual Convention

#### Sponsor

**Team Tube LLC**  
Chicago Heights, IL  
Sam Tripp - (800) 450-3454  
stripp@teamtubellc.com

### **U.S. Jack Company**

Benton Harbor, MI  
Dennis Houseworth - (800) 535-2257  
dennis42@usjack.com



# Equipment Service Association

*After the SALE, it's SERVICE that Counts!*

**PO Box 1420**  
(856) 489-0753 Ext. 10  
Office Hours:  
Executive Director:

**Cherry Hill, NJ 08034-0054**  
Toll-free: (866) ESA-3155 Ext. 10  
8:00 am - 4:00 pm E.S.T.  
Heather Phillips

**ESA@2esa.org**  
Fax: (856) 424-9248  
Monday through Friday

## ESA MISSION STATEMENT

ESA membership consists of businesses who are substantially engaged in sales or service of hydraulically, pneumatically, or electrically operated tools, components and equipment.

The objective of the Association is to aid in the advancement and expansion of the industry in all markets; promoting activities that will enable the industry to conduct itself with the greatest economy and efficiency to improve members' success in business.

ESA provides education, technical and informal services necessary for members to operate in a profitable and sound manner.

ESA is a member driven organization whose activities are conducted according to the highest standards of business practices and ethics.

## ESA MEMBER BENEFITS

- ◆ **Member Services Group:** Credit Card Processing (discount rate)
- ◆ **Cintas:** uniform rentals, shop/First Aid supplies
- ◆ **Freight Discount** (Yellow Freight & DHL)
- ◆ **OfficeMax Discount** (office supplies)
- ◆ **College Scholarships**
- ◆ **DVD Lending Library** (free rentals)
- ◆ **Coupon Booklet**
- ◆ **Monthly Newsletter** with shop tips, industry news, business issues, etc.
- ◆ **Parts Sourcing:** broadcast email sent to all ESA members to help you search for parts
- ◆ **Training:** Seminars, training, and testing

## OFFICERS

**President**  
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President@2esa.org

**Vice President**  
**Curt Williams**  
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Pittsboro, NC 27312  
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(919) 542-4677 fax  
VP@2esa.org

**Secretary-Treasurer**  
**Marc Beerman**  
Beerman Precision, Inc.  
4206 Howard Avenue  
New Orleans, LA 70125  
(504) 831-8846  
Treasurer@2esa.org

## BOARD OF DIRECTORS

**District 1**  
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(252) 746-3173 fax  
District1@2esa.org

**District 3**  
**Curt Williams**  
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**Convention Committee**  
**Janet Hauk**, Chair  
Barbara Garrod  
Mike Hauk  
Fran Valleroy

**Executive Committee**  
**Randy Valleroy**, Chair  
Curt Williams  
Marc Beerman

**Membership Committee**  
**Dan Turner**, Chair

**Scholarship & Goals**  
**Randy Valleroy**, Chair

**Technical Committee**  
Curt Williams  
Joey Strickland  
Rick Lindemann  
Sam Tripp

**Website Committee**  
**Steve Saulnier**, Chair

**Budget Committee**  
**Marc Beerman**, Chair

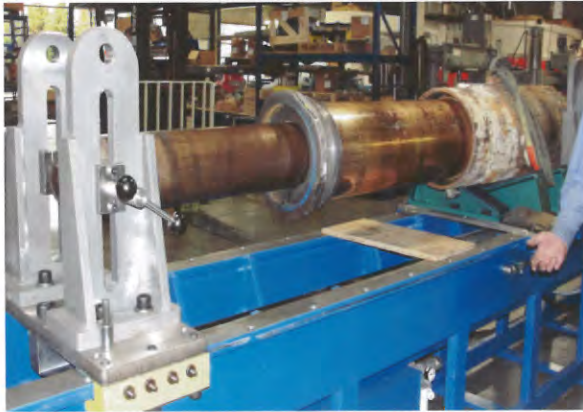
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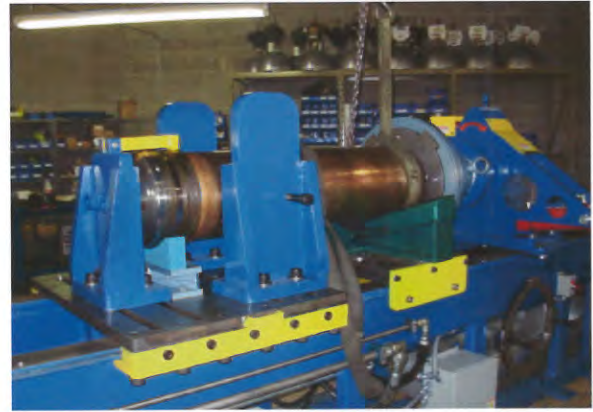




## Roof Support Cylinder Repair Machine.



Pull A Part End



Gland Removal End.

Machinery Service & Design now offers a Roof Support Cylinder disassembly machine. This machine was developed with Joy Global. The Long Wall cylinder disassembly machine is designed to break the Glands loose and pull out the stages of the cylinder. The Long Wall machine is supplied with a complete set of brace fixtures and gland tools. The Long Wall machine is available with the following options:

- Tail Stock Slide plate with 60" stroke cylinder, used to position the cylinder during Gland removal.
- Vertical Brace tool to hold out side cylinder tube during gland removal.
- Stage Brace tool used to hold cylinder stage during gland removal.
- Adjustable Cylinder support.
- Vee Block Roller Plate.
- Nut Busters from 20K to 100K
- Cylinder shaft Brace tool with elongated slot and adjustable threaded pins.

### (OTHER REBUILDING PRODUCTS)

#### Honing Machines



#### Rod Polisher Machines



### **NEW GENERATION OF AFFORDABLE HYDRAULIC REBUILDING EQUIPMENT"**

Machinery Service & Design, Inc. W232 N2960 Roundy Circle West, Suite #400 Pewaukee, WI 53072  
Phone 262.513.8040 Fax 262.513.8044 web site [www.ms-d.com](http://www.ms-d.com) Email; [sales@ms-d.com](mailto:sales@ms-d.com) 9/21/11





## HEAVY DUTY CYLINDER REPAIR MACHINE.



Machinery Service & Design now offers a Heavy Duty cylinder disassemble machine. The machine is available in a 26.5 foot or 38.5 foot length designed for overseas shipment. Domestic machine are available in longer lengths. The HD machine is designed for our 70 and 100K nut busters. The HD cylinder bench is available with the following options:

- 15 HP power unit with 18 GPM or 30 HP power unit with 30 GPM @ 3000 PSI
- Pressure Booster system for 5000 PSI cylinder Test.
- 214 Gallon Hydraulic Reservoir with additional side ports.
- Control Console with Nut Buster Control & cylinder test with air purge system.
- Automatic Slide Plate with 4" bore cylinder with 36" stroke.
- 11.5 foot Cylinder pull a part & cylinder assembly.
- Heavy Duty 24" capacity Chain Vise's
- 70 & 100K Nut Busters with Nut Runner Drive motor.
- 4.5" Square Socket Driver rated for 150K rotational torque.
- Heavy Duty Vee Block Roller plate with 6" stroke 10 ton jack cylinder.
- Data Acquisition system to record cylinder test results.



4.5" Square Socket Driver



24" Capacity Chain Vise



Vee Block Roller Plate with Lift

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—Ryan Newman



#### About Ryan Newman

- Degreed Engineer from Purdue University
- NASCAR's 2008 Daytona 500 Winner
- Driver of the "Aggressive Hydraulics" Whelen Modified car



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