

3-D Service Extends Growth to Cincinnati

Company acquires Waukesha service center

3-D Service continues its aggressive growth strategy with the acquisition of the assets, employees and equipment of the Waukesha service center in Cincinnati.

"This acquisition further enhances our leadership position in the marketplace," said 3-D President Bernie DeWees. "We intend to pursue prudent growth opportunities and moving into Cincinnati gives us geographic and capability benefits."

DeWees explained that 3-D can better serve long-time customers in the Cincinnati area as well as develop new customer relationships in southwest Ohio.

"This puts us in a much better position to serve the power service market," DeWees said.

Named as service center operations manager in Cincinnati was Ed Weimer, who has more than 30 years of experience in the power and utilities industries. Prior to joining 3-D, Weimer worked as a project engineer for Waukesha Electric Systems in Cincinnati. He also has held positions at Grand Eagle Services, Westinghouse Electric (Siemens-Westinghouse) and Eastern Electric.

"Ed is just the person 3-D Service needs to lead our efforts in this marketplace," DeWees said. "He's worked in positions ranging from sales to field service and has a thorough understanding of the systems and processes 3-D Service will be

tackling here. We look forward to Ed making a major impact for us in Cincinnati."

Weimer said 3-D's presence in Cincinnati has been welcomed by customers.

"They're thrilled that we've made this decision," Weimer said. "They recognize that we lead the field in the power system services arena. And now we're able to couple that expertise with 3-D Service's strong rotating and mechanical offerings. 3-D offers a total power service package. Customers also like the fresh approach to customer service they've seen."

The Cincinnati purchase is 3-D's second service center acquisition in two years. Last year, the company acquired a service center in Farmington Hills, Mich. ■■



GE Industrial Systems Gives Distributor Award to 3-D Service

3-D Service has been recognized for "Outstanding Sales Performance" and has received a GE Distributor Award from GE Industrial Systems. The award was presented as part of GE's Partners in Excellence initiative.

The award comes on the heels of last year's announcement that 3-D was named an executive flagship distributor of GE Industrial AC and DC motors. 3-D also was named a master affiliate distributor of GE motor parts and an authorized GE motor service center.

"We're truly honored with this award," said Bernie DeWees, 3-D Service president. "We've always been proud of our affiliation and history with GE Industrial Systems, which we have viewed as a true partnership. To be recognized with this award solidifies our relationship."

GE Industrial Systems is a worldwide leader in integrated industrial, electrical and security equipment, systems and services. The company's mission is to bring to customers the latest technologies to distribute, protect and control energy and equipment, and to provide premises management. The company services industrial, utility, commercial and residential customers.

"When you represent a global company like GE Industrial Systems, you value a close and strong partnership—and that's what we have," DeWees said. "We look forward to servicing and selling GE equipment for a long time."

Experienced Pros at Work in Cincinnati

Ed Weimer heads a group of experienced personnel at the 3-D Service Center in Cincinnati. Start with Weimer, the field service manager, who has more than three decades of experience (see cover story).

The center's service engineer is Bill Winslow, who served in a similar position with Waukesha Electric. Bill began his career as an engineer with Westinghouse Electric (Siemens-Westinghouse) in Cincinnati and remained there for more than 20 years.

He also held a similar position with Eastern Electric/Grand Eagle. His experience in field service includes warranty, startup, maintenance, project design, coordination and supervision.

Tony Humbert is senior field service engineer. He also worked for Waukesha, Grand Eagle and Westinghouse. His experience in power



3-D's Cincinnati team has the expertise to tackle any power system service challenge.

distribution equipment spans more than 20 years with special expertise in vacuum conversions and switchgear installation.

James Richmond and David Ward are the center's field service technicians. James is a 23-year veteran of the power distribution industry, which included time with Westinghouse, Grand Eagle and Waukesha. He has extensive experience in transformers, medium- and low-voltage breakers, and switches. David has 25 years of experience in electrical circuits, switchgears and breakers.

PRODUCT PROFILE

POWER SYSTEM SERVICES

With the recent acquisition of its service center in Cincinnati, 3-D instantly became a leader in the area of power system services.

The company's full line of power system services includes:

- Engineering & Analysis
- Preventive Maintenance

3-D takes particular pride in its on-site Custom Bus Fabrication Services, which include:

- Exclusive Bus Cart, Made for Field Fabrication
- Special Designed Travel Trailer
- Stocked Hardware and Insulator Cabinet
- Common Size Copper Bus in Stock
- Emergency Service
- ISO Phase Bus Service and Repair
- Intricate Bus Configurations
- Engineered Bus Solutions
- Epoxy-Coated Bus
- Rectifier Bus Additions/Modifications
- Shear, Bend, Punch Up to 1/2" x 6" Copper Bus Bar
- Consistent Repetitive Bends
- Match-Up Switchgear Additions
- Shop-Manufactured Fluidized Bar

If you have any questions about 3-D's power system services, contact **Ed Weimer**, general manager of the Cincinnati service center, at **513-671-5440**. Or check out 3-D's website at www.3-dservice.com.

AK Steel Recognizes 3-D Service for Injury-Free Work

Safety is always emphasized on the job, but accidents still occur. An injury-free record, especially for a full year, isn't an easy achievement.

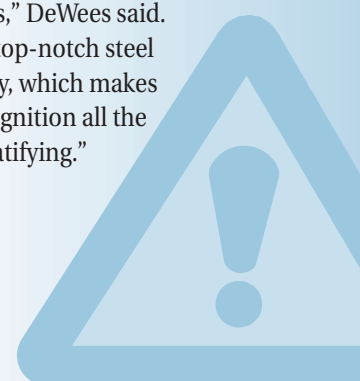
But 3-D Service employees managed to work 979 hours at the Middletown, Ohio, mill of AK Steel Corp. without a single accident or injury. AK Steel took notice and recognized 3-D for its accident- and injury-free performance.

How did they do it? According to 3-D President Bernie DeWees, it all started with 3-D's emphasis on safety in the workplace, no matter where that workplace is.

"Safety is at the forefront of everything we do, so we take great pride in our successful track record," DeWees said. "This recognition is especially rewarding because AK Steel is one of the leading industrial companies in the nation and a company that puts a tremendous emphasis on safety."

That's because safety is imperative for AK Steel, which employs more than 10,000 employees at eight plants including Middletown. AK is a producer of flat-rolled carbon, stainless and electrical steel products.

"We are really honored to have AK Steel recognize us for our safe work practices," DeWees said. "AK is a top-notch steel company, which makes this recognition all the more gratifying."



Service Centers Upgrade to ISO 9001

“This is truly a world-class quality standard and we’re proud to be certified at this level.”

3-D Service locations in Massillon, Ohio, and Farmington Hills, Mich., have been certified to ISO 9001: 2000 quality standard—a world-class certification.

The Massillon service center had previously been certified to ISO 9001: 1994. 3-D Service acquired the Farmington Hills service center in the summer of 2002.

“The ISO upgrade at Massillon and the certification in Michigan are excellent representations of our commitment to quality and service,” said Bernie DeWees, 3-D Service president. “This is truly a world-class quality standard

and we’re proud to be certified at this level.”

3-D Service’s certification applies to the design, repair, servicing and wholesale/retail sale of electrical apparatus. Certification was granted by CRS Registrars, Maumee, Ohio.

ISO 9001 is an international standard for quality operating systems. Certification signifies that an organization constantly improves its quality and operations. ISO was founded in 1947 for the promotion of international manufacturing, trade and communication standards.

3-D Hires New Client Managers for Cincinnati and Michigan

Two veterans of the power service industry have been named client managers for 3-D Service centers in Cincinnati and Michigan.

Michael O’Brien, who has a diverse background in sales, contract negotiations and management, is the new client manager in Cincinnati. O’Brien holds a Federal Electrical Certification and is certified as an industrial electrician-instructor-cable splicer. He was previously employed with AEP, Siemens Energy and Automation Service, and Marathon Coal Bit Co.

The new client manager for the Farmington Hills, Mich., service center is Patrick Olson. He has more than 14 years experience in hands-on electrical-mechanical repair, and the inspection and sales of electric motors, gears and drives. Before joining 3-D Service, Olson was sales engineer for Nistem Corp., where he worked closely with the auto industry.

“Mike and Patrick bring a wealth of expertise and knowledge to our service centers,” said Bernie DeWees, 3-D Service president. “They will help us market and grow our business in their regions.”

3-D Employees Get ABB Certification

Five employees of 3-D Service have been certified as start-up engineers after successfully completing the ACS 800 drive course conducted by ABB University.

The five underwent training in direct torque control theory, proper operation and adjustment, maintenance, troubleshooting and repair of the ACS 800 drive. Each one passed an intensive examination prior to awarding of certification.

The five are Thomas Behrend, Richard Dannemiller, Tim Lessak, Paul Morell and Joseph Schafer.

ABB University is a division of ABB Group, a worldwide manufacturer of AC drives, DC drives, high- and low-voltage motors and synchronous generators.

The ABB Group of companies operates in 100 countries and employs 135,000. ABB helps its industrial and utility customers improve performance while lowering environmental impact.



BURKE BROTHERS

Keep it in the Family



John and Joe Burke

John Burke and his brother Joe have more than 55 years of power service experience between them.

So it should be no surprise that the Burkes have been appointed to important positions at 3-D Service.

John is power service manager while Joe is a senior engineer.

John has more than 30 years of electromechanical, technical, management and customer service experience. His most

(Continued on page 4)

3-D Names Ewing and Ryks Client Managers, Snyder is Crane Service Manager

Strong new team members enhance company's position as a leader in industrial service and repair.

Andrew Ewing and Ray Ryks, two experienced sales professionals, have joined 3-D Service as client managers, while Jon E. Snyder has been named manager of crane services.

Ewing has worked for such major companies as Nextel, Scott Paper and Frito Lay. He's very experienced in customer relations, particularly in generating account activity and plan implementations for prospective clients. He holds a bachelor's degree from the University of Missouri.

Ryks has years of experience in sales and in related industries. A graduate of the University of Miami, he's worked for Premier Controls, Midland Electric and Comptrol. His expertise is in management, selling and promoting products to fill our customers' needs.

"We're especially pleased to have Andrew and Ray join us," said Bernie DeWees, 3-D president. "Both have great skills in developing and maintaining relationships, which will be greatly appreciated by our customers."

Snyder brings more than 15 years of crane operation and design experience to 3-D. Most recently, he was operations manager at Morris Material Handling in Philadelphia. He's also been with Crane Services, East Ohio Machinery and Simmers Crane Design. He holds an associate degree in applied science-design engineering from Stark Technical College.

"Jon's expertise and talent enhance our capabilities in the crane service area," DeWees said.

(Continued from page 3)

recent position was sales engineer for Waukesha Electric Systems where he was responsible for customers in western Pennsylvania, northern Ohio, northern West Virginia and southern Michigan. John has also been employed with Stimple & Ward, TECO-Westinghouse and ABB Service. He has completed courses in business administration at Malone College and holds an associate degree from Cuyahoga Community College.

Joe has 25 years of power service experience, much of it in transformers. His expertise is in installing, modifying, troubleshooting, maintaining and repairing electrical power distribution systems. He's also skilled in testing, repairing and calibrating electromechanical devices.

Like his brother, Joe also worked at Waukesha Electric Systems where he was field service engineer. He's also been project manager at Grand Eagle Services, Cleveland. He's studying electrical engineering technology at Cuyahoga Community College.

"Joe is one of the most experienced power service engineers in northeast Ohio and John has a wealth of knowledge of power service," said Bernie DeWees, president of 3-D Service. "They enhance our capabilities and services and I'm happy to have both of them with us."

Call 3-D Service today for your equipment or service needs: 800-837-1614