

www.control-sales.com

Our Principal Product is Pride . . .

in the Manufacturers we represent and the Customers we serve

Control Sales started in business in 1976, with Dart Controls and Applied Motors as the first principals. Shortly thereafter, several new principals were added, including SSAC, Struthers Dunn PLC division, Autotech, Telemecanique, and Leroy Somer. Sales people were added to help cover the expanded product lines. We expanded into Ohio in 1980, covering Southern Ohio with one man, and opening another office in Cleveland.

Through the years, some lines have come and gone, as companies changed ownership and focus. In 1982, Leeson Electric asked us to join them. Indiana and Kentucky had been part of other territories and not well covered. This relationship lasted 10 years, until the owners prepared the company for sale. They wanted more control of our business than we desired. We helped them get a new rep started in business, maintaining the territory and our warehouse for an additional 6 months.

We have stayed focused on controls, drives and motors throughout our history. While some of the product lines have changed due to corporate buy-outs, marketing strategy changes and other factors, we have tried to maintain a full offering of related products. We are constantly searching for product lines that fit in our focus, without competing with our existing principals.

Our people are professionals. Backgrounds are from engineering, design, maintenance, and management.

We currently run a warehouse for Maska. We ship about 30,000 to 40,000 pounds of cast iron sheaves, bushings, couplings and belts per week. We are functioning as a central warehouse for most of the larger sizes of sheaves, due to our central location and great service.

Our customer base is around 50/50 Distribution and OEM. Some of the special products and higher volumes lend themselves to direct sales. We deal with companies in the appliance, commercial kitchen equipment, agricultural machinery, construction and maintenance machinery, material handling equipment, printing equipment, and others. Our distributors include motor shops, fluid power, power transmission, and electrical wholesalers. We focus mostly on the independent companies, and we are successful with many branches of the large chains.

The Industrial markets we serve have changed much over the years as well. In the 70's and 80's, Southern Ohio was very well known for machine tools, and Indiana was a hot-bed for agricultural equipment. These days, both of those markets are very small portions of the wider variety of manufacturers we service. Automotive manufacturers, both domestic and foreign have had a significant impact on the small to medium OEMs in the area. Combined with distributors specialized in supply focused contracts, these factors have affected the distribution base as well.

We continue to evolve as the market and technology dictate. We maintain a healthy business plan as well as a focused marketing plan. These are key elements in our continuing growth and success. We are well financed, reinvesting continuously in growth and capabilities. We look forward to the next expansion opportunity for larger facilities and service. The company is employee owned and operated, and will continue this way indefinitely.