Milwaukee’s Commitment to Drive Innovation to the Power Utility Industry

GROWTH THROUGH INNOVATION

Trade-Focused Solutions
- Strong partnerships that focus on trade-specific education and training
- User-inspired product design and development
- Disruptive solutions that improve safety and productivity

Proudly Manufactured in the United States and around the Globe
- Global research, design, and development in the heart of Wisconsin
- Manufacturing products in the U.S. since 1924
- Global manufacturing since 2004

Fastest Growing Brand in the Industry
- Rapid and continuous trade-specific innovation
- Issued more than 1,000 patents since 2007
- Expanded global headquarters in Wis., from 190K sq ft to 504K sq ft
- Tripled U.S. workforce in the last 8 years to nearly 3,500 employees nationwide
- In process of creating more than 800 new U.S. positions in the next 5 years
OVER $60MM+
IN INVESTED INTO THE POWER UTILITY TRADE
SINCE 2015

OVER $190MM+
IN CAPITAL INVESTMENTS IN NORTH AMERICA
OVER THE LAST 10 YEARS

The Way It Used To Be

Drilling & Fastening Products | High Force Products | High Demand Products | Accessories | Hand Tools & Storage
400+ Utility SKUs by 2020

Product Portfolio Investment Timeline

Cutting, Drilling & Fastening Products
High Force Products
Lighting Products
Utility Accessories
Hand Tools & Storage
Partnership Opportunities

Mid-Atlantic
Kyle Zegowitz
PU – KAM
202.430.3829

Washington
Texas
Oklahoma
Kansas
Nebraska
South Dakota
North Dakota
Minnesota
Iowa
Missouri
Arkansas
Louisiana
Wisconsin
Illinois
Michigan
Ohio

Southwest
Armando Garcia
PU – Sr. KAM
619.616.713

Mountain West
Trevor Lewis
PU – KAM
619.717.1942

Great Plains
Vince Kocour
PU – Sr. KAM
913.568.5975

South
Justin Kohrs
PU – KAM
262.599.1145

Ohio Valley
Kyle Adams
PU – KAM
317.402.4552

Mid-Atlantic
Dan Shirey
PU – Sr. KAM

New England
Russ Carlson
PU – KAM
864.934.3361

Northwest
Alex Klock
PU – KAM
612.259.3749

Steve Barschel - PU RM Southeast
293.597.5964

Nick Duxton – PU RM Southeast
582.955.5329

Jeremy Apodaca - PU RM West
262.392.6740

Michael Dumoit
National Account Manager – PU
832.392.5995

Email Format
First Name.Last Name@MilwaukeeTool.com

RM
NAM
KAM
MM

NTI Training Partners
Power Utility Team Map
Dedicated Team To:
• Train classes on the basics of power tools
• Show the innovations made for the industry
• Provide safety training
  • OSHA/Silica Dust
  • Ergonomics

Endowments Provide:
• Training on most up to date products apprentices will encounter on a jobsite
• Same products that most contractor companies are using
• Product alignment across all locations
• Refresh and ongoing product support from Milwaukee Tool
AOM Program Provides:

- Recognition to apprentices who have gone above and beyond
- A month long “spotlight” on apprentice to rewards their efforts
- Friendly competition for apprentices to strive to become AOM
- Milwaukee product donations that reduce cost for apprentice

Welcome Gift Provides:

- Milwaukee Product given to all incoming apprentices
- Provide the most commonly used hand tool
- Reduces cost for apprentice required hand tool list
The Grid
Apprentice Connection

The Industry's First Apprentice-Only Community
COMING JUNE 2019

TRADE FOCUSED 
APPRENTICE SWAG

APPROACHABLE
TRADE PROMOTIONS

SOCIAL ENGAGEMENT

APPRNITE SWAG

NEW

Coming Soon

NTI Training Partners
Training Center Engagement
Think Milwaukee:
- Milwaukee Tool provides Hand Tool innovation
- One Brand for all Hand Tool starter kit
- Training Partner
- Purchase through Distribution who supports your Training Center
- Investment in the Trade and Training Center
- More Hand Tools too come!

Custom Training Partner Hand Tool Program

- Work with AJATC for Milwaukee to become preferred brand of choice for hand tools
- Custom programs that fits each AJATC
- Digital and printed flyers
- Voting Board Member
- New Testing Site at Milwaukee Tool Headquarters
- Product Donations for Select Testing Sites

Thank You!