

From: "David Fisher" <dfisher@astrotools.com>

To: "Hollander, Scott" <scott.hollander@kimballmidwest.com>, "Chris Pettit" <cpettit@astrotools.com>

Subject: Re: HyperStep

Date: Fri, 21 Jun 2019 08:25:06 -0700

Importance: Normal

Inline-Images: image001.png; image002.jpg; image003.jpg; image004.jpg; image005.jpg; image006.png

Hi Scott,

Here is your pricing for both the 21 and 29 piece sets with the spec that you worked out with Chris. Unfortunately, because these are impacted by the tariffs, I will have to raise the price above your base for the time being, but I wanted you to see the base price before bumping up so we know where we will revert back once the tariffs are lifted.

21 Piece - \$44.21 base, \$47.75 round 1, **\$52.61 round 2 (current)**

29 piece - \$83.48 base, \$90.16 round 1, **\$99.34 round 2 (current)**

Pricing is firm and MOQ should not be an issue for you based on your current demand figures for your other sets. I would say let's start with at least 1,000+ of each set if you are comfortable with that. We can always explore a promo opportunity if the quantity justifies it. As previously mentioned, you would be the only other brand with these in the US market.

Let me know your feedback when you have a chance to evaluate everything. Looking forward to this!

Dave

From: "Hollander, Scott" <scott.hollander@kimballmidwest.com>

Date: Friday, June 21, 2019 at 8:01 AM

To: "cpettit@astrotools.com" <cpettit@astrotools.com>

Cc: David Fisher <dfisher@astrotools.com>

Subject: RE: HyperStep

Hey guys, I'm just checking in on this project, quote wise. No big deal, you were just on my schedule.

I have a review meeting on Monday to go over the final details of the Torque Sticks. Should get the PO cut next week. Volume TBD.

From: Chris Pettit <cpettit@astrotools.com>

Sent: Wednesday, May 22, 2019 10:23 AM

To: Hollander, Scott <scott.hollander@kimballmidwest.com>

Cc: David Fisher <dfisher@astrotools.com>

Subject: RE: HyperStep

This message was sent from outside the organization

Scott,

I appreciate your response, I can start working on this.

Thanks,

Chris Pettit

Product Manager

Astro Pneumatic Tool Co.

Phone: 626-228-3170 ext. 1258

Email: cpettit@astrotools.com

Website: www.astrotools.com

From: Hollander, Scott <scott.hollander@kimballmidwest.com>

Sent: Wednesday, May 22, 2019 5:02 AM

To: Chris Pettit <cpettit@astrotools.com>

Cc: David Fisher <dfisher@astrotools.com>
Subject: RE: HyperStep

Sorry for the delay. I've answered you questions below in red.

Thanks,
Scott

From: Chris Pettit <cpettit@astrotools.com>
Sent: Monday, May 20, 2019 3:23 PM
To: Hollander, Scott <scott.hollander@kimballmidwest.com>
Cc: David Fisher <dfisher@astrotools.com>
Subject: RE: HyperStep

This message was sent from outside the organization

Hi Scott,

David brought me up to speed on your conversation regarding our Hyper-Step drill bits.
In regards to your drill bit program, I'm just taking a closer look at some of the details in hopes that I can start working on the specifics for a set or sets that fit a Kimball program.

Material: M2 HSS **Yes**

Coatings: We can do coatings per your spec, David mentioned something like dark gray oxide surface, ferro gold inner flutes which would be fine. I imagine the Hyper-Stepped end itself would also be gold. **I think for the first round it would be Ferro Gold Surface and Black Oxide Flute**



Design and treatments: These will be per our factory spec.

Length: Your images mention Maintenance Length below. These lengths look very similar to what our industry often refers to as Mechanic's Length, or roughly 15-18% shorter than Jobber. Can you confirm? **Confirmed**

Shank design: Depending on size, 3-flat shank is fairly standard and not a problem. Let us know of any other shank requirements. **No other shank considerations, flatted shanks would be ideal**

Markings: Roll stamp material type and size, let us know of any other requirements. **No other requirements.**

Set Composition: 29pc is most common, followed by 21pc. Although any type of other set is workable. **Let us know which set(s) we should look into. We sell everything from 115 pieces down to 13. Our most common are the 29 and 21 piece index as well. I would need indexes and open stock.**

Index: Let us know what type index is Kimball standard. **See image below. The metal hand held index is our "standard" but we recently came out with the HD index below. What makes it ideal is the labeling system we implemented with those index. I'll send you images and can send you a sample as well.**



Maintenance & 3/8" Shanks:

Packaging: Hang tag color box is common, but can provide different options as required. Plain white box w/ a label that I can provide as a .pdf, and a COO sticker as small as possible and on the bottom of the box.

Naming: We would suggest Kimball give these bits a new name should the program move forward. Astro came up with "Hyper-Step" for Matco, let us know if you would like assistance and suggestions in the future as well. We'll come up with something

As David mentioned to me, I will be taking care to keep this project between as few people as possible so that it does not leave our circles.

Thank you,

Chris Pettit

Product Manager

Astro Pneumatic Tool Co.

Phone: 626-228-3170 ext. 1258

Email: cpettit@astrotools.com

Website: www.astrotools.com

From: "Hollander, Scott" <scott.hollander@kimballmidwest.com>

Date: Thursday, May 16, 2019 at 11:52 AM

To: David Fisher <dfisher@astrotools.com>

Subject: HyperStep



- **SUPER PRIMALLOY CONSTRUCTION** - The proven, heavy duty construction of our Super Primalloy Drills.
- **MULTI-PHASE CRYOGENIC TREATMENT**- Patented deep thermal cycle brings drills down to -300°F to alter and refine the molecular grain structure, relieve stress fracturing and increase durability and life.
- **"N" SERIES NITRIDE TREATMENT** - Nitride treatment case hardens the cutting surfaces for superior edge retention, faster long-term hole creation and longer service life.
- **SUPER HEAVY DUTY 135° SPLIT POINT**: 135° split point geometry eliminates the need for center punching. Allows for easier penetration and increased life in high tensile materials.
- **MAINTENANCE LENGTH** - Overall length reduced by an average of 15% to provide increased rigidity and breakage resistance.
- **STABILIZED MOLECULAR STRUCTURE** - Cryogenic treatment reduces brittleness and provides extended tool life.
- **HIGH LUBRICITY SURFACE TREATMENT**- Dark gold surface treated body provides excellent lubricity for increased drill life.
- **MODIFIED FLUTE & WEB** - Provides increased strength and durability.
- **SUPER-TOUGH "M" SERIES ALLOY STEEL CONSTRUCTION**- Superior tool steel provides exceptional wear resistance and longer life.
- **FLATTED SHANKS** - Virtually eliminates slippage in the drill motor and prevents damage to the drill and chuck (on sizes 3/16 and larger).
- **MADE IN THE U.S.A.**

K-M No.	Dia.	Overall Length	Qty.	K-M No.	D
82-7504			1	82-7519	
82-75041	1/16	1-7/8	3	82-75191	19.
82-7505			1	82-7520	5/
82-75051	5/64	2"	3	82-75201	
82-7506			1	82-7521	21.
82-75061	3/32	2-1/4	3	82-75211	
82-7507			1	82-7522	11.
82-75071	7/64	2-3/8	3	82-75221	
82-7508			1	82-7523	23
82-75081	1/8	2-1/2	3	82-75231	
82-7509			1	82-7524	3
82-75091	9/64	2-5/8	3	82-75241	
82-7510			1	82-7525	25
82-75101	5/32	2-3/4	3	82-75251	
82-7511			1	82-7526	13
82-75111	11/64	2-7/8	3	82-75261	
82-7512			1	82-7527	27.
82-75121	3/16	3"	3	82-75271	
82-7513			1	82-7528	7/
82-75131	13/64	3-1/8	3	82-75281	
82-7514			1	82-7529	29
82-75141	7/32	3-1/4	3	82-75291	
82-7515			1	82-7530	15
82-75151	15/64	3-3/8	3	82-75301	
82-7516			1	82-7531	

Maintenance Length



- Super heavy duty 135° split point eliminates center punching.
- Maintenance length - overall length reduced by an average of 15% to provide increased rigidity, strength and breakage resistance.
- 3 flats on shank - eliminates chuck slippages.
- Premium "M" series alloy provides exceptional wear resistance and longer life.
- Expanded web design provides superior strength and extended tool life.
- Finish: Surface - Ferro Gold,
Flute - Black Oxide.
- **MADE IN THE U.S.A.**

NOTE: Sizes smaller than 3/16 do not have flats on shanks.

K-M No.	Dia.	Overall Length	Qty.	K-M No.	Dia.	Overall Length	Qty.
82-50412			12	82-51612			12
82-504	1/16	1-7/8	3	82-516	1/4	3-1/2	3
82-5041			1	82-5161			1
82-505	5/64	2"	3	82-517	17/64	3-5/8	2
82-5051			1	82-5171			1
82-506	3/32	2-1/4	3	82-518	9/32	3-3/4	2
82-5061			1	82-5181			1
82-507	7/64	2-3/8	3	82-519	19/64	3-7/8	2
82-5071			1	82-5191			1
82-50812			12	82-5206			6
82-508	1/8	2-1/2	3	82-520	5/16	4"	2
82-5081			1	82-5201			1
82-509	9/64	2-5/8	3	82-521	21/64	4-1/16	2
82-5091			1	82-5211			1
82-510	5/32	2-3/4	3	82-522	11/32	4-1/8	2
82-5101			1	82-5221			1

Scott Hollander, CFS
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