

FULLERTON

NEWSLETTER



**OCTOBER
2019**

CUSTOM TOOLING



SPECIAL/CUSTOM TOOLING

Complex machining often requires custom tooling. We provide custom tooling solutions that increase efficiency and reduce costs, specific to your complex machining applications.

How it works? We assess your machining needs through a collaboration with your machinists and product development teams and our engineering and technical support teams. This allows us to better understand your struggles and overall goals, which helps us design and manufacture the right tooling for you. Sometimes that means making a slight alteration to one of our standard tools, while at other times we create innovative, custom tooling specific for your application. Regardless of how simple or complex your machining needs are, we manufacture every tool with precision and concise perimeters that produces tooling with exceptional performance.

[REQUEST QUOTES](#)

CUSTOM TOOLING

WE MANUFACTURE SPECIAL/CUSTOM:

END MILLS



DRILLS



REAMERS



KEYSEAT CUTTERS



SAWS



REQUEST A QUOTE TODAY!

REQUEST QUOTES

EXTENDED HOURS

We are excited to announce that we have extended our shipping and office hours. We are now open until 5:30 PM (EST).

NEW SHIPPING CUT-OFF TIMES

Guaranteed UPS Next Day Air, 2nd Day Air, and 3 Day Select until 5:00 PM (EST).

NEXT DAY	NEXT DAY AIR CUTOFF TIME: 5:00 PM EST
2ND DAY	2ND DAY AIR CUTOFF TIME: 5:00 PM EST
3-DAY	3 DAY SELECT AIR CUTOFF TIME: 5:00 PM EST
GROUND	STANDARD GROUND CUTOFF TIME: 4:30 PM EST



LIVE CHAT AVAILABLE UNTIL 5:30 PM

Extended hours to ask our Customer Service team any questions you have regarding our products or your orders.



EXTENDED SHIPPING TIMES & OFFICE HOURS

WEBSITE

ONLINE ORDERING

We are entering into the final stages of completing all of our preparation and testing before launching to the public and would like to start onboarding distributor accounts. If you'd like to begin onboarding so you're fully setup by the time we're ready to launch, click the button below and we'll begin the onboarding process.



[BEGIN ONBOARDING](#)

DOWNLOADS

View, Download, and Request Catalogs, Brochures, and Recommended Speeds & Feeds at fullertontool.com/resources/downloads.

CATALOGS

 2020-2021 CATALOG Download our 2020-2021 Catalog featuring all our new products and pricing.	 2019-2020 CATALOG Download our 2019-2020 Catalog featuring all our products and pricing.	 2018-2019 CATALOG Download our 2018-2019 Catalog featuring all our products and pricing.	NEED A PRINTED COPY REQUEST HERE.
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BROCHURES

 45° FINISHES Download our 45° finishes brochure for the most popular finishes available.	 45° FINISHES Download our 45° finishes brochure for the most popular finishes available.	 30° FINISHES Download our 30° finishes brochure for the most popular finishes available.	 15° FINISHES Download our 15° finishes brochure for the most popular finishes available.	 15° FINISHES Download our 15° finishes brochure for the most popular finishes available.	 15° FINISHES Download our 15° finishes brochure for the most popular finishes available.	 15° FINISHES Download our 15° finishes brochure for the most popular finishes available.	 15° FINISHES Download our 15° finishes brochure for the most popular finishes available.	 15° FINISHES Download our 15° finishes brochure for the most popular finishes available.	NEED A PRINTED COPY REQUEST HERE.
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SPEEDS & FEEDS

 1000 - 10000 RPM Download the speed & feed chart for the 1000 - 10000 RPM range.	 1000 - 10000 RPM Download the speed & feed chart for the 1000 - 10000 RPM range.	 1000 - 10000 RPM Download the speed & feed chart for the 1000 - 10000 RPM range.	 1000 - 10000 RPM Download the speed & feed chart for the 1000 - 10000 RPM range.	 1000 - 10000 RPM Download the speed & feed chart for the 1000 - 10000 RPM range.	 1000 - 10000 RPM Download the speed & feed chart for the 1000 - 10000 RPM range.	 1000 - 10000 RPM Download the speed & feed chart for the 1000 - 10000 RPM range.	 1000 - 10000 RPM Download the speed & feed chart for the 1000 - 10000 RPM range.	 1000 - 10000 RPM Download the speed & feed chart for the 1000 - 10000 RPM range.	 1000 - 10000 RPM Download the speed & feed chart for the 1000 - 10000 RPM range.	 1000 - 10000 RPM Download the speed & feed chart for the 1000 - 10000 RPM range.	 1000 - 10000 RPM Download the speed & feed chart for the 1000 - 10000 RPM range.	 1000 - 10000 RPM Download the speed & feed chart for the 1000 - 10000 RPM range.	 1000 - 10000 RPM Download the speed & feed chart for the 1000 - 10000 RPM range.	 1000 - 10000 RPM Download the speed & feed chart for the 1000 - 10000 RPM range.	 1000 - 10000 RPM Download the speed & feed chart for the 1000 - 10000 RPM range.
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[GO TO DOWNLOADS](#)

FULLERTOOL.COM



BUILD SERIES

Steven Oszust Jr. | Lead Tool Design Engineer

One of the biggest challenges of tool development can be communicating and transferring proven success from one application to another. Fullerton has a great history of providing custom solutions to customer opportunities. Often these applications can be very complex, but lessons need to be applied across future engineering/production strategies. To achieve this, we have employed our Special Design Process and Fullerton Series Design Process (QT-004-TD).

The goal is to apply developed, proven out Fullerton series whenever possible, but capture and communicate results of special designs that are being applied for niche applications, materials, and industries.

SMART NUMBER

Often the use of a “**Smart Number**” will be identified with SPCL in the original series placeholder.

Example: ZESPCLD516273A1

Will follow the proven test tool process to track and document results.

When appropriate, we will communicate results through marketing via tech bulletin with one page write up referencing the smart #

This can come from:

- Identify unique tool or process specifications.
- Application specific development due to performance or CAR.
- Lack of Fullerton series for the application.
- Emerging technologies or process changes.

SERIES

A “**Series**” is a proven design that has detailed specifications established and a specific 4 Digit Fullerton Series number and is a stocked series.

BUILD SERIES

A “**Build Series**” is a design that is proven and defined but is NOT a stocked Series (not a catalog item and will not have a 5 digit EDP). Most new Fullerton series will start as a “**Build Series**”.

Criteria for something to become a series:

- Multiple success stories with same design (minimum 3 successes for 2 different customers)
- At least 1 customer with multiple reorders (orders at least 3 times)
- 2 different sizes required if the series will be offered in size range
- Fullerton lab testing if we can perform adequate testing
- Product Team approval

Recent examples of Build Series can be seen in the new 2455 Saw Series, 1514 Drill Reamers, Micro Fury expansion, 3115/3116 Titanium Solution end mill build series, and the 3125/3126 Aerospace Alloy end mill build series.

Applying these processes consistently can be difficult, but with increased communication and understanding will become second nature.

BUILD SERIES



JEFF HOGYA

REGIONAL SALES MANAGER

We are happy to announce that Jeff Hogya is one of our newest members of our sales team. Jeff started in August and is responsible for covering Indiana, Kentucky, Michigan (Eastern side), New York, Ohio, Pennsylvania (Western side), and West Virginia.

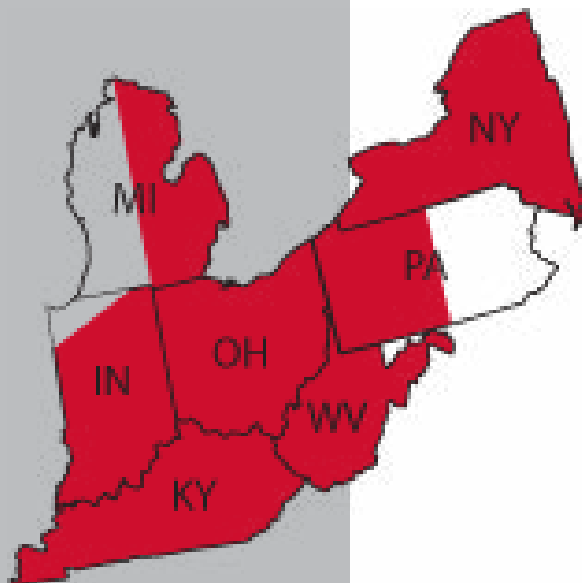
Jeff is no stranger to the cutting tool industry. He previously worked as a sales manager and a cutting tool specialist for a large distributor in northeast Ohio. Prior to that, he spent several years working as a sales and application engineer for Ingersoll Cutting Tools. Before moving into sales Jeff spent 25 years on the shop floor as a programmer and tooling engineering, working in the aerospace, commercial, military, and nuclear fastener industries.

Jeff lives in Ohio with his wife, Laurie, as well as Marino, their Bernese Mountain Dog, Oreo, their Bichon Frise, and their cat Boo. Jeff and Laurie have two sons and two grandchildren. Jeff spent 33 years as a firefighter, he retired in 2017 to spend more time at home and to start completing a long honey-do-list, which now occupies his free time.

HOW TO REACH JEFF:

C: 216.346.8049

E: jhogya@fullertontool.com



SALES UPDATE



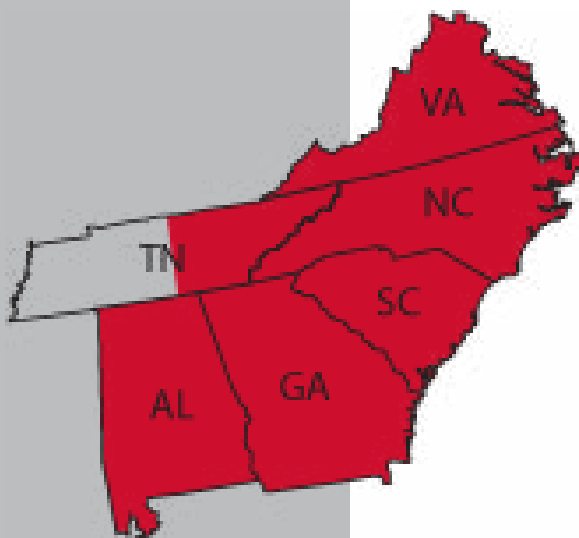
DAN DULEY

REGIONAL SALES MANAGER

We are happy to announce that Dan Duley is also one of our newest members of our sales team. Dan will be responsible for covering Alabama, Georgia, North Carolina, South Carolina, Tennessee (Eastern side), and Virginia.

Dan previously worked as a Regional Sales Manager for YG1 USA. Prior to that, Dan was a Regional Sales Manager for Schunk, a District Sales Manager for OSG, and Field Sales Engineer for Allied Machine and Engineering. Prior to starting in sales, Dan worked as a Machinist for a few companies in North Carolina and South Carolina for 12 years.

Dan lives in Great Falls, South Carolina with his wife, Jennifer, their daughter Morgan, and their son Seth. Dan is an University of Michigan fan and a Denver Bronco fan. He spends many weekends watching his daughter compete in travel softball tournaments as well as watching his son compete in karate tournaments. Dan is an avid hunter who chases whitetail, turkey, and elk with both bow and rifle. His family enjoys traveling, snow skiing, camping, boating, waterskiing, wake surfing, and wake boarding. Dan also enjoys snowmobiling but doesn't get the opportunity to go often while living in the Carolinas.



HOW TO REACH DAN:

C: 980.221.5529

E: dduley@fullertontool.com

SALES UPDATE

SALES SUMMIT

This summer we hosted our entire sales team - both Fullerton Direct Sales Representatives as well as our Independent Manufacturer's Representatives in our East and West plants for Fullerton's 2019 Sales Summit. Our Sales Summit included product trainings, usage application demos, engaged with our employees, and learned more about our manufacturing processes.

It was a great success and we look forward to hosting our next Sales Summit!



CONNECT WITH US

Connect with our Fullerton team at one or all of the upcoming trade shows we'll be at in 2019 and 2020.



WICHITA INDUSTRIAL TRADE SHOW | BOOTH 413 & 415

Century II Expo Hall | Wichita, Kansas
October 22nd - 24th, 2019



SHOT SHOW | BOOTH #51325

Venetian Hotel Meeting Rooms | Las Vegas, Nevada
January 21st - 24th, 2020



UPCOMING TRADESHOWS

FULLERTON
NEWSLETTER



CONTACT & FOLLOW US

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