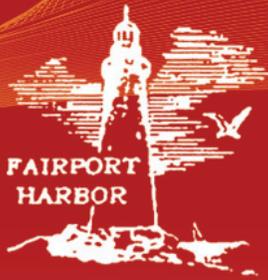


Selling Points for Machine Distributors

- Be sure that when you sell a superior machine, your customer is using superior tools. Include a “starter kit” with each machine that would contain enough High Torque retention knobs to complete at least half the tool positions, plus the appropriate J&M socket and a torque wrench.
- By specifying in the operators manual, machine warranty, information plates attached to the machine in the tool holder loading area and in operator training classes that your customers use the J&M High Torque retention knob solution. You can be assured that your machine will hold the tight tolerances for which it was designed.
- Start your customers out on the right foot by providing them with the right tools. You'll save on initial service calls that result from poor quality tools used in high quality machines.
- This winning combination will reduce your customer's milling costs by easily 10% to 30%.
- The Taper Shank Test Fixture will prove to machinists working on the floor that it's not necessary to torque the retention knob beyond J&M's specifications.
- Maintaining a Taper Shank Test Fixture at each distribution location will provide the tools you need to resolve chatter and vibration issues and out-of-tolerance situations as well as to identify toolholder expansion problems.
- Maintaining the torque specification is not only preferred, but is the key to safe operation.

Set Your Course For Quality





J&M MACHINE, INC.

Since 1965



- Reduce “buyer’s remorse” by making the post-installation machining experience as positive as possible.
- Starting off with the right tools will guarantee that the customer’s results will meet his expectations from Day One of implementation.
- Customer satisfaction translates to more sales in the future.
- Your key to success is customer satisfaction. Give your customer the right machine solution, with the right tool solution and the knowledge they need to keep the results in line with their expectations.
- A satisfied customer is a loyal customer.

Order by phone or write us at sales@jmmachineinc.com. To order, simply use the part number from your present knob, and we’ll cross match it with the high torque knob. Visit us online at <http://www.jmmachineinc.com>.

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