

## **QUESTIONS TO ASK WHEN TAKING AN ORDER.**

What company are you calling from?

What do you need?

Do you have a part number or description?

How many?

How do you want it shipped? (Red, Blue, Orange or Ground).

What Purchase Order Number do you want to reference?

**Can I call you back with price and delivery?**

Do you have a brand preference?

### **Endmills**

1. What size diameter?
2. Single or Double End?
3. Carbide or High Speed Steel or Cobalt (HSS)?
4. How many flutes?
5. Center cutting or non-center cutting?
6. Roughing or finishing end mill?
7. Coated or uncoated, if coated choose between TiN (for steel machining), TiCN (for cast iron or aluminum machining)?
8. What length: Regular, stub or long?

Brands: YG-1 (HIGH SPEED STEEL & COBALT & CARBIDE)

FULLERTON (CARBIDE ONLY)

MORSE (HSS & CARBIDE-TIPPED & COBALT & CARBIDE)

NACHI (HIGH SPEED STEEL & COBALT & CARBIDE)

DRILLCO (COBALT)

### **Inserts**

*\*If the customer does not know what insert he needs:*

1. What holder are you using for this insert? (Brand)
2. What material are you cutting? (Grade)
3. What depth of cut are you taking?
4. Are you taking an Interrupted or Continuous Cut?
5. Are you finishing or roughing?
6. Do you need a chipbreaker? (chipbreaker)
7. Do you have a brand preference? (Brand)
8. What is your SFM (Surface Feet Per Minute)?
9. \*If customer wants Iscar, Mitsubishi, Valenite, or Kennametal Brand : Can we get you an equivalent insert in Sumitomo or Ingersoll?

Brands: INGERSOLL

SUMITOMO

STELLRAM

CITCO (CB & DIAMOND-TIPPED)

## **Taps**

1. What Size? (ex: ½-13, ¼-20, etc.)
2. What type? (ex: plug, bottom, high spiral, spiral point (same as gun tap), pipe tap, pulley tap)
3. How many flutes? (ex: 2, 3, 4, or does it matter)
4. Coated or uncoated? (ex: TiN or Black Oxide?)

Brands: R&N, REIF & NESTOR  
NACHI  
MORSE  
YG-1

## **Drills**

1. What size? (ex: ¼, ½, etc.)
2. What length? (ex: jobber, taper, screw machine, extended length)
3. What kind of shank? (ex: Morse taper shank, straight shank, tanged)
4. Coated or uncoated? (ex: TiN, Black Oxide, or Bright Finished)
5. Carbide or High Speed Steel?

Brands: MORSE  
NACHI  
DRILLCO  
FULLERTON (SPECIAL MAKES, AND CARBIDE)  
MICHIGAN DRILL (ODD SIZES & HARD TO FIND ITEMS)

## **Reamers**

Brands: MORSE  
FULLERTON (CARBIDE)  
YANKEE

## **Gauges**

Brands: VERMONT

## **Abrasives**

Brands: ARC ABRASIVES  
STANDARD ABRASIVES  
DIAMOND TOOL AND ABRASIVES

## **Saws & Blades**

Brands: ANGELINA AMERICAN (FORMERLY KNOWN AS HANSALLOY)  
AMADA  
DIAMOND SAW WORKS (A.K.A. STERLING)