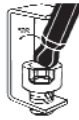


## Product Spotlight



### Bondhus Ball End Tools

#### The "Original" Industrial Quality Ball End Tool



In 1964, John Bondhus invented and began manufacturing the "Balldriver®" hex tool, the original ball end hex tool. While many manufacturers around the world have tried to copy Bondhus ball end tools - none can match the quality or precision of a Bondhus ball end tool. Bondhus ball end tools are designed and manufactured to be strong and save time. The Bondhus design allows for a thicker neck diameter, increasing torque capacity up to 100% while maintaining operational angles to 25°. Our exclusive manufacturing process ensures the highest level of machining consistency as each ball end is machined to incredibly tight tolerances. All Bondhus ball end tools are manufactured with Bondhus' exclusive Protanium® Steel, which is up to 20% stronger than competitor tools and are available in many different corrosion protection finishes. Bondhus ball end tools are available in thousands of different individual tool or set combinations.

Bondhus delivers consistent high quality tools the professional user can rely on. Key features of Bondhus tools are:

- Protanium® High Torque Steel - the world's strongest steel
- Superior ball end strength
- Precision machining
- Precise fit in screw
- Made in USA
- Lifetime Warranty

Bondhus ball end tools are not only the original, they are the world's highest quality hex tools; often copied but never duplicated. You should be proud to sell not only the "original" but the best ball end tools in the world. Through your efforts, Bondhus ball end tools have achieved a dominant position in your market. When you sell Bondhus tools you provide your customers the world's best tools, while enhancing your image as the supplier of professional grade tools.

#### **GOOD SELLING!!!**

## Faces of Bondhus



**Lorin Scheeler**  
**Production**

Lorin began his employ with Bondhus on November 2, 1992 as a 2nd shift production machine operator.

Lorin is continuing his education by pursuing additional Machine Shop training at Hennepin Technical College, and is within a few credits of completing his Machining Certification.

During his years with Bondhus, Lorin has shared many useful ideas for technology and productivity improvements with his co-workers in the Production and Heat Treat departments. He is a valuable member of the team responsible for maintaining the high quality of Bondhus products. His key responsibilities include: upgrades and maintenance to Production and Heat Treat equipment; and training/cross training Production and Heat Treat employees.



**Polly Grell**  
**Accounting**

Polly Grell joined Bondhus on December 20, 2006, as our Finance/Information Systems Manager. Polly brings to Bondhus the benefit of over 20+ years extensive experience in the Accounting/Finance field. She graduated from St. Cloud State University with a Bachelor of Science in Management/Finance and a Masters of Business Administration.

Polly's unique experience and education makes her a perfect fit for her key areas of

responsibility at Bondhus, which include: ensuring an uninterrupted flow of product through management of credit and collections for domestic and international customers; conserving the company's financial health through the preparation and presentation of financial projections and statements, cash flow analysis, tax preparation, cost system updates, and overseeing the year-end audit activities; as well as maintaining our record keeping and communication capabilities by overseeing our computer equipment, programs and PC activities.

## Importer Success Story

### The New Bondhus Resource Manual

Recently, all Importers received a copy of the new Bondhus Resource Manual (item #97501). This new manual replaces the old Bondhus "Product Training Manual" and provides a complete training/reference manual for your staff, agents and distributors.

The Bondhus Resource Manual provides your staff with an in-depth understanding of the features and benefits of the Bondhus product line, as well as the advantages of Bondhus compared to competition. The manual also gives your staff the confidence to sell Bondhus against any and all competition.

Making sure all your sales staff read the manual and pass the on-line test will ensure greater sales and profit. The more a salesperson understands the product, the more confidence they have in a sales call and the more they sell.

Our challenge this year is to make sure all Importers clearly see the value in the Bondhus Resource Manual, and their staff is reading and using it. Next year our challenge will be for the Importers to translate the Manual into their local language and develop a plan to encourage their larger distributors' staff to also review the material. This will raise the distributors' level of knowledge as well as Bondhus' image in the market (and the Importer's).

Importers who take full advantage of the new Bondhus Resource Manual to grow sales and profits will be the "Success Story"!

Fred Leers  
International Sales Manager  
Bondhus Corporation

All Bondhus products are made in the U.S.A.  
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