



Chicago  
Pneumatic

Summer 2010

# CRANKED UP CONVERSATION



CP 7620



CP 7640-6

*New*

# PERFORMANCE + POWER VALUE

2 NEW TOOLS KICK OFF CP'S IMPACT WRENCH ROLLOUT

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## INSIDE THE BAY

Well, the dog days of summer are upon us. I don't know about where you live, but in the Southeast it has been hot, hot, hot!

To combat the 100-degree heat we've been inside with the AC cranked, working harder than ever to bring to market new tools that help you finish your jobs faster and easier. And, the payoff is right around the corner.

We'll be announcing a string of new impact wrenches in the coming months. The first tools are featured on the cover of this issue – the new CP7640-6 one-inch impact wrench and the new CP7620 ½ inch impact wrench. The tools are built to last and come with a price tag that is easy on the wallet.

Our product marketing manager in North America, Brian Dove, took a short break from product development this month to spend a few days at NACAT – the North American Council of Automotive Teachers. It's always insightful to spend time with the people who are educating the next generation of technicians – see more from the show inside.

We have received tremendous industry feedback on the Wheel Torque Solutions process and BlueTork. If you missed it last month, check out the new Wheel Torque Solutions video [online](#).

If you know someone who would enjoy *Cranked Up Conversation*, please pass it along and tell them to e-mail [cp.teamusa@cp.com](mailto:cp.teamusa@cp.com) to sign up.

Thanks for reading!



**Danielle Stevens**  
Chicago Pneumatic



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# NEW ONE-INCH IMPACT DELIVERS PERFECT COMBINATION OF POWER, DURABILITY AND AFFORDABILITY

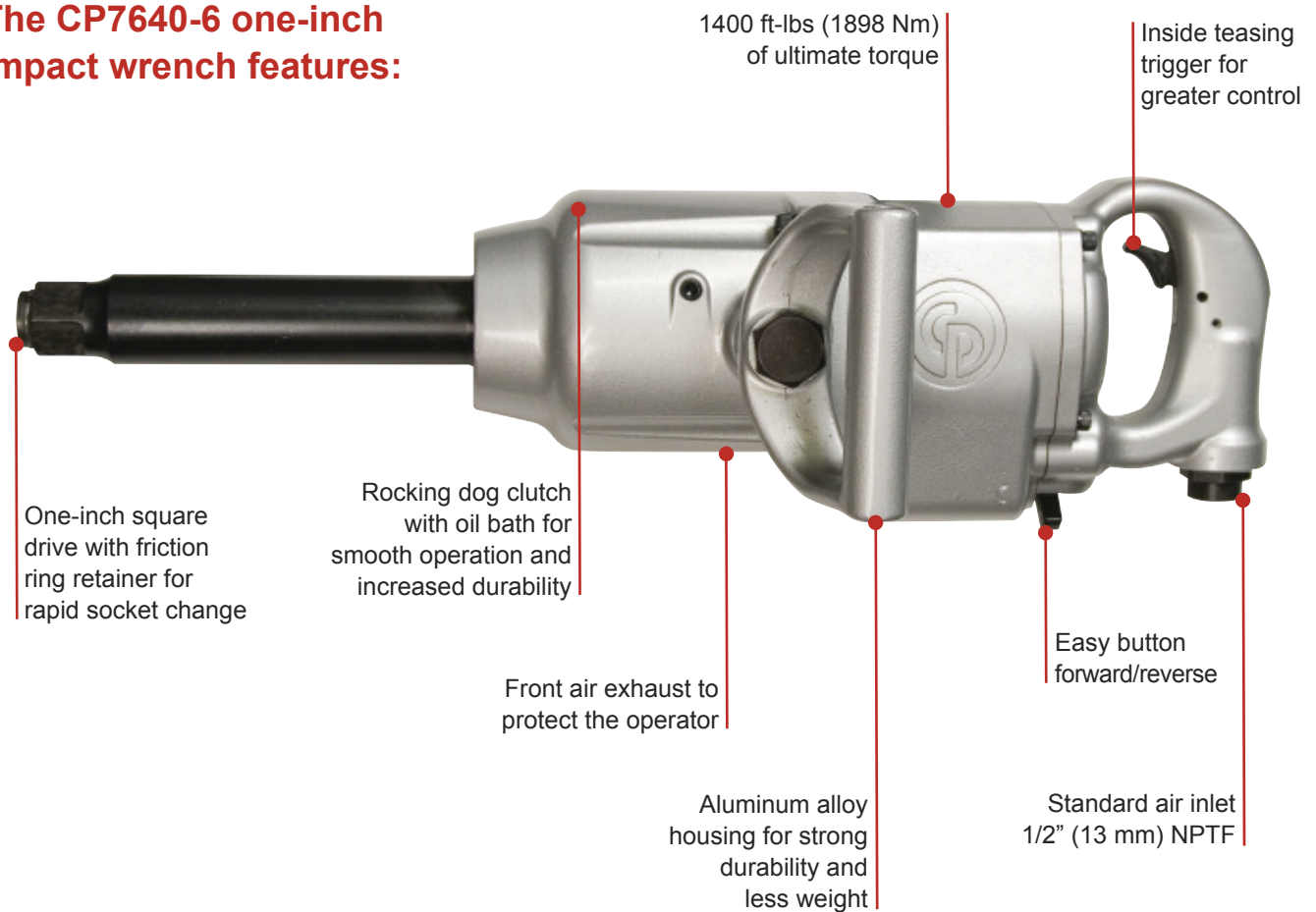
The new Chicago Pneumatic CP7640-6 one-inch impact wrench delivers 1,400 ft.-lbs. of ultimate torque along with the speed and durability needed for high volume maintenance work on trucks, buses, and heavy equipment.

The CP7640-6 is engineered to provide our customers with the best combination of power, performance and durability at a very affordable

price point. This new CP7640-6 one-inch impact wrench has the muscle to get the job done fast and the durability that is synonymous with Chicago Pneumatic.

Don't forget that you can see our full line of products anytime in our [online catalog](#).

## The CP7640-6 one-inch impact wrench features:





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# CP7620 CREATES NEW STANDARD IN VALUE-BASED PERFORMANCE

The newest 1/2 inch impact wrench from Chicago Pneumatic, the CP7620, offers the power, speed and durability needed for general service applications, body repair, light truck and industrial maintenance.

Like the CP7640-6, the CP7620 is engineered to provide technicians with the best combination of power, performance and durability at a very

affordable price point. This new CP7620 1/2 inch impact wrench has enough power to accomplish most general service applications and the durability to last.

## The CP7620 1/2-inch impact wrench features:



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# CRANKED UP INTERVIEW: KEN KASZUBINSKI

New General Manager for the Chicago Pneumatic Tools Division Customer Center in North America, Ken Kaszubinski, shares insights into his business principles, goals for the Chicago Pneumatic brand in North America and his fishing prowess in the saltwater marshes of Louisiana.

## **Tell us a little bit about yourself and your interests.**

I am a straightforward person who likes quality things to get done in a timely fashion. I like to spend time aiming so that the actions we choose to perform are the highest value producing actions. In other words: Aim, Aim, and then accurately fire.

My wife's name is Evelyn and we have an eight-month-old son, Brady, and four year old daughter, Chloe. I met Evelyn in Toronto, Canada when I was assigned as the General Manager for a Customer Center in Mississauga. I also have a 16-year-old son named Brice, and 14-year-old identical twins, Savanna and Sierra, from a prior marriage.

I have some interests starting with fishing from my childhood. I grew up in New Orleans, La., as my father was a Senior Industrial Engineer on the S-IC first stage of the Saturn V rocket (Apollo space program) at the Michoud Assembly Facility (MAF). Every weekend, we would spend one day fishing in the saltwater marshes for redfish, speckled trout, drum, croaker and flounder. I remember coming back from these fishing trips with the fish we caught plus bags full of fresh shrimp and at least one satchel of blue point oysters. It is nice to know that the coast of South Carolina is teeming with many of the same species of fish.

I enjoy big game fishing and have had the pleasure of catching sailfish, blue marlin, tuna and ocean salmon.

I thoroughly enjoy cycling or road racing. I enjoy the training plus the competitive spirit of racing. I will typically ride in at least five 100 k charity races each year. Last year, I participated in the Tour de Scottsdale, Cave Creek Fun ride, Tour de Tucson, Tour de Cure, and the Tour de Phoenix. I understand that Rock Hill is a cycling community, so I look forward to riding and racing in the Carolina's and Georgia.

## **How long have you been with Atlas Copco/CP and what were your previous roles?**

My career with the Atlas Copco Group has been very positive. Fifteen years, with many different experiences and locations.

My first job was as a Product Manager when I was responsible for the launch of one of the first electric tool systems in the USA. I later assisted in the launch of the product in the United Kingdom and Germany.

I then turned my talents towards sales management and filled the position of a Zone Sales Manager covering from Seattle around the rust belt to New Jersey.

My next call of duty came from the General Management position and my first assignment was a Customer Center in Canada. Simultaneously, I helped with the Industrial Technique's desire to penetrate the Japanese market by traveling to Japan every six weeks to push for new project orders with the Japanese transplants in North America. After Canada, I moved to the Customer Center in

Mexico. I then made a big leap and moved to Stockholm, Sweden to run the Global Business Line Service. After this experience, I added another one halfway around the globe by moving to the role of General Manager for a Customer Center in Japan. I am now in my home country and look forward to my tenure as the General Manager for the Chicago Pneumatic Tools Division Customer Center in North America.

## **What is your vision for the Chicago Pneumatic brand?**

The Chicago Pneumatic Brand needs to be the premium tool brand in North America in target segments of the General Industrial and Vehicle Service market. We are beginning the process of building a team that will help us accomplish this goal. We will use communication, marketing campaigns, and value added sales activities to help us influence our target customers and build brand awareness. The team will also assure that our product portfolio covers the needs of our chosen customers. We will then increase our customer loyalty by being able to deliver quality products and services in a timely fashion through an effective distribution channel.

## **What do you see as the biggest challenge CP faces at the moment?**

Our biggest challenge at this time is to choose our customers, narrow our focus, and lead the market. We must concentrate the organizational resources on improvement priorities that will deliver real value to our chosen customers. These targets to improve must be completed on time and with a high degree of quality. Our chosen customers must perceive us as being the most professional organization in our industry. We have a long way to go so we will roll out a program called "CPTD Performance Optimization." This program will help us create team synergy and optimize the performance of our resources.

## **What is your favorite vacation destination?**

Cozumel, Mexico or Cabo San Lucas, Mexico – I love the fishing, scuba diving and Mexican hospitality.

## **What is your favorite book?**

I read books regularly as I spend numerous hours on airplanes traveling globally. Rather than highlighting a favorite book, I will say I have two authors I enjoy reading, both Tom Clancy and Clive Cussler keep me reading for hours at a time.

## **Which celebrity/historical figure would you like to have coffee with and why?**

Sir Thomas Sean Connery would make for an interesting coffee discussion. The man had an attention-grabbing life before and after his secret agent role in Ian Fleming's James Bond series.

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# COMMITMENT TO EDUCATION

Seminole State College of Florida hosted the 37th Annual North American Council of Automotive Teachers (NACAT) Conference from July 19 through July 23. NACAT is an international organization of automotive educators dedicated to promoting and improving automotive service education in high schools, colleges and industry. Their membership consists of automotive technology, automotive collision repair, heavy equipment teachers, educational administrators and company training instructors from all areas of the United States and Canada.

The annual NACAT conference brings together a large body of secondary and post-secondary automotive instructors from across North America who are looking to update their skills and knowledge of current automotive technology. This year, Automotive Youth Educational Systems' (AYES) annual conference coincided with the NACAT conference, making it arguably the largest gathering of automotive instructors in North America.

The NACAT Trade Show was held on Wednesday and Thursday and the large conference attendance served as an excellent opportunity to showcase Chicago Pneumatic as a leading supporter of technician education. Brian Dove, marketing product manager for North America for Chicago Pneumatic, was in attendance to learn about the unique needs of the automotive education community and share valuable industry insights with the instructors in attendance.





# PTEN TOOLBOX CONTEST -WIN CP TOOLS-

Professional Tool & Equipment News (PTEN) is giving away Chicago Pneumatic impact wrenches and quiet ratchets as part of their 2010 Toolbox Contest!

You can enter your toolbox in their contest in one of four categories: Most Organized, Best Customized, Most Cluttered, and Most Vintage. Once all the entries have been collected, PTEN turns to the readers to vote for their favorites in each category!

**Enter Your Tool Box For a Chance to Win:**



And voters, you have a chance to win, too! Three random voters will be chosen to win the Chicago Pneumatic 7830Q 3/8" Quiet Ratchet.

Learn more, enter to win, and vote in the PTEN 2010 Toolbox Contest at <http://www.pten.com/toolbox/>.

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# NEW GRINDERS ENGINEERED FOR HARSH ENVIRONMENTS

Chicago Pneumatic introduced earlier this year two new industrial-strength grinders, the **CP3450** angle grinders and **CP3451** straight grinders, engineered specifically for the harsh working environments found in the metal working, foundry, ship yard and wind energy industries.

The **CP3450** series angle grinders feature a side handle which can be positioned on either side of the tool for left- or right-handed operation. The moveable lock-off throttle can be positioned top or bottom, and the rear exhaust features an optional silencer kit that lowers noise levels by 8 dB(A). The durability of the bevel gears is exceptional in any application, requiring less maintenance and lowering the cost of ownership. In addition, the low height of the angle head allows for easy access to tight areas for the available 4, 4.5 and 5 inch grinding wheels.

The **CP3451** series straight grinders feature a double bearing supported spindle which reduces maintenance and repair costs, and increases productivity. The soft grip handle and rear exhaust with optional silencer kit add to user comfort. The tools' moveable lock-off throttle can be positioned on the top or the bottom for additional safety. The CP3451 is available with 1/4 inch or 5/16 inch collets, as well as a 3/8-24 inch and 5/8-11 inch threaded spindle for use with 2.5 or 3 inch grinding wheels to enable users to match the tool to the right application.

The **CP3450** and **CP3451** series grinders provide the industry's best blend of efficiency, power and durability. The new grinders not only deliver the speed and strength to finish the job fast, they are also made to last, offering users more than 1,000 hours of life when maintained properly.







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# GREAT SUMMER PROMOTIONS

From July 1 through September 30, you can take advantage of four new sales promotions from Chicago Pneumatic.



CP894

**BUY A CP894 – GET A CP886 FREE**

What heavy-duty shop doesn't need a CP894 one inch impact wrench that produces 1,700 ft.-lbs. of torque? Buy yourself one and get a free CP886 3/8 inch ratchet, valued at more than \$110.



CP7500

**BUY A CP7120, CP854 OR CP9121BR – GET A CP7500 FREE**  
Buy a CP7120 needle scaler, a CP854 4 inch angle grinder or a CP9121BR 5 inch angle grinder and receive a free CP7500 2 inch angle grinder. The CP7500 is a \$230 value.



CP7763

**BUY A CP7763 – GET A CP734H FREE**

Buy the industry's best 3/4 inch impact wrench with 1,200 ft. lbs. of Ultimate Torque and we'll give you a CP Classic, the CP734H 1/2 inch impact wrench, valued at more than \$200.



CP7901

**BUY A CP7901 OR RP3611 – GET A LED LIGHT FREE**

Every body shop needs a recip saw, so why not add the CP7901 heavy duty reciprocating saw to your tool box? Or, you can add an RP3611 to your sander collection. Either way, you get a free LED Light, valued at more than \$20.

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