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To: All Contacts

## Perfect Point Announces New E-Drill 2020 System Packages focused on Improved Precision and Ease-of-Use.

### Overview

Market acceptance continues to grow recognizing E-Drill as THE fastest, safest, and most efficient process for removal of Aerospace fasteners. As adoption progresses, so does our innovations to improve accuracy and ease-of-use. In 2019 we launched several new products for precision concentricity to reduce the possibility of damage to less than 0.1%. We have continued to increase our portfolio to cover a larger set of fasteners. We have also reduced potential damage from hammers (both to the airframe and the user) with the introduction of the Air Punch product. Air Punch was previously available for some custom applications only, but in 2019 we made a standard package available for all users.

For 2020 we are rolling these innovations into our standard tool kit configurations, effective immediately. Customers will find E-Drill 2020 Systems to be more Complete, more Precise, and more Efficient than ever before.

Details of the 2020 new products, tool kit configurations and pricing are provided below:

### New Products

There is a total of 15 new items added to our product line, and 12 new services. Headline additions include:

- Air Punch kit and adapters for fasteners sized 5/32" to 7/16". Air Punch is a single-shot device that separates the fastener head cleanly, quickly and above all safely. No need for hammers and punches, no bruises to the person or damage to the structure. Especially useful in tight areas or the underside of wings or fuselage.
- Additions to the Vacuum locator line, include mechanical locators for precision location in blind bolt fasteners (Composi-Lok/Radial-Lok/Visu-Lok & Jo-Bolt type fasteners), and Precision Aperture Locators for flush fasteners with higher magnification and improve illumination.

The Mechanical Locators lock into the cruciform in the head of blind-bolt fasteners and ensure the Vacuum Locator is positioned mechanically concentric with the fastener. They are compatible with all versions of E-drill Vacuum Locators.

Precision Aperture Locators enable concentric positioning through a concentric aperture, for use with Vacuum devices. No more confusion and errors when trying to read the reticule circles. A range of diameter devices are available and interchangeable on the bombsight body, and custom sizes may be provided. As with the Mechanical Locators, the Precision Aperture Locators are compatible with all versions of E-drill Vacuum Locators.

- A new family of services are provided for MSU refurbishment and upgrading (CP1-SP-L1/L2/L3). Even the very first MSU's sold over a decade ago can be upgraded to current specification. We also offer on-site "top-up" training for existing users.
- New hand-tool refurbishment services have also been added. In addition to the existing CP1-SP-010 hand-tool refurbishment and upgrade package, there are two new service products including replacement umbilical cables: CP1-SP-012 for hand-tools with 10ft umbilical cables and CP1-SP-013 for 30ft cables. Customers using a 10ft hand-tool and umbilical extension are strongly recommended to take advantage of CP1-SP-013 to eliminate the umbilical extension.

As E-drill becomes "mission-critical" for more customers, we also offer a Hot-Swap loaner hand-tool service to minimize down-time during a hand-tool refurb (CP1-SP030, CP1-SP-032 & CP1-SP-033). With the Hot-Swap option a Hot-Swap loaner is shipped within 24 hours of inbound tracking.

The complete list of new Products is listed in Appendix I, and Services in Appendix 2.

## New System Pricing and Packaging Details

The 2019 150/160/170 System tool kit configuration numbers have been upgraded to 155/165/175 packages for 2020. The new system packages include On-site Setup and Implementation, the new Vacuum Mechanical Locators for Blind Bolts and the Precision Aperture Locator solutions, as well as detailed package improvements across the lineup.

<b>New System #</b>	<b>Description</b>	<b>System price</b>	<b>Replaces system #</b>
<b>CP1-SY-155-30TP</b>	E-Drill Professional System with 30ft Hand Tools	\$ 103,500	CP1-SY-150-30TP
<b>CP1-SY-155-10TP</b>	E-Drill Professional System with 10ft Hand Tools	\$ 100,500	CP1-SY-150-10TP
<b>CP1-SY-165-30TC</b>	E-Drill Center-Ground (CG) System with 30ft Hand Tool	\$ 76,000	CP1-SY-160-30TC
<b>CP1-SY-165-10TC</b>	E-Drill Center-Ground (CG) System with 10ft Hand Tool	\$ 75,000	CP1-SY-160-10TC
<b>CP1-SY-175-30TC</b>	E-Drill External-Ground (EG) System with 30ft Hand Tool	\$ 78,000	CP1-SY-170-30TC
<b>CP1-SY-175-10TC</b>	E-Drill External-Ground (EG) System with 10ft Hand Tool	\$ 76,500	CP1-SY-170-10TC

Please feel free to contact our sales team or [info@ppedm.com](mailto:info@ppedm.com) for details about the new products in our family and questions regarding our System configurations. All our products and demonstration videos can be found on our website at [www.ppedm.com](http://www.ppedm.com).

With these new Products and Services, we look forward to accelerating E-Drill market adoption with our partners and customers in 2020.

Regards,

Larry Harrell,  
President & CEO,  
Perfect Point EDM Corp.

## Appendix 1- 2020 E-drill New Products list

<b>New Products</b>	<b>Description</b>	<b>MSRP</b>
EDF1323	OVL with Vacuum Kit	\$ 3,200
EDF2100	Blind Bolt Mechanical Locator Kit (ComposiLok style)	\$ 995
EDF1223	Aperture Bombsight Kit	\$ 995
EDT0110	12oz Pro. Kit Hammer	\$ 95
EDT0111	16oz Pro. Kit Hammer	\$ 95
EDT0112	Pressure Gauge - Oil filled	\$ 90
EDT0113	Vacuum Gauge - Oil filled	\$ 90
EDT1300	Air Punch Kit	\$ 2,500
EDT1305-0	Air Punch Adapter assembly, 5/32"	\$ 350
EDT1306-0	Air Punch Adapter assembly, 3/16"	\$ 350
EDT1308-0	Air Punch Adapter assembly, 1/4"	\$ 350
EDT1310-0	Air Punch Adapter assembly, 5/16"	\$ 350
EDT1312-0	Air Punch Adapter assembly, 3/8"	\$ 350
EDT1314-0	Air Punch Adapter assembly, 7/16"	\$ 350
SBS014	S-Blaster Media - 6 bottles, 9lb PBM, 6 pre-filters	\$ 140

## Appendix 2- 2020 E-drill New Services list

New Services	Description	MSRP
CP1-SP-L1	Level 1 - MSU Service - DI stack, PCB's, Pump & Filter, cables & connectors, new brackets etc.	\$ 9,995
CP1-SP-L2	Level 2 - MSU Service - 1 + TSD & post	\$ 15,500
CP1-SP-L3	Level 3 - MSU Service - 2 + current external sheet metal & I/O panel	\$ 19,500
CP1-SP-L4	Level 4 - MSU Service - 3 + High Current Power Supplies (PSR)	\$ 24,500
CP1-SP-PSR	Level PSR - MSU Service, Single Power Supply Replacement	\$ 4,995
CP1-SP-012	Hand tool Overhaul and Refurbishment including 10ft cable replacement	\$ 3,500
CP1-SP-013	Hand tool Overhaul and Refurbishment including 30ft cable replacement	\$ 3,995
CP1-SP-030	Hand tool Overhaul and Refurbishment including "hot-swap" loaner hand-tool to minimize down time <sup>1</sup>	\$ 3,775
CP1-SP-032	Hand tool Overhaul and Refurbishment including 10ft cable replacement and "hot-swap" loaner hand-tool <sup>1</sup>	\$ 4,280
CP1-SP-033	Hand tool Overhaul and Refurbishment including 30ft cable replacement and "hot-swap" loaner hand-tool <sup>1</sup>	\$ 4,775
CP1-TR-011	Training (Domestic) - Onsite training for existing users	\$ 4,500
CP1-TR-012	Training (International) - Onsite training for existing users	\$ 7,500

<sup>1</sup> CP1-SP-030/032/033 pricing applies to US domestic customers only. Please inquire for International pricing.