



## Manufacturing Times

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### A Safety Story, 14 Years in the Making

Long-Stanton Manufacturing celebrates an important company milestone. One that everyone takes pride in. That milestone is the marking of over 14 years without a Loss Time Accident. Long-Stanton celebrated with a company wide recognition day and by presenting monogrammed jackets to everyone.

"This safety record is a great accomplishment that is shared by the company and every employee," stated Tom Kachovec, Long-Stanton's VP/COO. He continued, "It's success can be traced directly to the commitment and dedication of each employee."

Many years ago, Dan Cunningham, Long-Stanton's CEO decided that the ways of measuring a company's monthly success needed another category. No longer would management just look at the metrics of Sales, Quality, and On-Time Delivery. They would add Safety as a new measurable. He knew then, as we do today, that it was just the right way to operate a manufacturing facility. He didn't stop there. He required that management investigate all near misses as a priority and correct those processes immediately.

It was decided that implementing the safety emphasis would begin at the hiring process. It is the first thing that is discussed with a qualified prospective employee. Tom added, "It makes an impression when the interview starts with Safety and then proceeds to a normal interview. We are convinced that this method of measuring our success monthly, and annually has paid off in making Long-Stanton a better company today, and for the future."



Left to right: Michael Gallagher, Director of Sales and Marketing; Richard Hassinger, Technical Estimator; and Dave Hessleton, Customer Service show off the new company jackets that everyone received in celebration of over 14 years without a Loss Time Accident.



Pictured above is one of the many Gaylord Boxes that were used to ship the 2.4 million parts described in the story to the right.

### 2,400,000 Parts in 120 Days

The urgent request came over the phone from a company on the east coast in December, 2015. Two parts, build two different tools, with a quantity of 1,200,000 of each part. That is 2.4 million parts produced and packed in gaylord boxes and shipped within 120 days. From phone call, to die design and build, to production and delivery in 4 months.

We have always been successful producing large and small quantities of parts that a customer needs when they work closely with our team. The success of this type of order is virtually guaranteed when we establish a communication channel that keeps both parties fully informed. This channel allowed us to design and build the tool, source the material, make samples and coordinate all logistics. Our customer's quick response and feedback were critical. It was the recipe for everyone's success.

### Another Success Story, Only this Time from a Start up.

A small volume inquiry came from a start up in California to Marvin Cunningham, Long-Stanton's President. Marvin recalled, "A husband and wife team were providing metal foundations for the craft/jewelry industry. They were producing them out of their garage." Marvin continued, "They knew that they had a great product. They just did not know anything about volume manufacturing of metal parts. They only needed 25,000 pieces but they needed them quickly for the upcoming holiday season. This husband and wife team were at a crossroads of success or failure."

We immediately went to work. We established our communication channel, sourced better materials, set up the production time and coordinated the logistics. The process flowed through each phase as designed. Our customer met their deadline and have returned with a new order for 100,000 parts." Marvin added, "It is a great feeling when you can help your customer succeed. We look forward to their continued success."

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