



Manufacturing Times

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The Tool Room

In any company, there is a special area or division of the business that gives those with an experienced eye a real feel for how a company is doing. In the metal stamping and fabrication industry, one of those areas is the **Tool Room**.

"This is where it all starts. A well built tool will give the customer perfect parts, first time, every time." commented Kevin Walters. A veteran of over 20 years in the Tool Room at Long Stanton, he has lived through the good times and the not so good times. Today, our team is made up of very dedicated and experienced professionals. Each of them has worked their way through the Journeymen's program. Collectively, our tool and die makers bring over 125 years of experience and training to every job.

Kevin continued, "I started under the supervision of Pete Lynch who was respected by everyone in the industry. Pete put into place a number of processes that we still use today. The most important process is the **Tool Assessment and Maintenance Program**. This program is the backbone of the company's Lifetime Warranty on any tool that we make."

Michael Gallagher, Long-Stanton's Sales and Marketing Director, added "Customers have told us that this program is an important consideration in their decision making process. When they are considering Long Stanton versus someone else to manufacture their parts, the *Tool Lifetime Warranty* is a deal maker. Each one of us is proud to carry on that tradition."

Long Stanton's Tool Room has grown by 4 employees over the past three years to keep up with the demand of the **Tool Assessment and Maintenance Program** and building new progressive dies with sensors.

Tom Kachovec, VP and COO, stated. "Our fully staffed Tool Room is a good indicator for our current and future customers that there are good things going on at Long Stanton."



Left to Right: Terry Osborn, Al Craig, Kevin Walters, Greg Speckert
Not Shown: Michael Harper



Trump-Clinton Commemorative Coin Is A Big Hit

Last Quarter you received (with our newsletter) the **Indecision 2016 Trump-Clinton campaign coin**. It has been a big hit with our customers, suppliers, collectors and non-collectors alike. Since the coin's introduction, our staff at Long Stanton has shipped thousands across the country. (We have shipped to 47 states, Canada, and Israel to date. We are still waiting to hear from Arkansas, Utah and Vermont.)

Long Stanton's sixth generation President, Marvin Cunningham, reflected " We were just minting them for our customers to show our capabilities, and add a little humor to the process. After we sent the Trump-Clinton coins out, the requests for more coins poured in, almost overwhelming our ability to fulfill all of the orders."

He continued, "Evidently, we aren't the only people who are undecided. Hopefully the voter's decision won't come down to a flip of a coin, but if it does, flipping our coin could help. "

Marvin added "We will have some left over at the end of the election process, whenever that will officially end. If our customers want more we will provide the coins to them first. The Indecision 2016 Trump-Clinton coin has been fun for all of us here at Long Stanton, but when they are gone, they're gone."

For more information on the Trump-Clinton commemorative coin or Long-Stanton Manufacturing visit Indecision2016coin.com or longstanton.com.

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