



Manufacturing Times

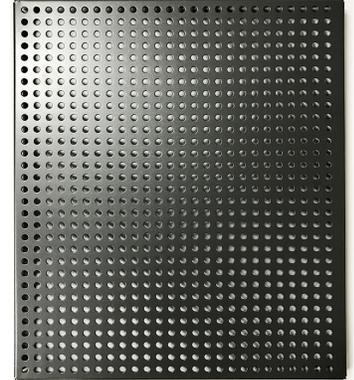
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For more information about Long-Stanton
Contact Marvin Cunningham
513.720.3959 | marvinc@longstanton.com
or Tom Kachovec
513.907.5222 | tomk@longstanton.com
Main Office | 513.874.8020

Speed and Accuracy

Over the years, we have referred to a number of benefits that Long Stanton's people and equipment offer our customers that our competitors can't. As our company improves to meet the new demands placed on manufacturing, we find new ways to continue to add value for our customers.

In an earlier newsletter, we introduced you to our new Trumpf 2020 and its capabilities. Once the word got out that we made this investment, a new group of customers wanted to talk to us. The Trumpf 2020 adds to Long Stanton's 155 year legacy of 'speed and accuracy' in producing metal parts.



Recently a new customer, Shuttle Furniture, was searching for a manufacturing partner that could produce 'modesty panels', which are metal panels that are installed on the front of auditorium desks in universities. Shuttle had the order, they just couldn't find a supplier who could deliver. We had the solution that they were looking for, the Trumpf 2020.

Our Trumpf 2020 fabricates the modesty panel from raw steel and can pierce over 20,000 holes per hour in any pattern desired. This provided the speed to finish the job in the time allotted with the accuracy needed to provide the parts with less waste. That was good news for both Shuttle Furniture and Long Stanton.

David Klitz, who operates the Trumpf and helped with its installation stated, "This press is like a race horse. It's fast, efficient and it runs as hard as you want it to. When the Trumpf 2020 is operating, it is a beautiful thing to watch."

For more information on Long Stanton's Trumpf 2020 and its capabilities please call Marvin Cunningham or Tom Kachovec for a tour.



Elizabeth and her husband had a chance to visit with the Comic Book legend, Stan Lee in Cincinnati this past September.

Elizabeth - Our Go-To Person

Dan Cunningham's children, Emily and Marvin, along with his wife, Marge, were very active in the Warren County 4-H club. Marge took notice of a particular member of the club, Elizabeth Hayner (nee Wiederhold), and her excellent work ethic. She told Dan, who would soon be named President of Long Stanton, that she would be a good fit as his Administrative Assistant. That was over 20 years ago, and Marge's instincts about Elizabeth continue to be right on target.

Over this time, Elizabeth has seen many changes occur in the world of manufacturing and has added a number of additional responsibilities to her original position. She was a part of the team that installed Long Stanton's current computer system and today is responsible for Accounts Payable, Accounts Receivable, as well as being an Internal Auditor. As Tom Kachovec, Long Stanton's VP/COO stated, "Whatever you need, you can depend on Elizabeth to help you." He added, "She is my go to person."

Elizabeth and her husband Bradley, continue to help out on her father's farm where they raise 50 dairy goats. She shyly admits, "It's a Labor of Love, and lots of work. Every one of them has a name."

Elizabeth and Bradley also have another unique hobby, collecting comic books. Elizabeth stated, "We were fans of comic books first, before the big shows developed. My one special crown jewel is *Edge of Spider-Vers* #2 *Greg Land Variant*."

Marvin Cunningham, President and CEO of Long Stanton, added, "I have known Elizabeth for many years. She is still the same person today that she was when we were members of 4-H." He continued, "She is focused, dedicated and unselfish. The same traits that my mom saw in her over 20 years ago."

For more information contact Michael Gallagher at 513.706.3667 or michaelg@longstanton.com.