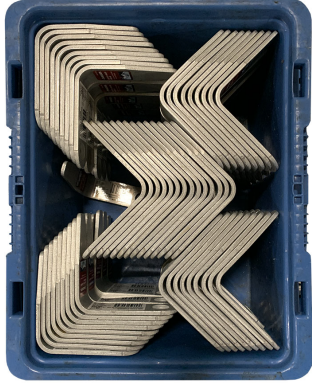




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Growing our relationship with an established customer

At Long Stanton, we work hard to build multiple level relationships with our customers. Many times these relationships expand because of our willingness to take on the difficult jobs that require real teamwork to accomplish.

Many of our customers become so familiar with our services that they can confidently bring a part to us from anywhere in the world and know that we will find the best way to produce it in the manner and time frame that they need. That is the case of the aluminum Hanging Tool Holder.

This Hanging Tool Holder had been produced overseas for some time. Our customer wanted to bring its production back to the U.S. for a number of reasons. And, because of our long and successful history with them, they knew that they could count on us.

Our customer needed us to vary the design, build a tool to make the redesigned part, source the raw material and stamp "Made in the U.S.A." on the part. The added value that we brought to the table is our experience of finishing a customer's product and shipping it, 'Retail Ready', to sell to the public.

Marvin Cunningham, Long Stanton's President recalled, "The customer needed someone who could work side by side with them on this project and be flexible enough to solve some of their problems and concerns." He continued, "This included working closely with them on some areas like packaging, labeling and shipping that were not yet finalized at product launch. It is a great example of teamwork between our two companies."

We are proud to be their 'single source of responsibility' for this project and look forward to continuing building on our history with them. Maybe we could do the same for you.



Long Stanton's New Sales and Marketing Director

Long Stanton is proud to introduce its newest member of its team, David A. Gates.



David comes to Long Stanton with a strong and diverse resume in the metalworking industry. His experience from starting on the production floor over 30 years ago to his new position as Long Stanton's Sales and Marketing Director today will make a positive impact on our customers. He brings his successful experiences in marketing and sales for different size companies to share with our customers to assist them in developing their strategies for new and existing products and identifying their potential markets.

David is uniquely experienced in all phases of a metalworking/metal stamping company like Long Stanton. He recognizes the importance of the different types of jobs we produce and the opportunities that they offer for the long run.

Tom Kachovec, VP and CEO of Long Stanton, commented, "When you understand the complete metalworking/part making process, you can bring more efficient service and a quicker delivery to your customer." Tom continued "David can confidently present Long Stanton as a single source of responsibility for long and short run parts, designs for new parts and solutions for complicated ones. His experience from the shop floor to engineering to customer contact is what is needed to compete in our industry today."

David commented "Long Stanton is a unique opportunity for me. I enjoy all aspects of the industry. I believe that my experience and first hand knowledge of the processes will be an asset to our current customers and future customers. He continued, "It is an exciting opportunity for me to continue Long Stanton's 157 year legacy."

For more information contact David Gates at 513-706-3667 or davidg@longstanton.com