



## Manufacturing Times

Q3 2020

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### A foreign application for a U.S. based customer

A U.S. company with customers around the world engaged us to produce special covers for a water treatment plant that they were constructing in Israel. The project was delivered and detailed in such a way that it required our Long Stanton employees to draw upon their vast experience and significant forming and fabrication skills. Over the years we have shared with you in this newsletter many of our successful fabrication projects that other companies couldn't or wouldn't take on. This project qualifies. There is a sense of accomplishment that runs through our plants and employees when they complete a project that others rejected. These fabrication and problem solving skills have been honed over years of serving our customers needs. The advantage that we have is that we include everyone in the project from the planning, to fabrication, to the shipping of the finished product.

The covers are made of 12 gauge stainless steel and 14 gauge aluminum, both of which are cut out on our Trumpf 2020. The panels, which are approximately 3'x4', were then welded and prepared for international shipping and delivery by our employees. We mention our shipping department personnel and services because we consider this department to be charged with achieving the last critical metric, on time delivery, that we hold to the highest standard. In a time sensitive project like this one, on time delivery is critically important to the customer.



### Network One - The Lift King

Our customer, Network One, took the request of 'doing the heavy lifting' to a new level with their Lift King, heavy duty dollies and accessories that are used by larger Truck and Auto body shops in the U.S. and Canada. These pieces of equipment make moving and installing parts like semi truck hoods, pick up truck beds, etc., much more simple and safe with a small factory floor footprint.

We were given an opportunity to produce these items because of the increase in demand from body shops in North America, and Network One needed to find a quality driven and reliable supplier. Our people found these two projects to be challenging. They immediately began to review each aspect of the equipment and tried to find more efficient methods to produce, fabricate and assemble the lifts and dollies to speed up production without the effecting the integrity of the original design.

All of the assemblies required a substantial amount of tubing and steel to be formed, cut and welded with specific amount of fabrication and assembly. Each of the parts required a significant amount of welding which we are known for. This project pushed our employees to find better and more efficient ways to produce these pieces of equipment and still meet the delivery dates.

David Gates, Long Stanton's Director of Sales and Marketing stated "From the moment the project came in the door to delivery to the customer, there was a strong sense of teamwork and pride of a job well done throughout the plants."

We look forward to serving Network One in the future.

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