



## Manufacturing Times

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### A new dimension on solving an old problem – actually, a 3-dimensional solution.

Over the years, in this newsletter, we have featured a number of design concepts/ideas that our customers have brought to us to help to bring to reality. The DrainCage is one of these.

Many of these ideas are solutions to an old problem. In this case, eliminating stopped up drains and the damages it can bring.

Our team looked at their samples and made suggestions on the best materials for this application, and the best type of tooling to use. We also assisted in packaging and shipping.



There is one step that we haven't highlighted before, but it is as critical as the other steps in our process. That is 'Troubleshooting' with an eye focused on what can go wrong in the application of the DrainCage in different scenarios.

The customer proposed that the DrainCage fit over drains 12" square or in diameter. It had to work on French drains, scupper boxes and box gutters. It also must require no tools to install. Finally, it had to be fabricated from galvanized steel, sturdy enough to withstand the weather elements and the unexpected abuses like being run over by a vehicle.

The DrainCage has been received well in the marketplace. Its durability and ease of application has been a team success.

We invite you to put our team to work for you and your concept. Not every idea gets to this point but at least you can get an opinion from experienced people who have been where you are right now. Call David Gates today at 513-706-3667.

### A Bonus

The last 15 months of dealing with the Pandemic has been taxing on everyone. Long Stanton's employees have been as adversely affected as everyone. Our employees and suppliers have unselfishly adhered to CDC and state issued guidelines. Because we are a designated essential business, this effort has been critical to keeping our plants operating at full capacity.

We are not out of the Pandemic woods yet. The new issue is hoping that everyone gets one of the three available types of vaccine recommended to achieve 'herd' immunity.

At Long Stanton, it is our responsibility to keep our employees safe. We feel that the science behind the recommended vaccines coupled with the distancing, masks and ventilation is the best step we, as a company, can take to protect our employees, customers and suppliers as we strive to get back to normal. After careful consideration, we are offering every employee who gets vaccinated, a \$300 bonus to be paid in their next pay period. There are no consequences for those who elect not to get the vaccine. We understand their position too.