



## 2003 Year-in-Review *and* 2004 Look Ahead!

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### Quality

Long-Stanton achieved ISO 9001:2000 Quality Management System status on February 24th, 2003, some 10 months ahead of the industry deadline. Many thanks to Quality Assurance Manager, Mike Montemore, for his hard work and dedication to bringing Long-Stanton to this important quality milestone. By implementing ISO 9001:2000 QMS into practice, we are establishing a process of continuous improvement in order to meet customer requirements and stay competitive.

### New Finn Shear Genius Work Cell Added

A new flexible fabrication cell was added when we purchased and installed a Finn Shear Genius work cell. This new piece of equipment has significantly upgraded Long-Stanton's fabrication capabilities especially in throughput and dimensional tolerances.

### Thank You!

Long-Stanton's final sales for 2003 were up over 6%. This result is quite outstanding, considering the state of manufacturing during most of the year. It is because of all of our customers' success that Long-Stanton has achieved such outstanding results. We look forward to the year 2004 and the opportunity to succeed along with you once again.

### Welcome, Nancy Miller!

Long-Stanton has added a new direct sales person, Nancy Miller. Nancy's background is in the metal stampings industry, and she has hit the ground running. Her main focus will be to develop tooling and new market opportunities for Long-Stanton. Hopefully, you will get a chance to meet her in the near future.

### \$750,000 Planned in Capital Improvements in 2004

Long-Stanton plans to add \$750,000 in capital improvements next year. This new capital will both improve and expand our capabilities. Over 5000 square feet of new production space along with fabrication equipment such as a power squaring shear, additional press brakes, and roller benders will come on line before mid-year. Other capital will be utilized to improve press accuracy and throughput, such as new servo feeds. We are expanding to better serve our customer's total stamping and fabrication needs.



### Meet Long-Stanton's Pete Lynch

My current position is Tool Room Supervisor with responsibilities of Tool Room Supervision, Die Design, and Wire EDM Programming and Operation. I am a Certified Journeyman Tool and Die Maker with 36 years experience and certification by the US Department of Labor and the State of Ohio.

Put Pete to work for you! Let Long-Stanton's expert toolmakers, with over 137 years of experience, design and build your next outsourced tool.