
Long-Stanton installs new computer system

As part of Long-Stanton's long-term commitment to continuous improvement, we have invested in a new state-of-the-art computer system. The system that we chose, Shop-Tech's E-2 "Shop System", was selected after one year of research by our Enterprise Resource Planning (ERP) Core Team. It was determined that this system would meet the needs of Long-Stanton internally, and meet our customers needs externally, for many years to come.

The Shop Tech E-2 gives us expanded and integrated capabilities from Customer Relationship Management (CRM) to the Shop Floor to Accounting. It fully upgrades all of our servers and desktop computers as well as our Internet capabilities. Some of the enhancements it provides are:

- An ability to email, send quotes, fax invoices and other documents directly from the system
- Better lot tracking of raw material and finished goods
- Integrated quality system
- Improved inventory managing and restocking control
- All documents will be maintained in the system and attached to the specific job and part
- Improved job scheduling and tracking through the shop

The new system went "live" on May 1, 2005 and has shown great promise in the scheduling and tracking of jobs for our customers with appropriate supporting documents.

Terry Scales – Chief Logistics Manager

Long-Stanton considers on-time delivery a key indicator in the measurement of our expected level of performance. More importantly, our customers rank on-time delivery as a high priority item when they review us, or any of their vendors. Because of on-time delivery's importance, it was a logical step for L/S to assign this responsibility to someone who knows our business inside and out. We are proud to introduce our Chief Logistics Manager, Terry Scales, a 17-year veteran of L/S.



Terry is the second member of his family to work at Long-Stanton. He followed his father, Jason, into the business, who was a plant superintendent at L/S for 34 years. Terry began his career as a Punch Press Operator on the Niagara and Minster and progressed on to operating the brake presses. He followed those positions into the tool room operating the EDM machines. As his knowledge and experience grew, it was only natural for him to be charged with overseeing the responsibility of Quality Control in our plant.

A little over three years ago, the customer's demand for J.I.T. (Just-in-Time-Delivery) became a key measure in our overall performance. L/S management knew that they needed someone who understood both the flow of parts through the plant as well as the importance of on-time delivery. Once again, Terry Scales was the obvious choice to lead this department of Logistics and Shipping.

Terry may be reached at terrys@longstanton.com.