



LONG-STANTON CONSULTING - A NATURAL ADDITION TO OUR 149-YEAR HISTORY

There are thousands of books and hundreds of consultants who propose that their suggested manufacturing methods will ensure your future success. Over the last 20 years, all of us at Long-Stanton have implemented many of these new ideas. Some were good, but many of them lacked in substance and practicality when tried on the factory floor. There is no quick fix that will come out of a book or through a third-party who is not involved in manufacturing. What we did learn is "There is *no substitute* for experience that is earned every day in an active manufacturing facility."

Over the years, we have looked for answers to help us solve the many problems facing manufacturing. Our research has taught us that our people are as good as you'll find in manufacturing. Once we discovered this asset, we began to formulate new approaches to solving problems in our plants. We applied these same techniques to helping our customers. This is how Long-Stanton Consulting was born.

The statement 'formulate new approaches to solving problems' may sound too simplistic.

In reality, Long-Stanton supports that with almost 200 years of first hand, day-to-day experience in all aspects of manufacturing. From the moment our customer indicates they are experiencing a problem or need to design a more efficient method of production, our team can lay out a sequence of steps to take with the promise that a solution will be found. All of this will be accomplished under one roof with one single contact. And, only Long-Stanton Consulting can offer it.

What makes Long-Stanton Consulting different from others?

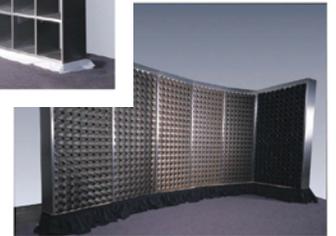
Long-Stanton has been an active manufacturer since 1862. We have history. This history is documented in examples of tools, parts, concepts, and experiences that have been passed down by word of mouth and through training programs from one generation to the next. Six generations to be exact. For example, we know first hand what it takes to re-invent yourself and your business. The first time we did it was after the Civil War in 1865. Call Dan Cunningham or Tom Kachovec and we'll share the story with you. It's definitely worth a few minutes of your time.

Each member of our consulting team brings recognizable strengths and experience that immediately make our customers and their personnel confident that they are working with someone who knows manufacturing.

- Our Specialist in Tool and Die began his career in the Apprenticeship program 43 years ago. He has led this division from pencil and paper calculations, to the slide-rule, through the advent of the calculator, to very basic computers, and finally to the sophisticated design applications of today.
- Our Sourcing experts bring over 60 years of sophisticated sourcing and purchasing to every job we encounter. Their experience has been hands-on and utilized in markets all over the world. Our domestic and Asian resources can go a long way in helping our customers determine the optimal locations for product sourcing and pricing.
- Our experience on the manufacturing floor is just as strong. Each Team Leader brings over 20 years of manufacturing expertise. Through their input, our team can provide engineering assistance and product design modifications for every part. When called upon, their assistance on CAD drawings, prototypes, parts and assemblies has proven invaluable to our customers.
- Our Senior Management Team is very active throughout our operation, as well as, serving as the leaders for analyzing new methods and processes. They bring these new ideas into the plant and the team critically reviews its strengths and weaknesses. They then determine if it will bring something of value to our customers and the manufacturing process.



This 5,000 bottle wine rack, made from antimicrobial stainless steel, was custom designed and built for a stainless steel concept home in California.



Long-Stanton designed and installed a one-of-a-kind light cowling for a section of the Berlin Wall in Cincinnati, Ohio

You can be confident that the final results from Long-Stanton Consulting will assure your success. And, what is even more beneficial for you is the fact that you are working with an active manufacturer who will completely understand what you want to accomplish and help you accomplish it. This is what makes Long-Stanton different from all of the rest.

Call us today at 513-874-8020 or email Dan Cunningham at danc@longstanton.com or Tom Kachovec at tomk@longstanton.com for an introduction to our consulting services and the industries we serve.