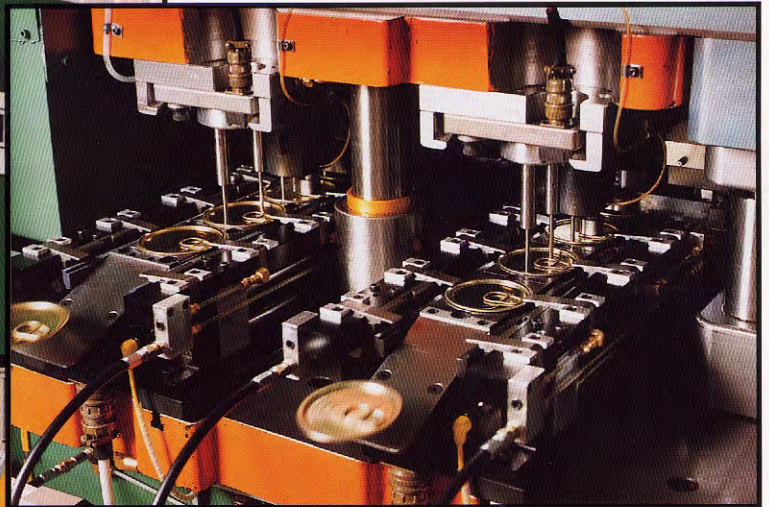


M.S. Willett and



A Minster EC-100-QL Press and Willett Tooling produce food container lids in a system headed for France.

Presently Willett offers its services as a builder of high-quality transfers and complete turnkey stamping systems to companies around the world. Specializing in the packaging industry, Willett has recently explored new markets for its systems, which are now involved in producing oil filter and shock absorber parts, automotive rocker arms, bearings and electrical fittings for customers like Black and Decker, Dana, Ford, General Electric, General Motors, Kodak and Harley Davidson.

Two of Willett's most recent systems are producing food container lids for a company in France and the ends for cookie containers for a company in Denmark. Both systems are utilizing Minster presses.

"We like Minster because of the construction, the engineering, the attention to detail and the ability to build a press that is very adequate for the job, yet not over-engineered,"

McCaughey said. "You tell customers that the press part of their package really will never lose value.

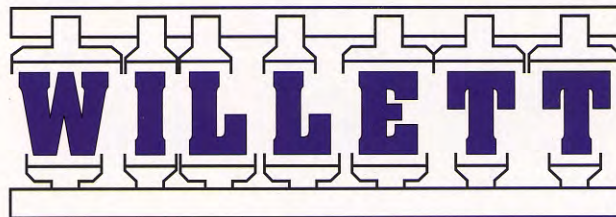
Unfortunately, a lot of accountants don't take advantage of that fact. You

can look at virtually any Minster press on the used market today and the asking price is greater than the original selling price. We try to emphasize this type of quality in our presentations to customers to justify what is quite often a higher price than a competitor."

In designing turnkey stamping systems destined for the four corners of the globe, M.S. Willett Inc. prefers presses from The Minster Machine Company.

"What we're doing is taking a moving, working platform -- a Minster press that goes up and down," Willett President John Willett McCaughey said. "We add a tool package to it that will allow that press to make a specific product. By using the Minster press we have a lot more precision, speed and rigidity to work with."

Founded in 1929, M.S. Willett started as a tool and die shop, doing business along the East Coast. The company added a stamping operation in 1947 and in 1960, moved to its present location at Cockeysville, Maryland, about 10 miles north of Baltimore. The company continued to expand its engineering capabilities, and it was during the 1960's that the Willett Transfer was developed.



d Minster, a Quality Combination

"With some companies, all they want is a Minster press because they know that they have good luck with them," said Don Nelson, Group Director of the Systems Engineering Group at Willett. "They don't have to rebuild them every year. They perform, and even though they may cost more in the beginning, I think they are a much better buy in the long run."

"We've tooled presses by other manufacturers and they've had to be rebuilt every year," Nelson continued. "They've spent \$50,000 to \$100,000 to rebuild them. We put the same tooling in a Minster press and they've been running for Lord knows how long ... Of all the presses we've tooled, I like Minster better than any of them. You just don't have problems with their presses."

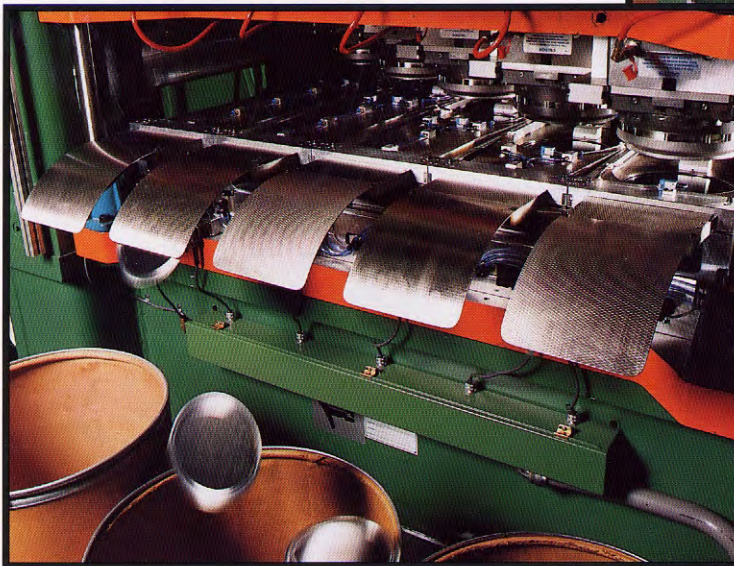
McCaughey said Minster's durability enables his company to offer impressive warranties on their systems.

"We just overhauled a Willett cam box on a Minster E2-200 press that's been in the field for 20 years. That cam box was overhauled for the first time and the equipment is still going strong after 20 years," he said. "I bid a job to someone recently and they wanted a system life out of me. The man told me, 'we have a guarantee of two years from this other company. What will you guarantee?' I said '20 years,' and he wouldn't take me seriously."

"There's something about the value of a Minster press," McCaughey said. "It's not illusionary. It's concrete. It's more like a tangible asset as opposed to just words thrown out in the air. You can really count on a Minster press to do the job for 20 years or more."

McCaughey also said Minster presses can save customers money in more ways than just a long life.

"We had a customer using another brand of presses for manufacturing door knobs," he said. They had additional operations and presses with a line speed of about 35 strokes a minute. We put the same system in Minster presses doing more operations and running 90 strokes a minute. The customer found that while we were using the same tool design, the tooling lasted better than twice as long in the Minster press ... It eliminated a press from the next



A Minster SAS-H100-72 Press and Willett Tooling produce the bottoms of cookie tins in a system headed for Denmark.



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John Willett McCaughey
President
M.S. Willett Inc.

line because we were able to combine some of the operations that had been spread out to give longer die life in the other presses."

Minster and Willett have worked on numerous projects over the years, as McCaughey has become very familiar with the techniques and services offered by Minster.

"Minster does not take any shortcuts. They are very thorough in their engineering," he said. "We find that coordinated through our design and the Minster design, through our engineering and the Minster engineering, there is seldom a mistake. Minster understands the application to what we are proposing and they make sure what they provide is adequate for the job.

"The teamwork we have is great," McCaughey continued. "We never get stuck with 'that's what you asked for' if there's a problem. That's because between Willett and Minster everything is thought out ahead of time.

"We don't have that much occasion to contact Minster for service, but when we do their response is prompt, and it's a quality response. We normally find that the first response solves the problem."

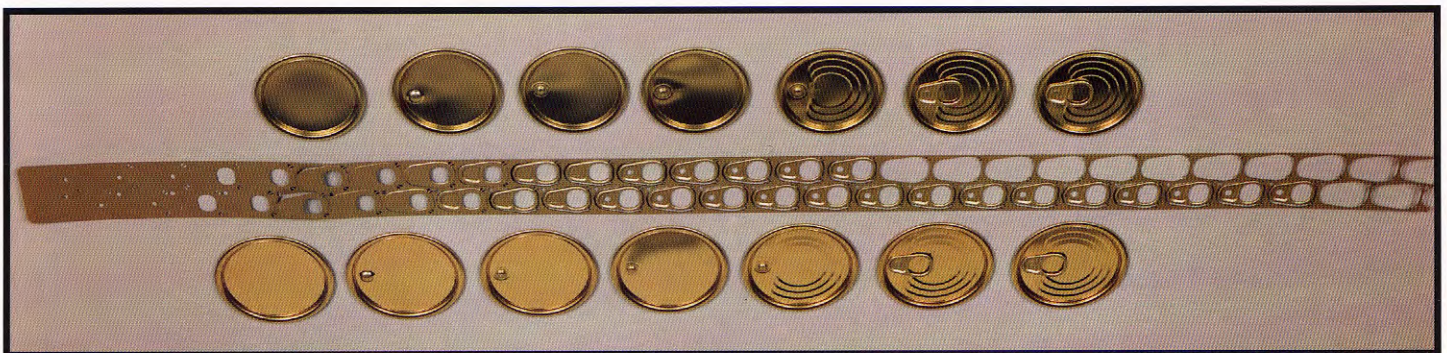
"We've worked very well with Minster as far as getting any special features for special designs or for adapting a press to a special need," Nelson added.

Willett is marketing more and more of its turnkey systems overseas, and McCaughey said Minster's world-wide presence has been a positive factor.

"About 60 percent or more of our business this year is export and there are very few American brand presses that we can offer that will be accepted by people overseas, and particularly in Europe," he said. "We like working with the European companies, and there, Minster can hold its head high among the most famous European makes, and Minster does meet them head on. When we go to somebody and offer them a package with the Willett tooling and the Minster press, we know we're going to be treated with respect. With almost any other American brand, they just don't have the presses overseas, so people get a little uneasy about service and quality."

While Willett currently has a reputation as a leader in both the transfer market and the supply of turnkey systems, engineers are continuing to develop new technology for the packaging industry, including a system that offers a production rate of up to 1,600 ends per minute.

"When you're doing high-precision tooling, high-speed tooling, it's very important that you have a good press -- rigid, stable and accurate, and that's what we get with a Minster," Nelson said. "We're always pushing state of the art as far as speed or quality of the part, or the tolerance of the part. I think often times the only way you are going to achieve that is to have a quality press as a building block to start with."



M.S. Willett Inc. designs systems with Minster presses that manufacture a variety of unique parts for the food packaging industry.