

Quality & Reliability at CMS

The company known today as Continental Metal Specialty, Inc. — or “CMS” — began in 1969 as Richmond Tool and Stamping. The first press installed was a Minster P2-100 straightside. Dick Ray recalls that since that date, “there haven’t been many times that we haven’t had a Minster press on order. In fact, we now have a total of 20 Minster straightside presses . . . up to 300 tons . . . and 21 Minster OBI presses in production.”

“It takes quality and reliability in a press for us to be able to supply those benefits in stampings for our customers.”

*Dick Ray
Executive Vice President
Continental Metal Specialty
Richmond, Kentucky*

In its seventeen years, CMS has experienced consistent growth. The company has expanded into assembly and now has over 600 people in four plants doing assembly work for the automotive, recreational, hardware and office equipment industries. In 1982, all divisions were merged under the Continental Metal Specialty name.

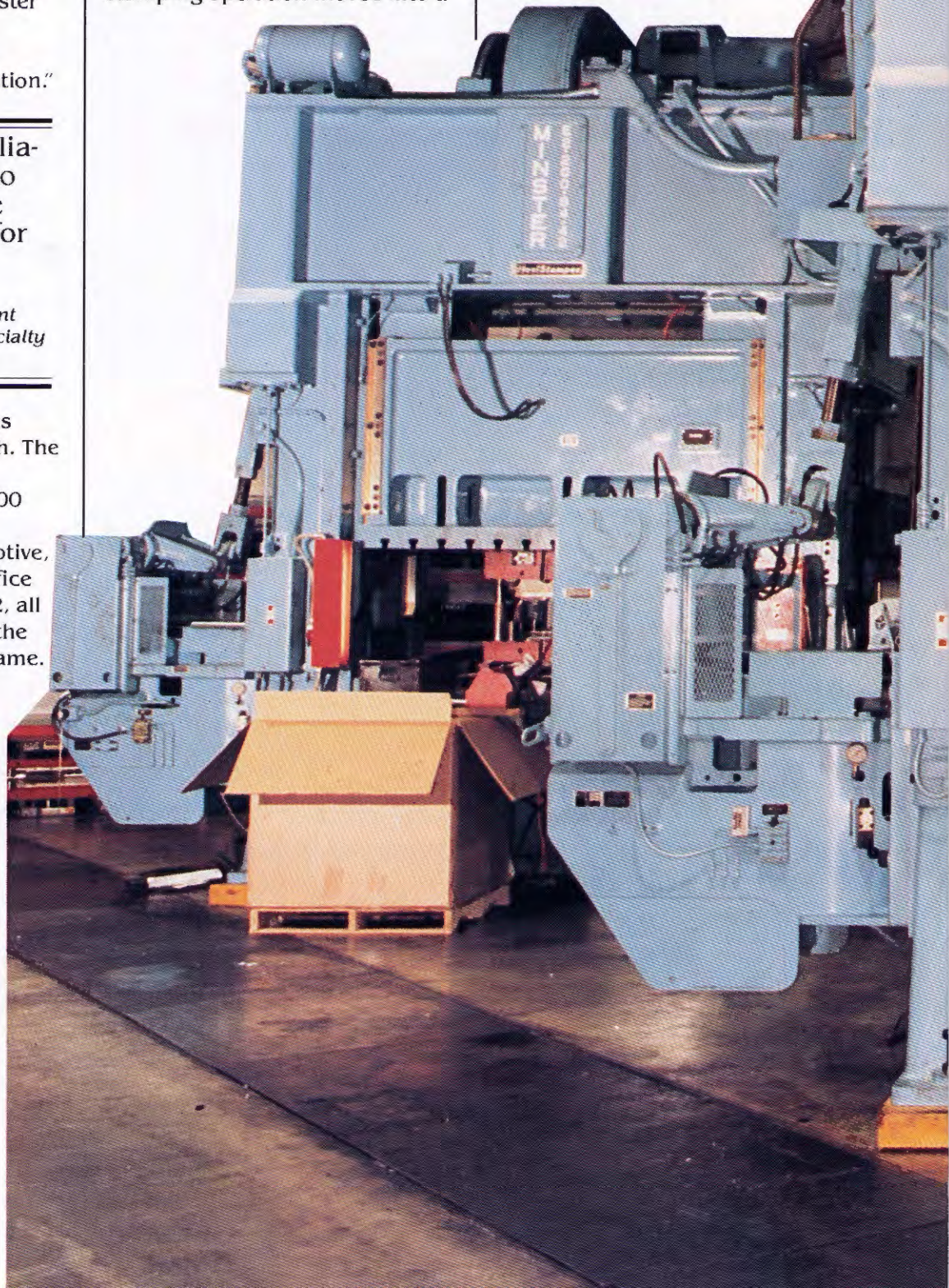
Flexibility and speed of set-up have been enhanced by the Minster Electric Feeds on these new E2-200's.

The stamping division of CMS specializes in high volume, progressive die stamping, with part runs averaging 20,000 pieces but ranging up to 75,000. Also, a large volume of secondary operation work is handled by Minster OBI's.

In September of last year, the stamping operation moved into a

new, 75,000 square foot facility that provides an excellent work environment and improved work flow, enhanced by a complete underground conveyor scrap removal system and overhead crane material handling.

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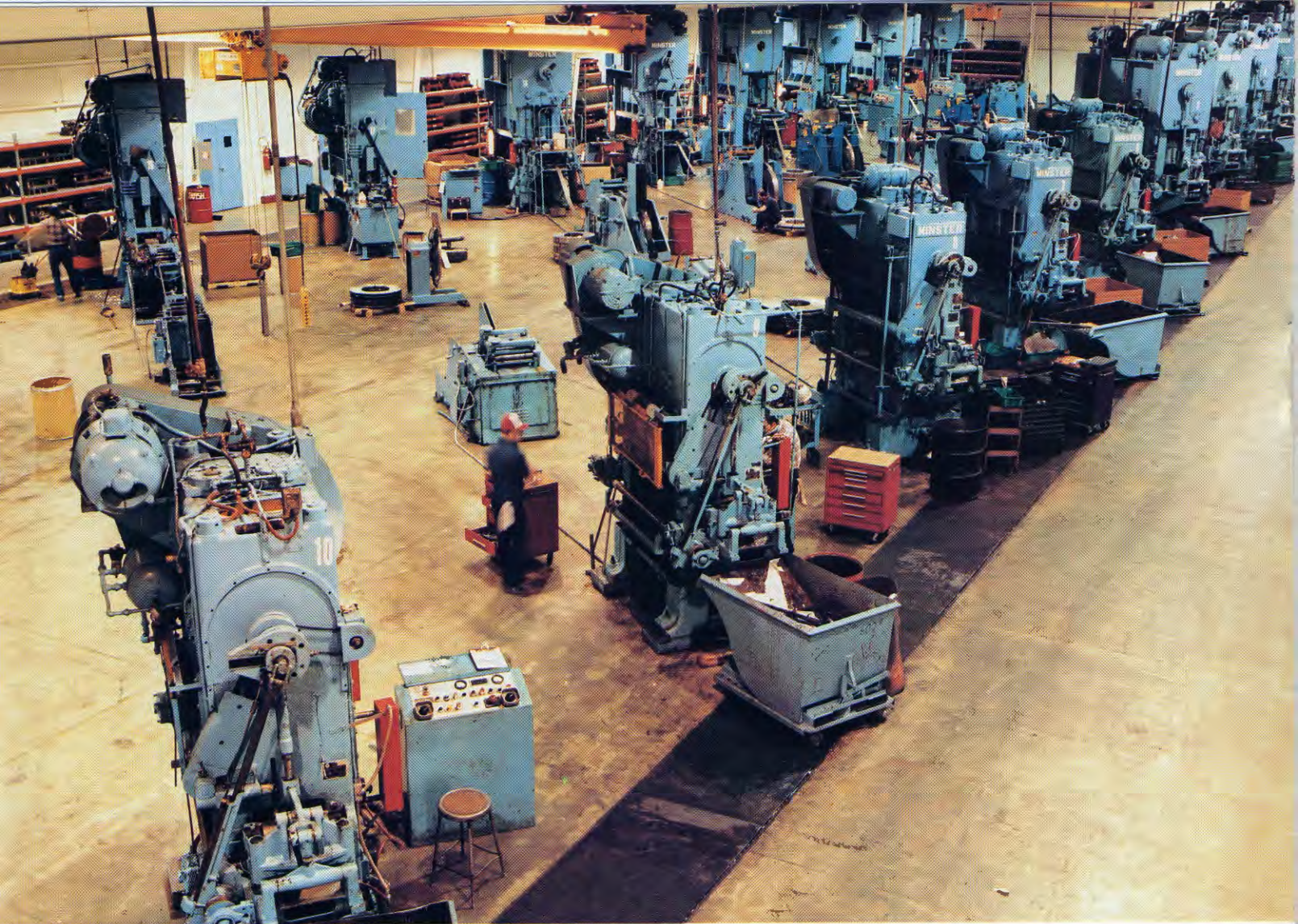




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The new stamping plant at CMS provides "breathing space" for 20 Minster straightsides.

Pat Duff, CMS President, relates a part that Minster presses have played in his company's growth: "Properly maintained, we know that a Minster press we buy today will be just as good 20 years from today. From past experience, we could probably sell it after those 20 years for more money than we paid for it. A Minster is a quality product that just doesn't break down. We have occasionally replaced presses in our plant over time as our business has changed. I have yet to sell a Minster press that didn't make money."

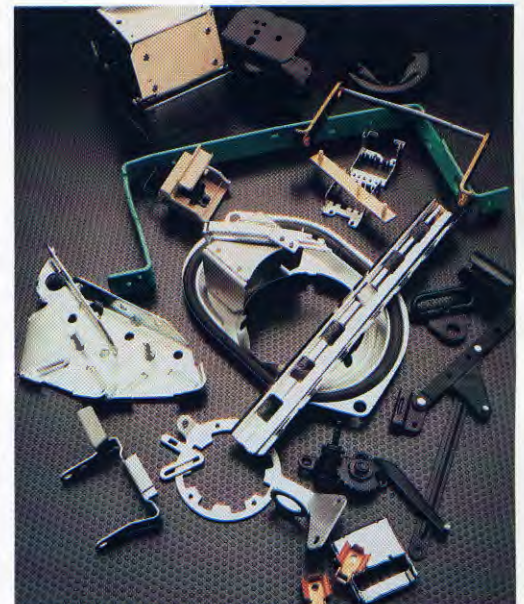
In order to meet their commitments to their customers, prompt service on press problems is important to CMS. Dick Ray says, "A major reason we buy Minster presses is the service support that comes with them. Typically, if we call Minster with a problem, they have a man in here the next day."

The last two presses purchased by CMS (both E2-200's) included double roll Minster Electric Feeds. "We think the Minster Electric Feed is great," says Dick Ray. "When we buy our next press, it will have one on it. The long feed length capability is handy and we like being able to easily adjust feed length and timing from floor level."

CMS was also the first company to automate secondary operation stamping with Minster/Orii press-to-press transfer robots. They were able to reduce manpower requirements of a six-press line from nine to four while improving productivity at the same time.

Is machine capability, reliability, lasting value and fast, knowledgeable support important to your stamping operations? If so, share a

key ingredient of success with CMS and contact the Minster Representative in your area.



These stampings and assemblies are typical of the work done by CMS.