

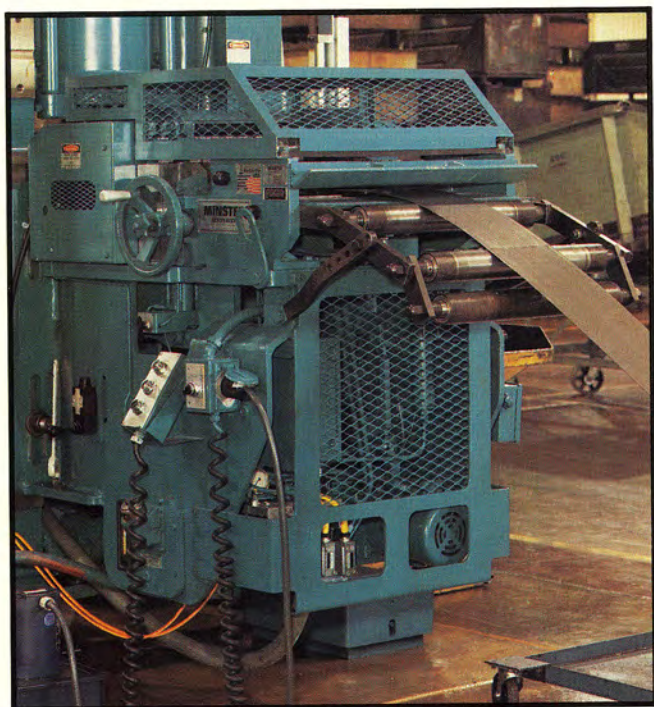
# "The greater return on the dollars invested in a Minster is a much bigger factor than the initial price."

**Brian Burnside**  
V.P. - Sales & Manufacturing  
Burnside Manufacturing

"Our Minsters keep us out of trouble," says Brian Burnside, V.P. - Sales & Manufacturing, at Burnside Manufacturing (Spring Lake, MI). "Uptime and reliability are critical for us. We don't have idle press time to use as a cushion, and we don't have twenty presses in which we can interchange jobs."

"We operate on a 'just-in-time' basis," adds Rob Riemersma, Maintenance, "so if a press is down, we have to work overtime or send work out in order to meet our delivery commitments."

Burnside Manufacturing began business in wire forming 51 years ago. Although they still form a lot of wire parts, the company expanded into stamping twelve years ago. Their first Minster was a used 500-ton, followed shortly by the purchase of an E2-600. Since then, Burnside has added two E2-300's and, most recently, an E2-200 with a Minster Automation Electric Feed.



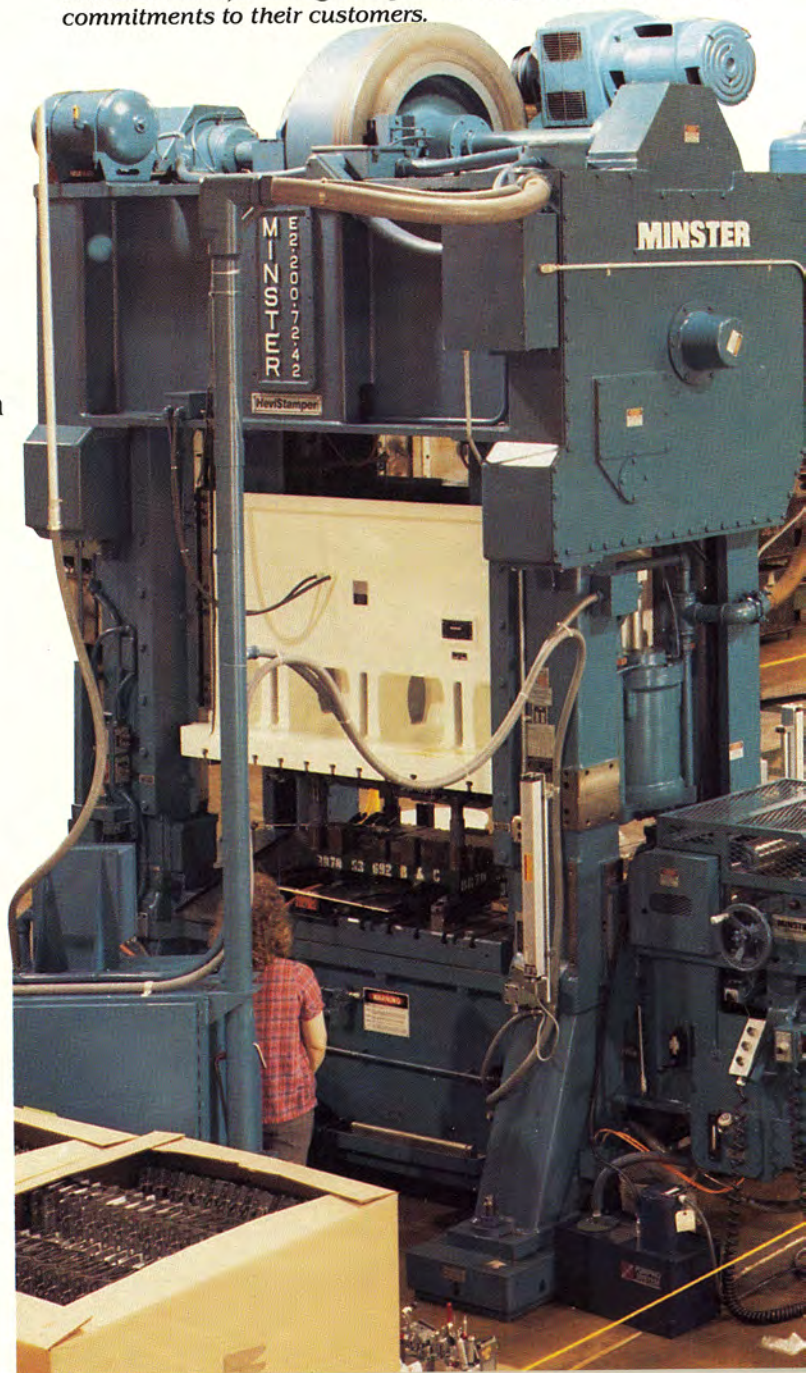
*This Minster Automation Electric Feed has contributed to a significant reduction in set-up time.*

---

*"We invest a great deal of effort in maintaining our dies . . . when our dies are in a Minster, we've done the best we can possibly do."*

---

*Burnside Manufacturing's E2 presses help them keep delivery commitments to their customers.*

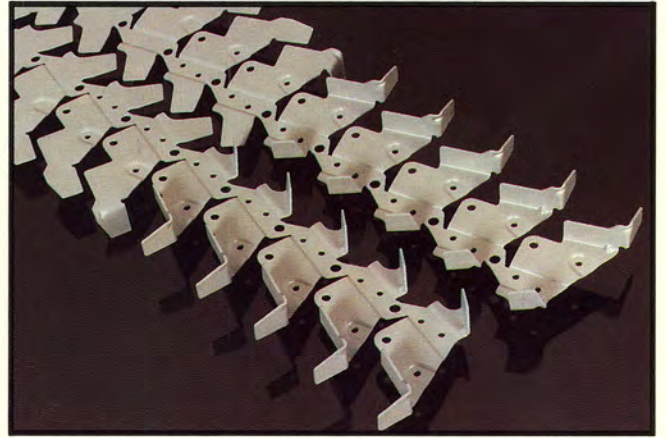




Burnside feels that their Minsters add to the company's press capacity because they're virtually always available to make parts. "About the only time they're not ready to run," says Burnside Plant Manager Dan Wolfe, "is when we're in the process of making a changeover to run another part . . . and we're even taking a big chunk out of that unproductive time. Improved techniques, combined with the programmable limit switch and Electric Feed on our new E2-200, have allowed us to significantly cut our set-up times."

In addition to a reputation of delivering on time, Burnside also commands respect for parts that are consistently in spec. This factor has also influenced their choice of press equipment.

"We invest a great deal of effort in maintaining our dies," says Wolfe. "That wouldn't be worth much if the press won't run them right. When our dies are in a Minster, we've done the best we can possibly do."



*Burnside's reputation is built on always delivering on time and in spec.*

