

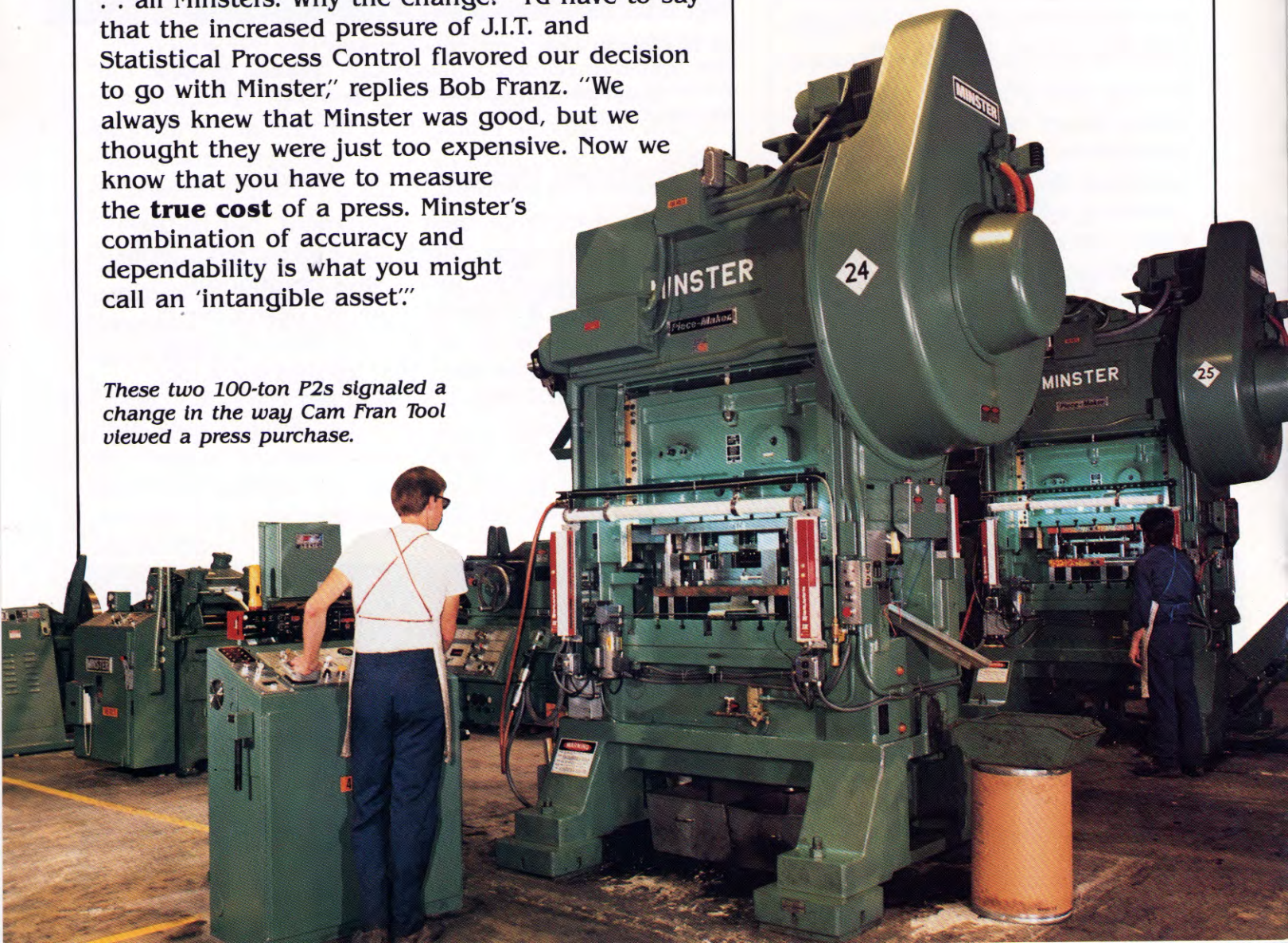
Meeting the Challenge of Quality and J.I.T.

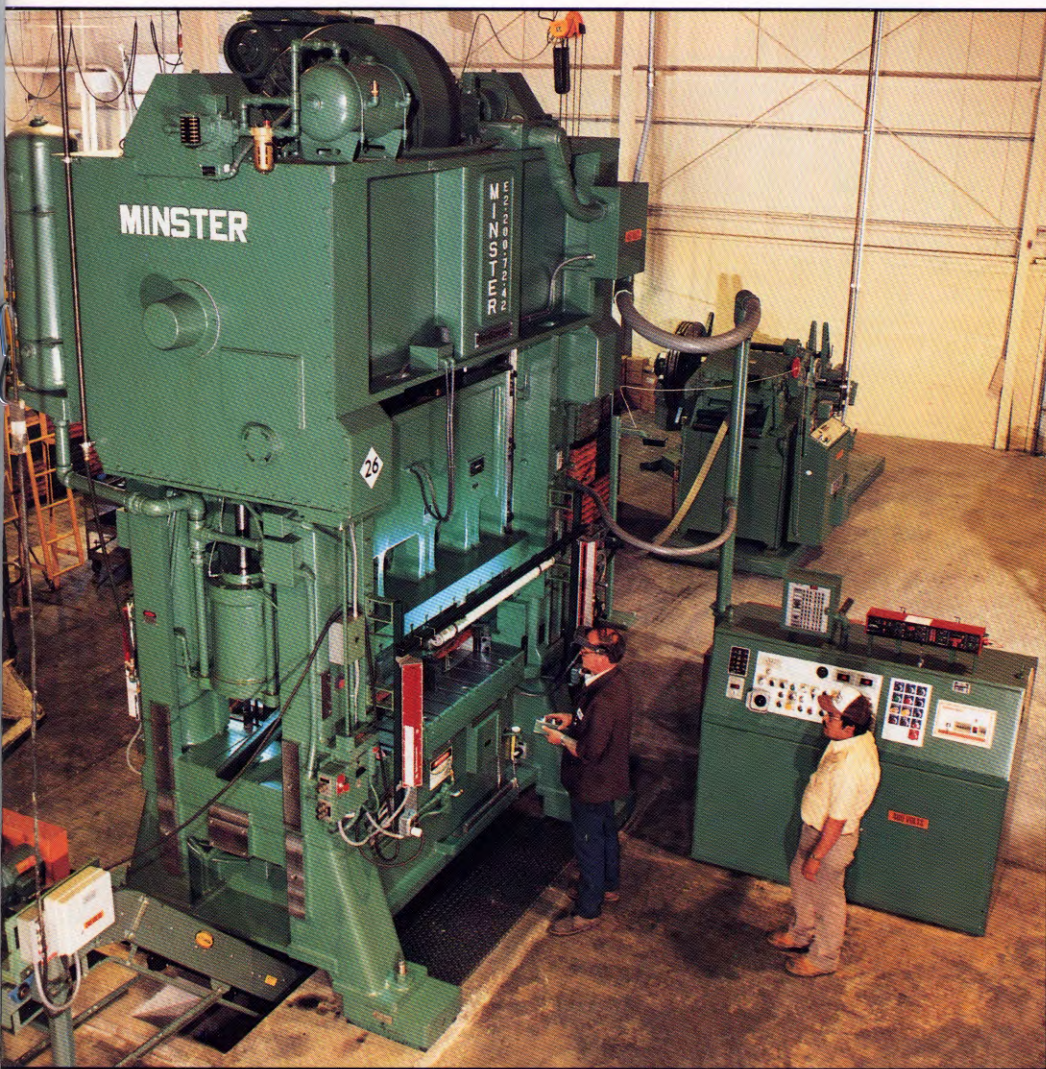
Customer requirements for Just-in-Time parts delivery (J.I.T.) and ever-tighter demands for quality mean a tough challenge for metal stampers. Cam Fran Tool, Inc., in Bensenville, Illinois, is not any exception. Says company president Bob Franz, "Just-in-Time means plus or minus two days, at the most, and stampers that hope to serve major industries had better have an active statistical process control system in place."

Started as a tool and die shop in 1966, Cam Fran began to offer stampings in 1972. By October of 1986, the company had 23 presses in operation . . . but only one was a Minster. At this date, three more presses have been added . . . all Minsters. Why the change? "I'd have to say that the increased pressure of J.I.T. and Statistical Process Control flavored our decision to go with Minster," replies Bob Franz. "We always knew that Minster was good, but we thought they were just too expensive. Now we know that you have to measure the **true cost** of a press. Minster's combination of accuracy and dependability is what you might call an 'intangible asset'."

These two 100-ton P2s signaled a change in the way Cam Fran Tool viewed a press purchase.

The new Minsters at Cam Fran consist of two P2-100 "Piece-Maker" presses and a 200-ton E2 "HeviStamper." All three employ Minster double-end reels, straighteners and feeds. The E2, in fact, incorporates the very latest in servo-driven coil feed technology . . . the Minster Electric Feed. "It's today's technology," says Bob Franz. "With the flexibility the Electric Feed gives me, I'd have a hard time buying another press with any other feed on it."





Two-hundred ton E2, Minster Electric Feed, and Minster reel and straightener provide Cam Fran Tool with a single source package for progressive die stamping.

Cam Fran Tool Co. has taken on some pretty challenging jobs. They bought their Minster presses to help meet those challenges. "We haven't been disappointed," Franz states. "With our Minster presses, tool life has improved, part consistency is better, we run at more efficient speeds, and we're better able to take advantage of die protection devices because our stopping time has improved."

With customer delivery deadlines to be constantly met, press service support is becoming an increasingly important concern of contract stampers. What has been Cam Fran's experience? "Let's face it," answers Bob Franz, "the investment we make in a press line is considerable. If for any reason that press line is down, we are losing a substantial amount of money. With the kind of service support we receive from Minster, you would think we were their biggest customer."

Cam Fran Tool has the ability to produce a wide variety of demanding parts.

