

Minster Presses Help Inshield Keep "The Customer First."

Inshield Die & Stamping Co., Toledo, Ohio, has built an enviable reputation for part quality and on-time delivery at a competitive price. The firm has served many of its customers for over 35 years and has never lost one due to dissatisfaction. Such a record is due to the owner's philosophy of "customer service first." The company's 50-year policy of paying all invoices the same day they are received has also endeared them to their suppliers.

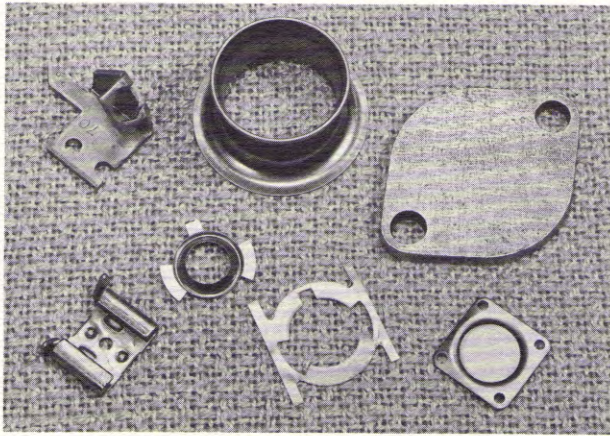
Inshield was Toledo's first tool and die shop when the business was started by Roy Thal in 1919. Under the direction of his son, Norman Thal Sr., who became president in 1946, the company began phasing out of tools and dies and put the emphasis on stamping. Formerly an advertising agency executive, Norman Thal knew the value of customer service and diligently applied it. Inshield was a pioneer in the early development of progressive die stamping in the Toledo area and has been responsible for converting many automotive parts from multiple operation to progressive.



Norman Thal, Sr., president of Inshield shows Dick Voss, ImPRESSions editor, the original movable spotlight for automobiles invented by his father in 1921 and marketed until 1926. Called the Inshield light, it gave the company its name.



Line of automated Minster presses at Inshield Die & Stamping Co.



Diversification and Modern Press Equipment

In 1962, at the urging of vice-president Norman Thal, Jr., the firm started a program designed to move it into other progressive die stamping fields. The first step was a move from the old Toledo presses which have served the

company well, to faster, modern equipment. The first Minster press, a B1-60 was purchased and automated. The resulting increase in speed, productivity and accuracy propelled Inshield into a planned program of new equipment acquisition. Today, of a total of 38 machines, they have 15 Minster presses, half of them with automatic feeds. The Minster's perform about 85% of the company's production.

New Markets

Inshield and its 30 employees serve customers in automotive, electronic, electrical controls, toys and other diverse markets. The company has a fine die maintenance shop but no longer designs and builds dies.

Part runs range from several which only call for 100-200 a year up to 5 to 6 million a year. Average part run is about 30,000. Inshield has flexibility in its equipment with a Minster P2-100 Piece-Maker, an S2-150, two B1-60's and eleven OBI's. They run all types of material from .010" to 1/4" thick.

Quality Goes with Delivery

Not only does Inshield keep to its honest delivery dates, it also provides parts quality and uniformity. Many of its jobs are done for other mass production stampers who



S2 two point straightside press, 150 tons capacity, single-gearred, twin drive, has long stroke and variable speed drive for extra versatility. Equipped with a feeding machine, or can be manually fed. Runs at 40 to 80 spm.



P2 Piece-Maker, 100 tons capacity, with double roll feed and eddy current variable speed drive. Extra shut-height for application versatility. Note conveyor for part removal and easy part inspection.

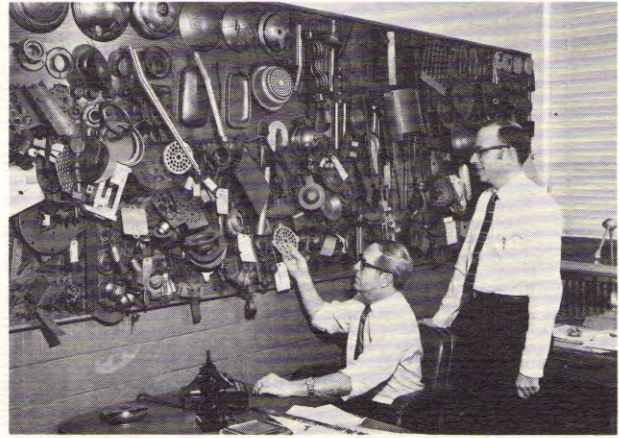
can't hold the tolerances on long runs. Vice-President of Engineering, Howard Hughes, explains that Inshield hourly-rated press operators, most of them long-time employees, have been trained to be inspectors. They settle for nothing less than consistent part accuracy.

Why Minster Presses?

Again Howard Hughes supplies the answer. "We sell service and quality. So does Minster. We fit well together. We've had no repair work on the first Minster B1-60 in nearly ten years. If we ever do need some service, Minster is in here the next day to provide it. With our Minster presses we have doubled our productivity, obtained greater accuracy and more parts between die grinds. On one blanking job we used to get 50,000 parts between grinds. On a Minster we get about 150,000. We have far less downtime for maintenance."

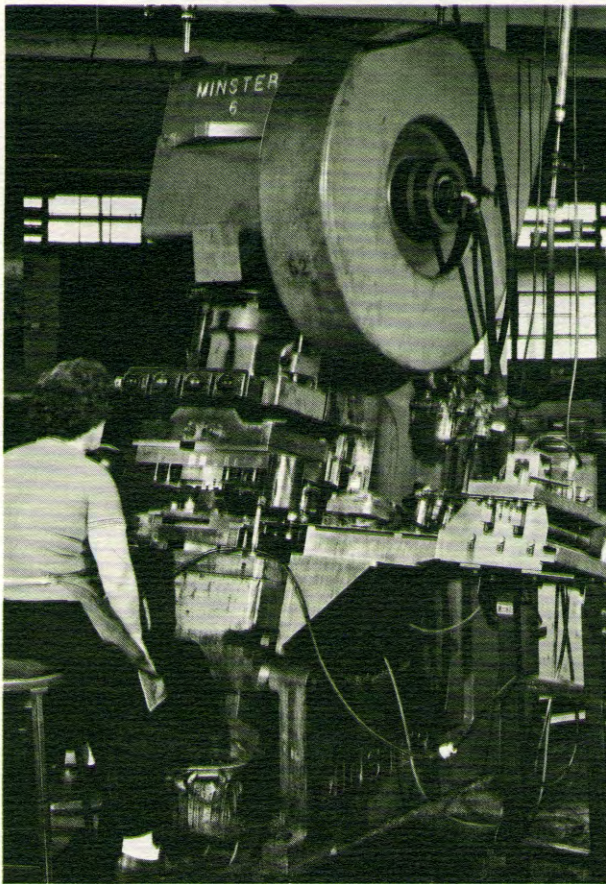
New Die-Namic Press to Increase Inshield's Flexibility

Norman Thal Jr. is looking forward to delivery in February of Inshield's first Minster Die-Namic Process press. "Instead of an hour to set-up for an hour's production, we'll be able to greatly reduce set-up time with the Die-Namic quick die change capability."

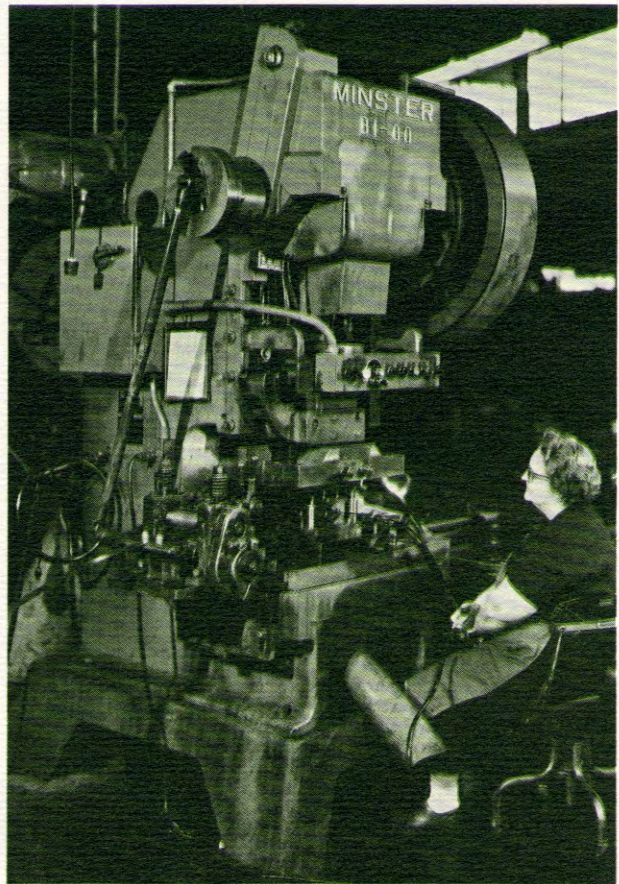


Howard Hughes, vice-president, engineering, seated, and Norman Thal, Jr., executive vice-president, with a collection of stampings which reflect Inshield's early history in the business.

Inshield's new Die-Namic press will be equipped with an automatic feed and will run progressive dies at speeds up to 200 spm. It will certainly add to the firm's well-known ability to run a "quick delivery order" without disrupting its schedule.



60 ton O.B.I. has slide type feed with five-roll straightener . . . running progressive dies.



B1 press, 60 ton capacity with single roll, bell crank driven feed.