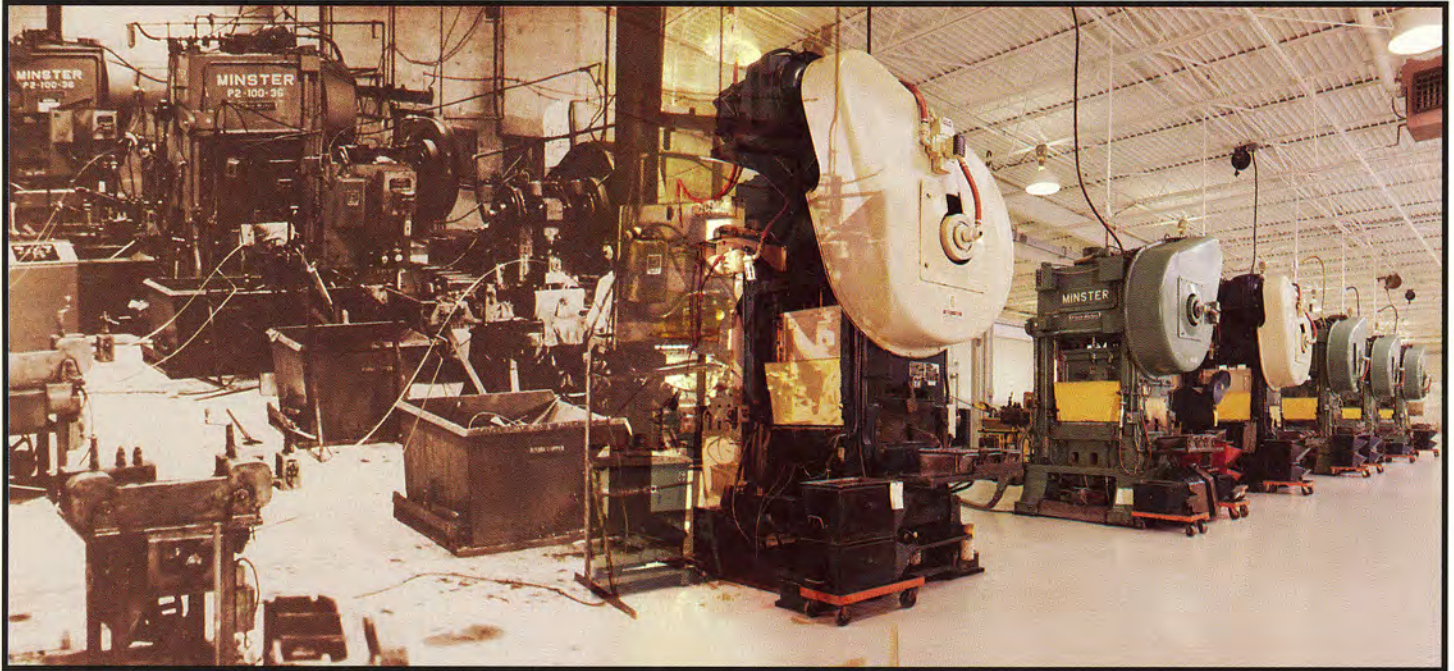


The Reliability of Minster Presses Helps Kean Manufacturing Realize Their Goal for Growth.



Kean Manufacturing Corporation, Romulus, MI — Yesterday and Today.

Kean Manufacturing began producing pierce nuts in the mid 1940's in Dearborn, Michigan. By the early 1960's they had to expand their operation, so they moved to Dearborn Heights, Michigan in a facility of 21,000 square feet. Then in 1989, Kean made the decision to grow and expand and they have recently moved to their new facility in Romulus, Michigan, increasing their size by more than double to 50,000 sq. ft. The additional space gives Kean even more room for growth as they expand their business beyond the automotive market into more specialized areas.

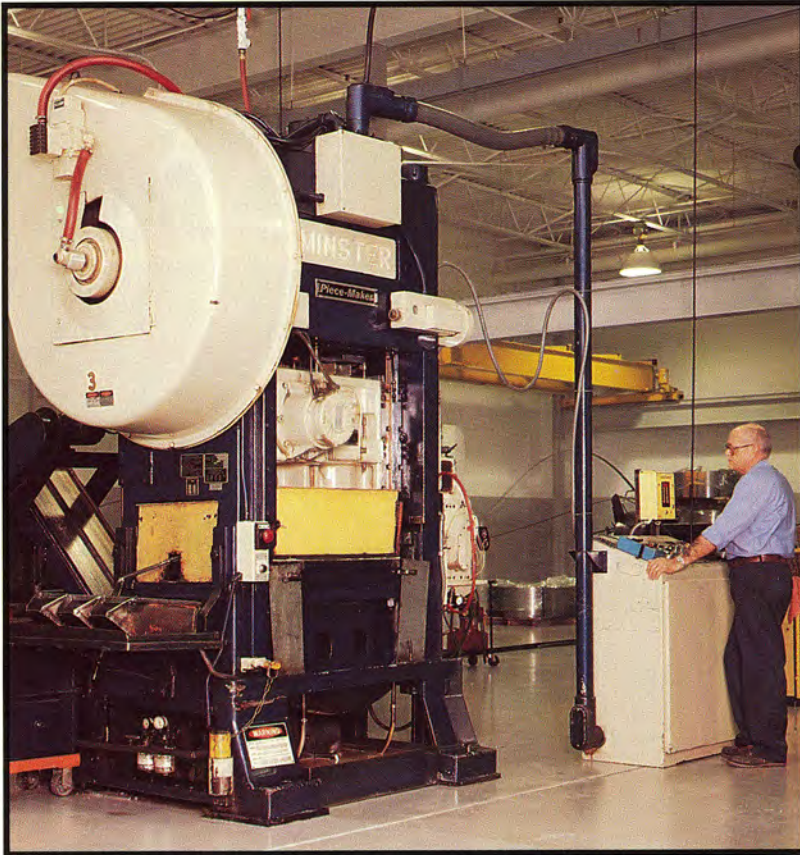
Bill Whitaker, Director of Operations at Kean, was a pressman when they purchased their first Minster press — a P2-100. He recalls how they noticed the difference between the Minster and their other press equipment immediately. "We were impressed by the way that the Minster was able to run material at 450

strokes-per-minute without vibration and at a reduced noise level," he says. And this is no easy task when the material ranges in thickness from .132" to .360".

From there Kean purchased a second Minster and today perform all of their stamping exclusively on Minster P2-100's. Says Whitaker, "We've looked at many other brands of presses over the years, and the ownership decided it would be our corporate policy to never use anything but a Minster press."

"The service we get from Minster is beyond reproach," Whitaker explains. "It's the people from Minster and the way they deal with their customers that makes us use Minster and not even consider using anything else." He adds, "The Minster sales people have continued to keep in contact with us on a regular basis ever since we bought the first Minster."

(Continued)



All of Kean's pierce nuts are produced on Minster presses like this P2-100.

Kean designs their own dies for producing the pierce nuts in over twenty different sizes. Shutheight and depth of stroke repeatability are critical factors in Kean's operation. Bill Whitaker says, "With our Minsters we are always hitting at the same depth, so we don't have any problems in this operation."

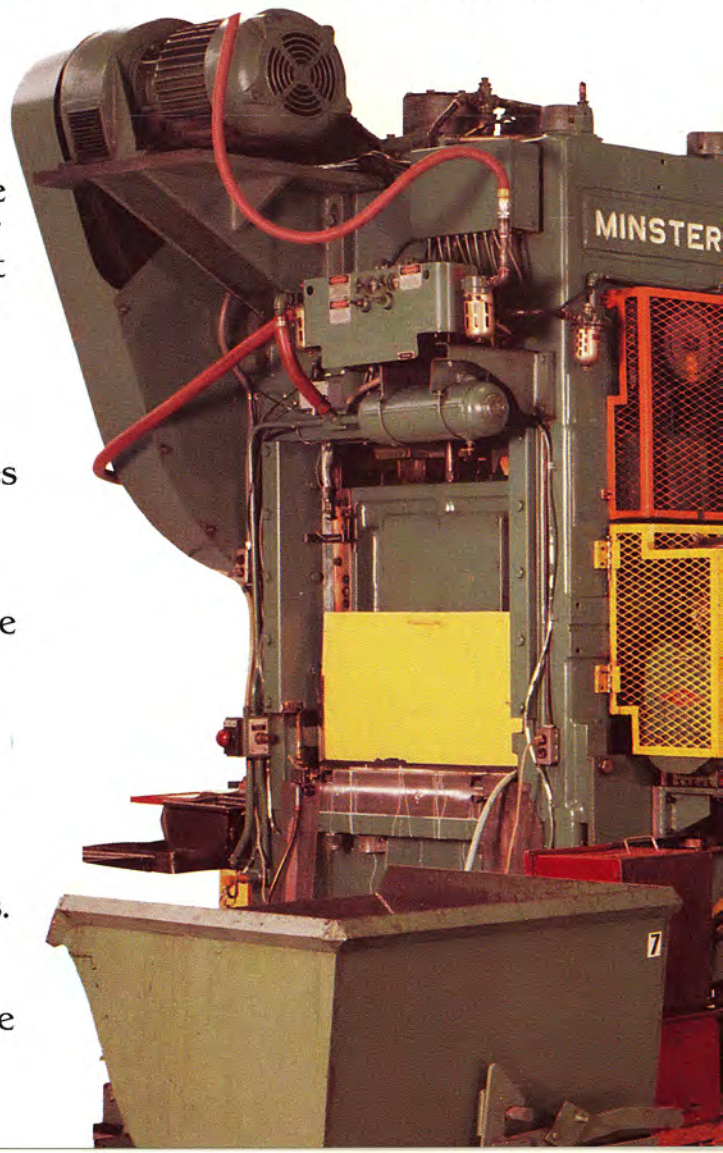
When you're producing parts in many different sizes, quick changeover is essential. Kean's changeovers occur anywhere from three minutes to two hours. Whitaker says, "Our changeover time with the Minsters is extremely low compared to the presses we used to have. The bolster area is easier to access, and we were able to standardize our dies."

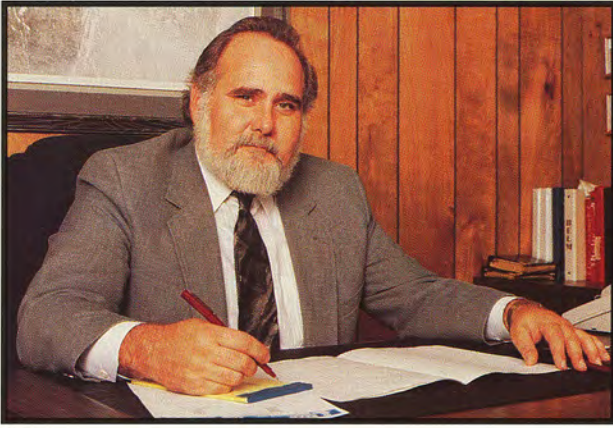
By nature the pierce nut poses a unique challenge for any press because of the material thickness range. The Minster presses allow for total versatility since Kean uses the same feeding and coil handling equipment on all of their presses to produce the total range of parts. This allows them interchangeability if a die develops a problem or a press is down for maintenance. Says Whitaker, "By going from one

size to the other we need the dependability of the shutheight adjustments and knowing that when we set it, the shutheight will be there every time — and that's what we get."

Kean pierce nuts are high precision fasteners that "pierce" their own holes and lock into place all in the stamping operation. In using pierce nuts, Kean's customers experience a considerable "in place" cost savings because there are no secondary operations required such as welding or hand assembly.

Kean not only sells a product, they sell a complete system, including all of the tooling to install the nut and the service to keep the system running. They feel they are in the business of continued service and

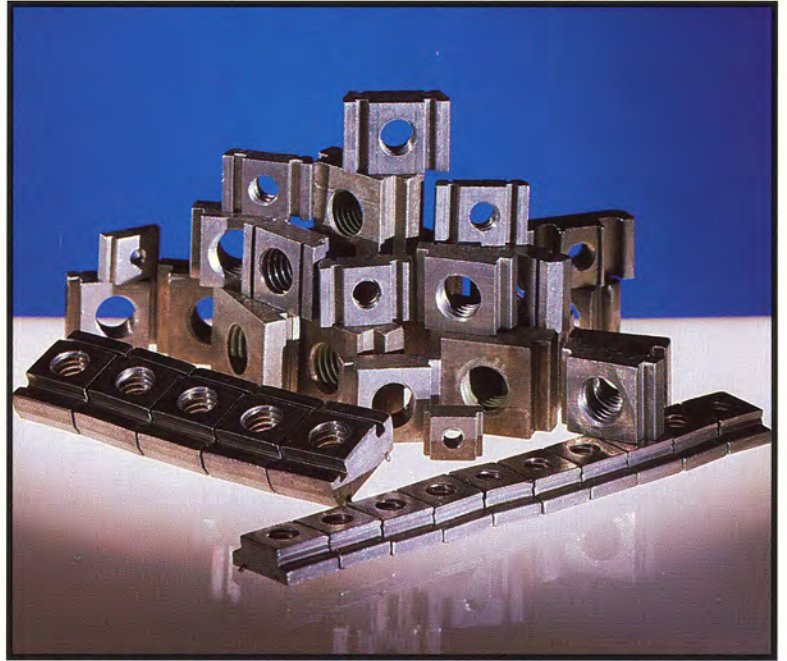




growing along with their customers, because as Bill Whitaker puts it, "In today's economy, the more services you can provide to your customers, the better your chances of survival and growing within the marketplace. I think everyone knows it's a very competitive market for contract stampers and you need the very best equipment and products to hold your competitive edge."

"To us it's a 'given' that Minster makes a quality press. We have never had a major problem with a Minster press."

Bill Whitaker
Director of Operations
Kean Manufacturing
Corporation



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