

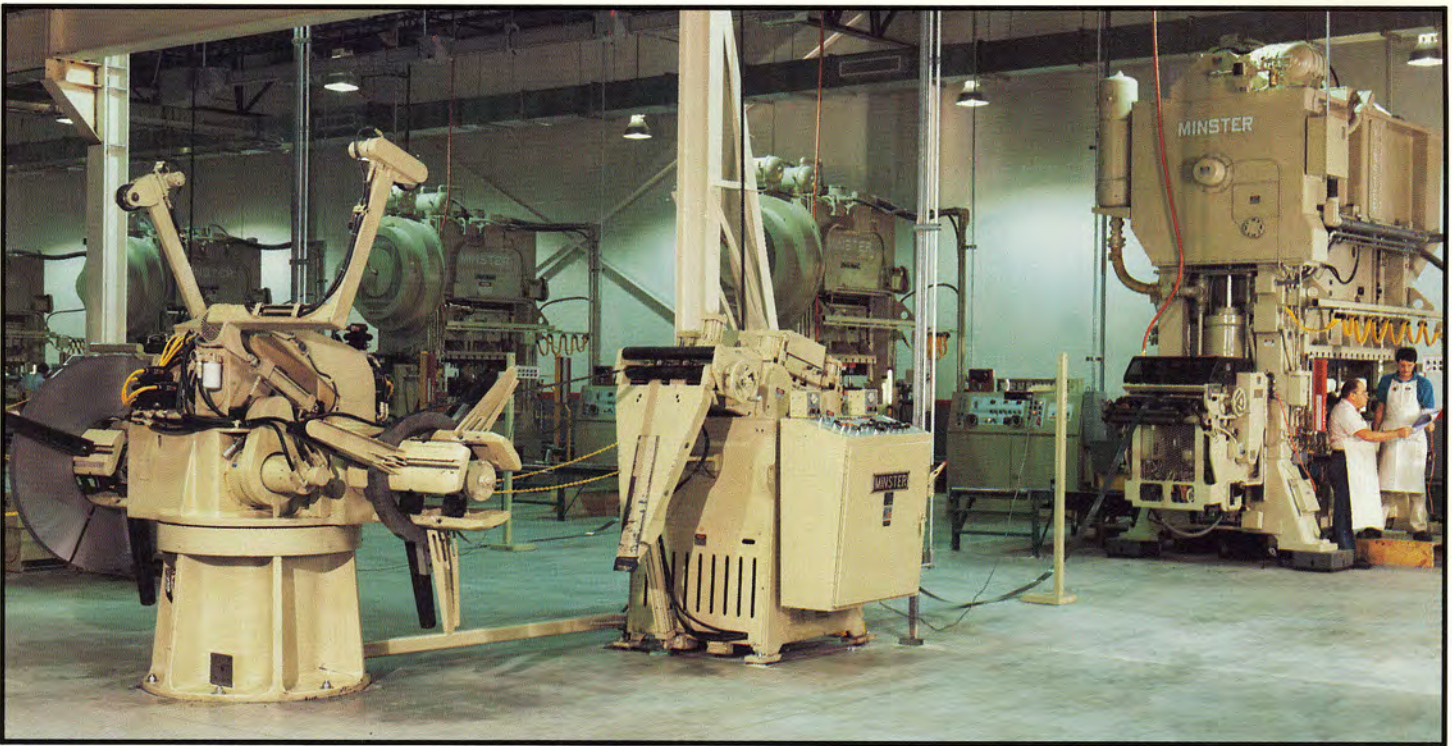
# Why is Stanley Hardware a Minster House? "Simply Because Minsters are the Best."

**Tom Zbell**

*Manufacturing Manager*

*Stanley Hardware, division of The Stanley Works*

*Richmond, Virginia*



*Stanley turned to Minster for single-source responsibility.*

Five years ago, Tom Zbell shopped around for a press which was needed at the Stanley Works' main plant in Connecticut.

"We went to three press builders and learned as much as we could about each company," Zbell says. "We were impressed by Minster's facility and also by Minster's reputation for reliable products that offered 'no headaches' operation."

After thoroughly researching the presses and the builders behind them, Stanley Hardware decided in 1985, to purchase a Minster P2-150.

"We are very pleased with its performance," Zbell remembers, "and we later bought an E2-250 with a Minster Automation Electric Feed as a 'benchmark' machine for the Richmond, Virginia, plant that was being planned at the time."

The basic features and specifications of this E2 were duplicated in the six P2-150's later purchased to equip the Richmond plant, according to Zbell. Taking advantage of Minster's impressive full-line capability, he also purchased Minster feeding and coil handling equipment for the plant.

"We wanted single-source responsibility and we knew that with Minster, we would be able to call one person and get the answers we needed," Zbell says. "We knew from experience that Minster stands behind the equipment they build. And that would allow us a smooth transition during our new start-up phase, giving Stanley's customers a continuous flow of quality products."

All the beds on the P2-150's are the same, but stroke lengths range from three to six

inches. The company has charted all tooling for space requirements, stock, and running speed, in order to achieve complete interchangeability of dies from the three-inch-stroke machine up to the six-inch.

"The ease of setting up the Electric Feed has really reduced the time required for changeover," Zbell says. "We've also been able to reduce the time it takes to thread material into the die because we can advance material the set feed length without having to stroke the press to do it."

Efficiency has been improved as well, in Zbell's opinion, thanks to the ability to load the next coil on the double-end reels without having to stop the press.

*This E2-250, Electric Feed and Coil Handling Equipment was the 'Benchmark' machine for the Richmond, Virginia, plant.*

"Sure, we knew there were other presses that were cheaper," he says. "But we decided to become a 'Minster house' simply because Minsters have proven to be a reliable performer."

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