

Alton Manufacturing Inc. Making an Investment Pay Off



When Alton Manufacturing (Rochester, NY) purchased their first Minster press in 1978, (a P2-100 straight side) they knew they could have bought a different press for a lower price. It was a longer-term outlook and prior experience with other presses that prevented them from doing that.

General Manager Stan Turon explains, "You can buy a press for a lot less money than you pay for a Minster, and on the first day you have it you'll be money ahead. But after you put it to the task, and on each day following that, the Minster becomes cheaper and cheaper. It isn't long before you realize that the Minster was really the lower cost press."

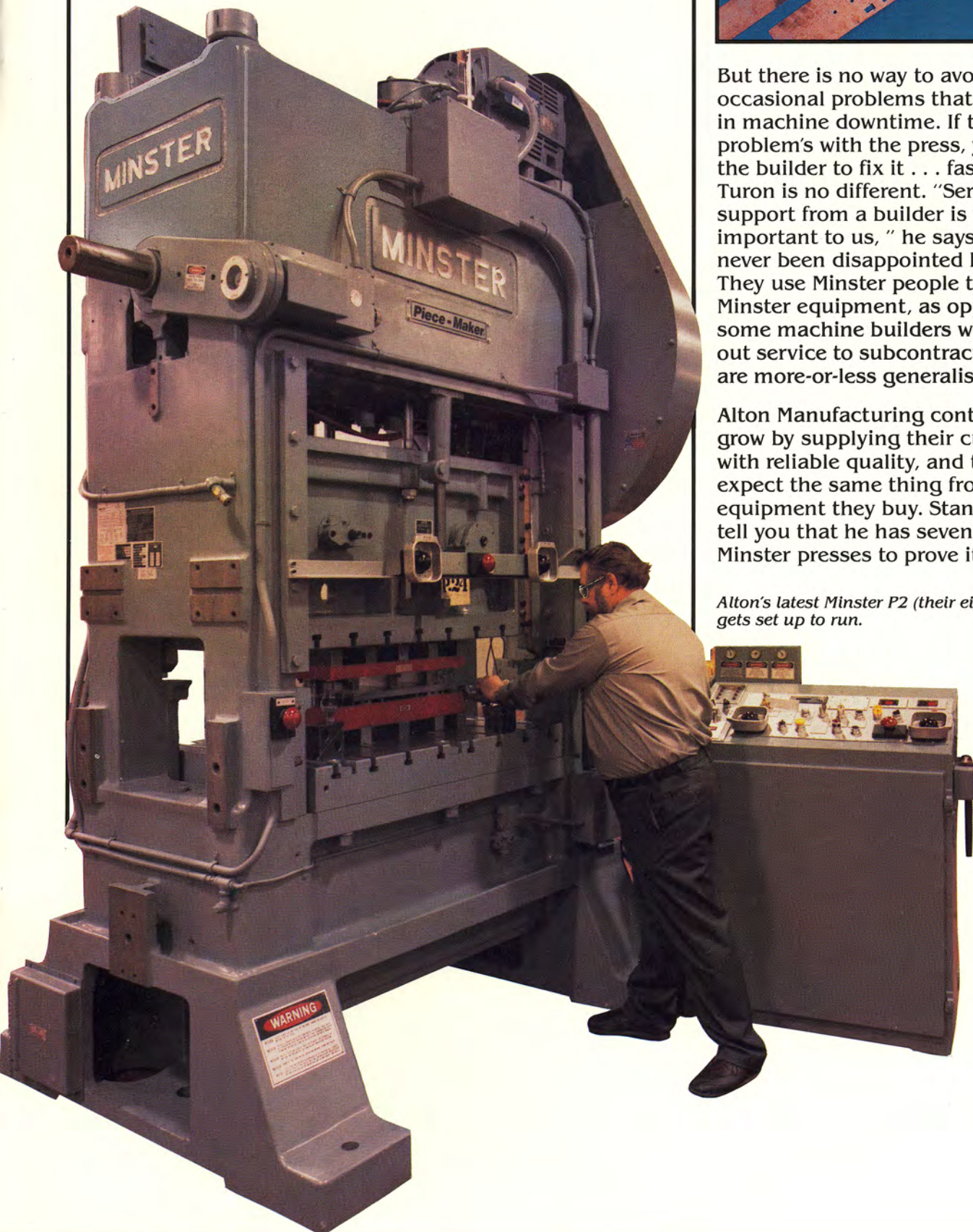
The pressure on contract manufacturers to deliver consistently high-quality parts, and to deliver them "just in time," has resulted in a new outlook on equipment performance. "Close is just not good enough," says

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Stan Turon
General Manager, Alton Mfg., Inc.

Turon. "The combination of durability and repeatability of our Minster presses is what sets them apart. When you turn the power on in the morning, you know that parts are going to be made . . . **good** parts."





But there is no way to avoid occasional problems that can result in machine downtime. If the problem's with the press, you look to the builder to fix it . . . fast! Stan Turon is no different. "Service support from a builder is very important to us," he says. "We've never been disappointed by Minster. They use Minster people trained on Minster equipment, as opposed to some machine builders who farm out service to subcontractors who are more-or-less generalists."

Alton Manufacturing continues to grow by supplying their customers with reliable quality, and they expect the same thing from the equipment they buy. Stan Turon will tell you that he has seventeen Minster presses to prove it!

Alton's latest Minster P2 (their eighth) gets set up to run.