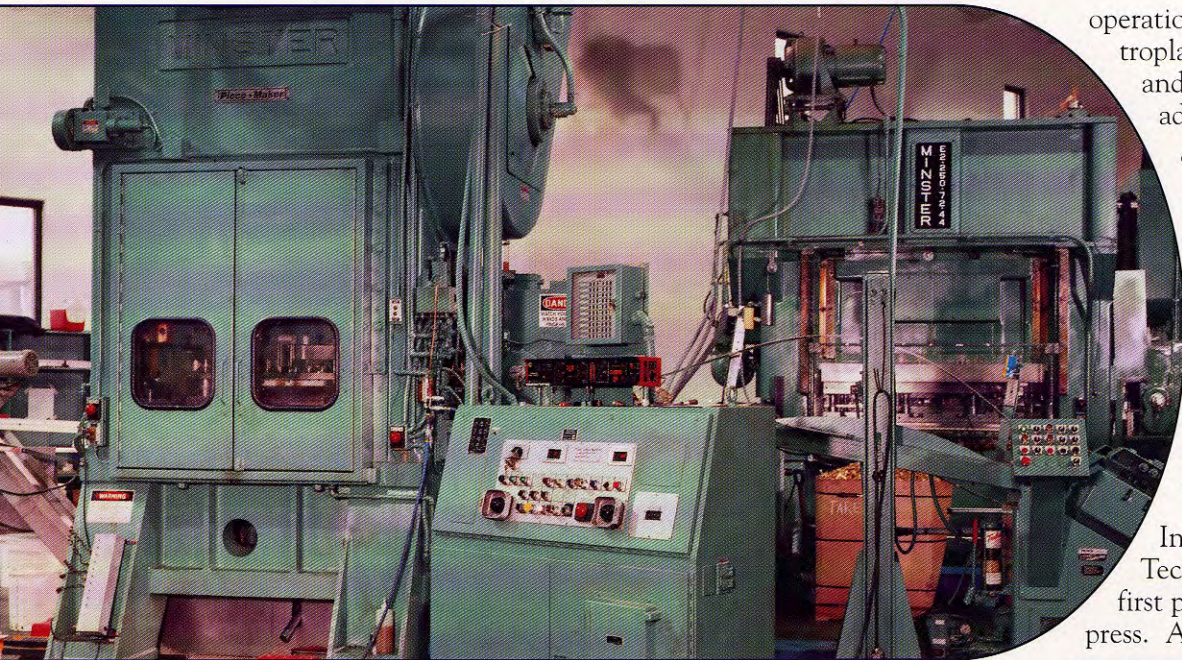


# Penn United Technology Succeeds with Quality People, Products and Service



operation, offering stamping, electroplating, assembly, prototyping and carbide preforms, many added by customer request.

"We have an extensive history of meeting our customers' needs. In many ways Minster has done the same for us," said Vice President of Manufacturing, Barry Barton. "Just look at the first press we ever bought. It met our needs then, and it's still working for us now."

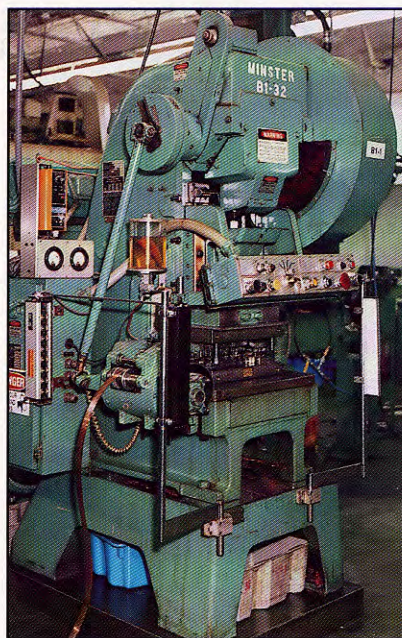
In 1971, Penn United Technology, Inc. purchased its first press, a Minster B1-32 gap press. At that time it was explicitly

*A P2 and E2 are two of the many Minster presses contributing to Penn United Technology's reputation as a "one-stop shopping" source in the metal forming industry.*

**A**s precision manufacturers for the past 26 years, Penn United Technology, Inc. attributes its success to the focus of quality in its people and products.

Carl Jones, President of Penn United, said, "We have great pride in our employees -- we hire only the best. This pool of exceptional people is not only the employees of Penn United, but also the owners. As owners of the company, they are committed to providing their customers with the same service they would expect of themselves... superior workmanship, competitive prices, and full commitment to customer satisfaction."

"These beliefs are also why we choose Minster Presses," said Die and Stamping Manager Dave Jones. "Minster provides a whole package when it comes to press building. They don't just sell a press. Like us,



*The first press ever purchased by Penn United Technology -- this Minster B1-32 -- is still in use, having produced billions of parts since it started up in 1972*

they are concerned that their customers' needs are met. Minster provides their customers with extensive maintenance, safety and operations training on all their presses."

Penn United Technology's history is thick with examples of how it continually meets its customers' needs. Beginning as a small tool and die shop in 1971, it has grown into a substantial full service precision manufacturing

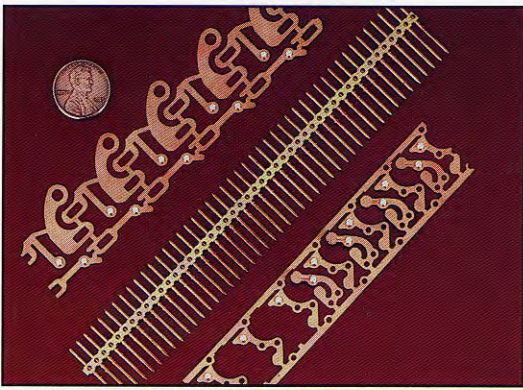
**"Minster Presses offer our company consistency, reliability and service. You can get smaller presses that run the same speed and have the same tonnage, but I see an overwhelming difference in the Minsters because of the mass. The Minster Presses consistently out-perform their competitors.**

**Dave Jones**  
*Die and Stamping Manager*

used for die tryouts, but was soon called into service to stamp close tolerance parts at speeds up to 1,000 strokes per minute.

"That press has gone from generation to generation and is probably going to last longer than any of us," Barton said. "It is the epitome of reliability."





A wide variety of stampings are produced on Minster presses at Penn United Technology.



Vice President of Operations Jerry Purcell added, "The B1 has made parts from lead frames to contacts to medical products. It runs all the time. Being able to meet our needs and remain consistent... that's what is important to us."

Today, the B1 press joins numerous other Minster presses in producing a wide variety of quality stampings for the company.

Penn United continues to grow and expand in order to satisfy their customers and Minster will continue to be a part of that future.

"Our future is promising because we will remain consistent in our beliefs," Purcell said.

"Our customers know we are true to our word and hold firm to our com-

mitments of service and reliability. And when you examine Minster presses, they do those very things for us."

"Minster Presses offer our company consistency, reliability and service," Dave Jones said. "You can get smaller presses that run the same speed and have the same tonnage, but I see an overwhelming difference in the Minsters because of the mass. The Minster Presses consistently out-perform their competitors. And because of the slide repeatability and responsiveness of the Minsters, we get much more consistent parts."

"Reliability is also very important to us," Jones added. "We'll run 24 hours a day, six days a week... Monday and turn that press on, we want it to run until Saturday night at 11 p.m. Minster Presses perform when we need them."

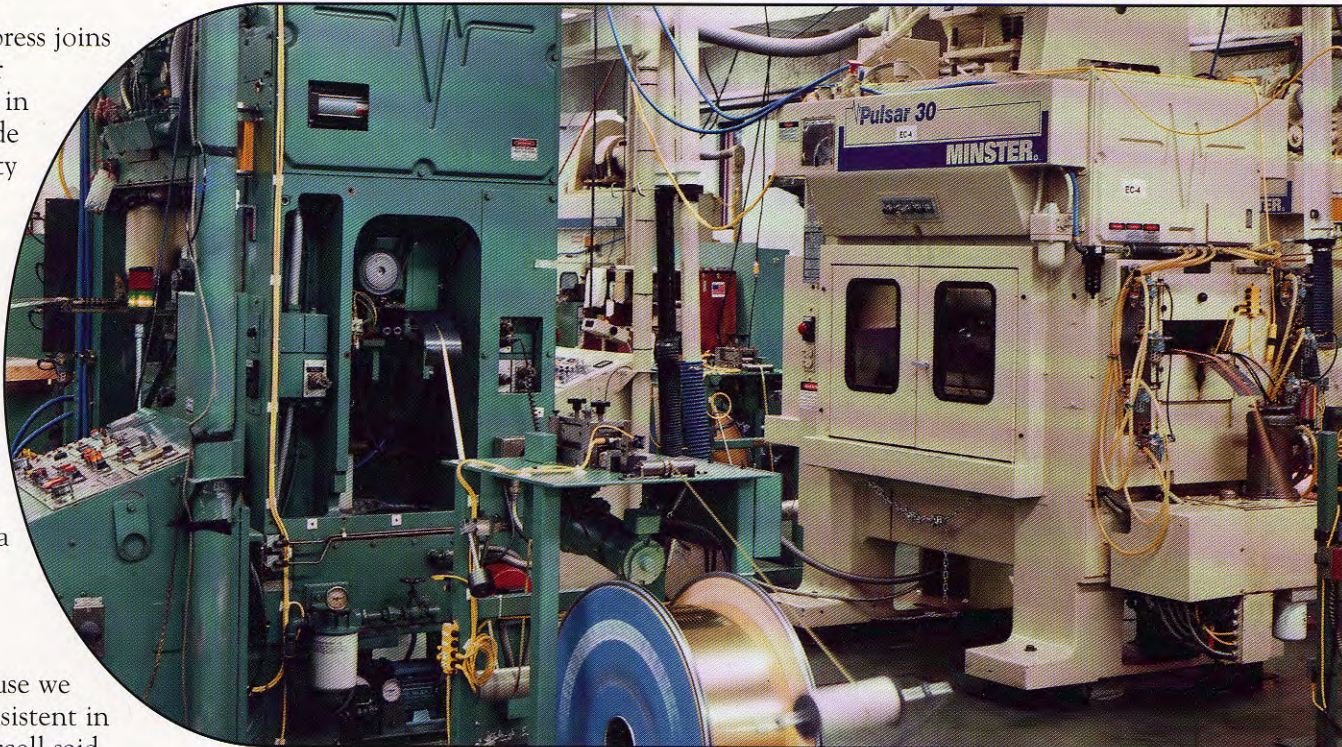
Minster service is another important factor for Penn United. "We expect the same kind of service we offer our customers and Minster provides it," Barton said. "One phone call to Minster and I'm assured service is on

**"We expect the same kind of service we offer our customers and Minster provides it. One phone call to Minster and I'm assured service is on the way. When a vital piece of equipment is down, it's a huge relief to know a solution is a phone call away."**

**Barry C. Barton**  
Vice President of Manufacturing  
Penn United Technology Inc.

the way. When a vital piece of equipment is down it's a huge relief to know a solution is a phone call away."

Jerry Purcell sums up the two companies' relationship by stating, "Penn United is dedicated to providing their customers with the best products and services, and we believe Minster presses help us keep our commitments -- like us, they believe in the importance of a satisfied customer."



Critical mass, slide repeatability, responsiveness and reliability are just a few of the reasons Penn United Technology utilizes Minster Pulsar presses in some of its high speed stamping operations