

Press-Way Not Just Another Stamper



Press-Way's new 100,000 sq. ft. facility which recently went into operation in Clinton Township, Michigan.

Housed in an attractive brand new 100,000 square foot facility, Press-Way, Inc. doesn't really fit the stereotype of the average Detroit-area auto parts stamper.

But then the philosophy at Press-Way is to provide more than just average products and services.

A division of Grant Industries, Press-Way produces metal stampings and assemblies with design, prototyping and tooling capabilities.

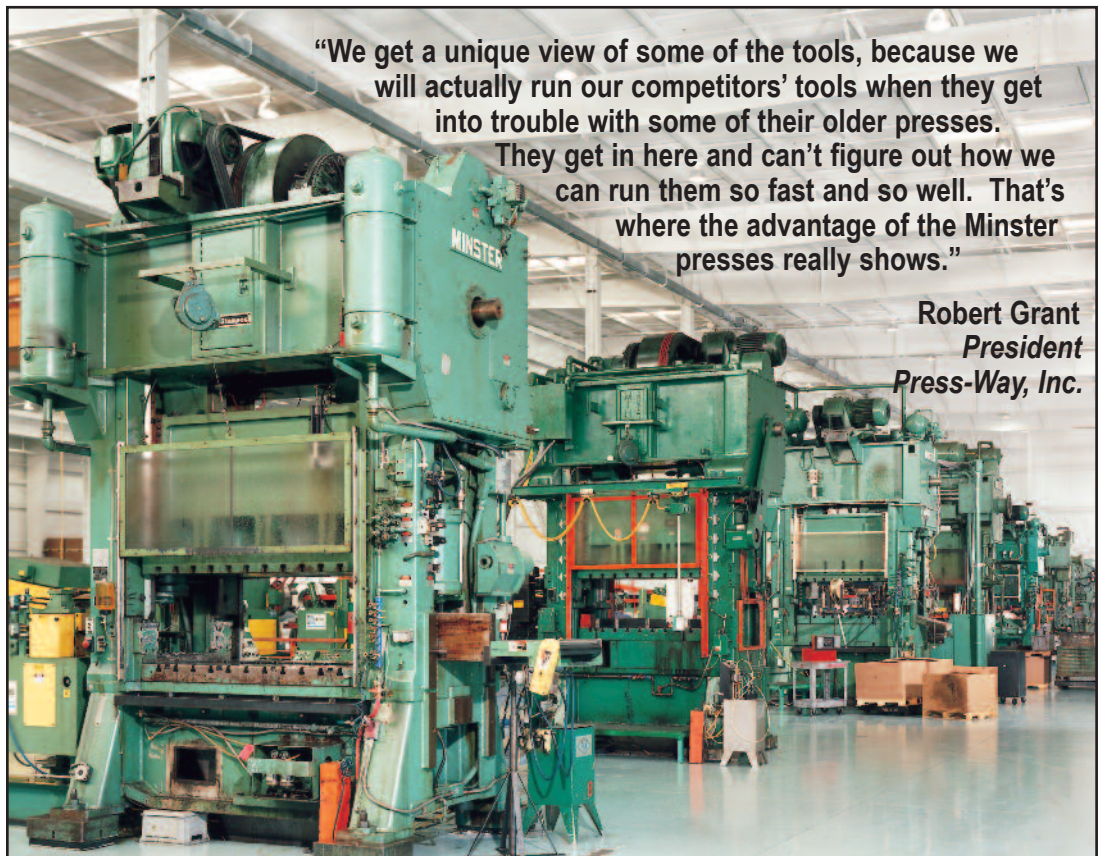
The company's new manufacturing facility in Clinton Township, Michigan features underground scrap conveyors, two 30-ton cranes and numerous Minster presses.

"One of our philosophies as it relates to the entire business is that quality and dependability are

very important," Vice President of Sales Timothy Schley said. "We consider that with not only our press equipment, but with the office equipment and the entire building. Minster fits right into

that philosophy because Minster presses are high quality and well manufactured."

Press-Way President Robert Grant says that while the company offers



"We get a unique view of some of the tools, because we will actually run our competitors' tools when they get into trouble with some of their older presses. They get in here and can't figure out how we can run them so fast and so well. That's where the advantage of the Minster presses really shows."

**Robert Grant
President
Press-Way, Inc.**

Press-Way's new manufacturing facility includes numerous Minster presses and an underground scrap conveyor system.

a complete package, it is small enough to focus in on the unique needs of individual customers.

“A lot of independent companies our size are no longer in business,” Grant said. “They’ve been bought by large conglomerates. That puts us in a unique position.”

“We are primarily servicing the larger tier one auto suppliers,” Schley said. “Some of them are other stampers, and others manufacture full system components like seating and safety restraint companies. Our niche for the larger parts is by having the Minster presses we can hold better tolerances and make more consistent parts. That allows us to do some of the more difficult jobs that other people shy away from.”

The Minster presses also enable Press-Way to increase production speed.

“The thing that’s impressive for me is the reliability of the presses, especially at the speeds we’re able to get from them,” Grant said.

“We get a unique view of some of the dies, because we will actually run our competitors’ tools when they get into trouble with some of their older presses.

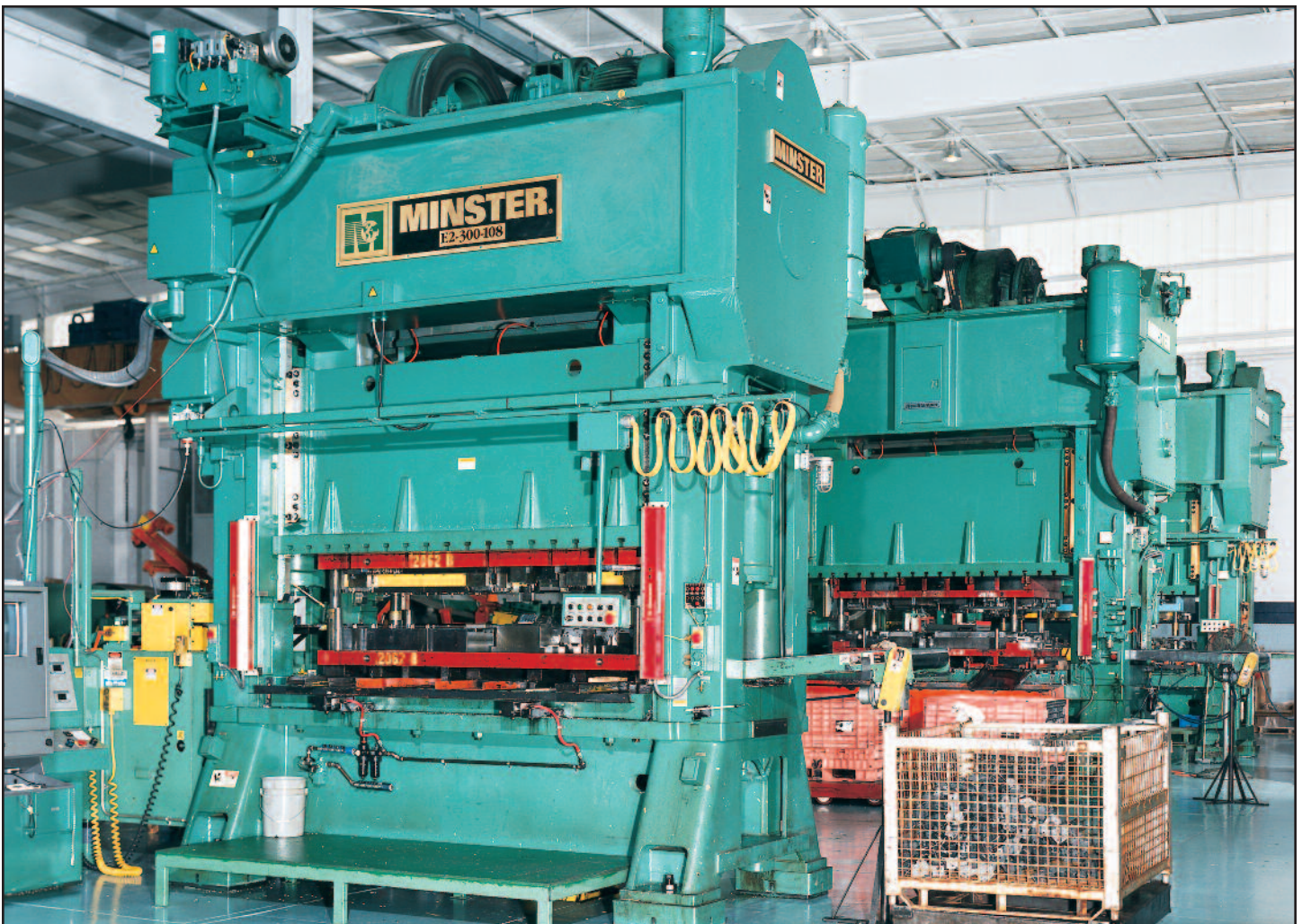
“They get in here and can’t figure out how we can run them so fast and so well. That’s where the advantage of the Minster presses really shows.”

Whether it’s changing dies or starting up, the Minster presses help Press-Way keep production on pace.

“The presses are very user-friendly,” Schley said. “They are all manufactured similarly, so from that standpoint once the operators know one Minster, it’s very easy for them to switch to another, and that brings us higher efficiencies throughout.”

And when it is needed, Minster field service, dispatched right from Detroit, is also an advantage.

“I can’t speak too much about Minster service because we hardly ever need it,” Grant said. “We did purchase two older presses from General Motors and put them through the Minster rebuild program. I was very pleased with how that turned out. Those presses are now our workhorses.”



This Minster E2-300 is the latest acquisition for Press-Way, which is producing more and more larger parts.