

# Minster Gives International Tooling & Stamping, Inc. an Edge Over the Competition.

In Harry B. Anderson's opinion it is the quality of service, more so than any other factor, that distinguishes The Minster Machine Company from other press builders.

Mr. Anderson is the president of International Tooling & Stamping, Inc. located in Mt. Juliet, Tennessee. He recalls his first experience with Minster: "Twenty-five years ago when I purchased my first Minster press, another fellow and I drove up to Minster to pick up the machine. The thing I remember most is that even though it was a sunny day, they would not let us leave with the press unless it was tapered."

Harry B. Anderson describes his company as a relatively small contract stamper. He serves a number of markets, but one of his most important is the automotive industry. For example, he supplies many of the components that go into making passenger restraint devices, or seat belts.

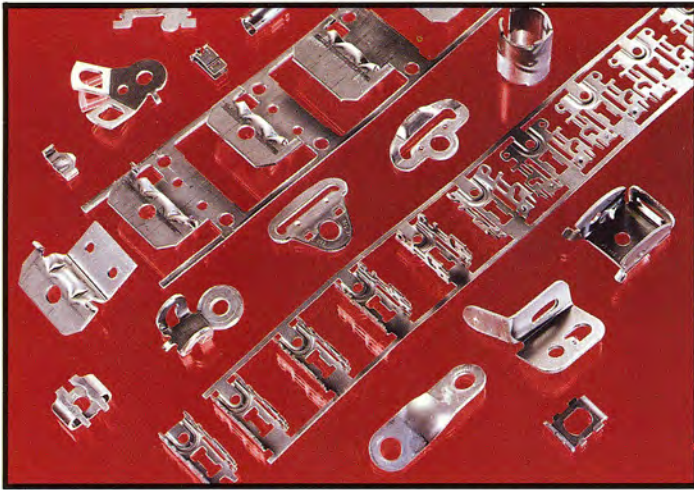
Being a small stamper, he says, gives him an edge over his competition. It allows him to respond faster to the changing demand schedules of his customers, and in the case of the big automakers, their schedules can be changing hourly. In order to meet those schedules he depends upon Minster.

He says, "The main thing that I have learned about Minster over the years is that their service people react. With a lot of other companies, all you get is talk. If their press is down and you call them, they tell you they'll check it out and call you back. Well, if you're sitting here with a press down, it's important that they get back with you right away. It's important that you don't ever lose that response, or you'll lose your business."

Obviously, the engineering quality of the press equipment is also important to any successful stamping operation. Nonetheless, it is the service that distinguishes Minster. When comparing Minster with other press builders, he says, "You have to give credit where credit is due. Some other presses, for example, have a lot of good features, but the big difference between them and a Minster is service."



*A Minster P2S-150 equipped with a Minster Automation 3-20 Electric Feed helps International Tooling & Stamping meet the demands of their customers.*



*International Tooling & Stamping, Inc. supplies the automotive industry with many of the components that go into making passenger restraint devices.*

Aside from service, Harry B. Anderson praises the safety factor of Minster equipment, which he rates as being higher than anybody else's in the business. He adds, "Minster's tolerances are the most reliable. If you run at capacity for any length of time, most presses will destroy themselves, but not with a Minster. As long as you stay within the safety range, you don't have any repair."

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**Harry B. Anderson**  
President  
International Tooling & Stamping, Inc.

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Harry B. Anderson explains that he discovered this about Minster when he was working for another company in Connecticut that produced large numbers of keys. "The tonnage to blank a key is really amazing," he says, "because you're blanking two at a time. You figure that maybe you can do the job on a 40-ton or a 60-ton press, but not even a 60-ton will last. In Connecticut we went with 100-ton Minster presses in order to maintain up-time. We were producing approximately 20 million keys per month."

When Harry B. Anderson takes a broad look at his industry, he confirms that a lot of his larger competitors are experiencing the adverse effects of the current economic slowdown, while his shop has remained healthy and strong. This is largely because International Tooling & Stamping is willing to react to its customers' needs with timely quality parts. Mr. Anderson also attributes part of his success to Minster, both to the engineering quality of their presses and particularly to Minster's outstanding level of service.



*Minster 75-ton capacity O.B.I. press in production at International Tooling & Stamping, Inc., Mt. Juliet, TN.*