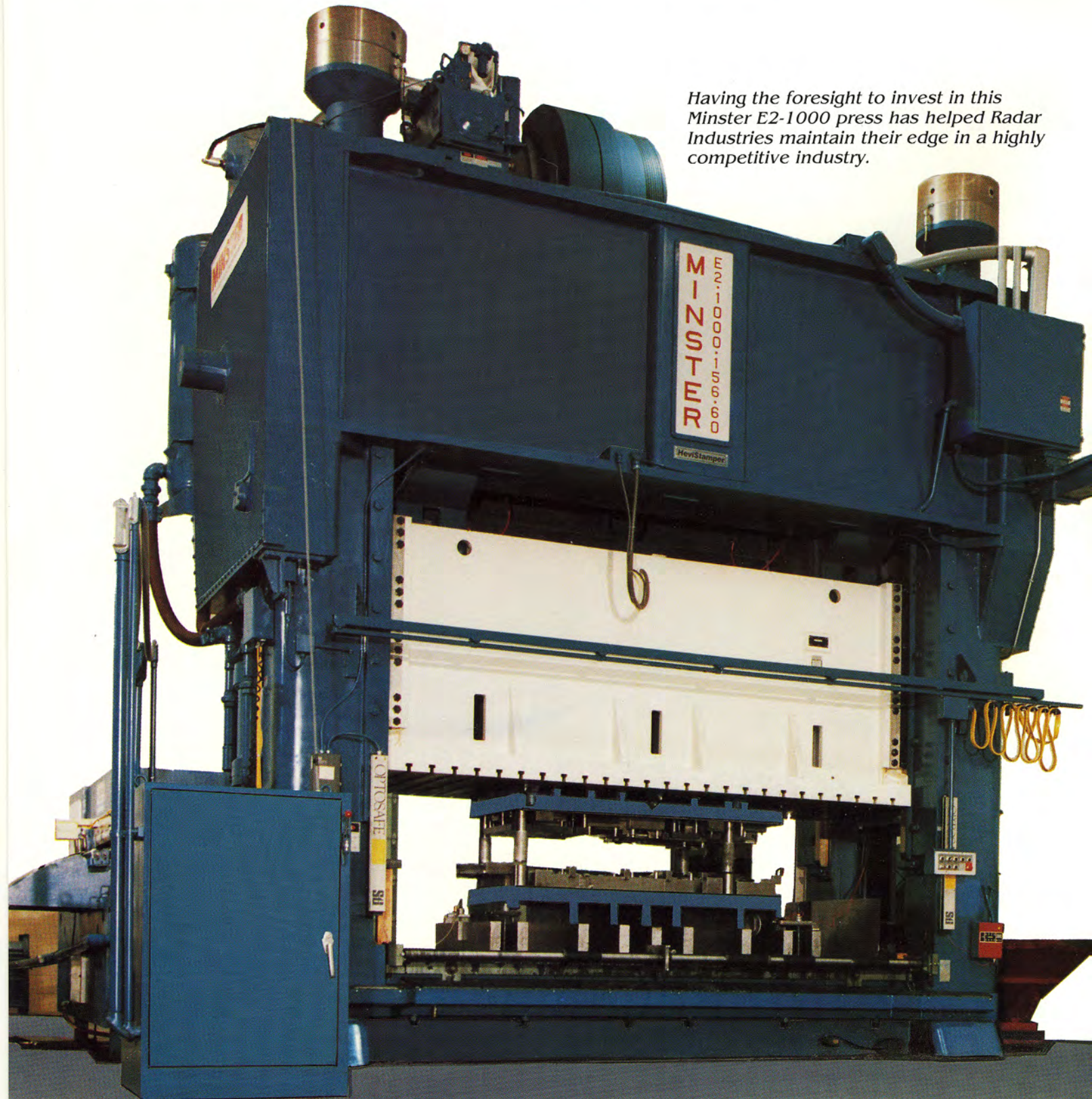


Wise Investments . . . the Key to Success for Radar Industries.

*Having the foresight to invest in this
Minster E2-1000 press has helped Radar
Industries maintain their edge in a highly
competitive industry.*



Flexibility and open-mindedness can mean the difference between success and failure. David and Mark Zmyslowski can testify to that. These two sons of Clem Zmyslowski, one of the founders of Radar Industries, a 36 year old company, have learned that staying competitive in today's marketplace requires investing in the best equipment to produce the very best quality.

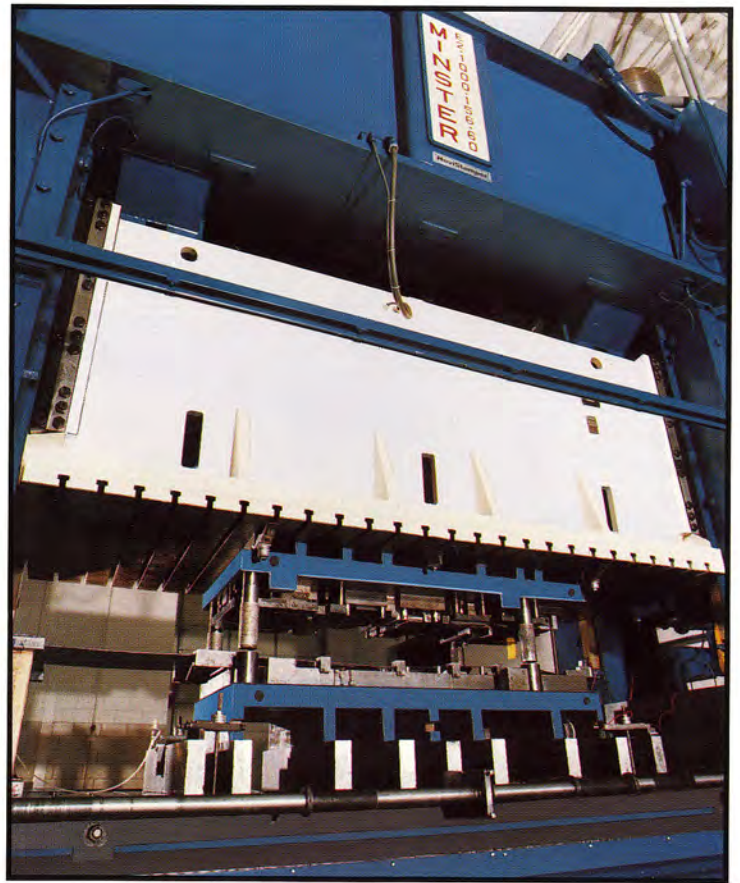
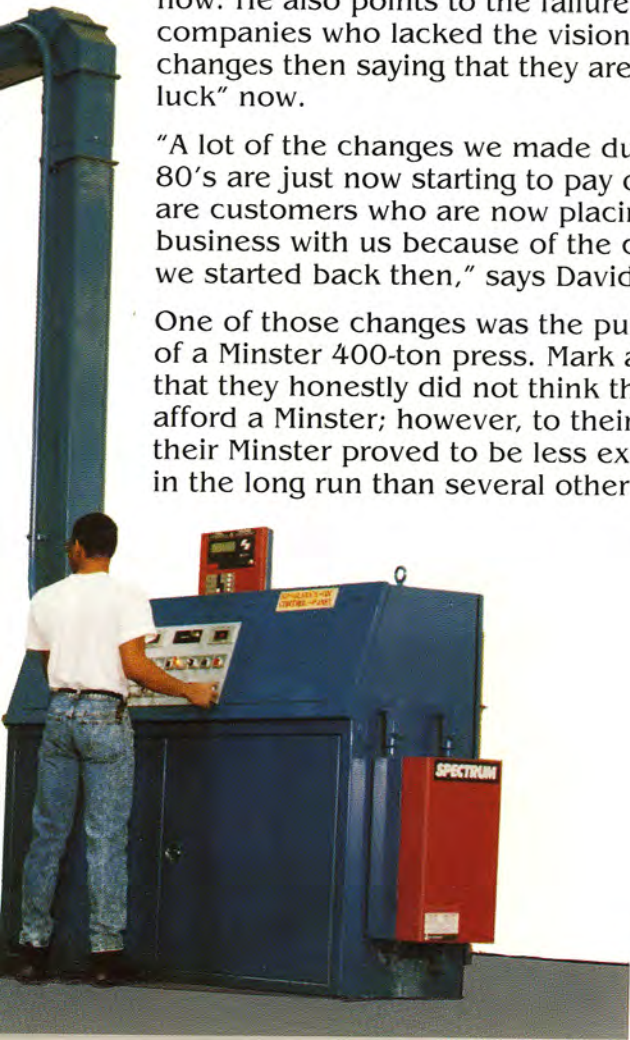
"We bought our first Minster in 1984. Dad okayed the purchase. He has always taught us that you have to keep investing and stay up with technology," says David.

Located in Roseville, MI, Radar Industries provides metal stampings for the automotive industry. The company has enjoyed tremendous growth since the 1970's. They have completed a number of plant expansions over the years, growing from 10,000 to 70,000 square feet. That success has come because Radar had the foresight to make some major changes in their operation in the mid 1980's.

According to David, the changes in their business have been spectacular and the companies who made those drastic upgrades in the 1980's are flying high now. He also points to the failure of those companies who lacked the vision to make changes then saying that they are "out of luck" now.

"A lot of the changes we made during the 80's are just now starting to pay off. There are customers who are now placing business with us because of the changes we started back then," says David.

One of those changes was the purchase of a Minster 400-ton press. Mark admits that they honestly did not think they could afford a Minster; however, to their surprise their Minster proved to be less expensive in the long run than several other brands.



The bed area in the Minster E2-1000 at Radar Industries has a right to left dimension of 156".

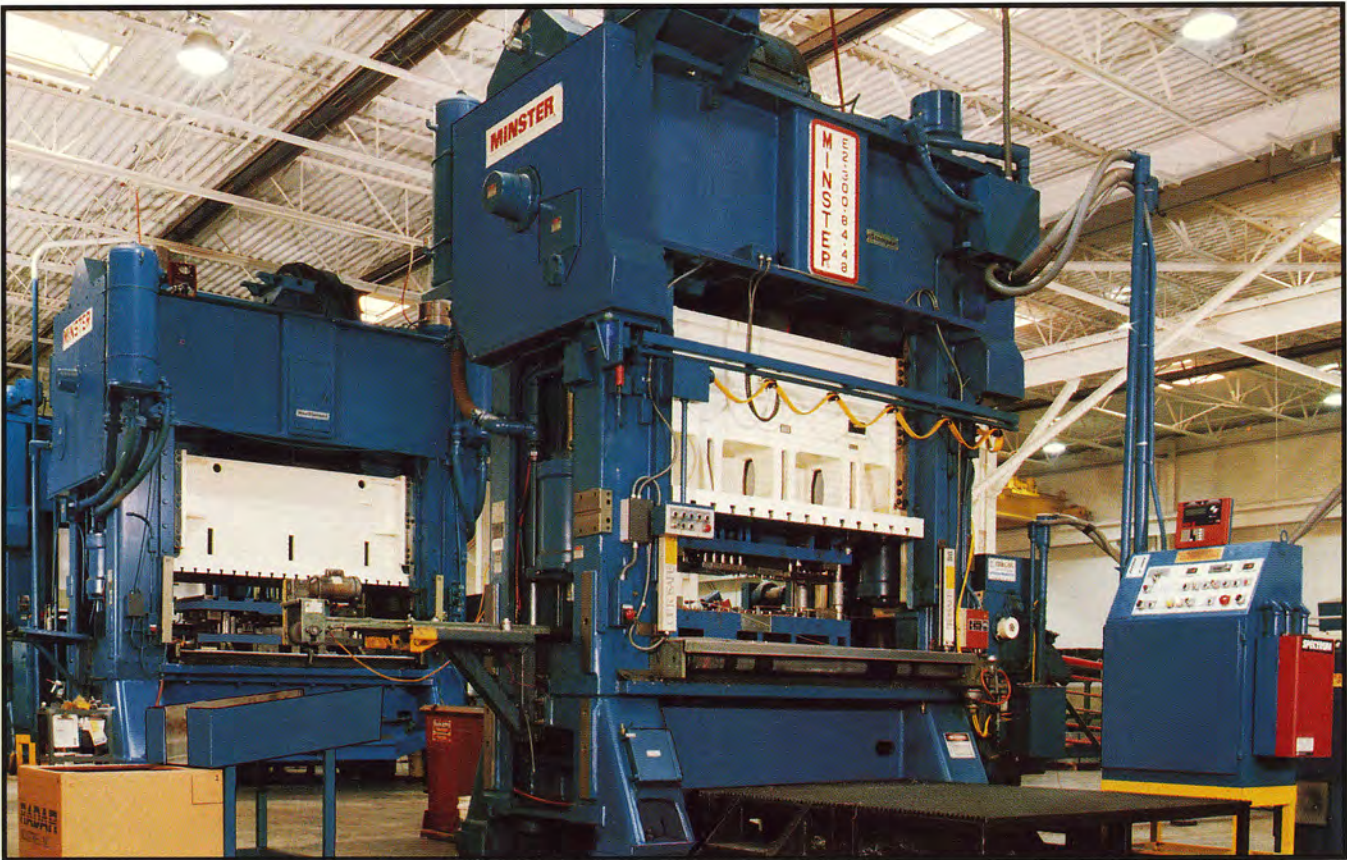
And he considers their Minsters to be a great addition to their team.

David adds, "When customers know you have Minster presses and you combine that with our reputation for product quality, you end up with an unbeatable team."

Mark recalls, "In 1984, we took a leap of faith . . . a blind leap of faith. It really was because we had no experience with Minsters. Then, when we got the press in, it didn't go down. It's durable and it's dependable. In fact, if we're experiencing problems with a die, and we want to isolate the factors that impact that die, we put it in one of our Minsters. Then we say, 'How did we make parts before we got the Minster?' If it were up to our foremen and die makers we would have to run every job on a Minster."

One example of the Minster capabilities is a story Mark remembers about a part that normally took a week to produce. They ran the part on a 300-ton Minster and finished the entire run of 75,000 parts in two shifts. When the plant manager arrived to work the next morning he was upset that the part was not being run. He didn't realize that the job had been completed in such a short time.

Continued



Radar Industries' impressive line of HeviStampers will soon be complemented when they take delivery of their new "Limited Edition" E2-300.

"Sometimes we wonder how we made parts before we got our Minsters"

Mark Zmyslowski
Vice-President
Radar Industries

And while a lot of companies out there are trying to play "catch-up" by investing much time and millions of dollars in quality departments and training, Radar Industries is again one step ahead.

"We are doing things right now in our quality department that even outside labs aren't doing. For instance, being able to check parts and having them go directly in the CAD system to show how the part was checked. We are in a position to make investments into the next step, which is the production of a highly engineered part, with the delivery of a full-blown Catia system. We're able to be a full-service supplier, from birth to grave, of a part including design capabilities with complete interface and three dimensional modeling with the big three," says Mark.

For a company, which is now planning another expansion, Radar Industries exhibits an entrepreneurial spirit that has certainly given them an edge in the marketplace. Today they own four Minster E2 presses, with another one on order. That's a long way for a company that didn't think it could afford even one Minster press. Today, they believe that they can't afford not to have Minsters.

