

SOLUTIONS

from Gasser

SUMMER 2006 / VOL. 6



MEET YOUR LIAISON FOR QUALITY

Effective September 25, 2006 **Jim Stolfi** has been promoted to *Product Quality Manager*. In his new role, Jim will be focused on the needs and expectations of our customers. Jim will be the primary contact for all customer quality and improvement expectations.

Jim's blend of quality and manufacturing experience, will easily help recognize and address system and process improvements. This will yield a better product for all our customers. Jim's background includes several years of QA/QC experience within Government R&D programs as well as in the aircraft and defense industries. Jim is also a certified Tool Maker/Machinist.

Several customers have already commented on Jim's value and we feel he is a vital asset to the management team. Please join us in congratulating Jim. His office number is 631-543-6600 ext. 213, e-mail jstolfi@gasser.com.

MILESTONE



We accord special recognition to **Juan Pizarro**, Press Room Setup Person, for his 34 years of service. Juan began his career at Gasser & Sons in September, 1972.

LOOKING FOR VALUE IN ALL THE RIGHT PLACES

At Gasser when we purchase goods and services, including metal stock, secondary machining, heat treating, plating, brazing and painting, there are certain criteria we expect achieved. Clear communication is one of our most important criteria. Even if a supplier does not have an answer for us, we expect them to inform us that they are still looking into the situation and will reply to us expediently. Having information as soon as possible is critical and we extend this courtesy to our customers as well. Sometimes the knowledge that someone is working hard to get you the information you need is nearly as comforting as receiving the answer. It is equally important to know when an order does not work out as planned. If an order is going to be late, it is better to know up front so that we can rearrange our schedule to accommodate the new arrival date. It also gives us time to contact our customers to see if they have any flexibility in their schedule, as opposed to missing the delivery date.

Our policy is to buy based on total value, not just price. Late orders, incorrect orders and poor quality all have a "price" that needs to be considered. These intangible costs can make the seemingly lowest cost supplier the most expensive in reality. The supplier who consistently offers the combination of quality, on time delivery and superior product is always preferred to a supplier who may offer a lower price but no reliability. We think of our suppliers as more than just a source of material, but instead as a business partner. We know we can rely on them and they can count on our continued business for years to come.



Tracey Fogerty, Senior Buyer

Price is always an important consideration, but it is not the only one at Gasser & Sons. We provide the same added benefits we receive from our suppliers to our customers. We try to follow the Golden Rule of business: treat your customers, as you want to be treated.



WELCOME ABOARD

We are pleased to welcome **Corinne Lamorgese** in her new position as a Planner/Account Representative in our Customer Service Department, following a brief stint in Purchasing. Corinne lives in East Northport and comes to Gasser &

Sons from Chase Bank, where she had a strong background in Customer Service as a Personal Banker. At Gasser, she works closely with customers in industries that run the gamut from medical assemblies to aerospace components and electronic devices.

Corinne Lamorgese, Planner/Account Rep

20 YEARS AFTER GASSER WAS FOUNDED, IN 1936:

The first players were elected to the Baseball Hall of Fame – **Ty Cobb, Babe Ruth, Honus Wagner, Christy Matheson and Walter Johnson** – 3/29/36



First X-ray photo of arterial circulation, Rochester, New York – 7/16/36

RCA shows first real TV program. It featured dancing and a film on locomotives. – 7/29/36



First transatlantic round-trip air flight – 9/2/36



TRADE SHOWS

JobShop
October 25-26
Pheasant Run Mega Center
St. Charles, IL

JobShop
November 8-9
Royal Plaza Trade Center
Marlborough, MA

GASSER & SONS, INC.
440 Moreland Road
Commack, NY 11725

ABOUT GASSER...

- Founded in 1916, owned by the founding family's third generation.
- Providing deep drawn, stamped and machined precision parts to industries ranging from medical X-ray, electrical and electronic, to laser, electro-optical, defense, aerospace and semiconductor.
- Equipped with mechanical, hydraulic and transfer deep drawing presses, as well as machining and turning centers.
- "People" resources, with a staff of over 100, that include degreed engineers, tool & die makers, machinists, CNC operators and programmers, a quality control team and the backing of ISO 9001-2000 certification.
- Computerized manufacturing and warehousing systems to schedule and track your job from raw materials, through the manufacturing cycle, to finished parts and coordinated delivery.

Celebrating
90
YEARS
 1916 - 2006

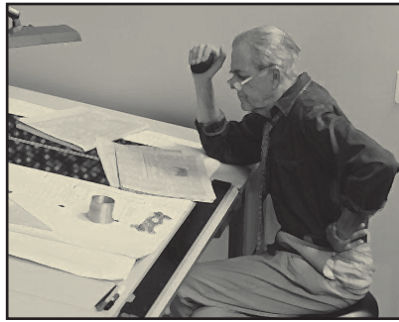
FOREIGN EXCHANGE RATES As of 9/20/06 Per US \$

Canadian Dollar	1.12
British Pound	.53
Chinese Yuan	7.93
Euro	.78
Japanese Yen	117.29
Swiss Franc	1.25

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ENGINEERING... THEN AND NOW



The Engineering Department at Gasser & Sons has come a long way from the rows of drafting tables with their complements of slide rules, protractors, compasses and sharp pencils moving deliberately across sheets of crisp drafting paper. With the advent of calculators and ultimately, computers, the capabilities of our engineers have been enhanced immeasurably. What would have taken half a dozen engineers a month to do decades ago, our staff of three engineers can do in a matter of days.

Starting with a set of diagrams and dimensions from the customer, we create a

three-dimensional "model" of the part on a computer screen using Solidworks™ software. This program lets us create the part with all of its dimensions and characteristics very quickly. It allows us to accurately estimate the machining time, raw materials needed and other variables to determine what it will cost to create each part. Change orders are handled quickly and easily with a few clicks to increase, decrease, or otherwise

change a dimension or part characteristic. From the modeling stage, we can automatically create drawings for review by our customers and production department. Then, using Mastercam™ software, the Solidworks program is put into CNC machining language for our CNC machine tools. We have software variations for cutting, grinding, stamping, deep drawing and just about any other metalworking operation required for cost-effective manufacture of the customers' parts.

At Gasser & Sons, our investment in degreed engineers, the latest in computer software programs and state-of-the-art design and manufacturing technologies keep us well ahead of our competitors in providing our customers with value-added service from the beginning to the completion of every project.



SERVING A WIDE INDUSTRIAL SPECTRUM



Precision metal stampings, deep drawings and machined parts and assemblies produced at Gasser & Sons are found in products manufactured by and for an extremely diverse range of industries. In the X-ray field, for example, we manufacture both fabricated and cast X-ray tube housings for medical, industrial and security applications. In the Aerospace and Defense market place, components from Gasser are found in missile guidance and targeting systems, bomb fuses and

missile skins, as well as instrumentation, flight control and life support systems in aircraft.

In Optical and Electronic industries, stamped, deep drawn and precision-machined components from Gasser are used in laser, infrared detection and night vision systems, light sources and numerous optical devices. Gasser components are also used in vacuum interrupters and switch-gear, microwave, X-ray and vacuum tubes, semiconductor pro-

cessing and glass-to-metal seals and ceramic-to-metal seals.

Components and assemblies from Gasser & Sons are also found in applications as diverse as cryogenics, instrument enclosures, pumps, valves and petrochemical and pharmaceutical processing.

I guess we can say that the sun really never sets on the industrial spectrum served by Gasser & Sons.

\$OLUTION \$EARCH.

The correct answer to last issue's puzzle is $24 = 6 \div (1 - \frac{3}{4})$. The winner of the drawing of the correct answer is Brian Tilbury of Spellman High Voltage. Enjoy your \$100 Home Depot gift card, Brian!

HERE'S THIS ISSUE'S LITTLE GEM:

A 12 x 25 x 36 cm cereal box is lying on the floor on one of its 25 x 36 cm faces. An ant, located at one of the bottom corners of the box, must crawl along the outside of the box to reach the opposite bottom corner. What is the length of the shortest such path?

Send your answer, along with your name and address, to sales@gasser.com and have your winning answer entered in a drawing for a \$100 Home Depot gift card. Good Luck!