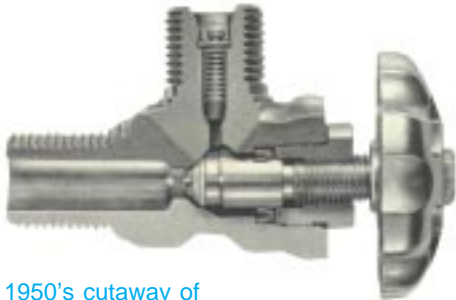


A Golden Anniversary...

## Our First Cutaway Customer



1950's cutaway of Bastian-Blessing Cylinder Valve

In the early 1950's our founder, Jim Calhoun, was working as Sales Manager for Bastian-Blessing Company, a manufacturer of industrial gas equipment. His sales people needed cutaways of their products but the tool room was "swamped with other work!" (Sound familiar?)

So Jim bought a Sears Craftsman Band Saw and started making cutaways in his basement at night and on the weekends. He continued this moonlighting business for nearly 20 years.

In 1970, Jim went out on his own, buying a small manufacturing company, but continuing his cutaway business as a "fill-in". At first, his only customer was his former employer, but he soon was supplying former competitors with cutaways. Before long, nearly the entire industry was using Jim's services.

More cutaway clients were added in other industries, and today cutaways are very much the "tail that wags the dog" with nearly 250



Recent cutaway of multivalve for Engineered Controls

clients worldwide.

Our first customer has gone through a series of changes and moves. Its products are now produced in North Carolina by Engineered Controls and we are still most proud to be still handling their cutaway needs.



## The Look of Gold

Speaking of gold, Sheffer Corporation was looking for a way to make their cutaways both stand-out and say "top-quality". They asked if we could provide a gold-like finish. Now actual gold plating is expensive and not all that bright, especially on cast iron or non-polished steel. ELECTROLESS GOLD plating, however, starts with a base of electroless nickel for brightness and then applies a very thin coat of gold (3 millionths of an inch). The process is still 3 times as expensive as regular nickel, but for that special look, it may be an option you want to try.

## Not All Webb's Are Electronic

Webb Wheel Products of Cullman, Alabama asked us to provide them with cutaway displays of six different models of truck wheels they manufacture. We fabricated three displays, utilizing the ends of various truck axles to mount each wheel cutaway. Each wheel and axle mount is finished with a combination high gloss automotive paint and electroless nickel plating. The base which is on casters was finished with laminate and Webb's distinctive logo in vinyl.

