



Happy Holidays from Monti!

From all of us at Monti, Inc. - we wish the very happiest of holidays to you and yours. Thanks to our valued customers, Monti enjoyed a record revenue year in 2017. As always, our objective is to achieve sustained, profitable growth while consistently meeting or surpassing the needs of our customers. We look forward to a terrific 2018 and wish the same for you and your organization!

Monti, Inc. Ongoing Commitment to Quality

In September, Monti's Cincinnati location received its ISO 9001:2015 certification after a successful audit in August. Our Greenwood and Sumter locations were the next to be certified with audits held in October. We have taken great measures to assure the quality of the goods we provide – since 2015, we have increased the size of our quality assurance team by more than 50%, and have reduced our PPM by more than 80% over that timeframe. Monti will continue to focus on meeting or exceeding our customers' expectations while continuing to deliver an excellent value.

[New Equipment](#)



Rethink Robotics Sawyer Collaborative Robot Acquired: October 2017

The Rethink Robotics Sawyer Collaborative Robot assists in the automation of some of our CNC processes by **machine tending** - the automation of the loading and unloading of material within a machining center.

Sawyer rapidly increases capacity on higher volume and/or longer cycle time runs. For example, when a high-volume job that is scheduled to run 80 hours is tended by an operator on both first and second shifts, it would consume a total elapsed time of 120 hours including starts and stops, shift changes, etc. The machine tending allows the job to be run continuously in the original 80 hours of scheduled time, freeing up operators for other, more value-added tasks. In turn, the capacity for operations staffed on just one shift increases by 67%. Machine tending allows for high volume jobs to run 24/7, which improves Monti's ability to compress lead time!



Kitamura Mycenter 2XD Sparkchanger Acquired: October 2017

The Kitamura Mycenter 2XD Sparkchanger is a vertical machining center. This machine comes equipped with an integrated pallet changer with a tool storage capacity of 40 pieces. The user friendly Kitamura Arumatic-Jr. CNC controller offers processing speeds up to 16 times faster. Its main focus will be larger quantity steel, aluminum, and copper orders that require moderate to heavy machining.

Fun Facts

Customer Satisfaction

9% decrease in formal customer complaints from 2016 to 2017

Employee Tenure

73% of Monti's workforce have been here 2 years or longer; 44% have been here 5 years or longer

Continuing Education

Over \$600,000 has been spent on continuing education for Monti, Inc. employees in 2017

Mutually Beneficial Long-term Relationships

Collaboration
Cost Savings
Team Work
Loyalty

Responsiveness to our Customer's Needs

Customer Service
Quick Turnaround
Customer Satisfaction

Long-Term Sustainability

Excellent Quality
Commitment to Safety
Process Improvement
Efficiency
Adaptability

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