

PRESSING ISSUES

A Publication of BTM Corporation

www.btmcorp.com

Winter 2004



Happy New Year!



We at BTM hope that you enjoyed a wonderful Christmas and a festive New Year's Eve. The Holiday Season creates a sense of hope and excitement that is shared within our families and communities, and which is also evident throughout the world. As the New Year arrives, BTM is filled with a new level of anticipation and enthusiasm as well. This renewed vigor is based on several key activities that are both internally and externally driven.

The first is the positive news that the recent recession has come to an end. Employment is on the rise, consumer confidence is rebounding, interest rates and inflation are still very low, and automotive manufacturing companies are preparing to launch many new products. Our economy is not clearly out of the woods, and we face new challenges every day. However, opportunities for growth are on the increase for those who are prepared.

The second reason for our excitement here at BTM is that we have taken a proactive approach to positioning ourselves to provide the highest level of service and performance to our customers. We have done this by assembling an excellent management team with a tremendous amount of experience in Manufacturing, Tooling, Machine Building and Industrial Distribution. This team is working daily to improve our processes and communication and ensure we are exceeding our customer's expectations.

In December of 2000, BTM earned the prestigious QS-9000 Quality Systems certification. In addition, we received the Tooling & Equipment Supplement (TE) accreditation highlighting our Special Machine & Systems building capabilities. In the very beginning of this year, we were successful in achieving ISO9001:2000 certification. This is the third reason for our excitement as these certifications reinforce our position as a world class manufacturer providing high quality products and on-time deliveries.

Along with the activities mentioned above, BTM is continuously building on the foundation of innovative thinking, process enhancement and product improvement that our customers have come to expect. This has resulted in recent successes with clinching and piercing applications and has led to the development of several new products. These successes are the fourth reason for our sense of anticipation as we seek additional opportunities to fulfill our customer's needs.

It is easy to see why we here at BTM are so enthusiastic about 2004 and beyond. The economic outlook is improving, we are being led by a top-notch management team, we have implemented a world class quality management system, and we are continually seeking ways to help our customers improve their manufacturing processes. So, Happy New Year, and we look forward to working with you in the coming year .

Spotlight On Products



BTM's patented "THIN" Air Powered Toggle Press is a cost saving solution!

Compressed air consumption is reduced by way of the unique Piston Arm and force multiplying Toggle Link design. Cost of ownership is reduced through the versatility of uses such as



Clinching, Piercing, Riveting, Stamping and Bending. Design, Set-up and Installation costs are greatly reduced because of the close stacking capability. Presses are available in 1, 2, 5, 10, 20, and 40 ton models. OEM's and End-users alike will appreciate the flexible mounting options such as

Bench, Floor and Tool mounts. Other options include Self-equalizing units, Die Set Adapters, Special Rams, Control Packages and more. See more information at www.btmcorp.com or call (810) 364-4567.



300 DAVIS ROAD
MARYSVILLE, MI 48040
PH: (810) 364-4567
FX: (810) 364-6178

Quality Corner

As we enter 2004, our Quality Assurance Team highlights include the following goals. With global QS9000 certifications expiring in 2006, BTM elected to expedite the move from QS9000-TE to ISO9001:2000. Certification was achieved in January of 2004. Our Reliability and Maintainability training module will be added to the existing nine internal employee development modules. Customer Satisfaction measurables will be enhanced. International Shipment Traceability will be facilitated through a shipping software upgrade. Shipping/Receiving accuracy and transmission speed will also be improved through barcode system upgrades.



Quality is a Team Effort

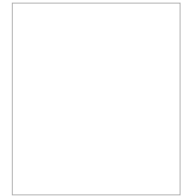
Best products on the market, supplied on time and defect free.

BTM technology innovators continuously thinking to improve products and processes

BTM manufacturing and machine building capabilities of world class status



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“Quarterly Quotes”

“The whole secret of a successful life is to find out what it is one’s destiny to do, and then do it.”

- Henry Ford



Welcome to the BTM Team!

Casey Carr - Designer, Special Products
Tom Callewaert - Designer, Special Products
Ernie Rust - Senior Designer, Special Products
Bill Faitel - Engineering Manager, Special Products
Mike Post - Sales Manager, Standard Products

BTM Quality Products



Air Toggle Presses



Tog-L-Loc Sheet Metal Joining System



Hydraulic Presses



Air/Oil Cylinders



Power Clamps



Power Grippers



Precision Locators