

More Growth in 2015

EJ Ajax will continue to make capital investments and to deploy a variety of other growth strategies in 2015.

One of the more significant investments is a new, fully-programmable, 30-ton LVD Strippit V-Series turret punch press scheduled for delivery in March, 2015.

This turret press is ideal for many advanced metalforming applications



A 30-ton LVD Strippit V-Series turret punch press to be delivered in March.

ISO Certification Awarded To EJ Ajax



EJ Ajax is now an ISO 9001:2008 registered company!

This is a very important step in the company's growth. The ISO 9000 family provides guidance and tools for companies like EJ Ajax who want to ensure that their products and services consistently meet customer's requirements, and that quality is consistently improved.

"ISO certification elevates our company to the next level of advanced manufacturing excellence," said EJ Ajax Co-owner Erick Ajax. "We already have the skilled workforce and the capital equipment needed to succeed. With the addition of ISO 9001:2008 certification, we can pursue very high-level manufacturing assignments."

Certification to ISO 9001:2008

ISO 9001:2008 is the only standard in the ISO family that a company can become certified to. This standard is based on a number of quality management principles, including a strong customer focus, the motivation and

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Wrapping Up AHR Expo 2015

Best. Event. Ever!

EJ Ajax participated in the 2015 AHR Expo for the first time, and what a show. The event hosted 62,000 attendees from more than 140 countries, a new attendance record.

Don Wellman, Vice President, Sales and Purchasing at EJ Ajax, attended the event along with Sales Engineer Dan McGee and EJ Ajax Co-owner Erick Ajax.

“AHR Expo was a terrific venue for us,” Don said. ” We finally got to meet face-to-face with customers that we have been doing business with for years.”

The 2016 AHR Expo is January 25, 26 and 27 in Orlando, Florida. See you there!



L-R: Dan McGee, Sales Engineer; Erick Ajax, Co-owner; Don Wellman, Vice President, Sales and Purchasing.

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implication of top management, the process approach and continual improvement.

To become certified, EJ Ajax performed extensive internal audits to check how well the company’s quality management system was working. Eden Solutions, a division of European ISO consulting firm IMSM, was commissioned by EJ Ajax to implement an ISO Quality Management System as part of the company’s preparation for ISO certification.

“Our member companies realize the importance of ISO 9001:2008 in conducting business and improving their overall performance,” said Eden Solutions Principal Delrae Eden. “Companies who use the ISO 9001:2008 Quality Management System can bring client satisfaction and continual improvement to their business practices. We congratulate EJ Ajax on engaging the only international standard that is recognized worldwide.”

ISO 9001:2008 certification offers benefits such as:

- Cost savings – optimize operations and improve the bottom line.
- Enhanced customer satisfaction – improve quality.
- Access to new markets – prevent trade barriers and open up global markets.
- Increased market share – increase productivity and competitive advantage.
- Environmental benefits – reduce negative impacts on the environment.

About ISO

ISO (International Organization for Standardization) is an independent, non-governmental membership organization and the world’s largest developer of voluntary International Standards. The organization is made up of 163 member countries who are the national standards bodies around the world, with a Central Secretariat that is based in Geneva, Switzerland. ISO has published more than 19 500 International Standards covering almost every industry, from technology, to food safety, to agriculture and healthcare.

The Sky Is The Limit

Excerpted from an article by Lynn Stanley, FFJournal, February, 2015

Gadgets like Project Morpheus, Sony's virtual reality headset, and smart technology like the Apple wristwatch and Windows 10 are making headlines as some of 2015's most anticipated product launches. Excitement is also building among employees at E.J. Ajax and Sons Inc. in Minneapolis for technology that will revolutionize its forming operations. But they didn't have to camp out all night to wait in line for it. The metal stampings producer commissioned an Aida 220-ton gap-frame DSF Series Direct Drive Servoformer last August and installed it in November 2014.

"Thirty minutes into the training session, I walked out to see how our operators were doing," says Don Wellman, vice president of sales for E.J. Ajax. "I could see this

machine was turning their clock. I talked with them afterwards—they were spitting out ideas about ways we could improve our current processes. I asked them to start writing those ideas down because I didn't want to miss anything."

The Servoformer permits operators to program speed and position in a nearly unlimited number of combinations. Unlike a mechanical press that loses energy at low speeds, the Aida DSF Series Servoformer allows the operator to run the press at a velocity as low as 1 spm during forming then return to full speed for the nonworking portion of the ram cycle without causing a drop in productivity levels.

Read Lynn's complete article at ffjournal.net/item/12819-the-sky-is-the-limit.html.



Go to <http://bit.ly/ajaxservopressinstall> to watch this new time-lapse video shows the delivery and installation of a new AIDA servo press at EJ Ajax.

In The News

ACG Names EJ Ajax as Award Finalist



The Association for Corporate Growth has honored EJ Ajax as a 2015 BOLD Award Finalist. The winner will be announced on February 24. Here's the write-up:

"EJ Ajax provides advanced metalforming solutions to manufacturers, architectural and engineering firms, and heavy equipment companies.

Our BOLD MOVE was to bridge the skills gap and grow our business through innovative workforce development. We collaborated with non-profits, foundations, government agencies, community colleges, and (gasp!) direct competitors to provide high-tech training, career planning, tuition reimbursement, apprenticeships, internships, and scholarships to single moms, first generation Americans, youthful offenders, and returning veterans who had interest and aptitude but lacked opportunity.

It worked. More than half of the frontline workforce at EJ

Ajax entered into, or graduated from, our development programs. Many have nearly doubled their starting wages. The company invests 5.5 percent of payroll annually in workforce development, and it shows — sales are up 50 percent since 2009 and profit growth is several points above industry benchmarks. Our customers repeat. Turnover is low. Job safety is celebrated. Our bowling team is awesome. This success points directly to our diverse and highly-productive workforce, and we're GLAD TO BE BOLD!"

EJ Ajax is represented by Erick Ajax, Co-Owner; Curt Jasper, Human Resources; E.J. Daigle, Dunwoody College; Mike McGee, Hennepin Technical College; Jamie Barthel, Anoka Technical College; Darcy Hokkanen, Anoka County Workforce Center; and Jane Samargia, Non Profit Workforce Partner. EJ Ajax was nominated by Andreas Scott, Financial Advisor, Total Wealth Advisors.

About ACG

Founded in 1954, the Association for Corporate Growth is the premier global association for professionals involved in corporate growth, corporate development, and mergers and acquisitions for mid to large companies. Leaders in corporations, private equity, finance, and professional service firms focused on building value in their organizations belong to ACG. They recognize the multiple benefits of networking within an influential community of executives growing public and private companies worldwide. For more than 50 years, ACG members have focused on strategic activities that increase revenues, profits and, ultimately, stakeholder value. Today ACG stands at more than 14,000 members representing Fortune 500, Fortune 1000, FTSE 100, and mid-market companies in 54 chapters in North America, Europe and Asia.

FAQ:

Q: What Materials Does EJ Ajax Keep On Hand?

A: EJ Ajax maintains the following materials inventory:

GAUGE	GALVANIZED	CQ CRS	CQ HRP&O	304L SST	304 #4 SST	316L SST	430 SST	5052 H32	5052-0-TEMP	Copper
22				0.022				0.025		
20	0.035	0.036		0.035	0.036					
18	0.048	0.048		0.048		0.048		0.040		
16	0.060	0.060		0.060	0.060	0.060	0.060	0.050		
15					0.074			0.060		0.060
14	0.074		0.074	0.074	0.074	0.074		0.080	0.080	0.080
12	0.105		0.105	0.105	0.105	0.105		0.090		0.090
11	0.120		0.120	0.120		0.120		0.100		
10	0.135		0.135	0.135		0.135		0.125		0.125
8	0.164		0.164	0.164						
7				0.180						0.187
PLATE				0.250						
PLATE				0.375						