

Carr Lane®

COURIER

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WWW.CARRLANE.COM

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We Want To Hear From You!

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Carr Lane Manufacturing Celebrates 66 Years!

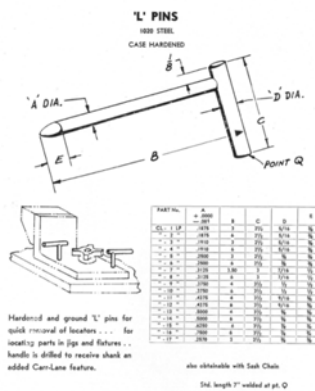
Strengthening Core Product Line While Expanding Digital Opportunities For Our Customers

Carr Lane Manufacturing is celebrating its 66th year in business this year. Established in 1952 by the parents of CEO Nance Frost and grandparents of COO Colin Frost, Carr Lane today continues to focus on providing an expansive product line that is both durable and reliable as well as competitively priced.

The core products that first debuted in the early 50s, including alignment pins and toggle clamps, continue to be a key part of the company's business. The distinctive green-handled toggle clamps are known in the industry as coming from Carr Lane and the company continues to proudly make each one in the USA.

Today, an increasing digital presence has allowed the company to expand the resources it offers to its distributors and customers. In addition to the free CAD downloads, which design engineers and others have come to rely upon, Carr Lane has added multiple layers of functionality to online customer and distributor accounts to improve their overall experience.

Over the years, the company has maintained a strong presence at trade shows across North America as well as in Canada and Mexico. With a regional sales force that covers all of these territories, along with more than 300 distributors located worldwide, Carr Lane has been able to maintain its strong position within the manufacturing industry while looking forward to the next 66 years!



CARR LANE MFG. CO. 9244 SHORTRIDGE ROCK HILL 19, MO.

The original catalog drawings were all done by hand by the late Myrtle E. Walker, wife of the company's co-founder, Earl E. Walker.

2018 Co-Op Program In Full Swing

Rewarding Our Top-Producing Distributors



Carr Lane's 2018 Co-Op Program is the company's 6th year of offering incentives to our distributors with gross revenues of more than \$100,000. Distributors must be current with invoices or resolve any outstanding invoices before funds will be released for use.

This year, we have a large number of qualifying distributors. Co-Op funds can be used to purchase logoed items offered by Carr Lane including hats, shirts, and jackets. The funds can also be used to create co-branded notepads and sticky notes. In addition, distributors have used their Co-Op funds in the form of credits to pay for line cards or open houses at their facilities.

A popular item in this year's Co-Op Program is the Tervis® mug that features a stitched-out Carr Lane logo.



In order to streamline reaching Carr Lane Manufacturing, whether you need to reach our St. Louis or our Austin location, please call us at 314-647-6200 and your call will be properly directed. Direct-dial Austin phone numbers have been eliminated so please update your records if necessary!

You Can Count on Carr Lane!

Customer Feedback Inspires Us To Work Harder

If you ever wonder if anyone actually reads those comments you leave on our website, either by completing a customer survey or answering the question "Was this page helpful?" that appears at the bottom of every page, the answer is YES. We DO read your comments, good and bad and we work to use that feedback to improve our ability to serve our customers better and faster than our competition. We especially love feedback like the comments below that speak to the longstanding relationships we have been fortunate to forge with so many of our customers!

"I am familiar with your line of products. I used them for many years, thru other companies I used to work for and as a mechanical design engineer consultant who only selects the product, someone else purchases it. I still have your 15+ year old printed catalog that I brought from Canada to Louisiana and about 5 years ago to California where my consulting business is currently located. I am working on a medical device design and will more likely use one of your toggle clamps. Your products are of the highest quality that I know about and your website is one of the best from my perspective as a design engineer who needs accurate 3D CAD models. I just wanted you to know how much I appreciate you! Keep up the good work."

— Miroslav M.





Product **Spotlight**



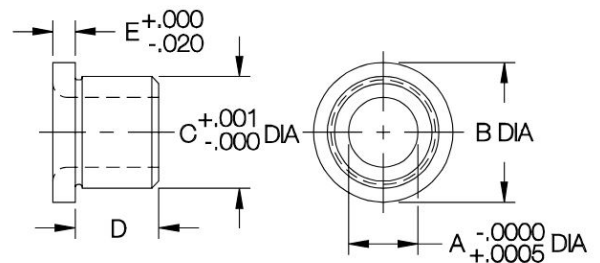
Held to a higher degree.

ON-SIZE™ Bushings from Carr Lane Manufacturing



Made from a 36% nickel-iron alloy, **ON-SIZE™ Bushings provide minimum thermal expansion.**

Choose ON-SIZE™ Bushings from Carr Lane, when high dimensional stability is required, even under sustained high temperatures and multiple heat-cool cycles.



Find out more from our [online catalog](http://carrlane.com) at carrlane.com





STOP BY AND SEE US IN 2018!

A trade show is your chance to see Carr Lane Manufacturing products first-hand. If you are planning to attend any of these shows, we invite you to stop by our booth, see what's new, ask a question, and find out how Carr Lane Manufacturing can answer all your manufacturing workholding needs start to finish!

2018 TRADE SHOWS

IMTS – Chicago, Illinois
September 10-15, 2018 | Booth 431663

FABTECH-ATLANTA – Atlanta, Georgia
November 6-8, 2018 | Booth A3021

The entire 2018 tradeshow schedule is always available at www.carrlane.com

WELCOME!

NEW DISTRIBUTOR:



MORE THAN A SOURCE – A RESOURCE.

CMT INDUSTRIAL SOLUTIONS

300 Industrial Drive
Greenville, SC 29607
www.cmtindustrial.com

Are you using the 2018 Carr Lane Price List?

If you haven't already requested it, please email us today at cs@carrlane.com and provide us with your Carr Lane Mfg. account number and we'll send you the price lists in excel file format right away!



Yellow Trig Books Land At Apprenticeship Program

Tomorrow's Machinists Continue To Rely On This Little Yellow Book

The Aerospace Joint Apprenticeship Committee (AJAC) in the state of Washington offers apprenticeship programs to the employees of participating aerospace and advanced manufacturing companies. The machining program is taught to aircraft-oriented precision levels.

We wish all the AJAC Apprenticeship students well and encourage them to become leaders in the world of aerospace and advanced manufacturing.

