

The Drum Beat

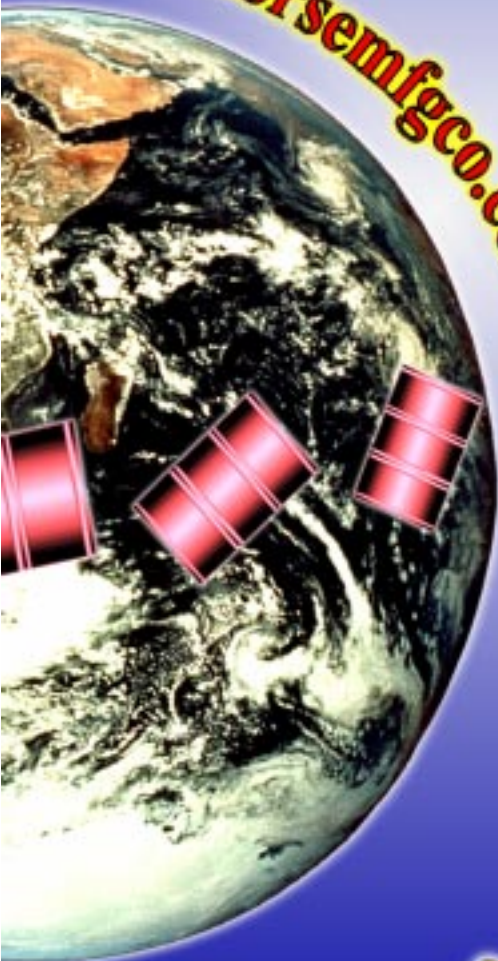
Sell **MORSE** . . . In The New Millennium

WINTER 1999 - 2000

**HAPPY
HOLIDAYS**



www.morsemfgco.com



MORSE

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**PRESIDENT'S
MESSAGE**

The year 2000 is nearly upon us and Morse is prepared! We've made the necessary changes to serve you better, while even greater progress lies ahead.



Bob Andrews

We have so much to be thankful for and I send my best wishes to each of you for good health, a joyous holiday season, and a special happy new year.

Our many new products are becoming industry standards, thus challenging our production to provide short delivery times.

The number of contacts with you via phone, fax, letter, web site and email has exploded. We welcome your requests and ideas.

SALES TOOL: NEW CATALOG

Our newly redesigned Complete Sales Person's Catalog has many tools to help you sell Morse equipment. Included, are price lists, product spec sheets, and a company directory. It comes in a handsome 3-ring binder, making it simple to add/update literature, parts diagrams, etc. If your sales people could utilize this information, email your request to nicepeople@morsemfgco.com.

**YOU GET MORE
WITH MORSE**

2 YEAR WARRANTY

MORSE equipment is known for reliability and durability, so we confidently affirm this with our 2-year warranty.

MORSE DRUM HANDLING EQUIPMENT IS GUARANTEED AGAINST DEFECTS in workmanship or materials for two years when used properly within its rated capacity. Motors and other purchased parts carry the warranties of their manufacturers.

For warranty claims, contact Morse to obtain a return authorization number. Return freight must be prepaid.

In all instances, liability is limited to the purchase price paid or to repairing or replacing the product. Customer assumes liability for any modifications, unauthorized repairs or parts substitution.

PARTS DIAGRAMS ON-LINE!

www.morsemfgco.com

Parts diagrams have arrived on the MORSE web site! No more fuzzy faxes, or waiting for "snail-mail." These print out right from YOUR computer as original documents. Check out these fully detailed, simple to access diagrams. Utilize the convenience and speed of current internet technology.

Parts may wear over years of productive use, and may need replacing. Ensure your customer receives the correct replacement part for their Morse drum handler. Let's get on line while on the phone to simultaneously view the same parts diagram and determine your customer's exact need.

**IMAGES
ON
CD**



- **PRINT IN YOUR CATALOG**
- **LOAD ON YOUR WEB SITE**

This CD contains a collection of the best images of our products! They are at the same high resolution used in our literature. Smaller "thumbnail" versions are also included for use on your web site.

A copy of the Morse web site is on the same CD. Here you will find information about our products, parts diagrams, spec sheets, our 12 page catalog, and much more. Request a CD by E-mail at . . .

nicepeople@morsemfgco.com

. . . and add us to your address book!

HOLDING PRICES FOR 2000

That's right. . . We are maintaining the current printed prices on MORSE drum handling equipment through the year 2000!

If you would like to receive more copies of our current price list (dated 1/1/99), simply Email your request to us at nicepeople@morsemfgco.com

MODEL 81 DRUM - SPOTTER



-  **NEW HOT SELLING MODEL**
-  **NEW ASSEMBLY INSTRUCTIONS**
-  **NEW PARTS DIAGRAM** (view on line)
-  **NEW SPEC SHEET** (view on line)
-  **NEW DESIGN**

-  **Low Cost**
-  **COMPACT**
-  **EFFICIENT**
-  **IN STOCK**



The Drum-Spotter is designed to increase worker productivity by using this product to palletize and move upright drums quickly, safely and easily.

Our unique base design fits around the corner of a pallet. Simply wheel the Model 81 to a drum at any corner of a pallet or a drum on the floor, sliding the forged alloy hooks under the drum's rim. Pull the handle down

to lift the drum, and wheel the drum away. The Drum-Spotter makes it easy to relocate drums by bearing all the weight. Capacity 800 Lb. (363 kg).

Who is buying the new Model 81 Drum-Spotter?

- Paint manufacturers
- Furniture Manufacturers
- Autopart and Engine Manufacturers
- Pharmaceutical Companies

- Chemical Companies
- Food Companies
- Appliance Manufacturers
- Photographic Supplies Companies

Our literature and tools on our web site will help enhance your presentations and assist you in selling this addition to the Morse line. Request printed literature by email at nicepeople@morsemfgco.com



CONTEST!
... The \$100.⁰⁰
Winner!

Remember the barrel of candy on the back of our last newsletter? The most accurate calculation of how many 1/4 oz. candy barrels are in the 55 gallon drum is from Michael Henshaw, salesperson for Fulton Supply Company in Atlanta, GA. His calculation is 22,358. The actual number of candy barrels is 22,293.

Congratulations to Michael, and thanks to the many of you who participated.

(315) 437-8475

To CONTACT US

To contact us directly please use these extensions:

Bob Andrews	President	201
Don Eggleston	Purchasing	202
Charlie Lighthipe	Sales	210
Sue Livensperger	Sales	207
Pete Mangovski	Engineering	211
Cindy Marsden	Sales	208
Bob Mozo	Engineering	203
Phil Mulpagano	Sales	200
Ralph Phillips	Sales	213

To Email each of us simply add one of our names before "@morsemfgco.com" in the address field.

Fax: (315) 437-1029

WINTER 1999

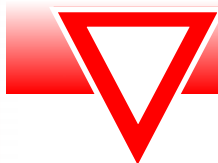
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SOUTHURY, CT

*Sending You
Season's
Greetings
with
Every Good Wish
for the
New Year*



Email **MORSE**

- YES, Email Periodic Notices of New Products and Literature Updates
- YES, Send New Morse CD
- YES, Send ___ Copies of Jan. 99 Price Lists
- YES, Send 5, 10 or 50 Copies of 12 Page Condensed Catalog (CE99)
- YES, Send ___ Copies of Complete Sales Person's Catalog
- YES, Send Catalog Updates

nicepeople@morsemfgco.com