

# The Drum Beat

WINTER 2002

*Happy Holidays  
from all of us  
Here at Morse*

**Inside:**

- New Models & Options
- 2003 Price List
- Cost Controls
- ProMat 2003 Register Online

**On the Back:**

- Order Form



Bob Andrews

**PRESIDENT'S MESSAGE**

**What do you get with Morse?**

- Domestic built equipment
- Quality product and service
- Competitive pricing

We sell Quality Products built with specified standards for materials, labor, testing and safety.

Quality Service meeting your needs as our distributor and the needs of your customers. Delivery when specified when you need it covered by dependable warranty.

Competitive Pricing which is fair and supports the quality product and services you require.

Copies and look-alike products are not equal to Morse. We strive to provide the quality you desire and need for your continued success in today's competitive business environment.



**Register for ProMat 2003 online at:**

**[www.promat2003.com](http://www.promat2003.com)**

**February 10<sup>th</sup> - 13<sup>th</sup> in Chicago**

**ProMat is HUGE...** the most comprehensive international material handling and logistics show in the U.S. in 2003. 650 exhibitors fill 300,000 square feet of show floors!

Exhibits will represent all segments of the material handling industry with cutting edge solutions in manufacturing, distribution and warehousing. Leading manufacturers will exhibit the latest technologies for material movement, storage, control and protection... and Morse will be there with other leading manufacturers to demonstrate the latest drum handling equipment to industry professionals from over 80 countries.

**NEW PRICE LIST  
EFFECTIVE JANUARY 2003**

Please find your enclosed copies of new price lists effective January 1st 2003.

**For additional copies, please complete the order form on the back of this newsletter and fax to (315) 437-1029.**

**COST CONTROLS**

Thanks for the opportunity to explain the various measures we take to keep prices as stable as possible. Some 2003 prices are held at no change and some reduced. Morse price adjustments are made only after careful review of cost factors such as labor, health care benefits, government-imposed costs, purchased materials and parts. Many cost factors are beyond our control. Those we can control are being managed.

We have seen cost increases in raw materials. Pound for pound, our products are comprised of more steel than anything else. Our purchasing procedure involves getting competitive bids on all substantial steel orders. Lately every single bid has shown significant increase over historical amounts. Even if tariffs are backed-off, we expect steel prices to be higher than in recent years.

We try to buy US-made parts, and quality foreign-sourced items are acceptable in certain cases. This is not always the lowest, initial dollar-cost solution, but it's best for customer satisfaction in the long run. Our purchasers use competitive bidding to their advantage here also.

Morse provides quality products made in the U.S.A. by workers from our Central New York community. Our intention is to maintain the level of quality, service and reliability your customers expect. We intend to produce products that make it easy for customers to remain loyal to you.

Health care benefits costs have increased by 18% this year alone. Shopping for health care benefits is one of the tasks performed by top management here at Morse, to get the best deals possible. New York State's Worker compensation is the third highest in the country. We do what we can to keep our experience rating down.

New prices are expected to remain in use through the end of 2003. We are assuming the risk of cost increases through the end of 2003 so our dealers will not.

# New Models . . . . .and Options

## Added to 2003 Price List

### X0 Options

The following manual tilt options provide hands on control when pouring drum at operator level. Low level pouring is accomplished quicker and easier with these options than with the standard chain wheel and pull chain necessary for overhead pouring.

These options are available on 185, 285, 400 and 405 Series. To order, simply add a line item with one of the following X0 Options:



Model 285A-HD Heavy-Duty Fork Lift-Karrier with Option X01 Self-Stopping Hand Crank

• **Option X01 Self-Stopping Hand Crank and Gear Covers.** Just squeeze the handle and start cranking to pour the drum, let go and the drum remains locked in the desired position. Easily operated by one hand, the operator has confidence in knowing the self-stopping hand crank will prevent the drum from spinning freely.

• **Option X02 Simple Hand crank and Gear Covers.** This economic hand crank is also easily operated with one hand. Option X02 includes a stop pin to prevent the drum from spinning freely. Pull out the stop pin and the hand crank rests against it preventing any further rotation of the drum.

• **Option X03 Hand Wheel and Gear Covers** Hand wheels are operated by two hands giving the operator more control over heavy loads. The standard 16" diameter hand wheel utilizes a stop pin similar to the



Model 185A-HD Heavy-Duty Kontrol-Karrier with Option X03 Hand Wheel

### PROVIDE YOUR CUSTOMER WITH

- More options
- More versatile drum handlers

### New Models 80i, 85i and 185i

New "i" Series is more versatile than its predecessors. The "i" Saddle (drum holder) on Models 80i, 85i and 185i is for 55 gallon steel drum and accepts 55/30 Series Adaptors so that one drum handler can accommodate various diameter drums. "i" can do it all!



### 55/30 Series Adaptors

- **Model 55/30-22** is sized for drums 21.5" to 22" diameter
- **Model 55/30-20.5** is sized for drums 20" to 20.5" diameter
- **Model 55/30-19** is for standard steel 30 gallon drums and other drums 18.5" to 19" diameter
- **Model 55/30-17.5** is sized for drums 17" to 17.5" diameter
- **Model 55/30-16** is sized for drums 15.5" to 16" diameter

The addition of "i" Saddles to our product line will phase out the old B saddle for 30 gallon drum and D style adjustable saddle, which was for 19" or 20.5" diameter.



**Model E14 Fiber Drum Strap** is required to handle fiber drum. It enhances the friction grip to hold the drum securely.

X02 option. The 10" diameter hand wheel is only offered on the Gr series and does not require a stop pin because these units tend to keep the drum in position.

- **Option X04 Gear Covers.** Add gear covers to any manual tilt model (excluding GR series, which have enclosed gear box).

### New Model 92B



Model 92B Drum Lifter is designed for 15" to 23" diameter (I.D.) closed head drum. This diameter range accommodates

typical 30 and 55 gallon drums. The self-adjusting tong-like action automatically grips various common types of closed head drums. Lift drum to or from a 4-drum pallet or row of adjacent drums. Drum lid must be properly secured. Capacity: 1,000 Lb.

### Handle:

- Steel rimmed drum
- Typical plastic rimmed drum
- Fiber drum with lever-lock secured on top

After making several of these as special jobs for your customers, we decided to make it available as a standard product.



Original **Model 92** (shown left) is for use with 18" to 26" diameter drum (I.D.), handling most 30 to 55 gallon drums and 85 gallon steel overpack drums (NOT for lifting plastic overpack).

Also available:

**Model 92-M** with spark resistant parts.  
**Model 92-SS** (shown below) made of type 304 stainless steel.



**Spec Sheets, CD,  
12-Page Catalog**

**& Copies of 2003 Price List**



**Fax order to: 315-437-1029**

**or Email to: [nicepeople@morsemfgco.com](mailto:nicepeople@morsemfgco.com)**

- Please send \_\_\_\_\_ Copies of 2003 Price List
- Please send \_\_\_\_\_ Copies of 6 NEW Spec Sheets
- Please send \_\_\_\_\_ Copies of 12-Page Catalog
- \_\_\_\_\_ Please send FREE Morse CD

To: Person \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Email Address \_\_\_\_\_

Company Website \_\_\_\_\_

**How CAN WE HELP YOU?**

**Phone: (315) 437-8475**

<u>Name</u>	<u>Ext.</u>	<u>Email</u>
Bob Andrews, President	201	<a href="mailto:bobA@MORSEmfgco.com">bobA@MORSEmfgco.com</a>
Don Eggleston, Purchasing & Sales	202	<a href="mailto:donE@MORSEmfgco.com">donE@MORSEmfgco.com</a>
Charlie Lighthipe, Sales Manager	210	<a href="mailto:charlesL@MORSEmfgco.com">charlesL@MORSEmfgco.com</a>
Sue Livensperger, Accounting & Sales	207	<a href="mailto:sueL@MORSEmfgco.com">sueL@MORSEmfgco.com</a>
Pete Mangovski, Engineer & Sales	211	<a href="mailto:peteM@MORSEmfgco.com">peteM@MORSEmfgco.com</a>
Cindy Marsden, Expediting & Sales	208	<a href="mailto:cindyM@MORSEmfgco.com">cindyM@MORSEmfgco.com</a>
Bob Mozo, Engineer & Sales	203	<a href="mailto:bobM@MORSEmfgco.com">bobM@MORSEmfgco.com</a>
Phil Mulpagano, Shipping & Sales	200	<a href="mailto:philM@MORSEmfgco.com">philM@MORSEmfgco.com</a>
Ralph Phillips, Web Site & Sales	213	<a href="mailto:ralphP@MORSEmfgco.com">ralphP@MORSEmfgco.com</a>

**You Can Sell MORSE  
or You Can Sell Less**



**Register online at:  
[www.promat2003.com](http://www.promat2003.com)**