

# The Drum Beat

**HAPPY HOLIDAYS  
FROM ALL OF US  
AT MORSE**



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## Back To Basics



by  
Nathan Andrews

First let me wish everyone Happy Holidays. I hope that you have a wonderful Holiday Season and a joyous New Year.

If industry analysts are on target, most of us in the material-handling marketplace should finally be seeing a light at the end of the tunnel. However, what we are finding is not what most of us expected. Very rapidly, we have encountered a marketplace that is more turbulent and fast paced than ever before. End users are becoming more educated in their purchases, therefore demanding greater performance at competitive prices. International suppliers are offering competitively priced knock-off products. Fluctuating steel and component pricing make long term forecasting nearly impossible. Dynamic international trade relations create significant barriers to international sales.

We all face significant challenges to remain competitive and we must remain flexible enough to meet these new marketplace requirements. Ironically, the best way to compete in this new marketplace is by using 'old school' values of unprecedented quality, service, supplier relations, and sales efforts.

Here at Morse, we are committed to offering the most extensive line of drum handling products anywhere in the world. More and more frequently, end users require drum material handling solutions that meet specific environmental and site requirements. Generic drum handling solutions no longer meet these needs. These end users require standard line, fully customizable drum handling solutions that only Morse provides.

Our quality control and customer service policies and efforts clearly differentiate us from any competitor within the material-handling marketplace. With a two (2) year warranty and a 'No Minimum Order Size' policy, we make it as easy as possible for our distributors to smoothly conduct business. Give us a call this holiday season because together we can continue to grow in this dynamic marketplace.

# TOP TEN

## QUESTIONS

### WHEN ORDERING MORSE DRUM HANDLERS

- 1. What do you want to do with the drum?**  
Lift, move/palletize, tilt/dispense, rack, rotate/mix, cradle, etc.
- 2. What will be moving the drum?**  
Forklift, crane/hoist or manual/mobile
- 3. How frequently?**  
Hourly, daily, weekly or less
- 4. What size is the drum?**  
Drum Height and Diameter
- 5. What kind of drum is it?**  
Is the drum plastic, fiber, or steel?  
Does the drum have a rim?  
Does the drum have ribs? Are the ribs at least 8" apart?
- 6. What is inside the drum?**  
What is the maximum weight of the drum?  
Is the drum full? ...or less than full?  
Are the contents liquid or solid? ...Does it flow easily?
- 7. Are there any site requirements?**  
Are there any space limitations? (Height, leg span, turning radius, fork width, etc.)  
What are the height requirements? (Pouring height, clearance for legs, etc.)  
Distance beyond legs to dispensing location (Reach)?  
To what angle does the drum need to be tilted?
- 8. Are there any environmental considerations?**  
Are there material requirements for the drum handler? (Stainless Steel, Spark Resistant or Special Paints)  
Are there exposure concerns? (Hazardous Materials, Corrosives, etc.)  
If rotating drums, is there an enclosure for the rotator to meet OSHA standards?
- 9. Do you require any options or accessories?**  
Power-Lift, or Power-Lift and Tilt  
Powered by: Air, DC, AC, AC Explosion proof, AC 60/50hz  
Manual Tilt-Options: Hand crank, Chain wheel, or Hand wheel  
NEW MORStop Tilt-brake      Gear Covers  
Diameter Adaptors      Fiber Drum Strap  
3-Piece Saddle
- 10. Do you need any additional drum related products?**  
Dispensing Cone      Drum Wrench      Drum Faucet  
Drum Pump      Drum Heater      Drum Dolly

## 2 New Spec Sheets

New and improved spec sheets include product benefits and full dimensional information.

- > 201 Series Portable Drum Rotators
- > Below Hook Drum Lifters:
  - > Model 86 Drum Lifter for Plastic, Steel or Fiber Drum
  - > Models 41 and 42 Drum Lifting Hooks
  - > 90 Series Verti-Karriers
  - > Model 91 Drum Lifter for Drum or Overpack
  - > 92 Series Drum Lifters for Plastic, Steel or Fiber Drum

## Product Succession

Beginning in 2004, a select group of Morse Mfg. Karrier products will be superseded by functional replacements. Listed below are the products and their corresponding successors.

Discontinued Product	Drums Handled	2004 Replacement
80B	30 Gal. Steel	80i & 55/30-19
80D	30 Gal. Fiber or Steel	80i/E & (55/30-19 or 55/30-20.5)
85B	30 Gal. Steel	85i & 55/30-19
85D	30 Gal. Fiber or Steel	85i/E & (55/30-19 or 55/30-20.5)
185B	30 Gal. Steel	185i & 55/30-19
185C	55 Gal. Fiber or Steel	185A/E
185D	30 Gal. Fiber or Steel	185i/E & (55/30-19 or 55/30-20.5)
185C-HD	55 Gal. Fiber or Steel	185A/E-HD

The Morse 80i, 85i, and 185i were all introduced to the market last year to offer greater functionality and flexibility than the previous products.



In summary, these new products allow for the use of Morse 55/30 diameter adaptors to accommodate drums of various sizes. These easy-to-use adaptors allow you to handle a variety of drums with one piece of drum handling equipment.

55/30 SERIES ADAPTORS	
MODEL #	FITS DRUM DIAMETERS
55/30-22	21.5" to 22"
55/30-20.5	20" to 20.5"
55/30-19	18.5" to 19"
55/30-17.5	17" to 17.5"
55/30-16	15.5" to 16"

## Bucket Buzz



Ongoing ergonomics pressures by OSHA and other regulating agencies have created a whole new market in recent years for pail handling equipment. Morse engineers have answered the call with a series of products dedicated to 5-gallon pails. These products are safe, ergonomic, low-cost, and may be the difference in preventing a workplace OSHA citation. Be sure to check out these products and recommend them to any facility using 5-gallon pails or cans.

**Model 83 Pail Handler** is for lifting and pouring 5-gallon pail at up to 5 feet high.

Model 83

Specs are online at:

[www.morsemfgco.com/products/5-gallon\\_pail\\_handler.htm](http://www.morsemfgco.com/products/5-gallon_pail_handler.htm)

**NEW Model 34-5 Dolly** is a specially designed like Model 34, but sized for a 5-gallon pail. Place your pail onto this dolly, and it eliminates further bending over to pick up and move. With this dolly, employees can safely and easily move a 5-gallon pail.



Model 34-5

Shown online at:

[www.morsemfgco.com/products/drum-dollies.htm](http://www.morsemfgco.com/products/drum-dollies.htm)



Model 2-15

**Model 2-15 2-Can Tipper** is designed to handle two 5-gallon pails. Also available are: **Model 15 Can Tipper** for single pail, and **Model 15-SS Stainless Steel Can Tipper**.



Model 1-305-1

**305 Series Can Tumblers** provide aggressive corner-over-corner mixing action to blend contents of closed 1 to 5 gallon pail. They are available in single

or double can versions. Full specs at: [www.morsemfgco.com/products/305-Can-Tumblers.htm](http://www.morsemfgco.com/products/305-Can-Tumblers.htm)

[www.MORSEmfgco.com](http://www.MORSEmfgco.com)

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## NEW Sell Sheets 12-Page Catalog



### MORSE FREIGHT AND BILLING POLICIES

- No Minimum Order Size. . . No Minimum Billing
- No Service Charge for Drop Shipments
- Specify Your Choice of Freight Collect, Prepaid and Billed, etc.
- We Forward All Discounts Given to Morse by the Freight Companies to Our Customers
- For Additional Freight Savings, many Morse products are “knocked down flat” and individually boxed to lower freight rates and facilitate economical dealer shelf stocking. Instructions for simple assembly are included.
- Morse Prices are in U.S. Dollars Ex Works East Syracuse, NY, USA unless otherwise specified

#### HOW CAN WE HELP?

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