

# The Drum Beat

**MORSE** 

Dealer Newsletter  
Spring/Summer 2004



**MORSE Inside:**

Steel Prices, Morse Tips, Drum Cones,

and the NEW **PailPRO** Series™

## Holding the Line on Prices



by  
Robert Andrews

Near the end of last year (2003) we were excited about the anticipated repeal of the U.S. Steel Tariffs (201 Program) and the expected reduction in steel prices. In December of 2003 the tariffs were indeed repealed, but the outcome was not as anticipated. Prices for steel – tubing, hot rolled, cold rolled, sheet, everything – have skyrocketed since the beginning of this year. Pricing for steel that we use has increased by as much as 40% since the beginning of this year! Adding to this variability are the inconsistent deliveries and talk of allocation among our suppliers.

Our purchasing agent has a stack of letters from our steel suppliers trying to justify the increased prices. According to them, the steep rise in steel prices is due to...

- The declining value of the dollar relative to other currencies (Down 20% relative to the Canadian \$, 25% relative to the Euro, 15% relative to the Yen).
- Increasing demand for steel in China has raised prices for steel and steel components (scrap, ore, and coke) within the Chinese market. China is projected to consume 31% of the world's steel production in 2004, up 25% from 2003.
- Recent consolidation in the domestic steel production marketplace coupled with poor financial performance.
- Domestic manufacturing moving to China has reduced U.S. factory output and domestic scrap generation.
- A recent upswing in U.S. manufacturing has increased remaining domestic steel demand.
- Rising energy & transportation prices.

As distributors of Morse drum handlers and other steel material handling products, we want you to be aware of this dramatic change within our marketplace. We appreciate our relationship and the confidence you place in Morse through your business.

**We at Morse are committed to maintaining our published 2004 pricing – even though we are aware of competitors who have chosen otherwise.** Rest assured that despite the economic environment, Morse will continue to provide you with the quality product and superior customer service that you have grown to expect over the past 80 years.

## Morse Tips

Dispensing a drum can be difficult. More often than not, we find that people will extract the contents from a drum with a ladle or cup rather than tilting and pouring the drum. Quite honestly, this is rather understandable. To pour a measured quantity of contents from a drum is tricky. The receptacle container must be positioned correctly (perhaps even moved during the pour) and the tilting action of the drum must be exact (the drum must begin to be uprighted before pour is concluded). Just try pouring exactly one measured cup from a full 5-gallon pail of paint – not so easy. The trouble with extracting the contents in this way is that after the drum is half empty it becomes increasingly difficult to access the remaining contents at the bottom of the drum. Reaching down into a 55-gallon drum is terribly awkward, messy and not much fun, especially if the task is repetitive.



The new Morse line of Drum Cones helps to solve this problem. Using a slide gate or iris valve to dispense through a narrow opening, dispensing dry contents can be carefully and easily controlled. Morse Drum Cones can be used on both fiber and steel drums by simply replacing the lid with an appropriately sized cone and clamp collar. Drums can then be stored in an inverted position so that the drum contents can be quickly accessed by simply opening the iris valve or slide gate. The drum only needs to be tilted once, even when dispensing contents multiple times and nobody ever again will need to reach into the drum to extract the last remaining contents.



Model 62-5  
3/4" Safety Faucet



Model 65-20  
2" Molasses Gate



Model 68-20  
2" Polyethylene Faucet

For controlled dispensing of liquids from drums, Morse has a full line of drum faucets and pumps appropriate for many products and chemicals commonly shipped in drums.

The next time you are walking through one of your customer's facilities and see a drum, ask how they get the last remaining contents out. Our bet is that someone is reaching into the bottom of that drum and that you may have yourself a sale.



Model 26 Drum Pump

## We're Getting Lean to Serve You Better

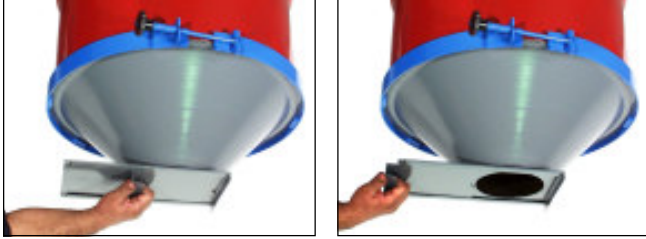
Morse has recently begun the process of educating all of its employees in the techniques and philosophy of Lean Manufacturing. Lean Manufacturing stresses the identification and elimination of 'waste' from the production process - 'waste' being anything that does not add value to the end user. Lean focuses on small batch quantities, team based work cells, short lead times, and dramatically reducing work-in-process inventories.

Through this training Morse will be able to further streamline the flow of our manufacturing and office procedures. We are excited about these changes as we continue to provide you with the best quality and service available in the drum handling marketplace.

# New Morse Drum Cones

## Allow Precise Dispensing from your drum

We are pleased to introduce a new series of drum cones and clamp collars for dispensing dry material from drums. This can be timely, messy, dusty, inexact, and potentially dangerous. Morse drum cones and clamp collars control the dispensing flow and help to contain the product.



**Model 5-SG-45-23 Drum Cone** with Slide Gate and 45° angle in size # 23. **Model 7-23 Clamp Collar** size # 23 secures cone to drum.

Simply replace the drum lid of a fiber or steel drum with the properly sized cone and clamp collar and instantly the drum is an efficient pouring instrument. By narrowing the pour diameter, the cone helps to contain the product, especially fine powders that tend to dust. Dispensing can be stopped almost instantaneously with the use of a slide gate (shown above) or an iris valve (shown below). In addition, the drum cone extends the reach of the pour by up to 13". This is critical in dispensing applications where the lifting device is not counter-balanced and the wheels are obstructed by the receiving container.



**Iris Valve** for controlling the flow of fine and coarse materials. Revolve the handle around the valve to open and close the flexible sleeve.

Morse Drum Cones and Clamp Collars are available:

- To fit standard fiber drums
- For use with standard 30 and 55-gallon steel drums
- In 45° and 60° degree angles
- With Iris Valve or Slide Gate
- Made of carbon steel (above) and type 304 stainless steel (shown on front cover being used with Model 520-114 Vertical-Lift Drum Pourer)

Give us a call... Morse engineers and salespeople are qualified and willing to answer any questions regarding these and other drum handling products.

Every Morse product is of superior quality and is manufactured in the United States by skilled workers in the Central New York community.



**Model 7-23 Clamp Collar** carbon steel painted blue, in size # 23



**Model 7SS-20 Stainless Steel Clamp Collar** in size # 20

# PailPRO Series™

If you had a heavy bucket  
And your boss told you to chuck it  
Would you buck it?  
Could you chuck it?  
Would you say, "The buck stops here"?



No, your boss won't kick the bucket  
Buck up - don't let it plummet  
Lift with your arm  
Don't fret the harm  
If you have the perfect gear



**PailPRO™ Model 83**

If you have a weighty can  
The chief wants dumped into a pan  
Would you can it?  
Could you plan it?  
Or shake with nervous squirms?

You can lift it like a man  
Not just sit there on your can  
Pour with ease  
With the 83's  
No big deal, no can of worms

If you grab that hefty pail  
Raise to drain despite the scale  
Inhale, exhale  
Flail and fail  
They might think you're on the ale



**PailPRO™**  
305 Series Can Tumblers

Don't be dim or faint then bail  
This is not beyond the pale  
Avail yourself of this detail  
With this device you will prevail  
The Morse **PailPRO™ Series** is now for sale!

Poem by Ralph Phillips  
Illustration by Ian Phillips



**PailPRO™ Model 15-SS**  
Stainless Steel Can Tipper



**PailPRO™**  
Model 34-5 Pail Dolly

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

*The Specialist In Drum Handling Equipment*

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**HOW CAN WE HELP?**

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