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July 2019



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Metallurgical
Services, Inc.**

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Welcome to the future of The Gateway Magazine. We're so thankful for Bill and Sharon Bryson and their work in creating an invaluable tool that connects purchasers to manufacturers, and we are excited to keep it going and give them both some well-deserved free time.

Matthias Roberge is the Publication Manager and will be the main point of contact for our advertisers, feel free to email or call Matthias with any questions or concerns. Chris Hislop is our Editorial Director; he is a seasoned journalist with vast experience writing in the manufacturing space. Chris will be creating new articles and interviewing our advertisers for feature pieces as Bill has done in the past, so you'll likely meet him at some point (and if you're interested in being featured, don't hesitate to reach out!) Adam Kaufmann is our Chief Designer; he will be creating the magazine's layout and seeing through any custom creative work needed for the ads.

Our focus over the next year will be on expanding readership to reach more industry decision makers, as well as building out an online web presence to get even more exposure for our advertisers. The magazine will also begin to feature a bit more content and industry-related articles as we connect with companies like yours and learn more about your business and how we can better serve you. Feel free to send along any topics you'd love to learn more about, and, don't hesitate to send along any of your own company news/press releases).

Thank you, we look forward to working with you,

Matthias, Chris, and Adam



July 2019

THE
Gateway
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Sturbridge Metallurgical Services, Inc. was founded in 1990 by President and Owner, Courtney Grimes, as a small independent testing lab.

Originally started in his garage, he has built the business into a full-service, materials testing laboratory and a seller of metallographic equipment and supplies. They provide cutoff saws, polishing machines, microscopes, hardness testers, grinding papers, abrasive cutoff wheels, microstructure etchants, and much more.

With 15 full and part time employees and a strategic plan in place for continued growth, SMS is approaching their 30th anniversary with exciting things on the horizon. Having outgrown three previous locations, their current facility in

Sturbridge, Massachusetts, has about 12,000 square feet of active laboratory space, instrumentation, and testing equipment – and, further, they're excited to announce the recent acquisition of an additional 2,600 square feet of adjoining laboratory and office space within the same building.

This new space will include an upgraded machine shop for machining test specimens, expansion of the mechanical testing department, powder particle size testing for the additive manufacturing industry, upgraded salt fog testing capabilities, and an abrasion testing area for plating companies. Finally, the new space will also offer improved accommodations for the hosting of multi-party failure investigations and forensic engineering conferences for law firms and insurance companies.



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- Material verification and certification
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- Corrosion testing / Salt fog testing
- Grain size analysis
- Coating evaluations and thickness verification
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- Tensile testing
- Chemical analysis
- Bond strength testing
- Taber abrasion testing

For a complete list of the most commonly used testing standards and all of their laboratory approvals and accreditations please feel free to go to their website for more information: www.smslabs.com/standards-approvals/



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ACCREDITATIONS & CERTIFICATIONS

Sturbridge Metallurgical Services, Inc. have A2LA- ISO/IEC 17025:2005 and Nadcap™ Accreditations. They are ITAR registered, have GE, PWA, PWC and Sikorsky approvals, and also have State and Federal Firearms Licenses for the handling and testing of ammunition and firearm related components. They are constantly upgrading and receiving new accreditations and work to current AMS, ASTM, and MIL standards, individual prime contractor standards and specifications, and a number of other supplier and industry recognized standards and specifications as well.

(CONTINUED ON PAGE 6)



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In addition to the materials testing services that they provide, Sturbridge Metallurgical also offers a broad selection of high-quality laboratory supplies and equipment for your own in-house laboratory needs. They are the exclusive US distributor of **Presi™** Metallographic Preparation Equipment, represent Phase II testing equipment, and offer other laboratory equipment lines as well.

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- Polishing supplies (polishing cloths, diamond suspensions, lubricants, and more)
- Miscellaneous supplies (mounting cups, mold release spray, etc.)



(CONTINUED ON PAGE 8)

For the entire list of the equipment and supplies that are offered by SMS.

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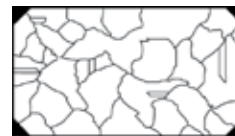
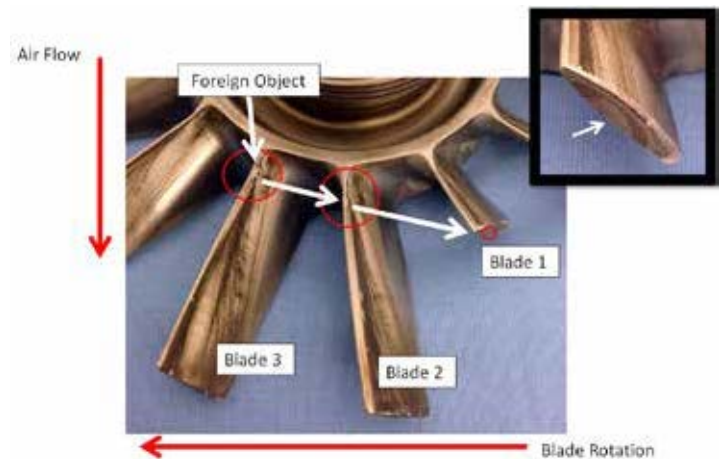
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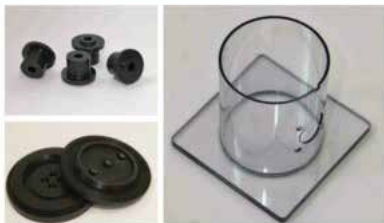
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In 1965 Louis passed away and his wife, Jeanne took over the operation of the business with seven young children. In the 1970s, John Cote and Don Cote graduated from New Hampshire College and joined their mother in running the business. In 1984 the company outgrew its Manchester home and moved into its current facility on Cote Ave. in Goffstown, NH. In the early 90s John's son, also named John, became more involved with managing the company and as of 2018 is the President of Louis P. Cote, Inc.

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Their diversified fleet of trucks will handle all your needs whether you're shipping across town or across the nation. All trucks and trailers are full air ride, ensuring your equipment will be provided a smooth trip. All necessary state and federal permits will be acquired and GPS tracking provided to ensure the equipment gets to its destination without a hitch. Their vast fleet of equipment includes:

- Flatbed trailers
- Conestoga style trailers
- 60 ton step deck trailers
- Double drop trailers
- 55 ton stretch double drop trailer
- 50 ton sliding axle trailers
- Logistics vans
- Straight trucks

Louis P. Cote, Inc.'s Conestoga style trailers protect customers' machinery from the elements along with the weight of a heavy tarp covering more delicate loads. Eliminating tarping also contributes to saving time and money for the customer. Most importantly, this contributes to employee safety by eliminating the need to climb up and onto the machinery. Louis P. Cote, Inc. are also 100% compliant with the new federally mandated ELD (electronic log device) rules designed to increase driver safety.

(CONTINUED ON PAGE 18)



CRATING

When you need the extra safety a crate can provide for your equipment upon moving domestically or internationally, count on Louis P. Cote, Inc. Whether it's a delicate piece, or a large weldment, you can be sure that they have it packed exceptionally well and it will arrive in perfect condition. They can load and haul your equipment to the warehouse for crating – freeing up your valuable floor space. Alternatively, Louis P. Cote, Inc. can prefabricate the crates and package it at your facility. All of the crating is done in accordance with ISPM standards and guidelines.



MACHINERY MOVES

Louis P. Cote, Inc. have the knowhow to handle all of your machinery moving problems. Whether it has to be loaded at a dock, from the ground, or the top of a building, it will be taken care of. Moving equipment is made easier with a fleet of forklifts ranging from 2,000lb to 60,000lb capacity. With four Versa-Lift forklifts, Louis P. Cote, Inc. currently has the largest fleet in the area with a single lifting capacity of 60,000lbs.

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Louis P. Cote, Inc. also uses high strength synthetic slings which provide high lifting capacities up to 90,000lbs, which are a fraction of the weight of their steel counterparts. This again provides a safer means of getting the job done along with minimizing the opportunity of scratching or marring the customer's equipment.



WAREHOUSING

Whether you require short term or long term indoor heated warehousing or outdoor storage, Louis P. Cote, Inc. can provide it along with the security of 24/7 video surveillance.

MILLWRIGHTS

Often, a piece of equipment may have to be partially or completely dismantled in order to remove it from its location. Louis P. Cote, Inc. can even handle that. Once the machinery is in place it will be leveled and secured to the floor. If need be, they can even take care of your electrical and mechanical needs through a network of subcontractors.

The riggers on staff have all successfully completed Rigger Certification Classes and are OSHA 10 trained.



LASER ALIGNMENT AND LEVELING

In today's high tech world and continued focus on precision, Louis P. Cote, Inc. goes one step further when setting up your equipment. Using their laser leveling system they can set up long machine lines and components within thousandths of an inch. Alignment of motor couplings is also a service provided with laser accuracy. The laser system is able to handle the meticulous duty of aligning couplings and leveling surface plates, machinery, and more.

Louis P. Cote, Inc. provides services nationwide and they have traveled outside the US for their customers. They are also proud to have received a Historical Preservation Award for their work with the Manchester Historical Association in 2015.



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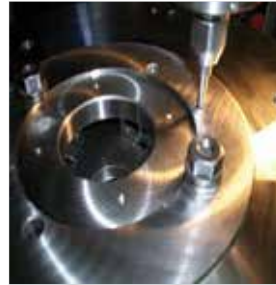


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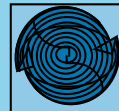
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COMAIRCO

Comairco, a major distributor of electric and diesel compressors in North America, recently acquired D.R. Guilbeault, a Sullair distributor in the state of New Hampshire and Massachusetts. The acquisition allows Comairco to expand its operations in the northeastern region of the US. This expansion into New Hampshire and Massachusetts is another step in Comairco's continued growth. The entire Comairco team would like to extend a warm welcome to all D.R. Guilbeault employees. ***Learn more at www.comairco.com***

BOLDWERKS

Boldwerks, an award-winning creative marketing firm specializing in branding, web development, and content cultivation for the manufacturing industry, has recently announced that they have moved to 871 Islington St. in the west end of Portsmouth, New Hampshire. Boldwerks has long served myriad clients in the manufacturing sector. ***Learn more at www.boldwerks.com***

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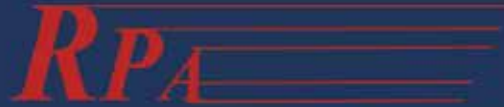
MuShield, an industry leader in magnetic shielding solutions and hydroforming manufacturing for 40+ years has recently added an EDM wire cutting machine. Their new Mitsubishi MV1200-S Advance M800, enables them to manufacture tooling and fixtures that require incredibly tight tolerances and help them to improve overall efficiencies and shop throughput. ***Learn more at www.mushield.com***

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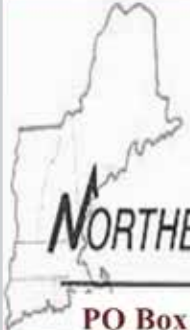
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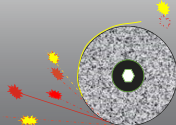
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