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The season of giving has arrived, and with that we'd like to send out a hearty helping of thanks to all of you that have made the Gateway Magazine the trusted source for all manufacturing industry needs for the last 20 years. All of you, our loyal advertisers, make what we do possible. We're always on our toes over here, and we love what we do, which is shedding some light on all of you. We want to give thanks for making our jobs interesting and helping us to help you get the word out on your respective product and service offerings to the rest of the industry. Quite simply, we're still around because you've made us a part of your families, and we're happy that you're all apart of ours. We're deeply grateful. Here's to you!

We keep asking the question, but it remains relevant: Have you engaged with us on our social media channels (Facebook, Instagram, LinkedIn, and Twitter)? Think about the benefits of showcasing some of your work in the digital world for people to look at, ponder, and take notice of. A lot of shops are enjoying the benefits of social media to drive a quick bit of attention to that part they just pulled out of production and are readying for shipment. If you're trying to make people aware that your shop exists, keep your social channels up to date. You'd be surprised at how much it can help. And if you need help, we're happy to help you navigate those waters.

Enjoy the fruits of all your hard work this Thanksgiving season... Take some time for yourself and spend a few moments with family, friends, and coworkers, and raise a toast to what the future may and will bring. Together we can accomplish great things. And again, with that in mind, we thank you for keeping us abreast on everything you've had going on and will continue to have going on as 2019 creeps into 2020.

Insert the sound of clinking glasses here.

We'll catch you next month!





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PURCHASING'S GATEWAY TO NEW SOURCES

INDUSTRIAL TRANSFER & STORAGE INC.

SUCCESSFULLY MOVING INDUSTRY SINCE 1984



Industrial Transfer & Storage (ITS) in Dudley, MA has been rigging heavy equipment since 1984.

Since then ITS has become a full service industrial contractor providing all the services required to move, install, set up, and maintain your entire facility or just one piece of production equipment while keeping your operations running with minimal down time. But the company's history doesn't start here. It begins in 1905 when it was known as Southbridge Trucking Company and specialized in moving raw materials, unfinished textile goods, and households. Over the years it changed hands several times until 1984 when it was purchased by the current owner, Carter Cooley. He used his 20 year background in manufacturing engineering and management, including manufacturing restructuring and plant relocation, to move the company forward to where it functions today.



As Carter looks to retirement and transitions away from the day to day operations, his son Eric Cooley, President of ITS with a crew of 40 talented riggers, drivers, and fabricators – along with a team of knowledgeable estimators and project managers – has expanded the company's portfolio to include a custom fabrication department, an engineering design department, and forward thinking retail customers that have allowed ITS to broaden their capabilities beyond just rigging.

COMPANY SHOWCASE: INDUSTRIAL TRANSFER & STORAGE INC.



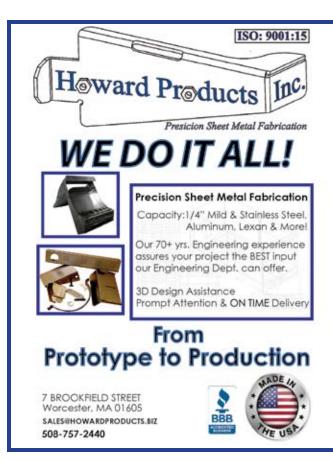
But the foundation set by Carter remains solid: to exceed customer expectations by fostering loyal business relationships through quality services, and by providing a safe, stable, and rewarding environment for their team of employees.

At Industrial Transfer & Storage their expert riggers are capable of handling all types of production machinery, including injection mold machines, CNC, metal working machines, and press brakes. ITS is more diversified than most to handle these strategic projects due in part to their four Versa-Lifts. The Versa-Lift is a unique forklift in which the frame extends in order to achieve greater capacities and is equipped with a removable hydraulic boom. The largest in their fleet, the 60/80 has a lifting capacity of 100,000 lbs. Additionally ITS can utilize one of their 40 various forklifts, trailers, tractors, flatbeds, certified slings to 45 tons, shackles to 50 tons, articulated man lifts up to 120', scissor lifts, and multiple sets of 30 ton and 80 ton Poly Dollies for epoxy, cleanroom, and Stonhard floors. They've even equipped several forklifts with white tires when the job calls to keep floors pristine. Over the last 30 years ITS has refined and invested in their services, machinery, and strategies for helping customers with complicated plant relocations or simple machine moves and installations.



EXPERT RIGGERS ARE CAPABLE
OF HANDLING ALL TYPES OF
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(CONTINUED ON PAGE 6)







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In addition to rigging, Industrial Transfer & Storage provides comprehensive millwright services.

Using state-of-the-art methods and a proactive safety program, their experienced team of millwrights and project managers can safely install, level, and align all types of production machinery. They can get your equipment and machinery properly relocated with minimal delay.

But wait, there's more!

ITS isn't just a rigging and millwright services purveyor. In 2005 they added high quality structural fabrication, design, and welding services to their capabilities. What started out as a side venture to construct mezzanines, railings, and stairs for customers has today turned into its own self-supporting department with customers in manufacturing and government/military sectors

counting on us for customized fixtures and designs. Materials used include carbon steel, stainless steel, and aluminum. In 2017 a 12' x 10' Plasma Table was added to the shop to initially fulfill a large customer order, but now is in high demand for myriad project needs; proving once again that ITS will go above and beyond for their customers when called upon.

Above all else, safety is the number one priority at Industrial Transfer. Rigging is very dangerous and if not approached correctly can result in severe injury or death. An experienced rigger will take precise measurements, confirm weights, be familiar with the machines complexities, and any further challenges the floorplan presents prior to lifting and moving the machine.

(CONTINUED ON PAGE 8)











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Rigging is not magic. It takes hours of planning, site visits, and proper strategizing to find the best and safest solution for the customer. For ITS, *safety starts before the workday begins*. Each morning all workers must review, understand, and sign a "Take 12" pre-task plan prior to starting a job.

The first action of the Take 12 is stretching. Stretching gets blood flowing, limbers the body, and sets a mental mood for the day ahead.

Secondly, all equipment is inspected and PPE accounted for before leaving the yard.

Thirdly, locations of exits and emergency equipment is also part of the Take 12 and must be communicated to all workers upon arrival to the site.

These, along with a list of questions pertaining to the crew (new employee? Special training?), site conditions (weather? Fall protection? Execution risks?), and expected tasks (lockout / tag-out? Hot work permit?) all ensure that the employee and customer are safe on the job and return home to their families every night.

Additionally, ITS is constantly improving the company's fully compliant safety programs to ensure its policies meet or exceed those set forth by their customers. Safety programs also

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(CONTINUED ON PAGE 10)



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adhere to State and Federally regulated requirements. Mandatory weekly safety meetings are held and all riggers and fabricators have completed OSHA 10 training and several have completed OSHA 30.

Should you need storage services, Industrial Transfer & Storage possesses over 60,000 square feet of warehouse space for either commercial or industrial storage. Whether you require short-term or long-term storage solution, they have the capability to warehouse and ship your equipment as specified, regardless of size, quantity, or destination. ITS offer storage of large, bulky, and unusual items. In addition, ITS supplies crating and packing services for all items regardless of weight, size, or destination. We offer IPPC Certified wood products for international destination packaging.

When you can call any rigging company for your machine moves what makes ITS stand out above the rest? It's our core values: Integrity, Teamwork, and Safety.

INTEGRITY

Being honest and ethical above everything else.

TEAMWORK

Working together to do the things we are supposed to do, when they are supposed to be done, and working with urgency to meet customer needs.

SAFETY

Acting safely in everything we do, every step of the way.

Industrial Transfer & Storage is a member of the:

- MMA Massachusetts Movers Association
- MMA Massachusetts
- NELMA Northeaster Lumber Manufacturers Association
- SC&RA Specialized Carriers & Rigging Association

OUR MISSION:

Our mission is to exceed customer expectations by fostering loyal business relationships through quality services, and by providing a safe, stable and rewarding environment for our employees.





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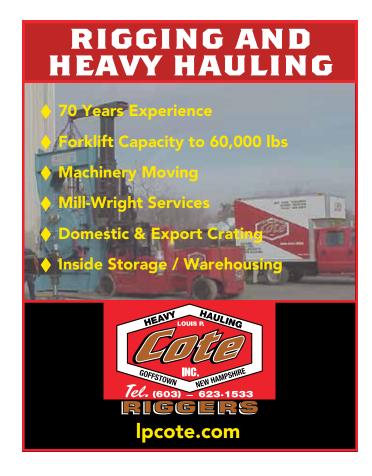


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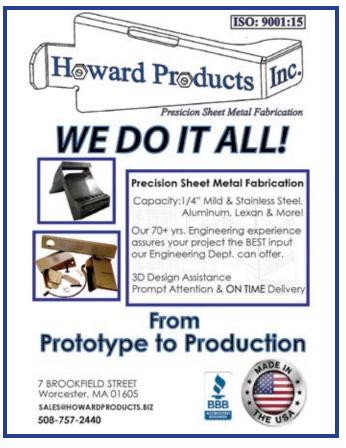
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MOVING THE MANUFACTURING INDUSTRY FROM POINT A TO POINT B

RIGGING AT A GLANCE



It's no surprise that the first day after Manufacturing Month, November 1st, is National Riggers Day.

Rigging is essential to several industries, and manufacturing is one of the most important.

What is rigging? Chances are, you already know. But, for those still weighing out the options on how to move substantially heavy loads (pieces of equipment that will/do reside on your shop's floor, or a product you're looking to push out to a customer), your call to your local rigger will be a lifesaver.

In short, rigging is the act of attaching the heavy load in question to the crane and/or truck that's lifting and hauling it to its end destination. In order to get that load in question off the ground, it must be balanced and properly assessed to be certain that the means of transport are correctly positioned. If the load shifts, it could be cause for serious concern which can include injury to human resources, and substantial damages to property. The consequences of failure are inexplicably vast.

Rigging isn't the everyday man's guessing game. It involves rigorous preparation and stout engineering skills.

The riggers job then, is to carry out the work outlined above. A rigger, the very person we celebrate on National Riggers Day (which began in 2013), attach loads of equipment to cranes or structures using:

- Shackles
- Cables
- Chains
- Clamps
- or Straps

Riggers use various suspension techniques to get their load around obstacles at such places as a:

- Construction site
- Loading dock
- Farm
- Medical facility
- Military base/site
- Event site
- Shop floor of a manufacturing facility set exactly to the desired location and height



LET'S START WITH WHERE WE STARTED

1. Riggers (Load handlers)

Riggers can (should!) have a very extensive background. Some are "qualified" and some are "certified" which is an important distinction to make depending on your requirements/level of comfort. "Qualified," in general, pertains to accumulated experience, while "certified" is literally as it suggests – a series of studies, examinations, and rigorous trainings. Many riggers have worked in different fields ranging from mining, oil, manufacturing, steel, and construction, among others. Riggers are by-and-large the hands on resources who are on the forefront of calculating, staging, lifting, and moving the load in a safe and efficient manner.

THE RIGGING INDUSTRY AT A GLANCE:

Riggers are the first line of defense when you start digging in to figure out how to achieve what seems like an impossible task on the surface (quite literally, "how the heck am I going to move that from (A) to (B)? If you're in the manufacturing industry, this question is going to come up at least once in your career; more than likely it'll happen several times.

So let's get into it. The way we see it, there are three main components to the rigging industry that help you accomplish the aforementioned challenge of delivering a large load to the destination in question.



RIGGING ISN'T EVERYDAY MAN'S GUESSING GAME. IT INVOLVED RIGOROUS PREPARATION AND STOUT ENGINEERING SKILLS.

As mentioned, the rigger and their role includes aspects of calculation and precision placement of load moving equipment and other applicable objects. Quite often, the rigger you hire will also play something of an administrative role and will have the contacts in their network with regard to calling in a trucking and/or crane companies for the long haul of a move. Which brings us to the next component...

2. Truckers (Transport)

You'd be surprised at what a truck can haul. There's an appropriate sized trailer/bed for every move/object you can imagine. Thus, the trucker is your best friend after you've sized things up with the job's rigger. The trucker understands how to get the task at hand from point A to point B with relative ease. That said, the haul is not often without challenges depending on the size/weight of the job and the terrain that lay ahead.

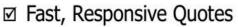
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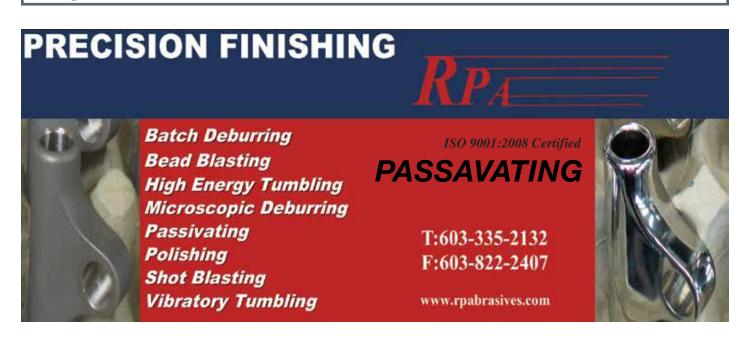
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Variables the trucker needs to take into consideration include road size, traffic, overhead clearance of bridges and over passes, turning radius, and, of course, (obvious to them, but perhaps not you) zoning regulations/restrictions. Put the driving to the trucker... Put the loading to the riggers, and finally we arrive at:

3. Crane Companies/Operators (Load movers)

Riggers and truckers are obvious key components, but without this imperative piece of the pie, how on earth are you going to move that thing into its "final" resting spot? The Hulk is just a comic book character, people... Like the truck, cranes come in a range of sizes that can complete the task at hand.

I don't think we need to get into the particulars of what makes a crane valuable with respect to the completion to the job/move you're looking to accomplish. If it's big and bulky, a crane can move it – plain and simple. From the point of origin, to a truck, from the truck, to the point of final destination.

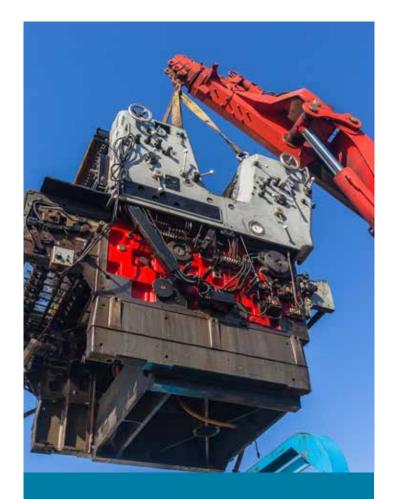
Let's circle back for a moment though and reflect on the subject we're shedding a light on here as it might pertain to your manufacturing goals and initiatives.

The rigger.

Without riggers, advancement in manufacturing would not be possible. Manufacturers rely heavily on riggers to haul, move, assemble and install, and even scrap their machinery to make room for new machines that produce products for today, tomorrow, and beyond. So I guess you could say that Riggers keep manufacturing moving forward one machine at a time. And if you're in need, flip through the pages of this Gateway Magazine that you hold in your hands and find the trusted source you're looking for.

Here's to National Riggers Day! If you've gone one in your life, reach out, show them a little appreciation, and shake their hand if they're standing right next to you. It's not an easy job, as we're sure you know – because quite frankly – when you hire a rigger to assess and see through such a move – your company's wellbeing/investment is in their hands.

Fin.



HAVE A STORY IDEA? LIKE WHAT YOU'RE READING?

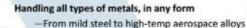
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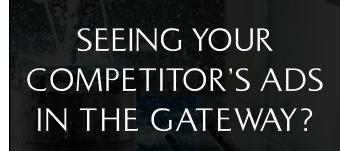














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KV TOOLING SYSTEMS - Located in Augusta Maine, provides the finest quality carbide cutting tools and sharpening services to manufacturing companies throughout New England. Their reputation stands firmly on a foundation of friendly customer service, industry knowledge, modern technology and equipment, manufacturing experience, and dedicated people.

The company was recently recognized with international acclaim for tool design. To the uninformed eye, the company's prizewinning cutting tool looks like fancy drill bit, with sculpted edges and sharp points. The carbide tool is used to cut precision machine parts. In this case, the tool was created for a customer who needed to inscribe grooves in aluminum military vehicle suspension components.

KV Tooling uses the ANCA line of CNC machinery. The ANCA machines are designed specifically to make cutting tools. ANCA, which is based in Australia with a U.S. branch headquartered in Michigan, now sponsors an international tool-making competition among its users.

The Tool of the Year competition starts with gaining votes on Facebook. From a field of 29 entrants, five would go on. Because of a tie in voting, six tools from companies in Turkey, Israel, Poland and the United States actually made the final cut.

Judging took place at EMO, the world's largest industrial trade show, in September in Hanover, Germany. Each contestant was judged on five criteria — craftsmanship, tool size tolerance, conformation to the tool tolerance, complexity and surface finished.

KV Tooling's took first in all five categories.

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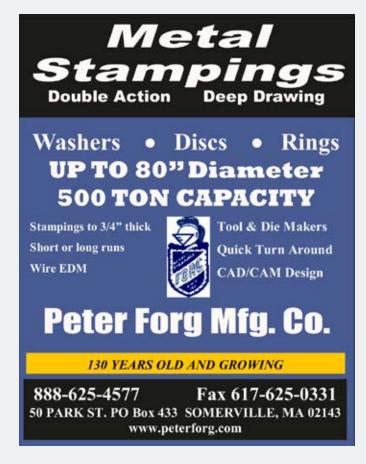
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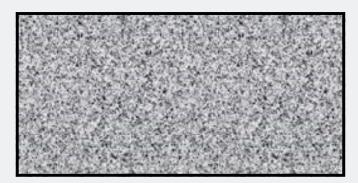


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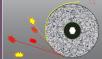
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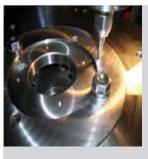


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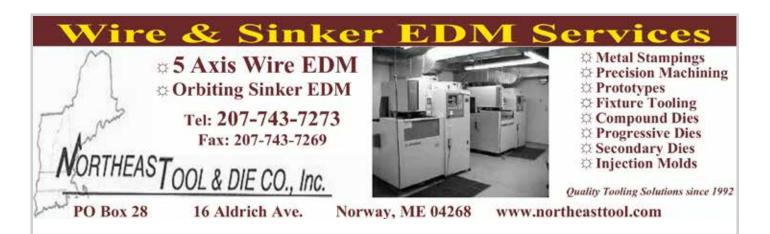
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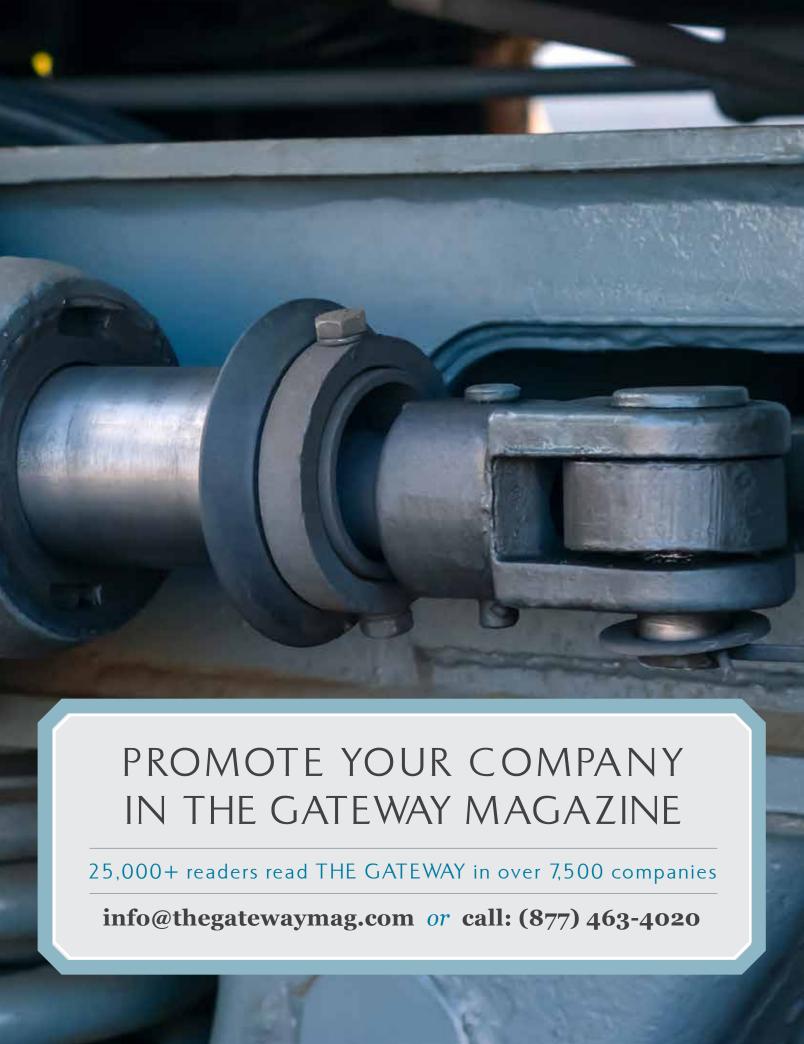
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