Kinsley Mfg.: Top to Bottom Construction Expertise

When economic times are demanding, bringing value to a project is imperative. Bottom line bids are magnified, scrutinized, and pulverized in today’s tough marketplace. How do you bring value to a bid that sways the customer to choose your firm?

For Kinsley Manufacturing in York, PA, the answer is easy; strategize the bid work. Use full resources of Design Build: design involvement, fabrication, rigging and erection. Examine the job in detail and then fabricate with an eye to fast erection. It’s a winning combination.

Using Peddinghaus equipment Kinsley Manufacturing has found the perfect winning balance between quality and efficiency in their total solution approach to steel construction.

Steel Fabrication With A Big Picture Point of View
If you are not already familiar with Kinsley Manufacturing, it’s time to get acquainted. This family owned business is a perfect example of tradesman turned general contractor. When Robert A. Kinsley founded the organization in 1967 he may never have expected that one day the second generation of Kinsley craftsmen would manage one of the largest full-service construction management companies in the mid-Atlantic, USA region.
Having entered the steel construction business during the 1970s Kinsley approaches erection and fabrication with a big picture point of view. Although efficiency and cost reduction are primary strengths of their fabrication business unit, accuracy is paramount for keeping costs down across the organization. Acting as the sole fabricator, erector, and general contractor for a project, inaccuracies or missed shipments are unacceptable. Kinsley relies on the industry’s most dependable and accurate structural automation from Peddinghaus. Whether processing bridges, military bases, schools, medical facilities, industrial complexes or retail units; Peddinghaus machines play a critical role in delivering parts efficiently and accurately time and time again.

**The “Bring It On” Approach to Steel Construction**

Never turning down a challenge, Kinsley began offering structural steel services in the 1970s, but there was one rigging job in particular that forever forged their position in the steel construction marketplace. Contracted by Harrisburg, PA fabrication firm (Stewart Amos) for a fast track job removing their TDK-1000 drill line, Kinsley recognized a unique growth opportunity in disguise.

**20 Year Old TDK Finds Another Home**

Stewart Amos had recently landed the largest fabrication job in the history of the company, and felt it was time to upgrade equipment. Their 20 year old Peddinghaus TDK-1000 drill line had never given them a reason to worry, but its age alone had prompted them to order a new BDL-1250/9B.

As the contracted rigger to remove the drill, and having worked in the steel fabrication trade themselves, the group at Kinsley dared to ask the question – “What do you want to do with that drill when it is removed?” Stewart Amos stated they had no plans other than to sell their drill and Kinsley volunteered to take it off their hands; a wise decision that forever changed their business.

“We bought the TDK-1000 drill for next to nothing, and it ended up being a dream machine for Kinsley Manufacturing. Parts were readily available and Peddinghaus service was second to none. Even though it was 20 years old it runs like new to this day.”

Kinsley’s steel fabrication business was thriving, as they continually serviced their other extensions without fail. As their business continued to grow, it was not long before they were set on adding another Peddinghaus line to their production capacity.
“Our design build philosophy has always been our strength, and when our business units had expanded it was time to add to our capacity. We chose Peddinghaus after our experience with the first drill line because of the strength, compatibility, and user friendliness it offered. With the addition of two band saws, a miter DG-1100 and a 90° DG-1250 510, along with our latest drill line the BDL-1250/9B, our fabrication is more powerful than ever.”

“We have recently added two more machines to expedite our detail and connection work; The FDB-2500 plate system and the Anglemaster AFPS-643 for angle and flat plate connections.”

The FDB alone has saved us over 500 man hours on one job alone making a multiple hole connection. With an impressive production capacity of 36,000 tons annually Kinsley Manufacturing is now capable of taking on fabrication projects outside of their organization, adding to their bottom line profitability. On jobs that their general contracting arm of the business does not play a part, the fabrication unit can still be involved due to their efficient cost saving practices.

“Our Peddinghaus machines never shut down, we run them night and day. If there is ever an issue we have the only 24 hour phone service line at our disposal. Receiving spare parts is never an issue with Peddinghaus. They are truly a first class business partner in today’s global business community.”

**Sophisticated Fabrication Is An Opportunity**

At Kinsley no job is too large or too small. Their teamwork oriented business culture has quality, craftsmanship, and customer satisfaction engrained in each step of the construction process. This proves to be a recipe for success at Kinsley, for now and into the future.

The philosophy of the firm is simple: roll up your sleeves and get to work. “You don’t need a PhD to be a good business partner – but you do need to listen to your customers, evaluate their needs, and treat them fairly.”

That is how we treat our customers, and that is how Peddinghaus treats us. It is a formula for success that many firms should emulate in today’s market.
FOR MORE INFORMATION

To learn more about Peddinghaus Corporation visit:
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PRODUCT LIST:
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