EXECUTIVE SUMMARY

CUSTOMER NAME: Tri-State Iron Works, Inc.
INDUSTRY: Structural and miscellaneous steel fabrication and erection
LOCATION: Memphis, Tennesse, USA
CHALLENGE: To meet timelines and faster production, Tri-State needed to add a plate processor to their line-up
SOLUTION: Installed the HSFDB-B plate processor
RESULTS: Both quality and production have increased dramatically with the HSFDB-B

Running the ball, staying one-step ahead of the defense, and scoring touchdowns are all actions that will help lead your team in winning an American football game. For All-American running back, Barry Todd, outscoring opponents was a way of life until an unfortunate accident forced Barry out of his favorite sport. Unable to continue to play college football, Barry became a union ironworker. In an industry that Barry describes as “more cutthroat than I have ever seen,” he brought his competitive edge and winning spirit from the field to the fab shop.

Making their Way into the Game
Tri-State Ironworks began in October 1994 when Barry Todd, president and owner, invested a meek $2,500 to start out in the steel industry. With the determination to succeed, Barry began by processing subbed-out work for larger fabricators. Founded on core values, Barry exuded what he described as “loyalty, honesty and trust” into his structural steel business.

The next step in Barry’s game plan was “building the best team that you can build.” Growing from small fabricating projects to commercial and industrial fabrication took years of ‘practice.’ Barry and his team were up for the challenge. Never looking back, Tri-State pushed forward into the business. Currently, the firm specializes in what Barry describes as “anything steel.”
Steel Processed with Pride

Tri-State’s current portfolio boasts a wide range of steel projects including educational, industrial, religious, retail, office, and miscellaneous work extending throughout the Mid-South region of the United States. The team’s hard work was most recently recognized when four of their projects were selected by the AIA for the 2013 Building Memphis Awards. Projects showcased were the FedEx Pedestrian Bridge, the Memphis Area Transit Authority (MATA) Airways Transit Center, the Legends Park multiuse building, and the Salvation Army Kroc Community Center.

Tri-State’s most recent development includes fabrication for the multi-million dollar Memphis Pyramid Arena renovation. The project involves turning the NBA Memphis Grizzlies’ former home into retail space for Bass Pro Shops Inc. and other attractions to thrive in 2014.

Tri-State’s fabricating inventory included a PCD-1100/3B drill line, a 1250-510 straight cut band saw and an AFPS-643 angle line all from Peddinghaus Corporation. Barry knew it was time to add another piece of equipment to the roster in order to meet timelines and faster production for larger work. “The bigger you want to get, the more equipment you need to stay competitive,” Barry explained.

Constructive Coaching

Acting on commitment to their industry partners, the Tri-State team went back to their trusted playbook and contacted Peddinghaus Corporation. Most customers of Peddinghaus credit the visit to the Peddinghaus’ Corporate headquarters located in Bradley, IL as the deciding factor in choosing them as their trusted provider of equipment. Barry was impressed with the plant, its presentation, quality machinery and family-oriented business principles, however, it was Kevin Woods, Southeastern Regional Manager for Peddinghaus he commended for assisting in the final decision. “We are lucky to have our salesman, Kevin, who told us what we needed,” Barry said. “I didn’t take all of Kevin’s advice, but I later realized that it was good advice. He’s not just full of hot air all the time! I definitely know that when he gives us a recommendation, it’s a thoughtful and accurate suggestion.”

With coaching from Kevin, the Tri-State team added an HSFDB-B plate processor to their line-up of a PCD-1100/3B drill line, a 1250-510 straight cut band saw and an AFPS-643 angle line all from Peddinghaus.
**Tri-State Triumph**

Barry and his team at Tri-State continue to grow by utilizing the latest steel fabricating technology in their Memphis facility. By understanding the need to stay current on steel fabricating trends, Barry makes use of his competitive edge to succeed in the steel industry. “Barry is an athlete with a competitive nature that will never fail,” stated Bill Bradshaw, Vice President of Tri-State.

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