



EXPERTISE YOU CAN TRUST

FOR IMMEDIATE RELEASE: September 2010

CONNECTICUT COMPANIES PARTNERING FOR EXPANSION

Tier ONE Teams with William B. Meyer Rigging for Operational Success

A little over 6 years ago SPX Corporations Kendro Laboratory Products division (currently Thermo Fisher Scientific) was facing a dilemma. Having decided to consolidate its operations and move to a larger facility in North Carolina, they would have to move many costly pieces of equipment and leave behind a uniquely skilled and talented workforce. Joe Young, Rick Hall and Mike Iassogna however, recognized an opportunity. These determined managers developed a plan to keep the machining department in Connecticut, and become a vendor for their parent company. The plan was approved and Tier ONE was born with six shareholders, and 50 employees.

According to Joe Young "We wanted to be an outsourcing expert for low to medium volumes of highly engineered, function-critical parts and assemblies. We identified the medical industry and aerospace industries as ones we could serve well." With these niches clearly defined and the right opportunities coming to fruition, Tier ONE decided to seriously invest in their future and purchase some highly specialized and expensive machinery.

Tier ONE also identified unique partners that shared their business core values of lean manufacturing and always striving for continuous improvement. One such partner is William B Meyer, another Connecticut company with a focus on customer-service and commitment to innovative solutions. William B. Meyer is a trusted partner that provides industrial rigging and specialized handling and transportation services for Tier ONE. Tier ONE needs to guarantee the safe delivery and installation of their new machines and William B. Meyer is the only company with the history and understanding to make it happen. With a diverse set of logistics services, detailed pre-move planning, and project management, critical downtime is eliminated and success is ensured.

According to Don Stankus, Director, Manufacturing and Facilities for Tier ONE "When I call Kevin (William B. Meyer Sales representative), I know he will get back to me quickly. He is a trusted partner in coming in to evaluate my requirements, discuss what is feasible and what is not, and I always have full confidence he will arrange for a crew with the proper skill sets to handle the specific challenges of each project we discuss."

During a machine move, a single mishap can result in damage totaling tens of thousands of dollars or in a machine being totally unusable. A machine damaged in the move-in process can result in downtime and not meeting customer delivery or volume requirements which



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can have disastrous effects. Don has complete confidence that when using William B Meyer his machinery is in good hands. Don remarks, “Our relationship with William B. Meyer goes back at this site more than 20 years. We’ve used William B. Meyer for machine center re-layouts, and of course moving out old machines and moving new ones in. They are very dependable, very reliable, accommodating and professional and very good at what they do.”

Working as a valued supplier, William B Meyer has successfully provided “white glove” service to handle all of Tier ONE’s machine rigging and move in/move outs with rigging and transportation services. Meyer’s services have enabled Tier ONE to become a recognized force in the precision machining industry, enough to be ranked in the top 100 out of over 800 manufactures surveyed in the 2010 ‘Quality Leadership 100’.

About William B. Meyer: One Company. One Solution

A fourth generation owned and operated company, William B. Meyer, Inc., is a leading single-source transportation and storage provider. A customer-driven company, it is known for value-added business solutions and high levels of service. Its comprehensive suite of relocation, transportation, storage and logistics services include: Rigging, Logistics, Office Moving, Residential Moving, Order Fulfillment, Records Management, Offsite Tape and Media Vaulting, Library Relocation, and other specialized capabilities. With state-of-the-art facilities in New York, Connecticut and Massachusetts, William B. Meyer consistently delivers on its long-standing reputation for quality.

To learn more about William B. Meyer visit www.williamsbmeyer.com.

About Tier ONE: Your “Outsourcing Expert”

Tier ONE is a manufacturer that provides precision machining and assembly in the medical products, life science research, and aerospace fields. Tier ONE’s turnkey projects have varied from new companies with an idea to fortune 500 companies that have a core competency that requires 100% confidence in the partner they choose to help in reducing their cost while maintaining the quality and innovation they have come to be known for.

To learn more about Tier ONE visit www.tieronemachining.com

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Figure 1: Specialized equipment and skilled personnel provided by MEYER Rigging ensure successful machine installation at Tier ONE.



Figure 2: Installation of a new high-precision machine at Tier ONE in 2010.