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Kingman lands a steel deal



James Chilton, Miner Staff Reporter

Tuesday, November 11, 2008

Manufacturer will open doors to 60 employees in Industrial Park

KINGMAN - Kingman is receiving a much-needed economic shot in the arm this week.

Telling Industries, an Ohio-based manufacturer of steel framing components, will be hosting a ribbon cutting Wednesday morning at its new Kingman facility opening in the Kingman Airport Industrial Park at 4425 Windrose Lane.

Telling, which has two other manufacturing plants in Cambridge, Ohio, and Osceola, Ark., is among the nation's largest manufacturers of steel studs, two-by-fours and other steel framing materials, according to its Vice President Ron Garris.



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Nucor's even reopening their old steel mill."

Garris referred to the announcement that Nucor Steel plans to reopen its derelict mill just south of the city by the first quarter of 2009. While the mill's focus will be primarily on manufacturing steel rebar, Garris said he believed it was only a matter of time before the mill would begin branching into other products as well.

The new Telling manufacturing plant will employ somewhere between 40 and 60 people, and applications are currently being accepted through the local unemployment office, with vetting assistance from the city of Kingman, Garris said.

"We'll have maintenance people, which will require someone with electrical knowledge and machine knowledge," he said. "Right now we have a first shift foreman. We'll probably get into a second shift foreman(, and) you have machine operators."

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Garris said the company chose to locate to Kingman because of the city's close proximity to the Burlington Northern Santa Fe Railway, which he called "the best east-to-west railroad, as a cost factor" for shipping routes.

"That is what truly makes Kingman an attractive spot," Garris said. "A lot of companies don't realize that. If you don't do a lot of rail shipping, you won't realize the economic benefit of the rail that goes through Kingman."

Garris said he also believed Kingman had great growth potential due to its central positioning between four major metropolitan areas.

"Business is moving out of California, and Kingman offers a lot of potential," he said. "I look at your proximity to both Phoenix and the Vegas markets as well as your availability to ship into L.A. and San Diego ... you have great routes into all the major outlying cities as it involves commercial construction.

"The only thing you don't have around here is steel mills," Garris added. "But

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Garris noted that the Kingman facility will also have the largest steel slitter west of the Rocky Mountains. A steel slitter, he said, is used to cut large coils of raw steel into smaller, more easily workable coils. Kingman's slitter will be capable of handling coils of up to 72 inches wide weighing more than 50,000 pounds, among the largest in the industry.

Telling's ribbon cutting on Wednesday is by invitation-only, and Garris expects it to be among the biggest in recent memory, with city and county officials and local fire and police in attendance, alongside members of the Kingman Airport Authority and even a few representatives of the national steel industry. Garris noted that with the economy in tatters, the opening of the new facility may be as important to the steel industry as it is to Kingman.

"It's a fairly big event in the steel industry, which is on its butt as well as everything else in the economy," he said.

For more information on Telling Industries' products and other locations, visit <http://www.tellingindustries.com>.

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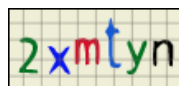
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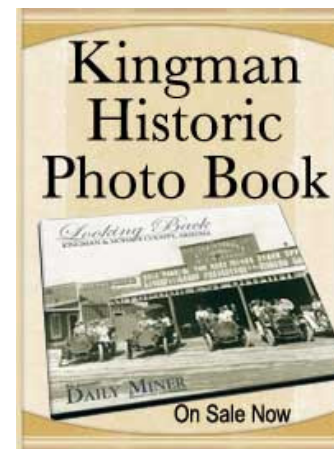
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