

## Tufts Grinding, Inc.



Christopher Tufts  
Director of Analytics  
and Innovation



### TELL US A BIT ABOUT YOUR HISTORY

Tufts Grinding, Inc. was established in 1983 by two brothers, Don and Art Tufts. They began their operations in a small shop on State Street in South Chicago Heights, with only one employee. Being Illinois natives and with their parents residing just a few miles away, they understood the area well. They chose this location due to its affordability, well-built roadways, and supporting infrastructure, making it the ideal spot for establishing their business.

Until 1996, the business did only conversion work; their customers sent them their steel, and the company would process it according to their specifications. In 1996, Tufts Grinding began selling steel, allowing their customers to purchase steel

directly from the company, which is then processed according to their desired specifications and due dates.

Today, the company is run by the second generation, Bryan and Dan Tufts, Don's sons, and has grown to multiple shifts that run up to six days a week. They offer many different products, stocking programs, and electronic information-sharing to their customers across North America. "Our focus is on producing high-quality products, and we achieve this by striving to be a world-class company with a team of dedicated employees committed to ensuring customer satisfaction and management, emphasizing the well-being of employees, and fostering a work environment that promotes growth and success. Thanks to this unwavering focus, our company has experienced significant growth, and we are proud to have many employees who have been part of our team for over a decade, some for even 30 years," Christopher Tufts, Director of Analytics and Innovation says.

### HOW'S BUSINESS?

Like most manufacturing, things are currently slower than they were a couple of years ago. "We are in a highly cyclical industry and are accustomed to these swings. In the meantime, we're staying proactive and focused on taking advantage of the unique opportunities presented at different times in the business cycle," Christopher says. For example, their sales team is working to capture new market share while other depart-

ments focus on professional development, cross-training, and process improvements. They are excited to see the benefits of this hard work.

### WHAT'S NEW WITH THE COMPANY?

"Recently, our company commemorated a remarkable achievement - our 40th anniversary," Christopher noted. "This significant milestone signifies our enduring presence and reflects the transformative journey we have undertaken over the past four decades. We are immensely proud of the evolution and growth our company has experienced during this time. Our dedicated team and loyal customers have played an instrumental role in our success, and we are grateful for their continued support."

In addition to this momentous occasion, they are thrilled to announce the expansion of their facilities with the acquisition of a new building. This development has ignited a wave of excitement within the company, as it presents them with a wealth of new opportunities and the capacity to undertake many proj-

ects previously constrained by space limitations.

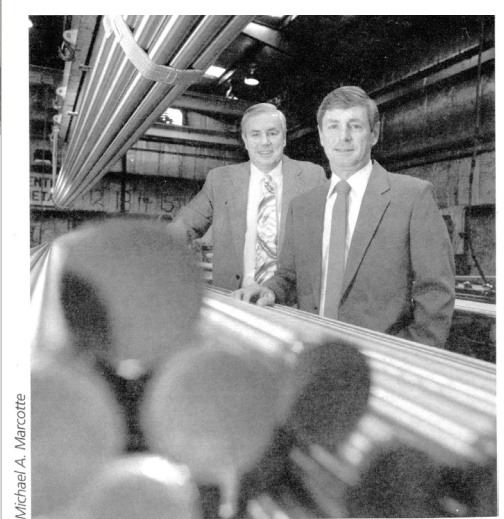
### HOW DOES THE ILLINOIS CHAMBER OF COMMERCE HELP TUFTS GRINDING?

"The Illinois Chamber of Commerce has been instrumental in helping our business in numerous ways," Christopher says. "They provide access to valuable resources, networking opportunities, and advocacy efforts that enable our business to grow and succeed"

Through the Chamber, their staff can continue to learn and develop their skills through educational programs and business development services.

"Additionally, it helps us to stay current on the latest trends and best practices in our industry. The Illinois Chamber of Commerce is a valuable resource for any business seeking to thrive and succeed in today's competitive marketplace."

*Over the past 40 years, Tufts Grinding has developed practices to assure our customers are guaranteed some of the industry's best Turned, Ground, and Polished bars.*



Brothers Don and Art Tufts take turns running their successful bar grinding operation.



Chris Tufts, Bryan Tufts, Dan Tufts, Don Tufts and Art Tufts