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Han-Tek Focuses on Areas of Growth

By: Wendy Mills RNews

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Han-Tek

"I am very proud of this company and we've had an excellent year."

Jon Tobin credits the entire Han-Tek team for the company's success. The victor-based company makes products to move other products faster and effectively through production lines, packaging and shipping.

Han-Tek designs, assembles and installs automation equipment, conveyor systems, cranes, hoists, robotic and electrical controls.

"Everything from a very small robot handling the assembly of a microchip to robotic equipment handling hot billets coming into a forge," said Jon.

Han-Tek employees 46 people including several engineers, installers, project managers and administrators. Nearly every employee is from New York State or was educated here.

It is something Jon and his son, Patrick, the company's business development manager take pride in.

"In Rochester, RIT is a great resource for us," said Patrick. "Mechanical electrical technical people come from the SUNY system or Alfred are very, very good resources for us."

About 70 percent of Han-Tek's business is outside of New York. As others have had to diversify so have they. The challenging economy means an even greater focus on the details. Smaller based clients have and continue to get the same custom attention as the big three.

"We work literally from Washington to California to Florida and everywhere in between," said Patrick. "Our customer base has grown throughout the country. Working a lot with anywhere from automotive to plastics and bottling to food and beverage and transportation and alternative energy."

The Tobins agree that's where Han-Tek's headed: wind, solar and hydro power. One team's building a 20-foot diameter gear for a windmill.

"We've seen ups and downs in the economy. When you get to my age and we've gotten through that and we clearly expect to continue," said Jon.

Han-Tek's focused on giving current and future customers a complete return on investment.

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photo by R News Staff

HAN-TEK, Inc., an ISO 9001:2008 registered company, customizes advanced automation technology to optimize manufacturing-assembly and product-distribution systems. Founded in 1961, HAN-TEK specializes in overhead cranes, integrated conveyors, robotics and systems automation and controls.