

Han-Tek expects deals to fuel its 2010 rebound

After years of steady growth, sales at the firm dipped in 2009

By **ANDREA DECKERT**

Han-Tek Inc. has landed two recent deals with local businesses that company leaders said will help the business move forward after a tough 2009.

The Victor firm had logged a 5 percent to 10 percent jump in annual sales for several years prior to 2009, when sales took a dip. Like many companies, Han-Tek was hurt by the global recession.

The company has worked to streamline its processes, focusing on efficiencies, and is looking to expand business this year.

"We really have built everything up from an operational standpoint," said Patrick Tobin, business development manager. "Now our goal is to go out and really attack the market."

Han-Tek provides services that include concept development, project management, mechanical and electrical engineering, fabrication, installation, training and service.

The firm also can supply factory automation equipment such as robotic automation, conveyor systems, crane and hoist systems, and electrical controls for material handling systems.

In addition, Han-Tek makes and designs overhead cranes, integrated conveyor systems, systems automation, robotics and repetitive-lifting devices.

The company has 40 workers, down from roughly 50 in 2008.

Manufacturing is the largest sector Han-Tek serves, but the company also has cus-



Patrick Tobin

Photo courtesy of Han-Tek Inc.

tomers in the construction, packaging, bottling, automotive and food distribution industries. The majority of its business is domestic, with most coming from outside New York. But it also works with firms in Canada and Mexico.

Over the past 18 months, companies' capital expenditures have fallen, especially at publicly traded firms, and that has affected Han-Tek, Tobin said.

He is optimistic that business will turn around, since Han-Tek has quoted a record number of jobs recently. Certain sectors, such as the energy business, appear to be growing, he said.

In December, Han-Tek became a member of the distribution network for Arkansas-based Hytrol Conveyor Co. Hytrol is a conveyor manufacturer, and partnering with the business helps Han-Tek's visibility and

chances of gaining new business.

Han-Tek is working on attracting new customers, Tobin said. Roughly 70 percent of its business comes from repeat customers.

Han-Tek has recently worked with three local businesses.

Victor-based Koch Container, a division of Buckeye Corrugated Inc., bought conveyor and automation services. The customer-designed system can handle multiple stacks of corrugated packaging weighing up to 1,000 pounds.

Koch Container, a packaging firm, also hired Han-Tek to reprogram its controls and to reconfigure, relocate and add conveyors to its manufacturing facility. The price of the contract was not disclosed.

Craig VanHarken, the project manager for Han-Tek, said the effort would allow Koch Container to handle an increase in production and work on more complex products. Han-Tek reused as much existing equipment as possible, he added.

Han-Tek also landed a \$270,000 deal to provide overhead crane fabrication, installation and maintenance services for the R.E. Ginna Nuclear Power Plant's material-processing building.

Han-Tek designed one 25-ton-capacity bridge crane system with a 5-ton auxiliary hoist to provide overhead coverage to Ginna's new building in Ontario, Wayne County.

Also last year, Han-Tek introduced a product line for grocers with an ergonomically sound food preparation table to reduce worker injuries.

Wegmans Foods Markets Inc. asked Han-Tek for help on the project in order to reduce the number of lost-time injuries.

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