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100 Rawson Road, Building 220 Victor, New York 14564 800-836-0237

To learn more about HAN-TEK, call HAN-TEK at 585-924-2200, visit [www.HAN-TEK.com](http://www.HAN-TEK.com), or write to [info@HAN-TEK.com](mailto:info@HAN-TEK.com)

## Deal to modernize Oswego plant to give boost to Han-Tek in Victor

By ANDREA DECKERT

Victor-based Han-Tek Inc. has been awarded a more than \$1 million contract to help an Oswego County firm modernize its facility and add jobs.

Under the contract, Han-Tek will provide new production lines for Felix Schoeller Technical Papers, a dba of Felix Schoeller North America Inc., in Pulaski.

Felix Schoeller, a paper manufacturer, is in the midst of a multimillion-dollar plant upgrade and expects to add more than 100 new jobs as the production lines are completed.

The work is one of several contracts Han-Tek has won the past few years that is driving revenues and adding employees at the local firm.

Han-Tek president Jon Tobin said the firm helps make domestic plants more productive so they can better compete on a global scale. The firm achieves this by decreasing or eliminating inefficiencies caused by outdated equipment or processes with too many steps.

"Our solutions decrease customer costs while increasing productivity," he said.

The company manufactures and designs overhead cranes, integrated conveyor systems, systems automation, robotics and repetitive-lifting devices. The company was founded in Rochester in 1961 and moved to Victor in 1990. Tobin bought the firm in 1996.

Han-Tek has grown to 46 employees, up from 32 a few years ago. The employees are mainly production workers and engineers, with some sales and administrative staff. Tobin said Han-Tek plans to increase employment by 10 percent this year.

He declined to disclose revenues for the privately held company but said sales have grown 45 percent over the past year.

Han-Tek provides services, including concept development, project management, mechanical and electrical engineering, fabrication, installation, training and service. The firm also can supply factory automation equipment, including robotic automation, conveyor systems,

crane and hoist systems, and electrical controls for material handling systems.

Han-Tek also partners with companies such as Gorbelt Inc. in Fishers, Ontario County, and Wisconsin-based Rockwell Automation Inc.

Some 60 percent of the firm's business comes from outside of New York. Local customers have included Eastman Kodak Co., Xerox Corp. and CAR Engineering & Manufacturing Inc. Han-Tek also has sales and support offices in Ohio and Kentucky.

Paul Beldham, president of Rochester-based Pulsafeeder Inc., said Han-Tek provided his firm with services during a plant restructuring. Han-Tek worked with Pulsafeeder on items such as layout consultation and relocating overhead cranes.

Han-Tek's performance was exceptional, Beldham said.

"They were reliable and on-time," Beldham said. "They underpromised and overdelivered."

Han-Tek also has worked on a \$2.5 million job for the New York Power Authority, designing, engineering, installing and manufacturing electrical and mechanical upgrades to 50-year-old cranes that operate a series of gates on the Long Sault Control Dam in Massena, St. Lawrence County. Han-Tek has completed several projects for the NYPA, including upgrading a twin-trolley crane used to rebuild power-generating equipment.