

For Immediate Release

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HAN-TEK Innovation Delivers Single-Girder Stacker Crane ***Customized system enables refractory-supplier customer to expand product line***

VICTOR, NEW YORK -- In response to the unique requirements of a refractory customer in the highly competitive glassmaking industry, HAN-TEK, Inc. of Victor NY customized and installed a unique 15-ton, single-girder stacker crane, built to accommodate the refractory customer's existing facilities. Unlike the more typical double-girder stacker cranes with center masts, the HAN-TEK solution was designed to be streamlined to fit the existing building layout and built to allow proximity to the refractory furnaces to accept pours.

The customized stacker crane solution developed by HAN-TEK allows operators to use the forks on the mast to reach into an area and pick up an offset load, for the glassmaking refractory customer. HAN-TEK cost-effectively upgraded the customer's existing runway system, the physical support for the crane's 100-foot path to the refractory furnace. The furnace pivots to pour molten refractory heated up to 5,000 degrees Fahrenheit, into the 10-foot high silica mold. After backing out, depositing the mold, and cooling, the process yields bricks that will line glass furnaces.

"Our customers needs have become increasingly more complex," said Jon Tobin, president, HAN-TEK, Inc. "They're looking for an edge to make themselves more competitive, and they count on HAN-TEK to provide innovative, reliable, and cost-efficient solutions."

"This solution does more than replace our customer's 7.5-ton single-girder stacker crane," Tobin added. "They can now supply larger furnace liners to their own customers ... and that means they have the capability to capture larger market share in their industry."

The custom solution did more than expand the product line capabilities for HAN-TEK's refractory customer who said, "It is a marvelous installation, very professional". The single-crane solution also provided:

- *Safety improvements*, including greater operator control, slippage detection, and slack-cable detection
- *Versatility*, with variable frequency drives on all motions, allowing customer-controlled adjustments of speed, acceleration, and braking distance
- *Durability*, with reduced maintenance thanks to variable-frequency drive soft starts, torque proving, and load float, all of which dramatically reduces wear and tear on brakes and other mechanical components.

To learn more about HAN-TEK Overhead Cranes or other material handling solutions, contact HAN-TEK at 800-836-0237, or Paul Jaynes, Marketing Director at PJaynes@HAN-TEK.com, or visit www.HAN-TEK.com.

About HAN-TEK

HAN-TEK, Inc., an ISO 9001:2000 register company, headquartered in Victor, N.Y. (suburban Rochester), provides progressive integrated solutions to optimize manufacturing, assembly and product-distribution systems. With over 40 years experience in overhead cranes, integrated conveyors, and systems automation and controls HAN-TEK provides customers a competitive edge through innovative material movement solutions.

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