

02

OHIO

Letting determination lead the way in Salem

A SHARED VISION

At one point in time, manufacturing in Ohio employed more than half of the state's workforce. One manufacturing company in Salem has continued to grow since that time. 77 years, 6 plants, 4 generations, and 1 shared vision – these are just a few of the things that have contributed to the success of Hickey Metal Fabrication over the years.





Expanding operations: Hickey Metal Fabrication's sixth plant was opened this year

What was started as a small roofing company out of a garage in 1942 by Leo Hickey, has since grown into a successful job shop specializing in sheet metal fabrication in Salem, Ohio. His son Bob Hickey began working with his father as a young boy making metal boxes during WW II and took over the business when his father passed away in 1954. It wasn't until the early 90s that the company made its shift from roofing to strictly sheet metal fabrication. Just a few years before the transition and with just a few employees, Hickey Metal Fabrication purchased their first piece of TRUMPF equipment in 1988 – a TRUMATIC 240 punch machine. "Even then we knew the importance of investing in technology and the benefit to having the best of the best equipment," explained current President, Leo Hickey, named after his grandfather who began the company almost 8 decades ago. For Hickey Metal, this transition came hand in hand, "The change in business type came with challenges, but with previous commercial roofing experience, sheet metal work had always been involved," said Leo.

A new focus

With the company's shift in focus came a growing customer base, which of course meant additional orders and different types of fabrication needs. Determined to succeed as a small job shop in Salem and to fulfill each customer's unique request, Hickey Metal took the next step and purchased their second TRUMPF machine, a TRUMATIC 260. From the early 90s to the 2000s, Hickey Metal Fabrication continued to expand. "We are a vertically integrated company," explained Vice President, Adam Hickey, son of Leo Hickey. "We've created machine redundancy in each plant so that we can always support customers in the event that something was to happen to another property." By 2009, Hickey Metal had 4 locations, all within the same city and all within a two-mile radius. Today, the company has twelve TRUMPF machines throughout six plant locations in order to ensure that customer orders are delivered on time.



TruPunch 5000: Operators observe a run of customer parts

When the going gets tough

Fast forward a few years to the economic downturn in 2008. This was a difficult time for many companies, for business owners who saw a plummet in company figures, and for those employees who found themselves out of work. Leo and his management team at Hickey Metal Fabrication knew that they had to do everything they could to keep their team during this time. "When the economy took a shift, we never laid anybody off," explained Leo. "We were able to cut our hours back to forty, never less than that." Although company figures were not as robust as 2007, Hickey Metal performed well in 2008. "Being a job shop, we have a diversified customer base, from the transportation industry and grating work to architectural and military work," Adam explained. "We have loyal customers that we have built relationships with over the years, and our efforts to diversify our customer base allows our workload to stay as linear as possible, in case any one industry has a downturn."



An experienced workforce: Employees pictured have 200 years of combined manufacturing experience



“Over the years we have purchased additional TRUMPF equipment which helps us to build on existing relationships and cultivate new customers.”

Family ties

Take a trip to any of the company’s six plants in Salem and you won’t find suits and ties, rather jeans, t-shirts, or bright yellow safety shirts that read “Hickey Metal Fabrication” on the production floor. “It is a big part of our DNA here,” said Adam. “We don’t sit behind a desk all day long, we get our hands dirty on the production floor.” Being a family owned company in its fourth generation is certainly a testament to the teamwork that has been instilled throughout the years. Leo Hickey joined his father Robert Hickey in the 70’s and has been a part of the business ever since. Leo’s sister Lois and her husband Nick Peters later joined the team where both played a vital role in Hickey Metal Fabrication’s history and growth and left a lasting impression during their time with the company. Leo’s wife Suzanne manages day-to day activities as Corporate Secretary & Treasurer, while son Adam Hickey, and nephews Ben and Nick Peters are acting Vice Presidents. “We all have different strong points that compliment each other,” states Nick. “I have a degree in engineering, so my focus is the technical side, while Ben has a degree in construction management, and Adam’s degree in business allows us to each handle different aspects of the operations.”

The years to come

“Our potential for growth is unlimited,” says Adam, “We have been making products for one customer since 1988, non-stop, and value the strong relationship we have had with them for these years.” With the newest of six locations underway for operations, Hickey Metal looks forward to taking on additional customers, and building the long-standing relationships they have been known for throughout the years. Because of the work they are doing, the products they are building and the technology they are utilizing, Hickey has been receiving inquiries from customers all over the United States. “From generation to generation, we have the same vision,” Adam explained, “All of us want to grow the company, that’s been the plan and that still is the plan.”

Technology investments

Determined to grow not only the business, but its relationships with customers, Hickey Metal continues to see the importance of technology. “TRUMPF was one of the first pieces of equipment that we invested in and since that time we continue to put money back into the company,” Leo explained, “Over the years we have purchased additional TRUMPF equipment which helps us to build on existing relationships and cultivate new customers.” Just this year, Hickey Metal installed three new pieces of TRUMPF equipment – a TruLaser 3060 fiber with a 6 kW TruDisk laser, a TruBend 5170, and a TruPunch 5000 with a SheetMaster. With TRUMPF equipment, Hickey Metal is able to help improve, design, and fabricate the varying parts for their customers. “The customers who come to us don’t invest in the equipment to be able to make the punched parts, the laser cut parts, the bent parts,” said Leo. Recently, one of their customers did decide to add a laser and press brake to their shop, but Hickey Metal still has not lost one part order from them. While the customer utilizes the equipment for small jobs, Hickey Metal is still responsible for the customer’s large volume orders. “One thing we aim for with our technology is to be fairly priced and faster than other job shops,” stated Vice President, Nick Peters. With technology more easily accessible than ever, customers have the ability to design and create products relatively quickly, making it important to keep up with the production capabilities to take their new design into the production phase faster than it has been done in the past. “It’s not unusual for our customers to design something one week, send us drawings the next, and we are bringing it to life by the third week.”

In Brief

Hickey Metal Fabrication Machine Portfolio



TruPunch 5000

The TruPunch 5000 sets new standards for productivity. It produces a wide range of parts quickly with flexibility and maximum precision and process reliability. Individual automation solutions maximize the throughput, particularly during multiple-shift operation.



TruBend 5170 and 5320

The TruBend Series 5000 press brakes are capable of highly productive and precise bending. The fast, user-friendly and ergonomic press brakes offer innovative programming, tool setup design, and other features for flexible part production.



TruLaser Tube 7000

With this flexible high-end machine, users can cover a broad range of parts and open up new areas of application for laser tube cutting. The machine cuts tubes and profiles with a diameter of up to 10 in. and wall thicknesses of up to 0.4 in. for mild steel.



TruLaser 3030 and 3060 fiber

The TruLaser 3060 fiber offers a high level of flexibility for different material thicknesses. The machine’s TruDisk solid-state laser enables the processing of non-ferrous metals and provides users with a productivity benefit in thin to thick materials. BrightLine fiber also facilitates excellent part quality and seamless part removal.

The customer

Hickey Metal Fabrication

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- TruLaser 2030 fiber
- TruLaser 5030 fiber
- TruLaser 3030 fiber
- TruLaser 3060 fiber

- TruPunch 5000
- TruBend 5170
- TruBend 5320
- TruLaser Tube 7000



To extend your application spectrum, **TRUMPF offers other suitable product enhancements** for every machine.