

Brown Industrial sees 10% sales increase in 2007

Owners focus on offering top quality product

BOTKINS — Brown Industrial Inc. continued to grow in 2007. "Sales volumes increased by over 10 percent, mainly due to strong markets for the rendering industry that we serve, as well as continued growth on the job shop side, said owners Chris and Craig Brown.

Their report continues:

We have added a new 275 ton 5-axis CNC press brake with a 13-foot bed. This brake features 5 micron ram repeatability,

and an auto crowning bed. This new press brake compliments the new laser that was installed in 2006 that has a 6-foot by 12-foot table. Also new for last year were an automatic band saw, and more inspection equipment.

Our manufacturing facility now has three lasers all with 1-inch mild steel capacity. Brown Industrial is a full service fabrication job shop with welding, assembly, and painting capability in house.

Our team now consists of 45 quality oriented, dedicated employees ready to serve its existing customers as well as first time customers. We continually focus on offering top quality product at fair prices, and good lead times. Our job shop has always strived to try to keep a two week or less lead time, and in many cases depending on the project can turn jobs in a matter of days.

Brown Industrial had

many new and improved products in our WaBo mobile Rendering equipment line for 2007. We had the addition of barrel vacuum trucks, as well as continued improvements to our most popular trucks and trailers. Many of our rendering bodies now include such items as radio control hydraulic systems, backup cameras and navigation systems.

Front load dead-stock bodies which were new for

2006 have continued to be a good seller. We custom build all of our WaBo bodies, and always strive to exceed customer's expectations.

We look forward to continued growth in 2008 and beyond. If you have any further questions about Brown Industrial's capabilities, or would like a competitive quote on your next fabrication project, please give Chris or Craig Brown a call at 693-3838.

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power two-stage LeRoi rotary screw to our rental fleet to handle our large customers' emergency air needs. The Parts Department enjoyed a 9% increase in their annual sales and this arena is headed by Lynette Caulfield.

Just as it has impacted many other industries, the Internet has opened a global market to Air Handling for used equipment sales. The 2005 warehouse previously mentioned is now being operated by Zack Bosslet who is heading up our used equipment initiatives on E-Bay and other Internet formats. Zack just joined us in September of 2007, but we already have experienced transactions in Texas, Florida, North Carolina and throughout Ohio.

Another area that has become a primary concern for our customers competing globally is the cost of energy and the impact on their profitability. In 2007 we have conducted projects to implement energy efficient controls such as variable speed

drive, retrofits on older compressors and sequence controls to maximize efficiency on off shifts and weekends. Our Sales Department continues to lead this charge by conducting air audits at our customers' facilities and assisting them in their evaluations.

Lastly, we would like to recognize our employees for their continuing generous support of the community in which we live. Specifically, we are very proud to report that once again Air Handling Equipment was a Gold Giver to the United Way and we sent two barrels of food to the Salvation Army the week before Christmas. We think that this speaks well of the people employed at Air Handling.

We look forward to 2008 and recognize that the competitive marketplace we work in needs our every day vigilance, but we are also confident that every day our customers turn on their air compressors, and we will be there to serve them.

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