



## New Thermal Spray and Industrial Coatings Division

by: Jim Kennedy

Lots of excitement happening over at the Thermal Spray and Coatings Division, and we are getting off to a great start. The outside of the building is now complete while the inside is still under construction but we are conducting business. There are currently 11 employees running on one shift, with a second shift in the works.

Our division's primary goal is to take parts that need to be restored, and make them last longer than the original.

This can be done to new parts as well. These parts include shafts, pumps, and fans.

Thermal Sprays include: metal, carbide, and ceramic. Coatings include Teflon, Kynar, and Scotchcoat.



New Paint over at West Street

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## Horner Update by Alan Horner

Happy summer to everyone and hope that all of you are enjoying your time being outside and with your families during the wonderful time of year. We all had a very tough winter with more snow than we have seen in a long time and I know that I am very glad to see all of this past winter behind us and that the snow piles finally melted.

We had a bit of a slow start at the beginning of 2014 but it seems like things are starting to pick up and they seem to be fairly consistent across all of our shops. We are just under budget in total sales by 1% and about 1.3% below our budgeted profit levels. All things considered, that is not all bad considering the slow start we got off to during the first couple of months. We are hoping that the numbers remain strong through the summer with a good finish for the year.

I wanted to update everyone on a few things that have taken place over the last six months. As all of you know, we started up a new Thermal Spray & Industrial Coatings Division. We have completely renovated the 940 building at West Street and have everything up and running except for the ovens that will be used for baking of the industrial coatings. Our hope is to have the ovens within the next few months and with those in place we will be fully operational at the new division. Jim has assembled his work force and has been running produc-

tion since the first of the year. The shop has already run jobs that were larger than we expected, therefore we had to quickly adjust the size of some of our booths to fit the required needs of our very first customers. I am very excited about the new services we have to offer our customer base and we are getting some great opportunities with existing customers and new customers as well. Be sure to remember to offer these new services to our customers and direct any questions or opportunities you might have to Jim Kennedy.

Here at Washington Street, we are getting ready to start our expansion of the shop and hope to break ground in the next 30 days. We are adding on about 20,000 square feet of shop space and will be adding a 50 ton crane that we have had out in our lot for almost 7 years and finally get to put it to use. We will also be adding a new Phenix test panel that will allow us to test motors up to 10,000 HP no load and up to 13,200 Volts. We are also preparing for the installation of a 2000 HP Dynamometer at a future date. This new test stand will be state of the art and will take us to the next level of motor repair capabilities and testing.

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# What kind of Super Power would you have?

Kerry Howell: Don't want a super power too much responsibility



Will Chambers: Magic lamp rid the world of all evil

Kerry Fork: To control people's bladders, be truly evil

Kelly Russell- teleportation, love to travel and would like to see more places around and outside the US

Marc Dardeen- ability to see the future. Not only to see what lies ahead to come, but to also help predict budget costs to Tom Berkopes!!

Bryan Hansel- x-ray vision so I can see inside a motor and see what was wrong with it, so I don't have to tear them down

Gale Heiliger- My superpower would be time travel. I could go back in time to witness historical events. I would have to be careful not to change the outcome of an event. If I did it could change history. I wouldn't care to go forward in time.

Ben West- Invisibility to conduct ghost like acts.

Kristin Van Arsdale- would love to have the power of the X-men girl that can transform herself into anything.

## Continued from page 1 Horner Update by Alan Horner

Our intent is to have the addition completed before year end and be moved in and operational before the bad weather hits us in the fall. This is going to take a lot of careful planning and timely execution of the construction process to make this all happen before year end but I am confident that we can make it happen, if weather is cooperative with us.

We have started to install our new LED Linear lights at the 1521 location and hope to have that done in the next few weeks. From there, we will be installing our new LED Linear lights in the Terre Haute shop after we prove the computer program for our lighting layout works well at Washington Street.

As always, I want to thank everyone for all of the hard work in helping the company grow and the dedication

from all of you and the sacrifices you make each day to help us take good care of our customers. It is obvious to me and a lot of others, that we seem to be the only company in our market to continue to grow and expand not only our operations but to expand on the type of services we offer our customers. I firmly believe the reason we continue to grow is due to the vast offerings of service we are providing

to our customers and the type of customer service we are providing them. You, the employees, are who makes this all happen and I personally want to thank you for your efforts in making this com-

pany what it is.

Please focus every minute of every day on how we can improve what we offer, and how we offer it, to our customers. If we continue to focus on that, everything else will fall into place.

Have a great summer and enjoy your vacations with your family and please be safe!

Alan Horner



## Louisville Update by: Terry Thorne

**Louisville has been in their current location a little over a year and business continues to grow. In the last year they added equipment and personnel that now allows them the ability to repair AC and DC motors and pumps to 500Hp as long as the weight doesn't exceed their 8000# crane capacity or their 460V, 1200 Amp service. Louisville's winder, Charlie Mings has been in the business 40 years and their mechanic, Derek Phelps has been tearing motors apart and putting them back together again for over 25 years. Both are well known and respected in the Kentuckiana area which is helpful when it comes to "keeping it local" with potential Louisville**

**customers. On the topic of keeping it local, Louisville will be hosting a Customer Appreciation Day on August 21 to promote the Louisville operation to existing and potential customers.**

Louisville recently added Wayne Ecker as their Field Service Technician. Wayne has an Electro/Mechanical background and is a good fit for Louisville as it allows Louisville the opportunity to provide both disciplines for their customers which allows them to be flexible and more responsive to their customer's needs.

Louisville is beginning to leave a mark in their trading area as they've recently joined the Kentucky Contractors

and Utilities Council, an industrial networking organization, and Terry Thorne was recently elected as the Secretary of the local EASA chapter. Terry reported that two competitors recently confided in him that of all the motor repair competitors to come to Louisville, the Horner Industrial Group concerns them the most because Horner "does things right" and that Horner is a "class act who knows how to treat customers"! And we, at Louisville, fully intend on keeping it that way.





## Did you know? Jack Linville Builds Ship Replicas

Jack Linville, mechanical field services, has an unique hobby. Interested in military history the ships he makes are 1/2400 scale, and makes them by hand out of balsa wood and piano wire. He uses photographs as his guide. He looks forward to owning his own 3D printer one day and making them this way. The ship pictured below is from the German Z fleet.



## New trend @ Horner Industrial Group!



Some know Matt Phelps from Horner Fan uses one but we are finding these popping up around the Indy office. According to [Yogaballchairs.com](http://Yogaballchairs.com) these chairs:

- Relieve Back Pain
- Improve Posture
- Provide Comfort
- Tones Core Muscles

## Terre Haute Update by: Jim McClintock

Horner Terre Haute Division is slated to have our existing bay and office lighting replaced with the new LED lighting manufactured by Horner. Not only will this change give us better visibility in the building, but it should pay for itself in around three years and can be used as a sales tool also.

Another positive thing occurred back in February with a request for motor repair work from Nucor Steel in Crawfordsville, In. Horner had been doing some onsite crane work, hydraulic repairs, as well as some product sales previously, but hadn't been able to get any motor repair work from them for many years. Due to their past experience in doing business

with Horner, a little luck and some good salesmanship, we were given a chance to repair/upgrade some motors that had been giving them a lot of trouble.

These units drive rolls that carry the newly formed sheet of red hot steel down their line for quenching and finally spooling to be shipped out. The sheet is quenched as it comes out of final Mill Table with several showers that spray water down onto steel. The roll drive motors sit underneath the steel sheet at one end so you can imagine that they are basically drenched with water.

Todd Cochran and Ralph Coonce along with some shop personnel got together

and came up with a plan to stop failures due to water getting into the stator. We completed and shipped the first batch back to them. This lead to the repair of a large vertical AC motor, a fan cooled DC motor driven vertical gearbox, etc.. We recently picked up another batch of the roll motors for repair as well as a blower unit and some other units. There is huge potential with this customer and it's definitely a win for Horner.

## Brain Teaser This Editions Prize: It's a Surprise

Solve the puzzle:

Y  
 13 3 9 10 19 15 26 1 3 7 8  
 11 3 2 20 23 20 8 13  
 16 9 17 25 7

3 days to give me your answer, right answers will go into a drawing for final winner. 2nd and 3rd place prizes as well!

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## Carpenter Ants and How To Eliminate Them

Submitted by: Angie Whitaker  
Horner Automation & Lighting

Sprinkle dry instant grits along entryways and anthills. Great for homes with pets or small children that don't want their home affected by chemicals.

## Springfield, Welcome to the Family by: Mike Harper



### • Jeff Sanders

has recently retired from the Air Force/ Ohio National Guard and is starting his second career as a field service tech, at Horner Industrial Group, Inc. Jeff and his wife Gina are putting down roots in Springfield, having just purchased a home and they have a new addition newborn son, Cayden.



### • Jason Mahood

has recently relocated in Springfield with his 3 children, from previously working in Florida. Jason has previous experience in millwright rigging and heavy truck maintenance, so he is right at home in our repair department.



### • Suzanne Harlow

left a competitor to come to work for Horner Industrial Group, Inc. She lives in Troy OH with her daughter, Krista. Suzanne has an electrical engineering degree and has worked in a panel shop, electrical product distribution and engineering, winding department, customer service and job estimating.



### • James Rose

is now working as a second shift machinist, filling the void left by Carl Marshall's final, full retirement. James has tool and die machining experience and comes to us from one of our customers, RT Bundy.

THE FAMILY ISSUE 01 SUMMER 2014



## Our Unique Employees



Richard Bracken  
Electrical Field Service



Ben West's Love  
Lead Spray Technician/QC West Street



Denny Hall's Daughter Courtney was married in September and is now expecting



Saying goodbye to Nancy  
Mechanical Field Service and  
Logistics Indianapolis



Jim McClintock's new  
addition Axle  
Terre Haute



Meet Jacqueline Keen, new  
Marketing Coordinator &  
her son Parker



Dan Morel, West Street  
Made this Thermal Spray  
display for our tradeshow