STEEL FABRICATION TECHNOLOGY

FICEP CORPORATION

SPRING 2019

COVER STORY

America's Entrepreneurial and National Spirit Flourishes at Greiner Industries

Greiner industries facility is comprised of multiple buildings totaling 450,000 square feet of "under-roof" work areas, with 140-ton overhead crane lifting capability.

Greiner industries 450,000 square foot under-roof facility with 140-ton overhead crane lifting capability

GREINER INDUSTRIES INC.

Greiner Industries
Mount Joy, Pennsylvania

Greiner Industries 450,000 square foot facility is also a valuable resource for many other steel manufacturers.

All businesses have a story but few are as unique and impressive as the path that Frank Greiner started in 1976. After first being exposed to welding in high school, Frank found that welding came naturally to him and over the years, he developed a talent for specialty welding applications. During the next nine years Frank worked for a few different firms starting his career at the hourly rate of $1 per hour where he was exposed to a diverse assortment of welding challenges and practices.

After this nine-year period, Frank decided he wanted to try to branch out on his own which was scary for a guy who had been working two or three jobs during this period to support his family. Frank had welding expertise, a one-car garage behind his house, a pick-up truck and lots of energy and ambition. Not having a welder (or the money to buy one, Frank asked the welding supply vendor that serviced his employer if there was any way he could get a welder and pay for it over a few months. The salesman had enough faith in Frank to provide a welder that he could pay for when he had some income from his new business venture. Frank paid for the welder in full in three months and then proceeded to secure an ironworker in the same manner.

Frank Greiner in April 1976

Nine months after the start in Frank's garage, it was obvious that some of the welding challenges he was asked to perform could not be tackled without a real facility. Not having any money, Frank went to the bank to try to secure a loan to build a 60 x 80 foot building with a crane. After working several jobs during his first nine years after high school, Frank frequently made two to three house payments per month so, fortunately, he had enough equity in his home to finance his new building.

As Frank exhibited exceptional talent as a welder, he would tackle the most challenging jobs, and he always told his clients that the welds were 100% guaranteed. He, fortunately, never had to repair a weld, and this reputation enabled his business to start to flourish.

In those initial years Frank had limited equipment, and he had to use his ingenuity to find ways to get a job done. It was at this time he received perhaps the best advice he ever received when an old guy wearing bib overalls and chewing tobacco saw Frank try to tackle a challenging job with limited equipment. He told Frank, "Young man, you are trying to do a man's job with boys' tools." Frank took the advice to heart and never looked back as he pushed forward to acquire capabilities that separated Greiner Industries from other fabricators. As he would pay off one piece of equipment, he began looking for the next one. Over the years Greiner Industries targeted their capital equipment acquisitions to provide unique capabilities, always buying the largest machines with the best technology that was available.

Starting in the 1980's Frank proceeded to establish other divisions. Today they range from heavy structural and plate fabrication and large machining to such specialties as rolling/forming, blasting/painting, metalizing, industrial mechanical/electrical contracting, mobile crane and rigging services, as well as over-dimensional transit services.

These diverse capabilities have made Greiner Industries a valuable resource for many other steel fabricators. If a firm gets a job today and there is a portion that is outside of their capabilities, frequently Greiner Industries gets the work. Approximately 30% of Greiner Industries' sales today are performing work for other fabricators.

Recently, we had the opportunity to sit down with Frank Greiner, the founder of Greiner Industries, to learn more about his business experiences and opinions about his FICEP Equipment.

What was the decision-making process that determined the purchase of your first FICEP drilling and thermal coping system in 2006?

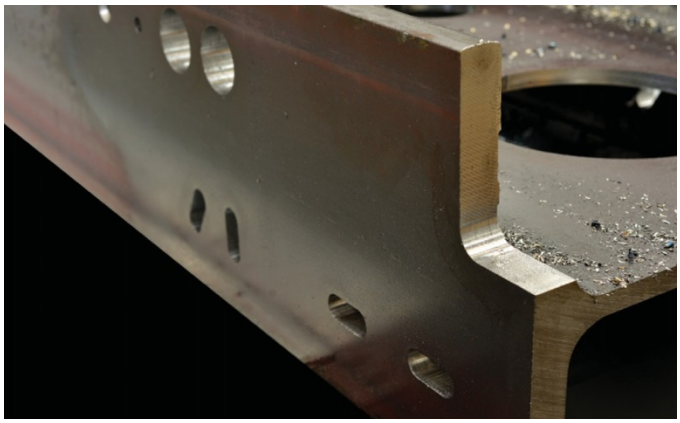
"It was the rugged construction and industry-leading technology. These qualities enabled us to combine drilling, plasma and oxy-fuel cutting into one CNC system."

Since your initial FICEP purchase you have acquired three additional FICEP CNC lines. What is the greatest common benefit of the FICEP equipment?

"The accuracy of the FICEP equipment enables us to tackle jobs utilizing unique labor-saving methods. For example, we had a railroad bridge project that had more than 187,500 holes and where heavy angles had to match up with several stacked plates which totaled 10" in thickness. This equipment allowed us to hold 1/32" accuracy over 80 feet without having to ream any of the holes!"

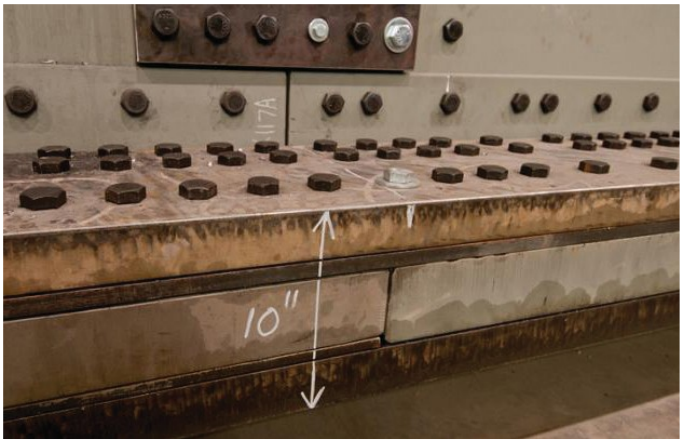
FICEP CNC Drilling and Thermal Coping System

“Without the FICEP equipment, we would have had to use the angles as a template and then drill through the stack of plates using portable drills.



“In addition to the accuracy we are able to mill in all three surfaces with our FICEP drills.

“ We can also generate weld preps and rat holes. The rat holes are flush to the flange so we do not require any clean up or manual grinding to clean the radius between the flange and the web.”



How did you grow from a one-man company working out of your one-car garage to a firm with over 280 employees and still growing?

“It’s due to the hard work, determination and innovative approaches by our employees. We could never have accomplished what we have if it weren’t for our employees.”

Frank states

“I still believe in the advice that ‘you cannot do a man’s job with boys’ tools.’ That is why we never stand still. In fact, we just ordered a 600-ton hydraulic mobile crane which will give us unequalled capability in our market. We will always continue to aggressively move forward!”