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HUYETT HIRES 100th EMPLOYEE

GL. Huyett, a Minneapolis, Kansas-based manufacturer and master distributor of non-threaded fasteners, recently announced the hiring of its one-hundredth employee. “I can’t believe it,” said Bob Hahn, retired former owner. “When I sold the company to Tim O’Keeffe in 1992, we only had one employee. I never imagined that the company would grow as it has.”

“It is only appropriate that this action occurs near Labor Day, the one day each year that is dedicated to the American worker,” said Timothy O’Keeffe, Vice President. “We have been blessed with good people, a great niche, and a little bit of luck to get us this far. I would bet that in the last ten years we have added more workers than half of the Fortune 500. I am particularly pleased that we have been able to realize this success in an economically-challenged rural small town like Minneapolis, Kansas, population 2100.” O’Keeffe noted that the Company has benefited from economic development incentives from state and local authorities. “This has truly been an effective public/private partnership. Tax and investment incentives have allowed us to manage our risk and to stretch our funds across a wide swath of assets so that we can best cater to the needs of our customers. Our community has benefited from the improved quantity and quality of jobs that we offer, and local and regional authorities have realized a marked increase in tax receipts from our Company.”

In recent years, G.L. Huyett has moved to a greater emphasis in manufacturing. O’Keeffe indicated that such efforts have been a double-edged sword. “We have had our share of growing pains. Manufacturing adds many dimensions of complexity on many levels, and with inflationary steel prices and a massive surge in business this year, I am disappointed that our service levels have dropped.” O’Keeffe suggested that efforts were underway to improve the operation. “In some ways I feel that I need to apologize to our customers. While our fill rates and error rates are well within industry standards, and are most definitely better than that of our own vendors, we need to do better. I am pleased that we were able to purchase manufacturing assets on the cheap during the manufacturing recession in 2002-2003. We must now work on training and on the applied science of utilizing these assets to improve our service.”

Jim Kelly TQM, Operations Manager, indicates that Huyett operating goals are a 99% fill rate and 99.50% accuracy rate, as measured against line items shipped. “We slipped in our performance from June 1 to August 31 of this year. I am distressed particularly by our backorder fill rate, where in a few cases we have allowed our lead

times to exceed forecast. I want to reassure our customers that we are now within our own high standards for minimum performance.”



Timothy O’Keeffe of G.L. Huyett, demonstrates some of the machine tools in Huyett’s manufacturing area.

Debra Andrews PHR, Administration Manager, announced two campaigns that will enhance the Company’s long-term efforts. Huyett has recently signed to implement an ERP system featuring Prophet 21’s CommerceCenter™ platform, and has plans to build a technical training center at the Huyett’s headquarters location. “We looked at a lot of ERP systems, and in the final analysis Prophet 21 appeared to offer the most comprehensive package. We hope to combine Prophet 21’s expertise and experience with our own ingenuity to bring a package to the market that better integrates us with our distributor customer base.” Chuck

Boyle, President and CEO of Prophet 21 added, “We see G.L. Huyett, with its presence in its distributor customer base of some 4,000 accounts, as an integral part to making our Trading Partner Connect™ a significant exchange for integrated supply partners in the fastener and industrial distribution industries.”

Future technical training center plans include curriculum from the logistics, computer science, and manufacturing fields. “We are exploring a public/private partnership here with local schools where we might even offer classes to the general public,” noted Andrews. She added, “Our resources for the formation of the tech center, include APICS (the Educational Society for Resource Management) and the Logistics Institute at Georgia Tech.” Andrews indicated that the long-term plans for the tech center include multi-media assets for on- and off-site instruction, and there is discussion of including a machine shop with curriculum input from NTMA (National Tooling and Machining Association).

“My guess is that it is easier to grow a company from 100 to 1,000 employees than it is to grow from 1 to 100,” said O’Keeffe. “We are witnessing the evolution of our firm from an entrepreneurial phase to one of professional management. Out here in the Great American Desert, we will probably need to train people on how to do it our way. There are exciting, but challenging, times ahead.”

G.L. Huyett is a manufacturer and master distributor of specialty fasteners including keystock, washers, shims, pins, bearings, and other non-threaded fasteners including retaining rings and grease fittings. For more information visit G.L. Huyett’s website at www.huyett.com or contact them at P.O. Box 232, Minneapolis, KS 67467; phone 785-392-3017; fax 785-392-2845; email sales@huyett.com.