



**G.L. HUYETT** • P.O. Box 232 • Minneapolis, Kansas 67467 • [www.huyett.com](http://www.huyett.com)  
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# Huyett Completes Second Plant Expansion in Three Years

**G.** L. Huyett, a Minneapolis, Kansas-based manufacturer of non-threaded fasteners, has completed its second plant expansion in three years. The new 25,000 square foot addition brings total square footage for the company to 65,000 square feet. This new space will be used for additional manufacturing operations and for the implementation of an automated packaging line.

G.L. Huyett was founded in 1896 and is one of the oldest continually-operating businesses in the state of Kansas. Minneapolis is just 50 miles from the geographic center of the United States. "While we joke about the fact that we are in the corner of a wheat field, there are a lot of advantages of being central here in the heartland. We have people with strong work ethic, and we are one to three days standard ground service to 90% of the United States," said Sara Mallo, National Sales Manager, who recently relocated to the area.

Huyett manufactures and distributes non-threaded fasteners, including keystock, retaining rings, grease fittings, pins, flat washers, o-rings, and bearings. "We sell parts that are hard to find, hard to manufacture, or are made by manufacturers that are hard to do business with," said Mallo. "We have such a diverse line of products that sometimes the easiest way to present it to people is to give a line sheet pictorial."

G.L. Huyett's product lines include:

- Keystock - all materials and grades including tool steel, DIN 6880 metric, machine keys, and much more.

- Grease Fittings - all major U.S. manufacturers' lines, as well as their own private label line including guns and couplers.

- Retaining Rings - all types, including snap, spiral, wire, metric, wave springs, Bellevilles, and many more, as well as accessories such as pliers and applicators.

- Bearings - sleeves, flanges, thrust washers, steel balls, and specials.

- O-Rings - all types, including buna, viton, silicone, metrics, cord stock, special colors, and more.

- Flat Washers - all types, including machine bushings, shims and spacers, specials and short runs.

- Pins - all types, including bridge, clevis, cotter, dowel, grooved, lynch, rolled, snapper, tapered.

- General Commodities - wide variety, including pipe plugs, electrical connectors, set screws, threaded inserts, shaft collars.

The company maintains a state-of-the-art machine shop for fabrication of special order parts, prototypes, small and medium runs, or emergency shipments.

Capabilities include cutting, turning, bending, laser, punching, stamping, and many other machining processes.

"People try to identify us by what we sell, but we try to emphasize why they buy," said Timothy O'Keeffe, Vice President. "People buy based on price, quality, and delivery. Thus our goal is to offer low prices, to quote same day/next day, to ship same day on stock items, and to assure on-time shipment of specials, all per the specifications of the

part." "With the multitude of products, services, and manufacturing capabilities we have, customers save not only on the price of the parts, but also the transaction cost," said Mallo. "On many of our parts, the cost of the transaction in terms of RFQ time, expe-



*Sara Mallo, National Sales Manager*



*G.L. Huyett machinist at work*



*G.L. Huyett's plant, Exit 49, G.L. Huyett Expressway, Minneapolis, Kansas. Like they said; in the middle of a wheatfield.*

ding, and freight are greater than the cost of the parts. We are trying to consolidate the process of buying in addition to reducing the price of parts so that our customers enjoy the lowest total cost."

Huyett expects to enhance its marketing program with the installation of packaging equipment and the publication of catalogs in all of its product groups. The packaging equipment will print a customer's logo and specific trade information, including part number and bar code.

The company has catalogs of its keystack, grease fitting, and retaining ring line, with the balance to be published by late next year. "Our catalogs are educational devices. For example, our retaining ring catalog has over 230 pages of design and specification information so that distributors can more efficiently make purchases,"

said Jillinda Wallace, Product Development Manager. "Our new pin catalog has been in such demand by our customers that we are releasing it in supplements in order to get it out faster."

G.L. Huyett will return to the National Industrial Fastener Show/West in Las Vegas with its Wild West Saloon-themed booth that won Best of Show last year. "We hope that distributors understand the 'Y' in Huyett," said O'Keeffe, who continued, "Customers who recognize this feature will undoubtedly sell more product using fewer vendors at the lowest total transaction costs anywhere in the industry."

For information or to receive product catalogs, contact G.L. Huyett at P.O. Box 232, Minneapolis, KS 67467; phone 785-392-3017; fax 785-392-2845; e-mail: [glh@huyett.com](mailto:glh@huyett.com); web site: [www.huyett.com](http://www.huyett.com). 



*G.L. Huyett's "Best of Show" Wild West Saloon Booth at NIFS/West in November 2000*