

# BEHLEN WORLD

SEPTEMBER 2022

The Behlen World is published annually for our Customers and Behlen Partners in Progress

## WORLD CLASS MANUFACTURING

By Tony Raimondo Jr., Chairman of the Behlen Board • Behlen Mfg. Co.



Tony Raimondo Jr.

Behlen is the only company I know of that calls its employees “Partners in Progress.” I’ve noticed it’s become quite trendy lately to create these feel-good names for anything from customers to group projects. However, we have been calling our employees Partners in Progress since

1993 and have built our culture around that name.

At Behlen, we genuinely work to treat our employees as partners in the business. And together, our job is to continually improve our performance in serving you, our customer. One way we do this is through our Leadership Behlen classes. The objective of this program is to assist participants in developing their fullest potential by learning basic leadership skills and strategies.

The culture my father (TR) and my late brother Phil instilled at Behlen was one of teamwork and employee involvement.

Phil did a great job of reinforcing and building on what TR started – always making time for our people and letting them know they are our most important priority. Please see Tom Boal’s article for a wonderful tribute to my brother. We all miss Phil, and as Tom states, our goal is to do him proud!

Most private companies don’t share much financial information with their employees. We do. Every month our Leadership Team shares a business update with all of our Team Leaders. We also hold monthly roundtable meetings with a group of Partners in Progress who share a birthday that month.

In addition to sharing financials, we do something even better; we share some of the profits too! After the close of our fiscal year, we hold a Profit Sharing meeting with every Partner in Progress. Assuming the company has performed well, we celebrate the success of the collective efforts of all those who contributed. It is very important to us as a family to share a portion of the proceeds earned. Thus, we set aside a certain percentage



**2022 Leadership Behlen Class** **Standing (l-r)** Jeromy Smith, James Marcum, Jason Nelson, Anthony Soares, James Engeldow, James Ryba, Aaron Haake, Nate Cattau, Jose Rivera, Tim Spencer, Karen Whitlow, Tyler Bertsch (Instructor) **Seated (l-r)** Matthew Raimondo, Gregoria Fuentes, Cheryl Ditter, Pam Hahn, Amanda Shugart, Jim Snyder, Alex Domingo **Not Pictured:** Cari Benda, Dan Dostal, Ryan Schnell

of the overall profit and then share that with the pool of Partners in Progress. It is a time of great celebration – we know we can’t achieve the success we have without the help of all those who got us there.

The theme of this Behlen World is World Class Manufacturing, so why have I spent three paragraphs talking about Behlen culture instead of Kanbans and Kaizens? The truth is I feel we have built a strong culture, but World Class Manufacturing is a moving target. Like many companies, we have a lot of work to do in our World Class Manufacturing journey, and we have started to ramp up our pace. We currently have a project to **review and improve** every major business process in the next 18 months. This project is the precursor to selecting our new ERP system. If we do this right, we will make major strides in driving to be a world-class manufacturer. This is important, and we are focused on doing it right.

I hope you enjoy this Behlen World publication. Our Leadership Team will take you on a little journey on what World Class Manufacturing means in each of their business units. But please know that Behlen has a strong culture, and we will leverage our talented Partners in Progress in our quest to become **world-class**. We will keep you posted on our progress. The next 18 months will be exciting!

## PAGES 2 & 3

**This One Was Different**  
Tom Boal, President & CEO

Tribute to a Great Leader

## PAGES 4 & 5

**Evolving Our Business**  
**Guardian™ Always Vigilant**

Jen Miller, President  
Behlen Country

**BMC Transportation**

Shandy Hand, General Manager  
BMC Transportation Co.

## PAGES 6 & 7

**Investing in Our Future**

Anthony Soares, V.P. of Sales & Mktg.  
Behlen Building Systems

**Integrating Strategic Growth...**

Quintin Prior, President  
Trident Building Systems

## PAGES 8 & 9

**Two Businesses - One Bright Future**

Heather Macholan, President  
Behlen Custom Fabrication,  
Behlen Technology & Manufacturing,  
Behlen Joiners

**New Ancillary Features...**

James Ryba, General Manager  
Behlen Joiners

## PAGES 10 & 11

**Focus on the Future**

Roger Townsend, President  
Behlen Grain Systems

**Electrification & Defense...**

Dan Bracciano, President & GM  
Hilton International Industries

## PAGE 12

**Quality**

Treavor Hill, Quality Manager  
Behlen Mfg. Co.

**Building of the Year Winners**

Theresa Grape, Mktg. Coordinator  
Behlen Building Systems

# THIS ONE WAS DIFFERENT

By Tom Boal President & CEO • Behlen Mfg. Co.



Tom Boal

With great reflection, I write my first Behlen World article as the new leader of Behlen. It has been quite a journey, to say the least. Reflecting on last year's article, I am reminded of what a great year 2021 was. We felt like we had just successfully maneuvered through this generation's most significant pandemic, only to navigate the largest surge in steel costs in history while battling for every pound of steel we could squeeze out of the

supply chain. We celebrated 85 years of Behlen Mfg. Co.; an incredible story in and of itself. And then our world changed yet again, but this one was different.

I have experienced losing associates in the workplace throughout my 34-year journey, but I have never experienced the loss of a true leader and a true friend – this one was different. Phil Raimondo created the environment to serve you, our customers, by assembling one of the strongest leadership teams I have had the pleasure of working with. His short illness late last summer, leading to his passing in early October, has left an indelible mark on the entire organization. I have been humbled to have earned TR, Lyle, and Tony Jr.'s trust to help lead this organization through yet another chapter in the journey to greatness. I will never pretend to replace Phil, but I am committed to doing him proud, often asking myself "WWPD" which is my way of trying to think about "What Would Phil Do" in new situations I may encounter.

Behlen has had another banner year thanks to you, our valued customers. Each pinnacle we crest brings about new challenges, and we learn a lot about ourselves. We use these educational opportunities to continuously improve how we conduct business in hopes of becoming easier to do business with. Our theme these last couple of years was refocusing on our PRIDE statement of People Responsible In Demonstrating Excellence. I feel like our Partners In Progress have rededicated themselves to this mindset. This will be necessary as we launch our new theme in 2023 when we begin to focus on becoming a World Class Manufacturer.

What does becoming a World Class Manufacturer really mean, and how does it look? The clinical definition can be summed up as this: World Class Manufacturing is the philosophy of being the best, the fastest, and the lowest cost producer of a product or service. It implies the continuous improvement of products, processes, and services to remain an industry leader and provide the best choice for customers. Whew! That is a mouthful, for sure! There is no doubt we have some work to do in this arena, but the foundation has been soundly established. On behalf of the entire leadership team, we are committed to thinking differently as we move forward together, with you as our Partners In Business!



## A Tribute to a Great Leader

*IN MEMORY OF*

**Philip "Phil" Raimondo**

November 10, 1961 – October 03, 2021

It is with heavy hearts we share this tribute to a great leader, mentor, and friend. Phil Raimondo, Chairman & CEO of Behlen Mfg. Co. passed away on Sunday, October 3, 2021 at the age of 59.

A testament to the legacy of Phil's great leadership can be found in the many positive impacts he had on family, friends, Partners in Progress at Behlen, the Columbus community, the State of Nebraska, and the many relationships he had throughout the United States and around the world with customers, suppliers, and friends.

Phil graduated from Purdue University with a BSEE in 1984; completed the Executive MBA program at Purdue University in 1998; received an ISO9000 Lead Auditor Certification in 1996 and was an Edgerton Examiner from 1997-2001.

Before joining Behlen, Phil worked six years at Control Data Corp. as a Test Manufacturing Engineer and Manufacturing Unit Manager. He worked one year at HMT Technology in California as a Test Manufacturing Engineering Manager.

Phil's career with Behlen spanned more than 30 years. Prior to being named Chairman & CEO in 2019, he held a variety of positions with Behlen; including President & CEO (2006), COO (2001), President of International and Diversified Products (1999), Director of Quality and Human Resources (1998), Manufacturing Manager (1995), and Regional Plant Manager in Goshen, IN (1993). He joined Behlen as Quality Manager in 1990.

Phil was on the boards of the Nebraska State Chamber of Commerce, the National Association of Manufacturers, and the Manufacturing Institute. Phil and his father, TR, are the only father & son who have served as Committee Chairmen of the MBMA - Metal Building Manufacturers Association.

Phil was also a huge supporter of many community associations and events in Columbus, Nebraska, where Behlen is headquartered.

Phil was married to Mary Raimondo for 37 years. Phil and Mary have five children and six grandchildren, with one on the way. He was an avid fan, participant, and coach in a wide range of sports, including handball and baseball.

Phil's legacy can be found in the love and caring he had for family and friends; in the people he mentored and inspired to succeed; in his passion for the success of Behlen Mfg. Co.; in his excitement for innovation in manufacturing; and in his commitment to growing the community and state.

We will forever miss his quirky smile, his jokes and laughter, and even the way his face contorted just before you knew what was coming next.

Phil was honored by the number of great relationships he had with so many customers, suppliers, and friends. Behlen continues to build on these relationships that result in helping customers grow so we can grow.



# EVOLVING OUR BUSINESS

By Jen Miller, President • Behlen Country



Jen Miller

The world has changed so much over the last couple of years due to many different events. What a roller coaster we all had to go through! Just when you think “it won’t happen to us,” it can. Behlen Country experienced many learning opportunities through the supply chain challenges, and we thank you, our customers, for sticking with us through them. In those challenges, we achieved some wins by creating capacity and learned a lot! Today we get the opportunity to improve even more and take another deep dive into our processes and products. Our manufacturing initiatives are based on the evolution of our business to better support you, our customers, and our Partners in Progress (employees) now and in the future. One big takeaway was to learn from those experiences and change how you move forward. Take the good and the bad to evolve a new future.

As we caught up with your orders and returned to a realistic lead time, we continued building inventory at each manufacturing plant. While inventory can be good, we also know having the right inventory is key. Strengthening our communication with you to share more sales data back and forth ensures that demand is met and supports higher sales productivity for our customers. Check out the BMC Transportation article on how our delivery of your products continues to strengthen.

Behlen Mfg. Co. acquired Freeland Industries in early 2022. The acquisition allowed us to bring additional product offerings to customers. This product line utilizes our existing processes with our current equipment and created partnerships with suppliers to provide a new product line. As a result of these actions, our new products include the Rigid Poly Stock Tanks and Waterer, Triangular and Square Steel Stock Tanks. Our specialty line of smaller steel tanks is coming soon. The goal is to give you a more extensive selection of products delivered right where you need them: fewer deliveries to unload but more products to choose from.

We appreciate your business and look forward to a bright future!

**Behlen<sup>®</sup>**  
**COUNTRY**  
Farm & Ranch Equipment



## NEW STOCK TANK PRODUCTS!



Scan to see  
our entire  
Rigid Poly  
Product Line



Scan to see  
our Specialty  
Galvanized  
Tanks





Behlen Country and RealmFive, of Lincoln, Nebraska have teamed up to bring Guardian™ by Behlen Country, a patent pending and first-of-its-kind stock tank and waterer monitoring technology, to market. The Guardian™ incorporates leading technology to help livestock producers manage one of their most limiting factors: water.

The collaboration is an effort by two brands dedicated to agriculture and based in America's heartland. RealmFive, founded in 2015 in Lincoln at UNL's Innovation Campus, focuses on automation and digital solutions for agriculture. Behlen Mfg. Co. is one of Nebraska's oldest and most successful innovators. With nearly a century of creating solutions for better farming and ranching, Behlen is no stranger to solving hard problems in the ag industry. "Innovation is in our DNA," said Jeff Malousek, Behlen Country District Manager and New Product Development Manager. "From our earliest days, Behlen has helped innovate the ag industry. Pairing RealmFive's connected solutions with our mechanical products is exciting. There are not a lot of tech solutions for range producers available today, and we want to lead the way to improve that with easy-to-use, producer-focused solutions."

The way Guardian™ works is simple: Livestock producers or caretakers purchase the solar-powered device, and the device is ready to deploy at unboxing. To install Guardian™, a stockman simply scans the QR Code on the device, follows the easy-to-navigate app, and drops the sensing unit into the water tank. Upon installation, users have access to a cloud-based platform they can access on their phone from anywhere! While the list of features is evolving, Guardian™ initially has the ability to report and notify users on a variety of factors, including water level, water temperature, geographic location, device health, and device status. Alerts and notifications keep users apprised of problems and empower them to act before catastrophes occur.



By Shandy Hand, General Manager • BMC Transportation



Shandy Hand

I started my first job in transportation in 1997. Although there has never been a dull moment, it has always been just about moving things from point A to point B. It wasn't until I came to Behlen Mfg. Co. in 2014, I was able to be involved in the entire process. To be a World Class Manufacturer, you must produce your products better and faster than your competitors while controlling your costs. You also must have a transportation solution that is on the same page. Although we have been tested many times since the start of the pandemic, I feel BMC Transportation has risen to the challenge.

For the past two years, we have been able to maintain our average delivery days for Behlen Country at 6.5 days, even though we saw record volume over that time. This was all done despite the headwinds that seemed to come one after the other. These included Covid lockdowns, driver shortages, parts shortages, new government regulations, higher-than-normal weather issues, and record fuel prices. We did this by increasing our fleet size by 55% and partnering with outside carriers when needed. With the additional outbound freight, we saw an increase in raw materials coming in, as well. It was vital to balance getting raw materials on time while keeping freight costs low. Some of our common lanes saw significant freight rates increase, as much as 300% at their peak. We were able to negotiate with our existing outside carriers and our Owner Operators to provide material to our business units timely at a cost much cheaper than the average.

As we enter the fall of 2022, it seems like much of the craziness from the last two years is subsiding. It is an excellent time to celebrate what we have done well and learn from our mistakes. The future will bring new challenges and opportunities that BMC Transportation must adapt in order to meet what lies ahead.

We look forward to doing our part in the growth and success of Behlen Mfg. Co. for years to come.



# INVESTING IN OUR FUTURE



By Anthony Soares, V.P. of Sales & Marketing • Behlen Building Systems



Anthony Soares

Henry Ford once said, "If you always do what you always did, you'll always get what you've always got." Those are some powerful words in today's manufacturing environment. When you talk about World Class Manufacturing, it addresses a standard of excellence all manufacturers strive to achieve, including Behlen

Building Systems. Read on to learn just a few ways Behlen Buildings is reaching its potential through World Class Manufacturing.

Fuel prices have been felt across the nation, personally and professionally. With these rising fuel prices, the logistics of transporting a Behlen Building to its new home and associated costs have been challenging over the past couple of years. In order to meet our goals, Behlen needed to review the established pricing structure. After further analysis, the team enlisted a fuel surcharge based on current week deliveries and their final destination, which is then communicated to our customer prior to departure. Our focused improvement eliminated inefficiencies and any negative impacts on our pricing structure.

A review of our workplace organization took place to improve product flow. We analyzed the plant layout, degrading machines, and material handling for greater efficiency of our products. Behlen Buildings has made several capital investments to replace some of our tenured machines, such as our curvet line. This niche product and the machine have been a part of Behlen for over 50 years, with maintenance being key to its longevity.

Another capital investment was the addition of the Peddinghaus, otherwise known as the Beam Cannon.

The Beam Cannon drills and cuts steel substantially more efficiently than we typically experienced. This improved efficiency allows for greater capacity and the ability to deliver more tons to you, our valued customers. Coming in late 2023, we are adding a purlin line. As with the Beam Cannon, this investment in productivity will improve the efficiency and capacity of the Buildings group.

During the pandemic, Behlen secured steel to meet the high demands of our customers. As the pandemic culminated, Behlen re-evaluated to streamline in-house steel and have enough to maintain the current demand. A reduction in steel has helped to level out pricing and allows Behlen to remain competitive in the marketplace.

Our Partners in Progress (employees) are our biggest asset. Behlen history has proven that the right Partner in Progress in the right position makes all the difference in the world when it comes to productivity. To that end, we strive to align the skills and abilities of our Partners in Progress to their positions. Continuous improvement includes training, educational, and growth opportunities. Behlen also touts an on-site welding program where we teach welders for all levels of growth.

Overall, the Behlen Buildings unit is focused and is striving for the World Class Manufacturing customer's desire. Through continuous improvement, you can count on the *Good Iron, Great Experience* you expect. Our driving force is to deliver on time and complete every time. With over 80 years under our belt, Behlen Buildings continues to grow and provide the greatest value for our customers.



Pictured above are some of the dedicated craftsmen who work hard every day to fulfill your building orders. These are the "Good Iron People" behind our products.

# INTEGRATING STRATEGIC GROWTH IN THE SOUTHEAST



By Quintin Prior, President • Trident Building Systems



Quintin Prior

In 2020 Trident Building Systems joined Behlen Mfg. Co., a World Class Manufacturer. Our ability to produce both pre-engineered and structural building solutions in the southeast region of the country complements the Behlen overall metal building solution as well as supporting strategic growth plans. Trident offers a range of building solutions, including marinas, hangars, sports centers, and hybrid solutions.

Since the acquisition, our number one priority has been to integrate the two organizations. We faced challenges brought on by the pandemic, which slowed the overall progress of the integration, but the team steadily moved towards our goal of being one organization. Concurrently, we experienced record orders, including manufacturing one of the largest building projects in Trident's history.

Throughout the project, the team continued to look for quality improvements and increased the rate we manufacture our building solutions. A key accomplishment is the implementation of a new

order entry and job tracking system. The new system provides end-to-end visibility through each phase - from lead generation to scheduling for manufacturing. Having a better understanding of each order's progress provides a foundation for improved productivity, resource planning, and project management. To further enhance our processes, the team is implementing a new manufacturing scheduling tool allowing us to track where our customer's project and delivery schedules are in the process.

Each member of the integration team [Behlen and Trident] has worked together to improve engineering and design, producing quality building solutions within our customers' requirements and expectations. Seeing everyone come together, even in challenging times, shows the team has a strong determination and a sense of pride in what they do every day.

As we continue to invest in our people and processes, we will find better ways to provide you, our customers, with a quality building solution. We plan to continue learning, growing, and making a greater impact in the metal building industry.

The Haulover Marine Center is located in Haulover Park in North Miami Beach, Florida on the Intracoastal Waterway at Bakers-Haulover Inlet. Haulover Marine is the largest dry boat storage facility in Miami.



The Marine Center features a retail store, gas dock, bait shop, boat rentals and marine service department.



The building features fully enclosed dry storage for personal watercraft and boats up to 60' in length.



# TWO BUSINESSES-ONE BRIGHT FUTURE!

By Heather Macholan, President • Behlen Custom Fabrication, Behlen Technology & Manufacturing, Behlen Joiners



Heather Macholan

Many people ask, “what is the difference between Custom Fabrication in Columbus and Behlen Technology & Manufacturing?” The answer used to be quite a bit, and this was confusing not only internally to our Partners in Progress but to you, our existing and potential customers. Over the course of the past few years, we have worked to bring these two businesses together and erase some of that confusion.

In 2019, we collaborated on our sales efforts and started sharing the same sales approach with both companies’ existing customers. With this collaboration, we made strides to instill similar processes and culture at both locations. As part of this discovery, we quickly learned that our customers do not care where or how the product is made as long as it meets their needs and due dates.

In 2020, we combined leadership teams and furthered this partnership by each business unit’s core teams working together on best practices and instilling the same winning culture.

This past year, we launched our new marketing campaign, Two Businesses-One Bright Future! This is more than just a tagline, it is part of our core, and both business units work together to find the best solution to meet our customers’ needs. We now focus on how we can utilize the strengths of either machinery or the workforce, and this methodology has allowed us to gain more business.

So today, when people ask, “what’s the difference between Custom Fabrication and BTM?”—the quick answer is 75 miles. As our vision statement says, “Where Teamwork and Change Make Customers and Employees Better Off.” By working together, we have gained new customers and hopefully erased some of the confusion.

This team is excited about the future and working to improve each and every day as we strive for World Class Manufacturing.



Our new shirts, shown above, promote Two Businesses-One Bright Future. The back displays the definition of Grit, which our Partners in Progress have embodied over the last couple of years.



New brochure highlighting our combined capabilities.



# NEW ANCILLARY FEATURES FOR ENHANCED AUTOMATION

By James Ryba, General Manager • Behlen Joiners



James Ryba

Global activity and growth in the coil joining industry has ramped up in 2022, as shown by the wave of quotes and orders Behlen Joiner has seen. Within these requests are added requirements for features on the joiner to interface with automated systems at our end users.

To maintain Behlen Joiner's status as a World Class Manufacturer, we continue developing products and improving capabilities to meet our customers' needs. For example, the range of materials that can be stitched together has increased to an industry-leading 0.004" (0.1mm) to 0.313" (8mm). Also, new products that have been released include:

- **PLC Control with Linear Transducer** gives precise stitch height control for multiple gauge thicknesses by interfacing with the end user's PLC system.
- **The Lubrication System** automatically applies lubrication as needed. For aluminum alloys – this has been shown to improve stitch integrity as well as reduce burrs and fines.
- **The Air Blowoff System** automatically sends a burst of air to remove debris from the die. This will help increase die longevity and reduce potential damage to coil material.
- **A Stitch Tensioner** shifts and locks the stitch. This is useful on heavy materials that normally require large line tension to perform same task. On light materials, it allows a controlled shift length to avoid overstressing the stitch.

These are just a few new joiner and die options that Behlen Joiner has developed to meet customer requests. For a complete description of what is available, please scan the QR Code or visit <https://behlenjoiner.com/wp-content/uploads/2022/09/AD-18541-Joiner-Brochure.pdf>



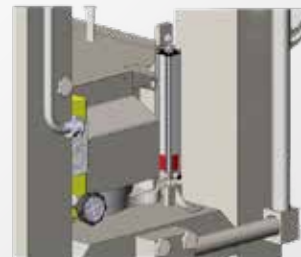
We thank you for your business! Don't hesitate to contact us with your coil joining needs. We are confident Behlen Joiner has the products and technical knowledge that will help you meet your requirements.

## BEHLEN® JOINER

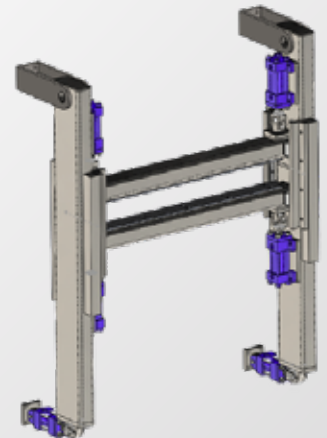
### NEW PRODUCTS



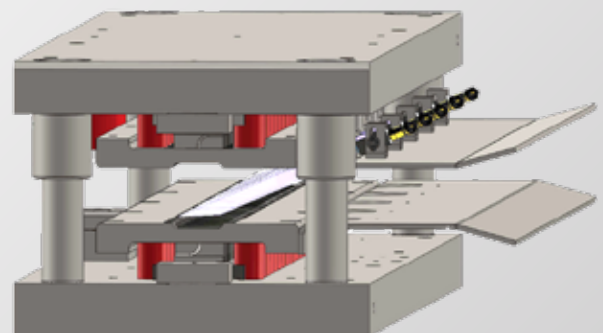
PLC Control



Linear Transducer



Stitch Tensioner



Lubrication System



Air Blowoff System

# FOCUS ON THE FUTURE

By Roger Townsend, President • Behlen Grain Systems



Roger Townsend

As summer is winding down and we close in on harvest season in the U.S. market, our Partners in Progress at Behlen Grain Systems are working hard to take care of our customers' needs. After the challenges associated with COVID and the global impacts it caused with supply chain disruption, travel restrictions, and limited export opportunities, Behlen has weathered the storm and has come back stronger than ever. Behlen has nearly doubled grain bin sales from a year ago. We have a strong backlog of business going into the fall, and the future is looking bright.

In addition to ensuring we are satisfying our customers now, we are focused on making investments with our people, our products, and our processes to more effectively meet the needs of you, our customers, for years to come. We have begun the process of planning and taking actions to help us become a World Class Manufacturer of grain storage systems for the global marketplace. Our team has clear lanes of responsibility for product development, manufacturing processes, and sales and marketing. We continue to make improvements to our operations to improve Quality, Safety, and Productivity.

We have started a project called 5S (sort, set in order, shine, standardize, sustain) to improve our overall operations environment and increase our overall capacity by being better organized and consistently using best practices. We are making some strategic investments to increase the reliability of key production lines.

Our product development team is hard at work with product design improvements we will introduce within the next year to help us remain competitive and improve our operating effectiveness.

Our sales team has been busy visiting dealers, potential new dealers, and customer job sites. We recently added a new grain bin display at the Husker Harvest Days site near Grand Island, Nebraska, to increase our visibility at the show.

These are exciting times at Behlen as we continue striving to better serve you, our great customers, around the globe. Thanks to everyone for your support for Behlen Grain Systems.



Two million bushel bin Elevator Services of Ohio



5S Project - restoration of the grain bin sidewall curving machine



Roger Townsend, Greg Iburg and Jim Snyder in front of the new Behlen Grain Systems display at Husker Harvest Days in Nebraska



# ELECTRIFICATION AND DEFENSE IMPACT HILTON CUSTOMERS

By Dan Bracciano, President & General Manager • Hilton International Industries



Dan Bracciano

2022 has been an exciting year at Hilton International Industries. We continue to design and build our core machines for the energy grid and defense industries. A combination of factors places Hilton in a very favorable position as the only manufacturer of capacitor winding machines in North America. The recent government Inflation Reduction Bill includes significant resources for Clean Energy. Energy Grid suppliers will strengthen their grids as electrification accelerates in the USA and globally. Hilton supplies capacitor winding machines for transformers used throughout the world energy sector. In addition, Fusion Energy is becoming a reality! Hilton has received several requests to quote projects requiring massive machines to produce extreme energy storage banks for use in Fusion power generation.

Another significant development affecting Hilton's growth has been the war in Ukraine. America has rapidly depleted its stockpile of smart munitions, and the USA is also supplying war material to our NATO allies. Several of our customers have received record orders and cannot meet their production quotas. Hilton can help with our fully automated line of capacitor winding machines.

Hilton continued to show its flexibility to change and adapt. This year we were tasked with the design and build of a genuinely unique micro-battery winder for a customer in Nova Scotia, Canada. The customer needed a micro battery that could be used to power miniature GPS trackers tagged to salmon in an effort to track their migration by the Canadian government. This was a challenging project for Hilton as most of our machines are twelve feet long by six feet wide. The traditional Hilton capacitor winding machine produces elements that are 7-24 inches wide. The micro winder machine is 3 feet long by 2 feet wide and produces lithium-ion battery cells no larger than the tip of a pencil! Led by Armin Ebrahimpour, the Hilton engineering team came through with a novel machine design and a challenging build process. The machine is now on-site at the customer and ready for production.

Hilton continues with its record pace of increasing



tab orders. As more Hilton machines are placed into production, the demand for our rolled tabs increases.

In addition to the micro battery winder, Hilton recently shipped a Vantage 150 machine to a customer in California. This customer previously used rudimentary manual capacitor winding machines to produce capacitor elements for defense contractors. Replacing the manual machines with the fully automated Hilton machine has doubled daily production volumes while improving first-time quality by 40 percent! We expect this customer to order a second Hilton machine very soon to meet the growing demand for munitions depleted by the Ukraine war. Hilton is also in the process of final validation of a fully CE Certified automated Vantage 150 machine for a customer in Slovenia. This machine will be used for smart meters in the European power grid.



Armin Ebrahimpour - designer of the mico winder





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# PRIDE

## QUALITY SYSTEM

By Trevor Hill, Quality Manager • Behlen Mfg. Co.



Trevor Hill

With competition in the markets and an ever-changing economy, manufacturing has been affected worldwide. Because of this, we continue to use tools like Lean concepts to work toward World Class Manufacturing. At Behlen, we have

created an environment that inspires trust, respect, teamwork, quality, and PRIDE (Partners Responsible In Demonstrating Excellence). The Behlen Quality Management System has given us a firm foundation with streamlined product inspection processes.

We have built-in quality at each step of the process to achieve our goals of being complete, on time and done right the first time. By focusing on scrap reduction, rework, and chargebacks, we reduce costs and increase our ability to provide an environment to ensure customer satisfaction. Our Quality System has been developed over the last 25 years through innovation, creativity, and involvement from the entire Behlen team. This allows us to meet our customers' needs by utilizing Partners in Progress talents and having cross-functional teams that quickly adapt to different departments as needed. Sustaining these initiatives ensures that you, our customers, receive the products and services expected from Behlen to make us all more successful.

Behlen, where PRIDE and continuous improvement make customers and employees better off!

## BEHLEN BUILDING OF THE YEAR

By Theresa Grape, Mktg. Coordinator • Behlen Building Systems

The Building of the Year contest for 2021 once again included some interesting and diversified buildings. While the selection process was challenging, the judges gave high distinction to two top buildings. As a result, two buildings received Building of the Year, including **Zephyr Towers** built by **Caspers Construction**, both of Beatrice, NE, as well as **Rod Sorensen Building** built by **Steel Vision Construction, Inc.**, both of Rigby, ID.



### OVERALL CO-WINNER

Zephyr Towers in Beatrice, NE  
Builder: Caspers Construction in Beatrice, NE



### OVERALL CO-WINNER

Rod Sorensen Building in Rigby, ID  
Builder: Steel Vision Construction, Inc. in Rigby, ID