Company Backgrounder

Harco Metal Products, established in 1990 by Jim and Jay Hall, is the industry leader in tube fabrication, cost effective manufacturing solutions, systems integration and seamless manufacturing opportunities. Offering a vast array of custom metal fabrication and tube bending services, along with complete welding, stamping, assembly, and design services, Harco provides customers with everything needed to complete a project, under one roof.

Harco tackles projects of any scope for several major industries, taking on even the most challenging designs with proficiency and ease. Harco's dedication to quality and excellence is exemplified within many programs, including our firstrate quality control program and our statistical process controls.

The executives and support staff at Harco bring exceptional combined experience to the business, allowing Harco to excel in all areas of project design, development, management, and completion. Sales and design engineers are on-hand to assist in designing parts that reduce cost and improve end-product quality. Each staff member at Harco embodies the company's goals of creating the lowest cost for customers while maintaining quality, value, and safety.

With over 35,000 sq. ft. of manufacturing space in both Arizona and Alabama, and staff working around the clock, Harco has quickly become a giant in the metal fabricating industry. Additionally, Harco is a member of the Tube and Pipe Association International, and the Fabrications and Manufacturing Association.

Executive Biographies

Jay Hall, President and Founder

Hall brings exceptional proficiency to Harco by achieving low operational costs, maximizing equipment utilization, selecting choice vendors, reaching and maintaining industry benchmarks, and effectively managing and optimizing his business.

Hall, born and raised in the Detroit area, grew up in the manufacturing industry alongside his electrical contractor father and grandfather. His manufacturing career began in the cabinetry and millwork industry almost 30 years ago, where he owned a business specializing in cabinetry design, manufacturing, and distribution. In the late 1980's, Hall began looking for other business opportunities, and eventually purchased a business that cut, bent, and threaded conduit for electrical contractors. Hall purchased the business with his father, Jim Hall, and quickly learned advanced tube fabricating skills that generated increased revenues and enabled the purchase of sophisticated equipment to serve a wider customer base.

With outstanding management, production, and operations know-how, Hall has turned a small, family-run company into a powerful leader within the metal fabrication industry over the last 20 years.

Gary Homan, VP of Operations - Arizona

With over 30 years in the business sector, Homan brings concrete industry experience and deep operations and manufacturing knowledge to Harco, along with the skills to represent Harco's values of safety, quality, cost reduction, and employee development.

Previously, Homan worked as Operations Manager for Diablo Thin Films, where he increased profitability by 7%, established on-time deliveries, and reduced cycle times. Prior to his success at Diablo, Homan served as Division General Manager for HEI Corp. where, during his tenure, annual sales increased from $2.0M to 23.0M. As Division General Manager, Homan experienced zero OSHA reportable injuries, factory and product yields greater than 95%, factory OTD of 97.5%, and a reduced cycle time of under 3weeks for recurring volume orders.

Other past accomplishments include increasing profitability by 30% at MIC Technology, annual revenues of over $15M during his first year at ITT Cannon, over 97% sustained employee non-reportable injury reduction at Behavioral Science Technology, and capacity fulfillment of over 95% in his first six months at Intel Corporation.
Homan's superior management and operations skills, along with his high-level proficiency in customer and supplier nurturing, contribute to Harco's position as a global leader in the tube bending and forming industry.

Jeff Kramer, VP of Operations - Alabama
Kramer, an ex-US Air Force sergeant brings to Harco in-depth machining and equipment operation skills, along with extensive direct sales and customer service success. Kramer specializes in producing and managing effective quality practices, maintaining low cost and pricing, and developing successful employee and customer relationships.

Kramer began his career in the metal fabrication industry almost 20 years ago as a tube fabricator for Skitec Corporation. After quickly solving major design issues for Skitec's largest customer, along with redeveloping the work-instruction process for a complicated piece of equipment, Kramer was promoted to General Manager. During his tenure at Skitec, Kramer increased annual sales from 800,000 to over 5million, developed a purchase and production database that significantly increased time deliveries and shop efficiencies, and worked directly with such companies as Terex Cranes, John Deere, and Caterpillar.

The extensive managerial skills Kramer brings to Harco, along with his real world, hands-on experience in metal production and design, ensure that the Alabama facility is run with an emphasis on quality, low cost, and customer satisfaction.

Frequently Asked Questions

What solutions does Harco offer?
Harco assists customers with product development, designing and fabrication of metal tubular parts while reducing manufacturing costs and providing a full line of solutions within a variety of tube bending and forming styles. Service offerings include:
• Tube forming: Expanding, reducing, beading, flaring
• Tube bending: CNC mandrel, free form, dual headed
• Machining: CNC milling, CNC lathe
• Welding: Mig, tig, robotic, induction brazing

Who does Harco provide services to?
We provide a variety of custom-designed, industrial, commercial, and consumer product manufacturing services across all industry sectors, including:
• Military and defense
• Medical and fitness
• Aerospace
• Alternative and renewable energy
• Heavy equipment, construction, and waste management
• Leisure goods (sporting, lawn and garden, furniture)
• Automotive, truck and bus
• Offroad, recreation and marine vehicles

How is Harco different than the competition?
Simply put, Harco delivers when the competition can't. We present service solutions for every type of project, from simple, one-time piece work, to complicated, freeform bends. Harco has the work-cell flexibility to integrate systems for high-production and low-production projects, while offering the assembly services of welding, laser cutting, and CNC machining.

We quickly tackle even the most difficult and unique part geometries. Our most recent success came from a multi dimensional, freeform bend-project, paired with optical measuring. Other companies attempted this execution for over a year, yet Harco successfully completed the project within one month.

With the diverse capabilities of Harco's top-level team, we provide superior project management and systems integration, coupled with expert design and development support. Our business model allows for identification and utilization of the best globally available technology, and we call on a carefully screened, hand-selected network of vendors for additional services and support.

What type of technology does Harco utilize?
Harco has available the most significant new forms of technology in the industry, for every type of forming, bending, welding, and machining need. Our machine list is extensive, and includes:
• CNC tube bending including rotary arm, free-form multi-dimensional, roll bending, ram bending and dual headed bending
• Quality inspection tools including Aicon Tube Inspect HD (for optical, 3D measurement of small tubes and wires) and Romer CMMs
• CNC machining centers
• Flexible pneumatic drill work cell systems
• Welding cells incorporating robotic, induction brazing, MIG, TIG and Plasma

How long has Harco been in business?
Harco was established in 1990 (please see company backgrounder for additional information).

What is Harco's mission?
It is our mission to be the leading supplier of fabricated tubular design, components, and assemblies, including project management and systems integration. We are separated from our competitors by a superior approach to quality, cost, and delivery, and an ethical posture towards employees and suppliers.