

# Hetsco President Willard talks progress, 2016 goals

*Hetsco Inc.: A leader in brazed aluminum heat exchanger repair since 1982*

Hetsco Inc. has been successfully continuing to meet its customers' needs quickly, efficiently and in a safe manner since 1982. The company has completed emergency-brazed aluminum heat exchanger repair projects in 44 states and 35 countries. BIC Magazine recently visited with Hetsco's president and COO, Sam Willard, to learn more about the company's recent progress and what the future has in store for Hetsco.

**Q: What is the biggest news at Hetsco right now?**

**A:** The biggest news at Hetsco is the relocation to our new facility from Greenwood, Indiana, to Franklin, Indiana. This includes our operation and finance group and shop fabrication facilities. We have consolidated from four separate locations into one while adding fabrication space and two additional 30-ton overhead cranes. This will allow Hetsco to continue to meet our customers' expectations and provide reduced costs for them with added efficiencies

and lower expenses for their in-process inspections.

Hetsco has acquired ASME "S" and "U" certifications for our Houston location to add flexibility for customers based on geographic area and/or expediting projects. Speaking of Houston, Hetsco has added three key personnel — Richard Pinnock, Robert Hall and Robert Littlejohn — to support our heater and reformer projects.

After a long, successful career, our Business Development Director Joe Miller has retired, and this important position has been filled by Richard Deal. Deal comes to Hetsco with an established résumé working in the industrial and gas processing industry.

**Q: What will be Hetsco's objectives for 2016?**

**A:** Continued focus on meeting our customers' expectations and being a problem solver when needed. Hetsco prides itself on the many long-term business relationships we have with our cus-

tomers. Many of these have been on our customer list since 1983. Names have changed for many of our customers, but their needs have not.

Hetsco's objectives for 2016 also include operating with a zero recordable incidence rate and improving efficiencies within our fabrication and construction businesses while also expanding each of our business lines. This includes a focus on overseas repair opportunities and expanding our safety services, heater/reformer work, and fabrication and construction service lines. Hetsco has positioned itself to sustain our continued growth while not losing focus of our customers' needs for reliability, safety, efficiency and accountability.

**Q: What kinds of projects has Hetsco been working?**

**A:** Hetsco just completed a combined project with Williams Industrial, a sister company within the services division of Global Power, which included installing an oil and gas midstream ter-

terminal in Colorado, fabricating three cold boxes shipping from our Indiana facility and relocating a carbon dioxide facility in California. This was done all while supporting emergency repair work both in the continental U.S. and internationally. Additionally, Hetsco recently assisted with two very large plant "re-life" projects in the Midwest and eastern U.S.

**For more information, visit [www.hetsco.com](http://www.hetsco.com) or call (317) 535-4315.**



Sam Willard, president and COO of Hetsco Inc.



A cold box fabrication project leaves Hetsco's facility.



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