

# HENSLEY FABRICATING & EQUIPMENT CO., INC.



YEARS



*Established 1962*







## Bucket Elevators & Feed Mills

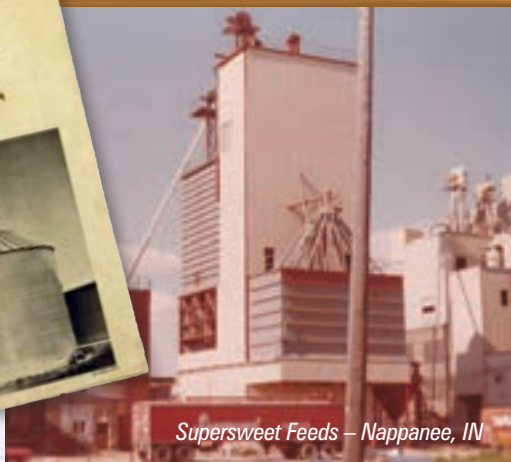
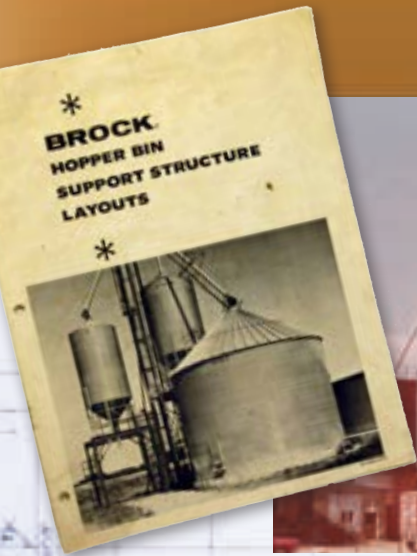
Hensley Fabricating & Equipment Co. opened their doors for business in spring of 1962. They started out with humble beginnings with their two founders, Paul and Joyce Hensley, still currently of Tippecanoe and still involved in day-to-day operations. Paul had been working with a millwright company out of Burkett, IN up until 1961 when the company had to close their doors in bankruptcy. He then found employment at I & M Manufacturing of Bourbon, where he worked for a couple months, when he got hurt on the job airing up an old, split-rim semi tire. After surgery and a couple days in the hospital, Paul decided to go into business for himself doing the one thing he knew best; millwright work. Paul and Joyce went to the local bank and borrowed their first business loan; \$700 to purchase a used Chevy Pickup, which was used as their first service truck, and they worked for the first two years out of Paul's father-in-laws barn, formerly Ed Halls Blacksmith Shop.



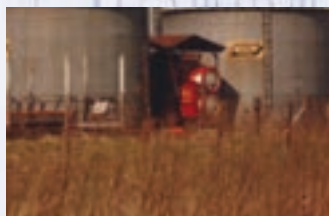
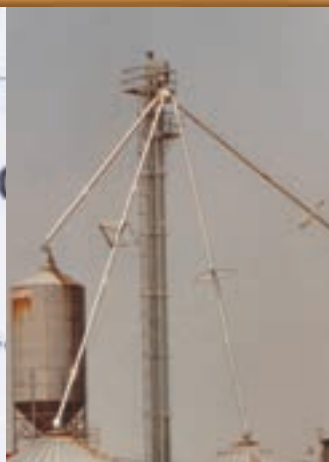
Indiana Farm Bureau Co-op - Milford, IN 1967







*Supersweet Feeds – Nappanee, IN*



*Ground-breaking ceremony – Custer Grain Co. – Garret, IN*

## The Growth of a Brand

Hensley became a household name in northern Indiana and the surrounding states, building bucket elevator legs and industrial grain systems for some of the largest grain elevators, feed mills and livestock producers in the region. In the 1970's, Hensley employed up to fifty people with 10 to 12 service crews on the road full-time, with the new Hensley equipment being delivered to the job site by the first semi-tractor the company purchased – Paul's pride and joy – a 1967 Diamond T.



*Frick Services – Wyatt, IN*



ESTABLISHED 1962





*Creighton Brothers – Warsaw, IN*



*Herbruck's Poultry Ranch – Saranac, MI*



*University of Wisconsin*



*Steel Feed Body – 1988*

## 1988 – The Year of Change

After 26 years in the business and many expansions later, Paul and his son Gregg decided to purchase the manufacturing rights and blueprints from I&M Manufacturing and started building bulk feed bodies and bulk ANFO bodies in fall of 1988. In 1990 they produced their first all aluminum feed body, and in 1991, the first all aluminum trailer rolled out the door. Within the first couple years, Hensley focused on the long, multi-axle

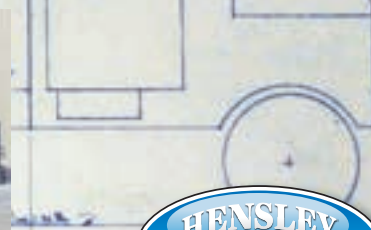
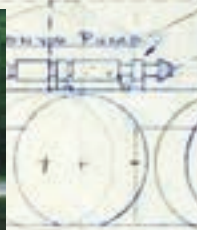
“Michigan Style” trailers; trailers that had anywhere from 4 to 8 axles and the capability of hauling 40-50 tons. The first units were designed with chalk and cardboard mock-ups on the floor, but now, state-of-the-art Auto-CAD and AutoDesk Inventor 3D engineering programs are used to design the trailers. A large portion of Hensley’s new designs are developed using customer input. At Hensley, focus and attention is paid to every small detail, even down to what others deem insignificant.



*First ANFO Body – 1988*



*West Michigan Mills (formerly Bill-Mar Foods)*





## Feed Bodies & Trailers

In 2007, Hensley changed the industry forever with the introduction of the very first Super Auger Trailer. The advent of the 12-15-12 Auger system took the industry to places never before thought to exist. The Hensley Super Auger System, the standard by which all of the other manufacturers are compared, was the first of its kind and has allowed some large livestock producers to double their loads per day, which results in hundreds of thousands of dollars of savings per year for these operations. Hensley's customer base now includes some of the largest chicken, egg, turkey and hog producers in the United States, Canada and around the globe.



*Pneumatic Reclaim Unit –  
Premium Standard Farms – Princeton, MO*



*Fort Recovery Equity Exchange  
– Fort Recovery, OH*



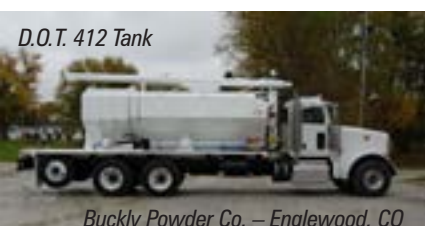
*Herbruck's Poultry Ranch 2011*



*Martin's Elevator Inc. – Hagerstown, MD*



*Hobet Mining LLC – Madison, WV*



*D.O.T. 412 Tank*

*Buckly Powder Co. – Englewood, CO*



## ANFO/Emulsion Bodies & Trailers

Another major product line for Hensley that is gaining marketshare are ANFO/Emulsion bodies & trailers. These types of bodies and trailers haul ammonium nitrate, emulsion and diesel fuel oil, and blend these together before being pumped into blast holes for rock removal. Some of the largest coal, limestone and copper mines in the United States and Mexico are running Hensley ANFO equipment, and in 2011, Hensley received approval and certification to build DOT 412 Tanks, which allows the transport of hazardous materials on Federal, State and local highways. Prior to receiving this status, the ANFO bodies were built for off-Road, mine use only.



Morgan County Feeds  
– Martinsville, IN



Naturally Recycled Proteins  
– Pender, NE



Belstra Milling Co.  
– Demotte, IN



Sietsema Farms – Allendale, MI



Hoover Feeds – Gordonville, PA



## Continuing the Legacy

Twenty-five years after Hensley began building transport equipment for the feed, grain, blasting and wood pellet industries, Hensley's customer base has grown from a small region in the Midwestern United States, to all across the continental United States, Canada, Mexico, Central and South America, Australia and around the world. Hensley has grown from a small, obscure manufacturer to one of the largest in the industry with sales and product offerings increasing every year.

50th Anniversary Trailer – Super Auger XL







*Paul and Joyce Hensley – Founders and CEO*

In the words of Paul Hensley, our Founder and CEO, "We (He and Joyce) can hardly believe that the company has grown this much. I never went into business to become wealthy or to put anyone else out of business. I just needed a job. I believe that the Lord has given us the ability to do the things that we have done. I didn't just come up with the knowledge to do this on my own. It's God that gave us the talents that we have and the Glory goes to Him." The company that once started with two employees and a small shop now employs close to 50 with over 50,000 sq. ft. of manufacturing space.

Hensley Fabricating & Equipment Co. works hard to stay on the cutting edge of its industries. Not only does that make our company successful, it ensures a great workplace and job security for our employees and their families – and for the community as a whole.

### ***Hensley Fabricating & Equipment Co., Inc.***

***We didn't invent the Feed Trailer ... We just made it better.***



### **Hensley Fabricating & Equipment Co., Inc.**

17624 State Route 331 North • Tippecanoe, Indiana 46570  
Toll Free: 877-498-6514 Phone: 574-498-6514 Fax: 574-498-6525  
[www.hensleyfab.com](http://www.hensleyfab.com)