

MONEY

The Herald Bulletin

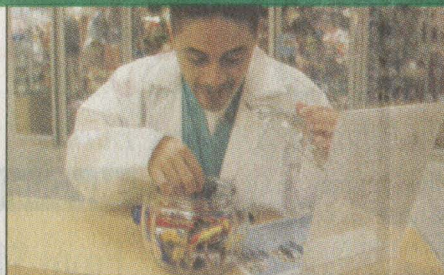
Section D

Page designer: Allison Vondrell

Got errands? Go to work

Companies add concierge services to retain staff

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Motley Fool

In Elizabethan days, Fools were the only people who could get away with telling the truth to the King or Queen. The Motley Fool tells the truth about investing, and hopes you'll laugh all the way to the bank.

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Coming Next Week

- Cemeteries and hidden costs
- How business incentives and abatements affect property taxes

Hy-Tech Machining to expand

By JESSICA KERMAN
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Building machines was a natural talent for Stan Lay, owner of Hy-Tech Machining.

At a younger age, Lay would take apart lawn mowers, but now, he's working with much more complicated machines.

As the name indicates, Hy-Tech Machining produces advanced technology machines. The Anderson-based company is the only manufacturer of calibration templates for specific nuclear medicine equipment.

Currently, the company creates between \$1 million and \$2 million in sales annually. However, plans to expand might change that.

"That will go up to \$15 million to \$20 million when we move," Lay said.

Hy-Tech Machining is located

in the newest part of the Nicholson File building at the corner of East Lynn and 34th streets. By the middle of next summer, the company will occupy a new 100,000-square-foot building across the street from the blighted structure.

"We now employ 10 people," Lay said. "We will employ 30 to 40 after we move."

These jobs are not minimum wage jobs, Lay's wife, Teresa, said. Most of the skilled labor force at Hy-Tech make between \$20 and \$30 an hour.

"We don't pay anyone less than \$12 an hour," she said.

In 1992, Stan Lay and son Eric started Hy-Tech Machining. Stan Lay bought out his son's portion of the business in 1998. During the past four

years, business has grown dramatically.

"It really took off in the last four years," Teresa Lay said. "It really exploded."

"We're totally covered up with work right now," Stan Lay added.

Some potential clients have turned away from the company because of the location of the business, he said.

The company recently bought two boring mills, one of which is the largest in the state, he said.

"It took seven semis to deliver it," Stan Lay said.

Currently, the large milling machine is in storage, but once it is set up, the Lays expect even more business. They will also pursue some government contracts.

Along with creating calibration templates, Hy-



Submitted rendering

Hy-Tech Machining is located in the newest part of the Nicholson File building at the corner of East Lynn and 34th streets.

Tech Machining also rebuilds and retrofits machinery electrically and mechanically. Recently, the Lays made an offer to fix

equipment for Nestlé.

Also, Stan Lay has worked on some inventing. He's currently finishing prototypes for

a patent on a grinding machine.

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