

SUCCESS STORY: MCKINEY MANUFACTURING & SALES

New Equipment Purchase Gives Competitive Edge



Utilizing its state-of-the-art equipment, McKinney Manufacturing & Sales in Mitchell, Neb., provides customers with cost-effective, quality tube bending and fabrication services.

Founded as Bare Manufacturing, Roger McKinney purchased the business in 2015 with the help of general counseling and financial projections he obtained from the Nebraska Business Development Center (NBDC) office in Scottsbluff.

In 2018, McKinney again turned to NBDC to obtain similar services when he purchased his new Computer Numerical Control (CNC) tool bender. CNC allows for precise control of positioning, velocity, coordination, feed rates and other aspects of the manufacturing process for a particular part or object.

This new equipment enables McKinney Manufacturing to produce 3-1/2 inch and 4 inch exhaust pipe, which meets recent Environmental Protection Agency standards, as well as the former standard, 3-inch pipe.

Currently, the majority of McKinney's competitors are able to only produce 3-inch pipe.

The company manufactures with a variety of metals, including cold rolled steel and stainless steel, aluminum, and nonmetallic materials for specialized applications.

McKinney says Larry Bare started the company in 1972 in a small shop in Mitchell. "His primary business was servicing hydraulic hose manufacturing industry," McKinney says. "Larry was an amazing machinist."

Hydraulic hose is utilized throughout the oil producing industry. When that industry slumped in 2015, with the price of a barrel of crude plummeting from about more than \$100 to about \$30, McKinney's business slumped along with it.

He says 2017 was the beginning of a recovery, and that he has since grown the business to employ five full-time people and one part-timer.

"It's been a blessing that we were able to purchase that new equipment to give us an edge on the competition," he says.

Growing his business has also enabled McKinney to join the Scottsbluff High School internship program and bring a student into the shop to learn firsthand about the tool and die industry.

He says NBDC consultant Margaret Akin "has been wonderful to work with. I can't say enough about how helpful she is when it comes to filling out grant and loan paperwork."

REPORT DATE

› March 2019

INDUSTRY

› NAICS 332710 Machine Shops

CONSULTING

› Loan assistance

RESULTS

› Business purchase
› New equipment purchase

CONSULTANT: MARGARET AKIN | SCOTTS BLUFF COUNTY | STATE SENATE DISTRICT 48 | CONGRESSIONAL DISTRICT 3