

R. HOE & CO., INC.

By JOSEPH L. AUER, President

R. Hoe & Co., Inc., is the largest machinery manufacturer in the Bronx.

It is the world's largest manufacturer of printing equipment.

It employs 1600 in its Bronx plant and 400 more at Dunellen, N. J.

It is 142 years old.

Although R. Hoe & Co., Inc., did not become a member of the Bronx family of manufacturers until 1929, its main plants have always been within New York City.

The Company was founded by Robert Hoe in 1805 with a small shop in downtown Manhattan at 10 Cedar Street. In this early day its primary work was in carpentry, and later, machinery. Mr. Hoe's reputation for skilled craftsmanship soon became well-known to manufacturers and his shop prospered. Its growth was consistent and additions to plant and personnel followed.

The Company's development from its early history to its present leadership as a manufacturer of printing presses for the graphic arts and saws for the lumber industry is easily understood. Skill in design and manufacture of machinery soon led to orders for printing equipment of all types which inclined Hoe to specialize in that field. At the same time, necessity for quality saws for its own use caused Hoe to undertake saw production. Demands from others for these high quality saws, resulted in the eventual establishment of what is the present day Saw Division.

Hoe's contribution to the printing equipment industry have been numerous and consistent. One of the first was the construction of a printing machine in 1822 known as the Washington Hand Press which was in many respects superior to any hand press prior to that time. The frame was of cast iron, and in place of the usual screw with levers, a toggle joint was substituted. This machine was a great improvement over what had been previously available. As time passed refinements and improvements were made to it.

In 1830, the Company introduced the first flat bed press ever used in the United States. It received wide and immediate acceptance. In general, this type of press can still be found in many of America's printing plants.

The grandfather of the modern rotary web press was developed by Hoe in 1846. This press was called the "Hoe Type Revolving Machine" and was based



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on an apparatus for securely fastening forms on a central cylinder placed in a horizontal position. Around this cylinder from four to ten impression cylinders were grouped. Paper was fed by hand, and the machine's production speed approximated 8,000 papers per hour, printed on one side.

The Type Revolving Machine was followed a few years later by two developments which opened the door for today's printing methods. The first, in 1861, saw Hoe's introduction of equipment to produce successfully curved stereotype plates. It was the first to be employed in America and was used by the New York Tribune. The Type Revolving Machine was adapted for the use of curved plates enabling publishers to duplicate the forms and run several presses simultaneously thus increasing production. The second was in 1871 when the Company designed the first roll-fed, continuous printing, rotary press with gathering and delivering cylinders. There was almost no limit to its capacity for printing except the ability of the paper to withstand the strain of passing through the press, which produced, when put to its speed, 18,000 perfect papers per hour, delivered accurately on one feed-board.

New designs and improvements on all

types of printing equipment have been carried through to the present day. The currently featured newspaper, magazine, rotogravure, and offset presses continue the Hoe tradition of presenting "the finest equipment first."

The Saw Division has made its contribution to the industry it serves. Introduction of the chisel tooth saw to the lumber industry was a Hoe achievement. The lumber trade has widely acclaimed and accepted this type of saw.

War Years

The recent war found Hoe prepared for conversion of all of its plant facilities to ordnance material for the Army. As early as 1939, the U. S. Army had awarded the Company "educational contracts" in order to familiarize executives, engineers, and production men with the machinery Hoe was eventually called on to produce. When war was declared, Hoe swung into war production with a minimum of effort and loss of time. From 1939 to 1945 Hoe manufactured .90 millimeter automatic recoil mechanisms, .115 millimeter howitzer recoil mechanisms, and 2500 profiler machine tools for Pratt, Whitney Co. For this output and excellence in production, R. Hoe & Co., Inc., was awarded five Army-Navy "E" citations. In addition, specific executives and employees were given commendatory letters.

Post War

The end of the war found Hoe prepared for a rapid reconversion to normal production. Schedules arranged well in advance of V-J Day were placed in effect and within a few weeks Hoe plants were cleared of war work and peace-time operations begun.

Research and planning sections were likewise ready for the resumption of production. Tested, new and improved designs for the entire press line, complete with facilities to meet the ever increasing demand for color, were ready to go into immediate assembly.

Press Division

Hoe's new large web presses embrace newspaper letterpresses, rotary magazine letterpresses, newspaper comic and supplement presses, and rotogravure presses, all of which are now in production. These new design presses are currently printing such impressive papers and mag-

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View of Bronx plant of R. Hoe & Co., Inc.

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azines as: The Christian Science Monitor, The Milwaukee Journal, Florida Times-Union, Los Angeles Times, The Philadelphia Inquirer, Time, Life, Fortune, Business Week, The American Weekly, Seventeen, and the New York Times Magazine—to name a few.

A similar program is under way in Hoe's existing sheet and web fed paper offset presses, while in our metal decorating offset line, new and improved models in several sizes to reach new and wider markets are being introduced.

In offset presses, the demand has been particularly impressive. Although relatively little known outside the industry itself, this is one of the fastest growing fields in the graphic arts. Today, more metal products than ever before are being lithographed or decorated on this type of equipment. Hoe's supremacy in this field is indicated by the fact that virtually every important metal decorating plant in the United States uses Hoe metal decorating presses.

A complete line of plate making machinery gives further emphasis to Hoe's contributions to the graphic arts industry.

Saw Division

A new record of production and shipment of saws, bits, and shanks was achieved during 1947. Not only were Saw Division sales the largest in the Company's history but 33 1/3% above the preceding year.

With full realization that increasing production by adding manpower and productive hours is not the complete answer to a production problem of greatly increased manufacturing costs, a special effort has been made to improve manufacturing methods. New equipment has been added and a number of changes made in procedure and technique. Further improvements along these lines are contemplated.

Indications are that lumber production will remain at a high level during 1948, and consequently Hoe's saw sales should maintain their present high volume.

Foundry Division

The Hoe Foundry Division, located at Dunellen, N. J., is equipped to produce castings weighing from one to 20,000 pounds in grey iron, semi-steel and alloys.

About 70% of the foundry capacity is required at present to produce the castings for the Company's Press Division. The balance is sold to a select group of well-known manufacturers of Diesel engines, machine tools, compressors, and pumps.

During the War the Foundry Division built a national reputation and shipped its castings to all parts of the country. Its greatest problem today is the shortage of metals, particularly pig iron. The Company must reserve pig iron to insure the continued production of castings for the Press Division, making it necessary to reject orders for castings from outside customers.

Plants

Hoe owns and operates two plants—one in Dunellen, N. J., and the other, which contains main offices, erection facilities, and the Saw Division, in the Bronx.

The Dunellen plant comprises approximately 150,000 square feet and is served by the Jersey Central Railroad. It in-

cludes our iron foundry, pattern shop, and heavy machine shops.

The Bronx plant is East 138th Street and the East River. It is served by the New York, New Haven and Hartford Railroad. In addition, dock facilities on the East River are available. This plant occupies three city blocks.

During the fiscal year 1947, the Company made capital expenditures of more than \$300,000 for new equipment and plant improvements to further increase efficiency and modernize operations. This brings capital expenditures for such purposes since October, 1945, to more than \$1,000,000.

As a result of these outlays, Hoe has a highly efficient plant, increased in floor space by 130,000 square feet, with completely modern equipment and is prepared to manufacture almost anything which the up-to-date machine shop can produce.

Hoe Personnel

Hoe's employees today number 2,000 of whom 1600 are in the Bronx plant and 400 at Dunellen. Of those employed in the Bronx, a considerable number live in the Borough.

It takes many years to develop the proficiency required to meet Hoe's manufacturing standards of precision and dependability. Hoe, therefore, is proud that its skilled mechanics average 10 years with the Company, and their remuneration rates among the highest in the printing machinery industry. Of the employees, five are members of our distinguished "50-Year Club," twenty-four have between forty and fifty years of service, seventy-nine have from twenty-five to forty years of service, and two hundred and fifty-six have been with Hoe for ten to twenty-five years.

A training school—widely recognized in the industry—is maintained for apprentices and is endorsed by shop unions as well as New York State Educational Authorities.

No additions to the foundry buildings have been found necessary, but its equipment has been constantly modernized through the installation of a new 54"



H. M. Tillinghast
Chairman of the Board

cupola, two 5-ton cranes, three 3-ton jib cranes, a new sand mixer, a new shot blast machine, rollover machines, a sand cutter, a screenerator, and to insure continued power, a new motor generator set. Our well-equipped and fluorescent lighted pattern shop is located adjacent to the foundry, making possible the most efficient integration of molding, core making, and pattern making operations.

The Company maintains a group insurance program. This plan includes sick, accident, and life benefits. Employees receive an income during periods of illness and accidents for periods up to thirteen weeks. Occupational accidents, of course, are covered by statutory compensation. Employee group life insurance benefits range from \$750 to \$4,500. Insurance charges are proportioned to salary and wages earned, with both the Company and the employee contributing to the cost of the group insurance.

Future Outlook

Even with shipments of \$20,000,000 during the last two years, R. Hoe & Co., Inc., has \$30,000,000 in unfilled orders on its books. Customer acceptance of the new press line has been gratifying and interest in our products continues active. We therefore look to the future with confidence.

There are, however, a number of factors beyond our control such as Government allocation of critical materials which could substantially affect our operations and income. To date, no seriously adverse influences have developed and the Company is maintaining its operations in accordance with the capacity program laid out for the year 1948.

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