

# WHECO, Putting the Repair Option Back on the Table

- Interview with Ron Williams Founder and CEO of WHECO Corp.

...by Pat Sharkey



Ron Williams

Several times a month, Ron Williams travels to equipment yards and job sites around the globe to assess damage and restoration prospects for accident-damaged cranes and other heavy construction machinery. Bent steel, crushed sheet metal, and damaged components and hydraulic systems do not daunt Williams, whose company WHECO Corp. specializes in engineered structural repairs for wrecked or damaged equipment. While "we can repair it" is often the prognosis, Williams is very thorough in his analysis of the work that needs to be done to bring the machine to a pre-

accident or like-new condition and to assure the most economically feasible route is being taken. "In the process of inspecting the equipment, we evaluate the cost of repairing versus replacing each damaged component. The decision to repair or replace any component is first, that we never compromise the integrity or safety of the product. And second that we consider the most economical way to get the job done." WHECO is a preferred vendor for several insurance companies, providing a value-added approach for insurance companies looking for ways to manage and mitigate post-accident losses.



**"We Can Repair It!"**

At the company's facilities in Pasco, Seattle and Los Angeles, WHECO's skilled technicians straighten, rebuild and refurbish each damaged element of the machine. WHECO's Pasco, WA facility includes a specialized welding and fabrication shop, hydraulic service center, machine shop and paint booth. WHECO also has two mobile shop facilities which can be transported to remote locations around the globe. The mobile facilities include a portable line boring, lathe, milling machine, welder, air compressor, generator, tools and office storage and temporary canopy structures.

Each facility has a different focus, with the Seattle shop handling mostly structural work and the Los Angeles facility handling about 60 percent structural and 40 percent mechanical work. The 90,000 square-foot Pasco headquarters facility is the company's major rebuild center. Pasco is also the headquarters for the company's dam component restoration business and its fleet services business.

Since he incorporated the company in 1979, Williams has worked diligently to assemble a team of managers and technicians who offer a caliber of warranted services that are second to none. A high energy and thoughtful person, Williams personally oversees the engineering and repair of every major project that comes through WHECO's doors.

"Our goal is to put the repair option back on the table," he said. "We specialize in working on highly engineered pieces of equipment and repairing them requires very specialized skills." Williams is proud of the work

WHECO does, and he is committed to assuring that the work his company turns out is guaranteed and warranted. With every machine they repair or restore, WHECO technicians meticulously document each step in the process, testing along the way, to assure that each machine can be warranted like it was when it came off the assembly line.

In the event that there are long lead times for parts or obsolete components are required, WHECO's engineers use sophisticated "reverse engineering" solutions. With total fabrication and machining capabilities, WHECO can fabricate and machine individual pieces or entire components. "It is very surprising to see some of our before and after photos," said Williams. While a machine may look new, Williams assures that it will run like new as well. WHECO's work is guaranteed to meet or exceed OSHA, AWS and ANSI requirements. To further insure quality, WHECO contracts with licensed third-party companies to inspect and analyze its work.

"The bottom line is that repairs completed by WHECO carry a warranty that - in many cases - surpasses the original manufacturer's specifications."

Williams is extremely proud of the team of employees who comprise the "WHECO family" and he credits the success of the company to their professionalism and expertise.

"At WHECO, we manage by consensus. We are a team operation in every sense," he said.

## Guaranteed and Warranted

