



*"Hose isn't sexy," jokes Terry Weiner, "but it's interesting!" As current president of Abbott Rubber Company, Inc., he knows hose. Along with younger brother, Dennis Weiner, Abbott's Vice President, Terry has built Abbott Rubber Company, Inc. (ARC) into a globally leading provider of industrial hose and rubber products for original equipment manufacturers, distributors and select end-user customers. Supplying a wide range of industries from food & beverage to agriculture to basic lawn care, Abbott Rubber has made a name for itself as a unique and multifunctional corporation. They do it from 3 locations in Elk Grove. With a centralized Midwest position, Abbott is able to easily supply companies all around the world.*

The ARC story is that of a phoenix rising from the ashes. In 1951, Weiner's father, Arthur, started Abbott as a Chicagoland industrial hose distributor. The name Abbott was chosen so that it would appear first in the phone book. After the patriarch's untimely death at 53 years old in 1970, the young family was forced to buy back the pieces of the company from the estate and rebuild. Arthur could have never imagined the tremendous tenacity and vision used to become what Abbott is today.

"We've found a niche by targeting various markets," says Terry, "and designing programs for those markets and doing our best to present a line of quality products. We've been able to obtain business throughout North America and beyond because we are good at what we

do. We know what the customer wants." Today the company has expanded to the point that 80% of their business lies outside of Illinois. "98% of the business is redistribution and OEM," says Terry.

Dennis says, "Now that we are entering our third generation of family ownership, it's really exciting." Terry's sons Eric (Sales and Marketing) and Marc (Quality), as well as Dennis's son, Kyle (Solution Specialist) all work together with a staff of more than 100 employees to ensure Abbott's stronghold in the industry.

Of course, this massive success has been maintained for a variety of reasons. ARC is not just a rubber hose and assemblies supplier—but rather, industry experts. As Dennis says, "We go all in—we invest in the equipment, the machinery, the technology." The individuals employed with Abbott Rubber commit themselves to strong customer service and an incomparable understanding of the product.

Kyle summarized it best in saying, "it comes down to passion...we're always going to put our best foot forward and we're never going to give you anything short of our best." Terry adds, "We believe we are in a category of one. What we do is extremely unique and unlike any others in our industry."

