

Clyde and Winston O'Neal Talk to Coal Miner Exchange



Clyde and Winston O'Neal

Bill Reid: *We're with Winston and his son Clyde O'Neal, President and Vice-President of O'Neal Machine and Repair Inc. Winston, tell us about the history of the company.*

Winston O'Neal: Well our company has been in business since 1964. We've been repairing mine equipment since then and we probably have got as much experience in longevity as just about anybody in the business. We began in the repair business and machine work. Then we started handling used mining equipment, and we can rebuild mining equipment from the ground up, complete machines, miners, shuttle cars, whatever they use in the mines. We have downsized some, but we are still in the business and we are holding on even through this recession that Obama has helped us with! We are still doing parts and rebuilding cat chains, conveyor chains, ripper chains, and anything else that the coal industry needs. We do have quite a bit in inventory including gearcase parts.

Bill Reid: *You've got a nice shop here. Tell us about the shop.*

Winston O'Neal: Our shop we built in 1976. It's a 22,000 square-foot shop. We have equipment inside, and we do fabrication now, mostly chain, but we rebuild equipment when somebody needs it. Right now we are focusing on miner chains, cat chains, and conveyor chains for different types of miners mostly Joy. We do anything that the industry needs including ripper chains for Joy miners, and chains of all types have been our main stay in the last several years. We are still rebuilding those and also looking for that type of material out in the field.

Bill Reid: *Tell us about your customers. What states do you do business in?*

Winston O'Neal: Mainly, we are focusing on West Virginia, Virginia, Kentucky, Ohio, sometimes Indiana or Pennsylvania, but mostly just local states that are around West Virginia. There is a little

improvement in the coal markets at last both for met coal and steam coal. I believe it has picked up some in the recent months, but we haven't seen very much of the results of the increase in activity yet.

Clyde O'Neal: I should mention we've done a little bit of foreign business as well. We are a small family operation and haven't pursued a lot of that. But we have done some foreign business and hope that increases.

Bill Reid: *One thing about the internet is that we have followers in many countries including: China, India, Australia, South Africa, Russia, Germany, United Kingdom, all looking at the site, so there are opportunities there. Thank you both very much for talking to us.*

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