

Precision Tool & Grinding Inc.



Specializing in custom design and tooling modification, this team of industrial workers is ready to help customers with tooling needs. Precision Tool and Grinding founders are (from left to right) Richard T. Davis, Robbie Hubbard and Christine Hubbard.

Like a lot of small businesses, Precision Tool and Grinding was struggling during the recession. Founded in 1999 by **Robbie and Christine Hubbard and Richard Davis**, the company needed a “shot in the arm” to weather the rough times but was having a difficult time finding help.

Banks weren’t lending, company President Christine Hubbard said, despite a strong record of repayment. It wasn’t until she learned about Small Business Administration (SBA) microloans through the Women’s Business Center did the company get the help it needed.

After getting that loan in July 2010, Hubbard said sales increased 96 percent in 2011. The next year, 2012, was the company’s second-best ever, with a 25.8 percent increase in sales over 2011.

“We found that by diversifying our many talents, it helped us to survive

and flourish,” Hubbard said. “I promised myself we would keep some of the funds to help prevent being in that position again. We have managed to do just that and have added to it.”

The true measure of the company’s comeback was crystalized last year, when the WBC named Precision the South Alabama Successful Small Business of the Year for Mobile and Baldwin counties in 2013. Now, Precision Tool and Grinding is the Mobile Area Chamber of Commerce’s Small Business of the Month.

Hubbard credited a “total effort” from employees and owners for the company’s surging success. “In retrospect, hard work, perseverance and a little luck has enabled us to achieve a level of success which makes us proud,” she said. “I always try to encourage people to follow their heart. You can get there. You just have to want it bad enough.”

A service-oriented firm that provides custom-made tooling and modifications for a variety of industries, Precision Tool and Grinding has focused on service availability, a keen knowledge of tooling applications and attention to the growing local aerospace industry to fend off the competition of large out-of-state catalog houses.

“To maintain our business, we concentrated on providing customer service and special tooling modifications to the ever-growing aerospace community in our local area and across the country,” Hubbard said, adding that the company hopes to expand to become more involved with the local growth of that industry.

“We have the knowledge and feel we could be a better support team for the expanding aerospace industry in our area,” she said. “We will also continue to support other businesses along the Gulf Coast as well.”

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- Have 100 or fewer employees
- In business at least two years
- Apparent solid financial base
- Considered successful by peers
- Sales growth/ profit growth/ expanding number of employees
- Outstanding public service contribution
- Must be a “for profit” company
- Locally-owned franchises are eligible
- Headquartered in Mobile, Baldwin or Washington counties.