

Celebrating

NATIONAL
WOMEN'S SMALL BUSINESS

MONTH



OCTOBER
2021

Hillsborough Economic and Business Development Commission (EBDC) Recognizes National Women's Small Business Month - Spotlight on Lydia Imhauser of Industrial Tube Corporation



October is "**National Women's Small Business Month**" and was created to celebrate the growth and accomplishments of female entrepreneurs and to recognize the vital role they play in our economy. The Economic & Business Development Commission (EBDC) is taking the opportunity to recognize women business owners in Hillsborough. The EBDC has invited all Hillsborough women business owners in the Hillsborough Business Association (HBA) to share a few details of their business by completing a questionnaire. These business owners' responses will be released on the [Hillsborough Business Association Facebook page](#), the Township's website and in the Mayor's e-newsletter. Additionally, October features "Q&A Profiles" of successful female business owners in Hillsborough. Get to know Lydia Imhauser of Industrial Tube Corporation!

Q: Tell us a little about your business model/service and your target client.

A: Industrial Tube Corporation is a 4th generation family held business. We are one of few surviving companies manufacturing non-ferrous tubing and tubular products in the United States. Without our products, many products would not be able to be produced. Our product can be found in everything from: Writing Instruments, Musical Instruments, Tire Gages, Propane Torches, Fishing Tackles, Automotive parts, Rifles, Shift and Throttle Controls for the Marine Industry, Bottle Pourers, Chemical Spray Bottles, Lanterns just to name a few.

Q: What is your business background prior to owning this business?

A: After graduating from High School, I attended Drexel University and studied Mechanical Engineering. Drexel was a good choice because it has a mandatory co-op program. Meaning that before you graduate, you are required to cycle through 3 - 6 month co-op cycles. What a co-op cycle requires the student to do is get a job in his/her field thus giving you on-the-job experience before graduation (resumes have to be written, Job interviews have to be set up and attended, acceptance letters and rejection letters are received and most important the student gets an idea of what the real world is like). My three co-ops were with 1- Industrial Tube Corporation, 2 - GPU Nuclear at the Forked River Generating Station, 3- Sun Air Company - a distributor for fluid handling equipment. After graduation, I secured a job with Sundstrand Fluid Handling Division, as a Design Engineer, in Aurora, Colorado. A main factor to me being awarded this job is that I had knowledge of their product lines for working at Sunair. While working at Sundstrand my father approached me about joining Industrial Tube Corporation. I decided to give it a try. I started and applied my knowledge to automation of office and production procedures, to growing sales as well as to many other aspects of the business. Now 32 years later I am the owner of Industrial Tube Corporation.

Q: When did your current business open, what led you to open this particular business, and why did you choose Hillsborough?

A: We are a 4th Generation Family-owned business. Generations 1 and 2 operated a manufacturing facility in Germany. Generation 3 and 4 operated a manufacturing facility in Hillsborough. We opened in Hillsborough in 1973, my father chose Hillsborough because of its location.

Q: What do you find to be the most challenging aspect of owning your business?

A: Owning a business is a challenge in many ways. I would say that the biggest challenge is: Finding time to take care of myself and maintaining my own mental and physical health, while at the same time growing the business and having time for my family. To be successful in this business, I have to understand and be able to speak to the constantly changing variables. Whether that be - Employees needs, Employee shortage, Metal Pricing, Currency Variations, Transportation issues, Supplier Pricing, Raw Material availability, Financing, Production Scheduling just to name a few. None of these things can be done efficiently if I am not mentally and physically healthy.

Q: Given the challenges of owning a small business, and the hard work involved, what motivates you every day?

A: 1. I am employing and supporting 50 families. 2. I am my own boss - Flexibility - yes, I have to work hard and long, but I am in control of what I do and when I do it. If I need to take an hour to take my children somewhere - I do not have to ask for permission. 3. Helping my customers, solving problems and finding solutions for things that others have given up on. 4. Being able to say that we are one of the few companies doing what we are doing in the United States, and we are doing it successfully.

Q: As a woman business owner, what are you most proud of?

A: Being one of the few surviving and growing companies doing what we do in the United States.

Q: What is the best advice you have been given? What advice would you give to a woman looking to start her own business?

A: Surround yourself with positive people. If you have a dream, let nothing stop you! Set your goals and never give up! In most cases the word can't means won't. Be able to speak to the numbers and listen to your gut. Do not be afraid of making decisions and/or mistakes. You will learn the most from the mistakes that you make. Do all of the above but do not forget to take care of yourself while you are doing these things.

Q: Any final comments or thoughts you'd like to share?

A: You are your biggest limiting factor. When you have a dream - Do not let anything dim it - Keep hoping, keep trying, The sky is the limit! Travel, see the world, and set goals for yourself. In doing so, do not forget to take care of yourself and your family!

Industrial Tube Corporation has been family-owned and operated for four generations. To learn more about their history, business, and production, they have created an in-depth presentation, [available on their website here](#).

Industrial Tube Corporation

293 Valley Road

Hillsborough, NJ 08844

[Website](#)

