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Time Warner Cable Business Class Helps Spark HMH Iron Design's Success

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Background

When Steve Hasenfeld began his business in 2007, HMH Iron Design consisted of a single welder creating simple window guards. He hadn't realized his company's potential until a chance meeting brought him together with now partner, Christian Lewis. With Hasenfeld's background in finance and Lewis' experience with art and metals, their combined skills transformed HMH into an architectural metal and glass fabricator specializing in custom design work with international reach. Today, HMH – based in the Red Hook neighborhood of Brooklyn, New York – has long outgrown its original 800-square-foot space. The growing business now takes on major projects like the creation of furniture and metal cladding for hotels and other establishments. With the help of reliable communications from Time Warner Cable Business Class since 2012, Hasenfeld and Lewis have successfully expanded their artistic ventures – even in the face of adversity as Hurricane Sandy threatened to demolish their business, filling their shop with 6 feet of water.

"A lot of work was damaged by the salt water, but the communication Time Warner Cable Business Class gave us allowed us to keep that constant communication we needed."

Solutions

HMH trusts Time Warner Cable Business Class to reliably connect with employees, clients and vendors. With clientele all across the globe, Hasenfeld and Lewis are able to stay in touch during the design and installation process using their Business Phone service. Their high-speed Business Class Internet connection empowers HMH to transfer and receive large design files quickly, also giving them the ability to collaborate with clients on designs. "Time Warner Cable Business Class also allows us to have real time design meetings with our clients from anywhere in the world," Hasenfeld says. "[It] gives us those instant responses that we need to continue the flow of our business without losing any downtime."

Results

Lewis says the challenge of gracefully transforming rigid, organic materials like iron into beautiful new forms is what inspires him to create art. While their iron works could weather a storm, Lewis and Hasenfeld knew they might need help getting their daily business operations in order again. "Having Time Warner Cable Business Class come in, we had our Internet connection back up and running," Hasenfeld says. "Had we not had the connections we would have probably not been sitting here today, having this interview, and saying how well we're doing five years into our business."

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