



# Metal Mail

Corporate Member Spotlights

November 2014

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Corporate Members!

Click underlined company names to read spotlight.

### Platinum Level

- [ArcelorMittal USA](#)
- [Nucor Corporation](#)
- [SSAB Americas](#)
- [Steel Dynamics](#)
- [United States Steel Corp.](#)

### Gold Level

- [Ryerson, Inc.](#)

### Silver Level

- [Alcoa](#)
- [CMC Steel Alabama](#)
- [Danieli Corporation](#)
- [EMJ Company](#)
- [Galvanizers Company](#)
- [Leeco Steel, LLC](#)
- [Sapa Extrusions North America](#)
- [Target Steel](#)
- [TMK IPSCO](#)

### Bronze Level

- [ACME Refining Scrap Iron](#)
- [Alter Trading Corporation](#)
- [Bergsen Metals](#)
- [BL Duke](#)
- [Blue Star Steel](#)
- [Central Steel & Wire Co.](#)
- [Fairway Transit, Inc.](#)
- [Ferragon Corp./Ferrous Metal](#)
- [Ferrolux Metals Co.](#)
- [InfoSight Corp.](#)
- [Kloekner Metals Corp.](#)
- [Michigan Seamless Tube](#)
- [Naylor Pipe Company](#)
- [New Process Steel](#)

## Special Corporate Member Spotlight Issue

**Jackie Stachowski** - Metal Mail Sub-Committee Chair  
(Detroit Chapter)  
[Nucor Steel](#)



Two thousand fourteen has been a terrific year for AWWMI and we're grateful to the corporate members, the individual members, and all the guests who attend our functions.

*Educate - Mentor - Network - Grow*

If you've been to an AWWMI event, I am confident you have witnessed the benefit available. Every meeting has something to offer and our numbers this year really tell the story. We currently have 40 corporate members and recently enrolled our 1200th individual member.

This edition of *Metal Mail* spotlights our corporate members. Please take some time to learn more about the companies that clearly support their employees' education, networking, mentoring, and growth.

### ArcelorMittal Steel USA (Platinum)

- **Public or Private**  
NYSE: MT
- **Sales Revenue**  
\$79.4 billion globally
- **Steel Shipments**  
91.1 million net tons globally
- **Locations**  
ArcelorMittal operates in 60 countries. In the U.S., we have 42 integrated, steel producing, finishing, mining and distribution facilities.



ArcelorMittal

[Northwest Shippers, Inc.](#)  
[Olin Brass](#)  
[O'Neal The Metals Company](#)  
[Pacific Metal Company](#)  
[Phillips & Johnston, Inc.](#)  
[Quaker Chemical Corp.](#)  
[Redline Metals, Inc.](#)  
[Sadoff & Rudoy Ind. LLP](#)  
[Stainless Sales Corp.](#)  
[Steelspider.com](#)  
[United Scrap Metal, Inc.](#)

## Products or Services

As the world's leading steel company, we provide innovative steel solutions to the automotive, appliance, energy and construction sectors.

- **Number of Employees**

20,000 in the U.S. and 232,000 globally

- **Number of Employees Who are AWWMI Members**

We currently have 77 members with 14 involved on boards across 9 chapters and international.

- **Employees Currently Serving as AWWMI Board Members**

Kori Beaver (Chicago)

Charlene Cybator (Pittsburgh)

Cindy DeScenna (Birmingham)

Maria Dupell (Philadelphia)

Taylor Groth (Texas)

Christine Heinrich (Baltimore)

Amanda Huggins (Philadelphia)

Leah Mojeski (Toronto)

Caitlin Myers (Philadelphia)

Matthew Neild (Tennessee)

Donna Peters (International)

Julia Sanders (Chicago)

Amanda Tomsovic (Chicago)

Kimberly Weisner (Chicago)

- **Comments from Mike Rippey, President and CEO**

"As an industry leader, ArcelorMittal prides itself on offering diverse opportunities for all its employees to lead bold careers in the steel industry. Our commitment to developing our people is reflected through our continued involvement and support of AWWMI. This group has been critical to promoting and supporting the advancement of women in the metal industries."

----- [Top of page](#) -----

## Nucor Corporation (Platinum)



- **Public or Private**

NYSE: NUE

- **Sales Revenue**

In the first half of 2014, Nucor reported consolidated net earnings of \$258.1 million, or \$0.80 per diluted share, compared with consolidated net earnings of \$169.9 million, or \$0.53 per diluted share, in the first half of last year.

- **Locations**

Nucor is a Fortune 500 company with approximately 200 operating facilities, including our wholly owned subsidiaries of Harris Steel, The David J. Joseph Company, and Skyline Steel, yet we have approximately 100 people working at our corporate headquarters and surprisingly few layers of management from the CEO to the frontline.

Nucor consists of 90 businesses that operate independently but compete collectively. We have an unusually active and free exchange of ideas and solutions across divisional, geographical, and functional boundaries.

- **Products or Services**

Nucor and affiliates are manufacturers of steel products, with operating facilities primarily in the U.S. and Canada. Products produced include: carbon and alloy steel - in bars, beams, sheet and plate; steel piling; steel joists and joist girders; steel deck; fabricated concrete reinforcing steel; cold finished steel; steel fasteners; metal building systems; steel grating and expanded metal; and wire and wire mesh. Nucor, through The David J. Joseph

Company, also brokers ferrous and nonferrous metals, pig iron and HBI/DRI; supplies ferro-alloys; and processes ferrous and nonferrous scrap. Nucor is North America's largest recycler.

- **Number of Employees**

22,300

- **Number of Employees Who are AWMI Members**

We are proud to support the 92 Nucor team members who are members of AWMI. 14 of those members serve as chapter board members.

- **Comments from Nucor**

"In April of 1982, Ken Iverson, Nucor's first chairman and president spoke at the very first AWMI industry dinner. More than 30 years later, Nucor continues to be honored to be a part of AWMI and the success it has had in promoting the growth of women who have chosen a career in the metals industry."

----- [Top of page](#) -----

## SSAB Americas (Platinum)



- **Public or Private**

SSAB is listed on the NASDAQ OMX Nordic Exchange in Stockholm (SSABa.ST) and has a secondary listing on the NASDAQ OMX in Helsinki

- **Sales Revenue**

\$5.4 billion

- **Earnings**

\$163.6 million

- **Locations**

SSAB has employees in over 50 countries and production facilities in Sweden, Finland and the U.S.

- **Products or Services**

SSAB is a Nordic and US-based steel company. SSAB offers value added products and services developed in close cooperation with its customers to create a stronger, lighter and more sustainable world. Products include laser quality, as rolled, normalized, quench and tempered plate, high strength steel and advanced high strength steel.

SSAB is a world-leading producer of high strength steels. We focus on developing our customers' businesses through innovation, technology, construction, design and environmental responsibility and in so doing, improve profitability. We work in partnership for success.

- **Number of Employees**

17,300 globally

- **Number of Employees Who are AWMI Members**

SSAB currently has 65 members in nine AWMI chapters.

- **Employees Currently Serving as AWMI Board Members**

Marcia Bornemann (Quad Cities)	Lauren Lebakken (International)
Wendy Crosier (Minnesota)	Tamela Olt (International)
Giselle Fuller (Texas)	Alicia Schmitt (Texas)
Mehgin Lawrence (Quad Cities)	Lisa Sievertsen (Quad Cities)

▪ **Comments from Chuck Schmitt, Head of SSAB Americas**

"AWMI continues to be a valuable organization to our industry and SSAB is especially proud to be a corporate member going on 10 years now. We've provided resources to the organization with employees at all levels of leadership on the chapter, regional and international boards along with speakers throughout the country at chapter and international events. The steel industry and SSAB applaud its founding principles - Grow, Educate, Network and Mentor - and the very effective work AWMI provides the metals industry."

----- [Top of page](#) -----

**Steel Dynamics, Inc.**  
(Platinum)



Founded in 1993, Steel Dynamics, Inc. (SDI), began production at its Butler, Indiana, flat-roll mill in 1996. This state-of-the-art mill remains a world leader in its productivity and in production of flat-rolled steel. Finishing facilities at the Butler mill and Jeffersonville, Indiana, facility (acquired in 2003) produce pickled, cold-rolled, galvanized, and painted flat-rolled steel. These facilities have undergone numerous expansions over the years.

New Millennium Building Systems, a steel fabrication business producing joists, girders, and decking for nonresidential construction projects, began operations in 2000, and today consists of six manufacturing facilities in the United States and Mexico.

SDI entered the steel long-products business in 2002, with the commencement of production of wide-flange beams at the structural and rail mill at Columbia City, Indiana. Also in 2002, SDI acquired a steel mill near Indianapolis and restarted the mill in 2004 to produce engineered bar steel (SBO). In 2006, Steel Dynamics acquired Roanoke Electric Steel Corporation, including Steel of West Virginia, adding merchant bar and specialty steel shapes to its steel product portfolio.

The Techs, three galvanizing plants in Pittsburgh that coat flat-rolled steel, was acquired in 2007. Also in that year, SDI acquired OmniSource Corporation, the operations of which include both ferrous and nonferrous scrap-metal processing, transportation, marketing, brokerage, and consulting services in more than 70 locations primarily in the Midwestern and Southeastern United States. In addition, OmniSource designs, installs, and manages customized scrap-management programs for industrial manufacturing companies at more than 300 locations throughout North America.

With net sales of \$7.4 billion in 2013, SDI is one of the largest steel producers and one of the largest metals recyclers in the United States, based on a current estimated annual steelmaking capability of 6.4 million tons and actual recycling volumes. Based in Fort Wayne, Indiana, the company employs about 6,800 at its steel mills, metals-recycling yards, and facilities for iron production and steel finishing, coating, and fabrication.

SDI's rapid growth has resulted from discovering and taking advantage of business opportunities in our areas of technical and operational expertise. The company seeks to attract creative and committed people who are given the challenge and the freedom to implement strategic business plans, and who are rewarded well for their successful efforts.

----- [Top of page](#) -----

## Alcoa (Silver)



- **Public or private**

NYSE: AA

- **Sales Revenue**

\$23.0 billion USD in 2013

- **Locations**

Alcoa operates in 30 countries around the world.

- **Products or Services**

A global leader in lightweight metals technology, engineering and manufacturing, Alcoa innovates multi-material solutions that advance our world. Alcoa's technologies enhance transportation, from automotive and commercial transport to air and space travel, and improve industrial and consumer electronics products. Alcoa enables smart buildings, sustainable food and beverage packaging, high-performance defense vehicles across air, land and sea, deeper oil and gas drilling and more efficient power generation. Alcoa pioneered the aluminum industry over 125 years ago, and today, our 60,000 people in 30 countries deliver value-add products made of titanium, nickel and aluminum, and produce best-in-class bauxite, alumina and primary aluminum products.

- **Number of Employees**

60,000 globally

- **Number of Employees Who are AWMI Members**

Alcoa currently has eight members in five AWMI chapters.

- **Employees Currently Serving as AWMI Board Members**

Laura Chapman (Tennessee)

Andrea Schmidt (Detroit)

Sian Marcone (International)

- **Comments from Gena Lovett, Chief Diversity Officer**

Alcoa is pleased to be a Silver Corporate Member of AWMI, an organization that shares in our mission to support the development and advancement of women, particularly in the metal industries. As a 2013 Catalyst Award recipient for our initiative, "Building Opportunities for Women in a 'Hard Hat' Company," Alcoa continues its efforts to break down barriers for women in a male-dominated industry. Through an aggressive diversity and inclusion agenda we've been able to achieve greater gender representation throughout our organization. We believe that Alcoa is a stronger, more competitive company because we make inclusion through diversity a priority.

----- [Top of page](#) -----

## EMJ Company (Silver)



From 1921 to this day a sign like the one to the left hangs in each and every EMJ facility. It is a constant reminder of what is most important after the safety of our employees; our customers. This comprehensive commitment to customer service is an integral part of the culture of EMJ and enables us to offer the metal industries only "On Time or Free" guarantee.

Earle M. Jorgensen founded Jorgensen Steel and Aluminum in 1921 after he returned from World War One selling scrap from the shipyards to oil drillers. Jorgensen Steel quickly became a highly regarded name in the US Metal working industry.

In 1990, Jorgensen merged with Kilsby-Roberts, the largest distributor of specialty bar and tubing in the county. Kilsby's strengths in tubing and specialty bar products - joined with Jorgensen's presence in the general line steel and aluminum markets – created a powerful strategic alliance: EMJ. Now, those three simple initials bring together all the resources and know how of its predecessors.

EMJ is proud to be in our eleventh year as a Corporate Member of AWWI. All employees of EMJ are encouraged to attend training seminars, participate in mill tours and actively involve themselves in AWWI. The company recognizes that these things further develop confidence and leadership qualities that often result in better opportunities for women and ultimately, the company itself.

For more information about the EMJ Company, please visit [www.emjmetals.com](http://www.emjmetals.com) or call us at 1 800 3EMJ EMJ.

----- [Top of page](#) -----

## Galvanizers Company (Silver)



- **Public or private**

Private

- **History**

Established in May, 1941 as a locally and woman-owned business providing quality galvanizing for over 73 years.

- **Locations**

Originally and presently located in the Guilds Lake Industrial Sanctuary in Portland, Oregon.

- **Products or Services**

Galvanizers Company has been in the business of providing quality hot dip galvanizing for over 73 years to its customers who supply the fabricated products to be galvanized. As a "job shop" Galvanizers Company's provides corrosion protection to a wide variety of fabricated products. These vary from artistic sculptures such as Lincoln City's Devils Lake Creature to bike racks, steel bridges, power transmission poles, sign bridge structures, baseball stadium stairways, railing systems, and numerous other components of our nation's infrastructure.

- **Number of Employees**

40

- **Number of Employees Who are AWWI Members**

Galvanizers Company currently has six members.

- **Employees Currently Serving as AWWI Board Members**

Jan Real (Portland)

Vanessa Smith (Portland)

- **Comments from Galvanizers Company**

Galvanizers Company was originally formed to aid in the WWII war effort, becoming the main supplier of galvanized cast iron and steel for the shipyards located in the Portland area; for example galvanized pipe, plate & fittings on the Liberty Ships and Aircraft Carriers. Noteworthy customers at this time were Kaiser Shipyards, Oregon Shipbuilding, Willamette Iron & Steel, Albina Engine & Machine Works and Commercial Iron Works. After the war ended in 1945, the demand for galvanizing changed from War Ships to Peace-Time efforts; including a high demand for galvanized tower steel for electrical transmission lines, substations, switching yards, highway signs and farm irrigation systems.

Galvanizers Company is proud to be known as a small privately held company whose mission is to provide a high quality product with excellent customer service and competitive pricing. Our ability to "go the extra mile" to meet customer deadlines and special needs is widely known in the Northwest.

----- [Top of page](#) -----

## Target Steel (Silver)



In March of 2011, Target Steel became a corporate member of AWMI. President Val Simone has participated in AWMI since the Detroit Chapter began holding meetings years ago. He believes the organization has a positive impact on attendees. "AWMI consistently provides opportunities for members to further their education in all facets of the metals industries. Their events are planned in conjunction with current industry trends and topics impacting our everyday operations. I would recommend AWMI to anyone looking to expand their network base and manufacturing education." Val regularly attends events and supports his daughter, Cristina Simone, in her interest in the Detroit Chapter board where she currently serves as treasurer.

Over the past 25 years, Target Steel has consistently grown its customer base, along with service capabilities. Today, the company operates three facilities in the metro Detroit area with slitting, shearing, and blanking lines. Target regularly stocks a wide variety of steel grades, including high strength and dual phase material. With this robust inventory, the team can quickly react to any critical turnaround that may arise. They now own and operate a total of 10 private steel haulers, which contribute to reliable delivery and timely performance. The most recent addition to Target's equipment is a 60" Braner Slitting line, installed in 2013. Target has also acquired TS certification, solidifying the importance the team places on world class quality and operating standards. The most important capital investment Target has made is with their experienced workstaff, dedicated to immediate and efficient customer service. In the near future, Target has further endeavors planned for expansion and acquisitions to accommodate their supply demand.

----- [Top of page](#) -----

## B.L. Duke (Bronze)



- **Public or private**  
Private

- **Locations**  
Forest View, IL

- **Products or Services**  
Established in 2000, B.L. Duke provides a fresh approach to recycling ferrous and non-ferrous metals, cardboard, paper, plastic, wood and e-scrap. Their services, which also include machinery removal, plant clean-ups, and demolition, consistently exceed the standards of their diverse customer base. B.L. Duke's team works with their customers to create customized and managed recycling programs that increase plant efficiency and maximize the value of recyclables.

- **Number of Employees**  
48

- **Number of Employees Who are AWMI Members**  
Currently two members of AWMI

- **Employees Currently Serving as AWWMI Board Members**

Shannon Evoy (Chicago)

- **Comments from Lou Plucinski, President**

"We're proud to support the AWWMI and their vision in promoting the advancement of women in the metals industry. B.L. Duke is proud that today over half of our management and sales team are women."

----- [Top of page](#) -----

## Central Steel & Wire Company (Bronze)



- **Public or private**

OTC: CSTW

- **Sales Revenue**

\$700 million

- **Locations**

Chicago, IL (Corporate Headquarters) - Cincinnati, OH (Warehouse) - Detroit, MI (Warehouse) - Greensboro, NC (Warehouse) - Central Coil Processing: A Division of Central Steel and Wire (Chicago) Portage, IN - Milwaukee, WI (Warehouse) - Central Steel Fabrications: A Division of Central Steel and Wire (Chicago)

- **Products or Services**

Full Line of Ferrous & Non Ferrous Metal Products: Carbon & Alloy Bar, Carbon & Alloy Sheet & Plate, Tube & Pipe, Aluminum, Stainless, Brass & Copper, Structural Shapes, Grating, Expanded Metal, Safety Products, Wire & Drill Rod. Value added Processing: First Step Processing including Precision Saw Cutting, Miter Cutting, Band Saw Cutting, High Definition Plasma Cutting, Oxy-fuel Burning, Cold Sawing Plate, Slitting, Blanking, Coil Cut to Length, Shearing, De-burring, Lathe Cut Tube/Pipe & Chamfering OD & ID. Facing & Centering, SCS Finishing Vinyl Protective Covering, and we manage a network of sources for more intricate fabrications.

- **Number of Employees**

1,000+

- **Number of Employees Who are AWWMI Members**

Currently three members of AWWMI

- **Comments from Central Steel & Wire Company**

Central Steel & Wire is committed to a tradition of leadership and excellence in the metals industry. Maintaining our position as the premier steel service center by utilizing our competitive advances of financial strength, logistics, and the latest technologies to provide world class quality and on-time delivery of raw material and processed parts. Dedicated and skilled employees partner with our qualified global supply chain to implement and provide innovative solutions and continuous competitive improvement methodologies to ensure overall market competitiveness and guarantee customer satisfaction. All Central Steel & Wire corporate activities are conducted to the highest ethical and professional standards.

----- [Top of page](#) -----

## Fairway Transit, Inc. (Bronze)



In 1964, Bud Jaske had the desire to own a big truck. His wife, Pauline, a registered nurse, a conservative and liking security agreed

to this venture as long as he didn't quit his job as a policeman and she agreed to learn to drive. For two years they both worked two jobs. The following year they bought their second truck and hired their first employee and Bud resigned from the police department.

In 1967, Bud and three other men formed Fairway Transit Inc. Each man drove his own truck while Pauline did the dispatching and bookkeeping.

In 1971, Bud and Pauline bought out the other owners and Fairway Transit became a family operation, privately held. During the early seventies, Fairway's primary operation was in local and state transportation of aggregates to road construction and ready mix plants during the construction season and road salt during winter months.

Over the years, Fairway has expanded their operations to include authority to operate in all 48 states, Ontario and Quebec concentrating on the Midwest. Currently, 60 percent of Fairway freight is servicing the metals industry. The fleet has expanded to 46 trucks and tractors, 50 dump trailers plus 30 owner-operators. Being a company that is Customer service oriented we provide 5 flat beds, 4 vans, 3 belt trailers, and 4 walking floor trailers for specific customer needs.

Fairway owes its success to service-oriented employees and the development of a customer base viewed as a partnership.

----- [Top of page](#) -----

**InfoSight Corporation**  
(Bronze)

**InfoSight Corporation**  
"We Barcode Difficult Stuff™"

InfoSight Corporation sits amid the hills of South-Central Ohio between Columbus and Chillicothe. Manufacturing, research and administration all take place on a 25-acre wooded campus, which also includes facilities for development and pilot production of new products before they are made available to the public. InfoSight maintains technical sales offices in Chicago, Pittsburgh, Tacoma WA and the Dallas area with a network of more than 40 independent representatives and distributors around the world.

The company began in 1971 under founder and owner John Robertson, as an "Invention on Demand" laboratory which developed as many as 50 unique products per year under the Telesis name. Eventually the company found its niche focusing on product marking and automatic identification in situations where conventional labels and scanners don't work.

Telesis was sold to private investors in 1993, to enable it to pursue growing opportunities for standardized products in automotive and aerospace markets. John Robertson and a core group of 13 employees maintained their focus on invention and custom design for product marking in the metals industry, under the new name InfoSight.

Today InfoSight has grown to 70 employees and does business in more than 30 countries around the world, still with a strong focus on the most demanding marking applications in steel and related industries. InfoSight has three distinct divisions: Tags and Printers, which concentrates on the sales and production of table-top and free standing laser printers and nearly indestructible metal tags; Metals Division, whose emphasis is the design and manufacturing of large custom labeling machinery; and ViaLabel®, InfoSight's division for proprietary technology to barcode laboratory samples in the medical research and diagnostics industry. The common focus and strategy of all three divisions is creating quality products that aid businesses with their labeling and traceability needs.

That focus is reflected today in InfoSight's tag line, "We Barcode Difficult Stuff™."

InfoSight remains a highly vertically integrated manufacturer, in an age when outsourcing is perceived by many to be the only viable business model for traditional industrial companies. The core of its business is a mix of large custom machinery and smaller standard products for the

identification of continuously cast billets, blooms, slabs; SBQ and merchant bar and rod; hot band strip and plate; seamless and welded tube and pipe; high performance wire, fabricated steel undergoing subsequent hot dip galvanizing, and forgings requiring extended heat treatment. Typical custom projects range from less than \$100K to more than \$1 Million.

All engineering and manufacturing takes place inside the company, while its service engineers travel the world for commissioning, training and ongoing customer support.

Innovation remains the lifeblood of InfoSight and has been the key to its continued growth and diversification. In 1994 it patented the high-temperature laser-marked metal barcode tag, revolutionizing steel mill traceability. Today it produces more than 7 million feet of tag material that is marketed around the world, on-site and on-demand by InfoSight-built laser printers. InfoSight scientists and engineers have now adapted this technology to everything from large diameter pipe for oil and gas pipelines, to automotive crankshafts and catalytic converters.

Over the past decade more than \$3 million has been invested in research and development and plant expansion, as part of a commitment to continually renew its product line and manufacturing capabilities.

In 1998 and again in 2006, InfoSight received the Ohio Governor's Excellence in Exporting Award. The award honors companies that have demonstrated increased sales through exporting, increased employment in the state because of exporting, and an ongoing plan to increase international sales.

InfoSight's beliefs place the highest priority on customer satisfaction, integrity, ethics and quality. Its creed is best summarized as the pursuit of excellence in everything we do -- PERFORMANCE NOT PROMISES.

InfoSight has been a Corporate Bronze Member of AWWMI since 2008 with six employees being individual members: Dave Hudelson, President; Becky Dolan, General Manager, Sales Administration and Market Advancement; Ryann Cockrell, Accountant; Ron Workman, Metals Industry Sales Engineer; Kathy Bennett, Receptionist and Joan Manchester, Sales Administration Coordinator. Becky is currently the Columbus Chapter President having served on the Columbus Board for over 10 years and Ryann is Programs Chair on the Columbus Board.

----- [Top of page](#) -----

## **Michigan Seamless Tube & Pipe** (Bronze)

Founded in 1927, Michigan Seamless Tube, LLC ("MST") has grown to become a leading manufacturer of high-quality carbon and alloy seamless cold-drawn tube and pipe. Its specialty products are used in a variety of industries including aerospace, mining, construction, automotive and agriculture.



Since being acquired by Optima Specialty Steel Inc. in 2008, MST has undergone a transformation designed to diversify its product offerings and grow its business into new markets. This transformation has been fueled by a \$25 million capital improvement project to further modernize MST's 320,000 square foot facility. A new UV coating line in early 2009 marked the first investment under Optima's ownership. Since then, the facility has been upgraded with a new push pointer, quench and temper line, 10,000 square foot pickle house, atmosphere controlled furnace and LINDE re-box oxygen fuel burners. The remaining \$19 million of the \$25 million project will be used to fund the acquisition of a highly specialized cold pilger mill and construction of a new facility to house the mill.

In addition to increasing productivity, Optima's ownership and resources have enabled MST to enhance the customer experience. As a result, MST enjoys a 98 percent or better on-time shipping performance. Today, MST is stronger than ever and poised to maintain its position as an innovative leader in the specialty pipe and tube market.

**Comments from Ted Fairley, VP Sales & Marketing MST, CCO Optima Specialty Steel Inc.**

"The AWWI continues to help develop MST's people who regularly attend and get involved in AWWI meetings, events and conferences. MST prides itself on having an empowered work force and the networking and other benefits of AWWI membership contribute to this empowerment. Keep doing the great work that I see regularly at chapter and national events. The Detroit Chapter is truly outstanding."

----- [Top of page](#) -----

**Northwest Shippers, Inc.**

(Bronze)

▪ **Public or private**

Private

▪ **Locations**

Graham, WA.

▪ **Products or Services**

Northwest Shippers, Inc. is a freight brokerage, specializing in hauling high-end metals, as well as machinery. We run 48 states including Alaska and Canada, with LTL and Truck load services available.

▪ **Number of Employees**

A total of eight employees

▪ **Number of Employees Who are AWWI Members**

Currently five members of AWWI

▪ **Employees Currently Serving as AWWI Board Members**

Lisa Ziccarellie (Seattle)

▪ **Comments from Phillip Dalrymple, President**

"We are proud to be known as a company that cares about people. Northwest Shippers foundation has been built on strong relationships and honesty with our customers, drivers and employees, regardless of costs. Caring for each other in this manner has enabled us to meet our goals and objectives for the last 24 years."

----- [Top of page](#) -----



*"Service is the Key to Our Success"*

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• **Fast** • **Easy** • **Reliable**

**Pacific Metal Company**

(Bronze)



Pacific Metal Company is a regional metal service center that has served customers throughout the Pacific Northwest for over 135 years. Pacific Metal is headquartered in Portland (Tualatin), Oregon with branch operations in Eugene, OR; Seattle (Kent), WA; Spokane, WA; Boise, ID and Billings, MT.

Pacific Metal stocks a broad range of metal commodities in various forms, shapes and sizes. Our primary commodities include aluminum, carbon steel, stainless steel, brass and copper. Pacific

Metal provides its customers with various processing services including cut-to-length, blanking, sawing and shearing.

Since 1876, Pacific Metal Company has strived to put the customer first. Pacific Metal has found that solid relationships and a strong commitment to quality and service are the backbone of good business.

Pacific Metal Company has been a wholly owned subsidiary of Reliance Steel & Aluminum Company since 2002. Reliance Steel & Aluminum Co., headquartered in Los Angeles, California, is the largest metals service company in North America. Through a network of more than 290 locations in 39 states and eleven countries outside of the United States, the company provides value-added metals processing services and distributes a full line of over 100,000 metal products to more than 125,000 customers in a broad range of industries.

----- [Top of page](#) -----

## Phillips & Johnston, Inc. (Bronze)



Phillips & Johnston, Inc.

- **Public or private**

Private

- **Locations**

Glen Ellyn, IL; Lyndon, IL; Grand Rapids, MI

- **Products or Services**

*Your premier source for tubular metals.* Phillips & Johnston ("P&J"), wholly owned subsidiary of Webco Industries, is celebrating more than 50 years of industry excellence as a premier manufacturer and precision fabricator of tubular metals. Staffed with dedicated professionals at several strategic facilities deploying the most advanced technology, P&J is the leading one-stop industry supplier for all specialty tubing needs.

Quality manufacturing, precision fabricating and inventory solutions for tubular metals in stainless steel, specialty alloys, carbon steel, aluminum and red metals.

- **Number of Employees**

90

- **Number of Employees Who are AWWMI Members**

Currently nine members of AWWMI

- **Comments from Phillips & Johnston**

Phillips & Johnston's objectives and culture parallels those of AWWMI; to cultivate professional growth, mentoring, educating, and furthering the advancement of team members. P&J is proud to be a part of the Association of Women in Metal Industries and is looking forward to further involvement, commitment and support of women in the metal industries.

----- [Top of page](#) -----

## Sadoff Iron & Metal Company (Bronze)



Since our modest beginnings in 1947, Sadoff Iron & Metal Company has grown to be a major factor in the Midwest's industrial growth. In that year E.H. Rudoy set a course of diversity and expansion that propelled our company on a path of continued growth. Over the past two decades, under the leadership of Sheldon Lasky, Sadoff Iron & Metal Company has continued Mr. Rudoy's vision. Today, Sadoff & Rudoy Industries is a diverse family of businesses servicing the manufacturing, commercial and melt industries.

With nine locations, we currently employ over 230 hard working, dedicated individuals. People committed to providing the best in quality products, while maintaining the highest level of service. We do this with a commitment to protecting our environment, and the health and safety of our employees.

Today our company continues its vision under the third generation leadership of Mr. Rudoy's family. All three of his grandsons; Mark, Jason and Bradford Lasky are leading the business and are continuing the legacy of environmental leadership, competitive prices, superior service and quality products.

With a world presence and recognition, our mission is simple. Quality products, backed by prompt professional service, manufactured and delivered in an environmentally safe manner. We do this today as we have for over sixty five years. A tradition passed down through the generations of our family.

**The Preferred Choice for:**

- Steel Mill Products
- Customized Cost Saving Foundry Blends
- Nonferrous Products
- Custom Environmentally Secure Recycling Services
- Scrap Chemistry Specifications (to order)
- Free, Material, Sourcing, Blending, Tolling, Price, and Service Consultations
- Specialized Investment Partnerships
- ISO Certifications
- Secure Electronics Recycling

Sadoff Iron & Metal Company has been recycling for over 65 years. Headquartered in Fond du Lac, WI we have been providing custom recycling services and raw material supply programs that best suit our individual customers' needs. Our product offerings are meant to create value and savings in our supply relationship. Whether we are providing our expertise in Knowledge, Logistics, Blending or Supply of your raw materials, our goal is for you to melt the right products to fit your unique requirements. If you're selling recyclables or buying raw materials from us, we guarantee that you are our top priority. Our dedicated staff is available to quote for scrap prices or to consult in putting together a customized raw materials program that best suits your individual needs. Being one of the largest family owned recycling business in the country protecting our environment is our priority. We are able to offer our customers protections that our competition can't. When choosing a recycling partner, one thing should matter most - You - Your Needs - Your Returns - Your Environmental Protection and Your Satisfaction. Our dedicated staff is available to customize a service that is right for you. Ultimately our goal is for you to choose a recycling partner that will not only meet, but exceed your expectations. At Sadoff Iron & Metal Company we offer you our promise; that by choosing Sadoff you Recycle with Confidence.

For more information about our products and services, or to contact us please visit our website. [www.sadoff.com](http://www.sadoff.com).

----- [Top of page](#) -----

**SteelSpider.com**  
(Bronze)

Steel Spider is a central website where steel suppliers advertise their prime, excess, and secondary steel that is in stock and available for sale. Buyers search our multi-supplier Inventory, receive Offerings or send Inquiries to find the steel they need. Steel Spider helps steel suppliers promote their company, generate sales leads, and increase sales. Steel Spider is designed so that buyers and suppliers can deal with each other directly.

**Steel Spider**  
Searchable Steel Inventory  
Sealed Bid Auctions  
Send and Receive Offerings  
Send and Receive Inquiries  
Search Facility Directory



Steel Spider makes buying and selling steel more efficient by making it easier for buyers to quickly find the sellers who have the steel they need. Steel Spider brings North American steel buyers and suppliers together to help them build relationships with each other.

The Multi-Supplier Inventory is a searchable inventory of steel available for sale by multiple suppliers. Steel buyers can search our Inventory of prime, excess and secondary steel available from multiple suppliers. They can receive Inventory Alerts to notify them when steel is added to the inventory. They can view Offerings on-site or Receive Offerings from Suppliers by email for the types of steel they buy. Buyers can also send Inquiries (Requests for Quote) to multiple suppliers describing the steel they need. The Inquiry emailed to the supplier displays the buyer's contact information so the supplier can contact the buyer directly.

Steel suppliers can increase sales by displaying their available steel in the searchable Inventory. They can Add Steel to Inventory individually or by uploading a file using our Automatic Data Entry process. They can also Send Offerings to buyers describing their steel for sale. Steel suppliers obtain sales leads by Receiving Inquiries prepared by steel buyers. Steel suppliers can also promote their company by displaying a border ad that appears randomly on each page on this site and by including its description in the Facility Directory.

Steel Spider respects the confidentiality of the relationship between buyers and suppliers and the confidentiality of their transactions. We display the supplier's contact information with his offering or inventory listing so the buyer can contact the supplier directly. A buyer's contact information is displayed with his Inquiry or Spider Bite so the supplier can contact him directly. Buyers and sellers each determine whether and on what terms they should deal with each other. All negotiations and transactions between the buyer and the supplier occur off-site and without Steel Spider participation. We generate revenue only from sellers through listing fees, lead referral fees and advertising fees. We do not charge any commissions. We do not own, sell, trade or broker steel. There is no charge to buyers for activities relating to buying steel on the site. The prices for the various services we provide sellers is described in Pricing.

----- [Top of page](#) -----



- **Public or private**

Private

- **Locations**

Cicero, IL; Philadelphia, PA; Richmond, VA

- **Products or Services**

United Scrap Metal is a full-service metal buyer, processor and recycler servicing nationwide customers. Our innovative recycling programs facilitate green sustainability while delivering cost effective solutions. Modern processing equipment prepares both ferrous and non-ferrous metals into forms conducive to mills, foundries and specialty consumers. A commitment to North American Manufacturing has positioned the business as a lead supplier to many Fortune 500 Companies. A full-service recycling center is open to the public and supports our commitment to the community. United Scrap is proud to be an ISO 14001 and Recycling Industry Operation Standard (RIOS) certified company. We are also a certified Women's Business Enterprise (WBE), helping our customers achieve their supplier diversity goals.

- **Number of Employees**

300

- **Number of Employees Who are AWMI Members**

Currently three members of AWMI

- **Comments from Marsha Serlin, CEO**

Fail Fast and keep moving forward...never give up.

----- [Top of page](#) -----