



**BENJAMIN STEEL**

SUPPLY CHAIN SOLUTIONS

PRODUCT. PROCESS. PERFORMANCE.



PRODUCT SOLUTIONS

PROCESSING SOLUTIONS

SPECIALTY SOLUTIONS



**◆ A TRADITION OF SERVICE. A CULTURE OF INNOVATION.**



In 1935, Dominick Demana founded the Demana Iron and Metal Company in Springfield, Ohio. An immigrant from Italy, Dominick began this metal and paper scrap business in his backyard as a means to provide a better life for his family and to guide his own fortunes. As business grew through the years, he was able to purchase land to relocate the business. In 1962 his third son, Vincent Demana, bought the business.

Vince had ambitions to expand the company. In 1969 he purchased Benjamin Iron and Metal Company, a combination scrap yard and steel warehouse. The scrap operations were merged and the steel warehouse operation continued to serve the local community. In 1970 the name was officially changed to Benjamin Steel Company, and a new building was constructed to house all operations. By 1977, two additional buildings had been constructed along with an off-site warehouse facility for additional storage.

The scrap business was eventually dissolved so that the company could concentrate and focus on steel products and services. Following the hard-working values of his father and his own personal vision for a strong family business, Vince began expanding Benjamin Steel outside the local Springfield area. The first branch facility was purchased in 1980 in Dayton, Ohio, followed by Lima, Ohio in 1984 and Mansfield, Ohio in 1987. The company also expanded processing and other services offered to customers, committed to fulfilling the needs and expectations of a growing customer base.

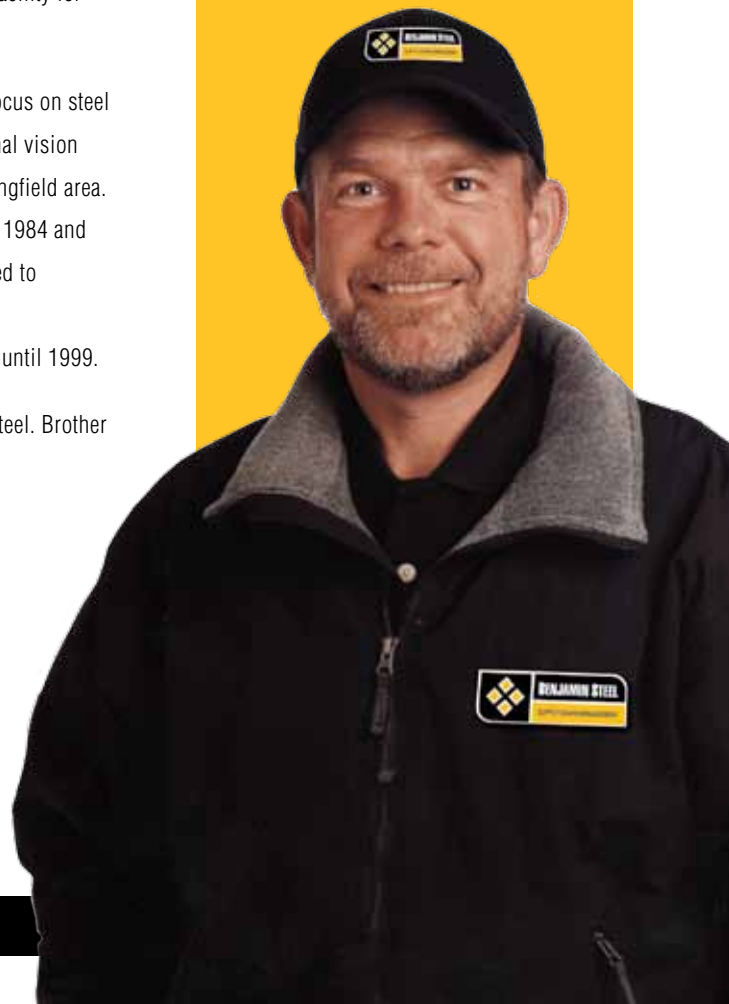
Vince remained at the helm and continued to provide direction and vision for the company until 1999.

Today the third generation of the Demana family directs the daily operations of Benjamin Steel. Brother and sister co-owners Nick and Teresa Demana continue the family business values and traditions of their father and grandfather before them. Benjamin Steel has evolved into an industry leader for steel products and services, and with a commitment to personalized service and a culture of innovation, the company continues to exceed expectations.

With four dedicated facilities and over 150 employees, Benjamin Steel is recognized as an industry leader in supply chain solutions for steel products and services.

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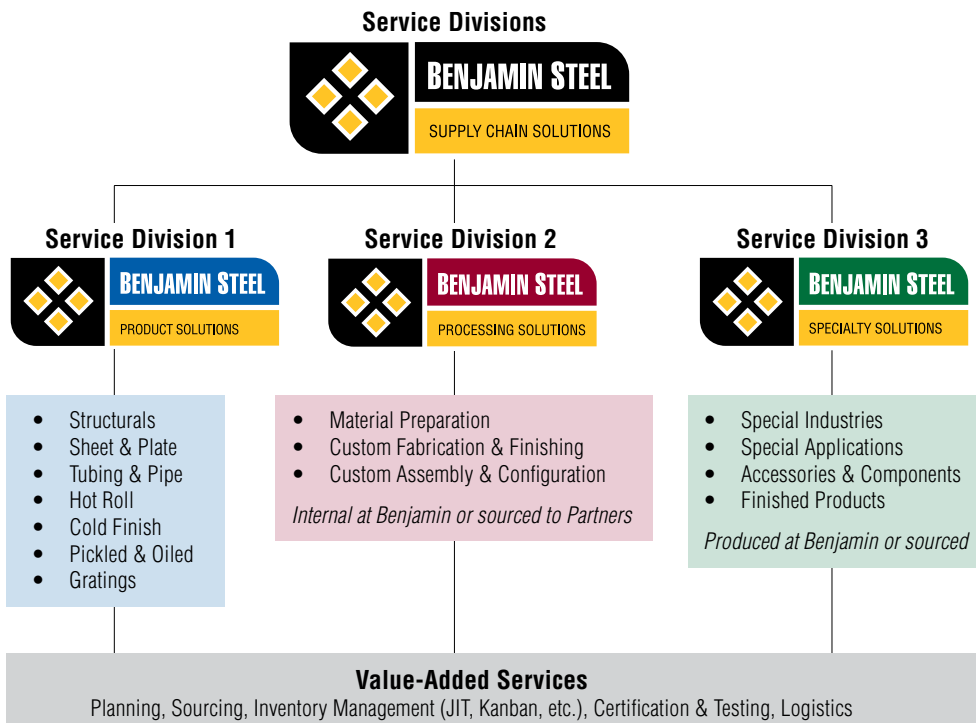


## ◆ BENJAMIN STEEL – THE STEEL SUPPLY CHAIN SOLUTIONS EXPERT

Benjamin Steel is the recognized leader in supply chain solutions for steel. With a proud tradition of service excellence and an unmatched commitment to innovations, Benjamin Steel has the complete package for steel supply chain solutions within our three Service Divisions:

- **Service Division 1: Product Solutions**
- **Service Division 2: Processing Solutions**
- **Service Division 3: Specialty Solutions**

With our streamlined capabilities, competitive prices, and innovative supply chain management solutions, Benjamin Steel is the ideal partner for managing your steel supply chain and powering the performance of your business.



## ◆ CUSTOMER BENEFITS

- The most comprehensive selection of steel products, combined with the most advanced list of value-added and preparation services
- Significant cost reduction and productivity improvement through programs unique to your needs (JIT, Kanban, guaranteed inventory programs, value analysis, etc.)
- A reliable link in your steel supply chain
- A streamlined vendor base and internal procurement process
- Advice and personal support from the industry's most competent sales and support staff
- A local partner whose key management cares about the community and is engaged personally in your business
- Reliability and "no questions asked" service, guaranteed quality, and immediate correction of any issues
- A 50-plus-year track record of stability and solid business practices
- Competitive pricing—always the best overall value



## ◆ SERVICE DIVISION 1 – PRODUCT



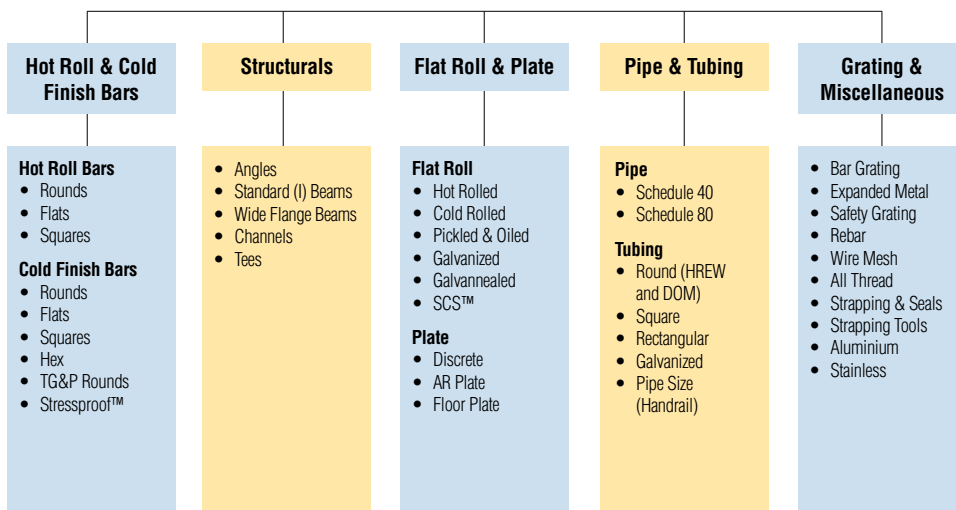
**BENJAMIN STEEL**

PRODUCT SOLUTIONS

No one carries a greater variety of carbon steel plate, sheet, structurals, tubing, pipe and other steel products than Benjamin Steel. Because of our partnerships with leading mills, no one offers our selection at more competitive prices. We are proud

of our “whatever it takes” service reputation. But that means nothing unless it’s managed and delivered to work for you. From the moment you contact Benjamin Steel, the industry’s most competent sales and support staff helps you find the right products for your needs at the best value. Moreover, our team will work with you to develop tailor-made solutions for your business—from guaranteed next-day delivery to inventory management and stocking programs, outsourcing of hard to find items, from JIT and Kanban to special billing ... you name it. Benjamin Steel delivers the product you need on terms that work for you, so you can focus on what matters most: servicing your customers and growing your business. Even though we compete on the level of national players, you know us as the local partner: A substantial but still family-owned business that shares your values. We’re dedicated to grow with you and are committed to a long-term relationship.

### Service Division 1 – Product Solutions



## ◆ CUSTOMER BENEFITS

- Extremely broad selection of steel products
- Immediate and guaranteed availability, next day delivery
- Custom sourcing from a single, highly competent, experienced and well connected (re)source - for any “standard” product, but also for unique, rare, special or odd products, materials or components
- Advice and personal support from the most competent sales and support staff in the steel industry who know your business and your needs best
- Personal relationships with people you know, who care about your business



**◆ SERVICE DIVISION 2 – PROCESSING**



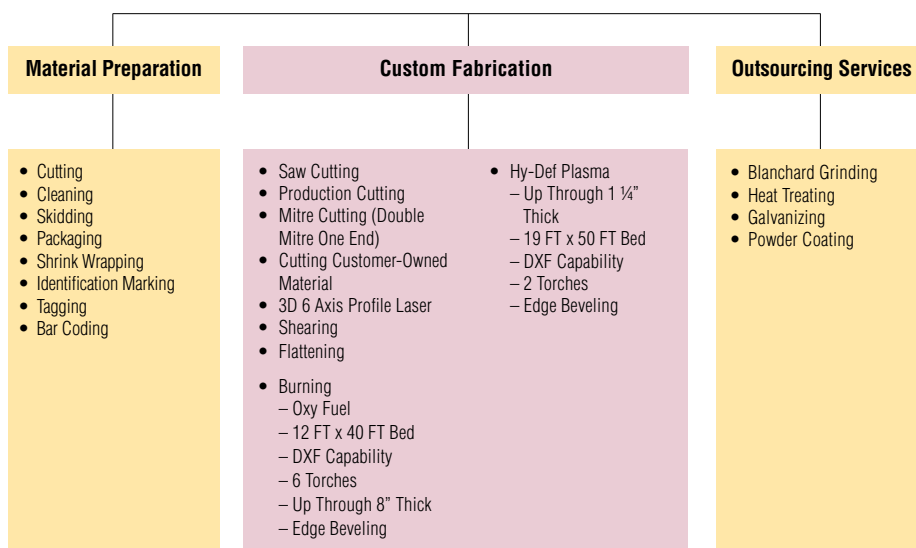
The old adage is still true: Time is money. But then again so is kitting. And staging. And shipping. And excess inventory. And managing multiple vendors. Now, more than ever, businesses have to find ways to maximize profits and to reduce the

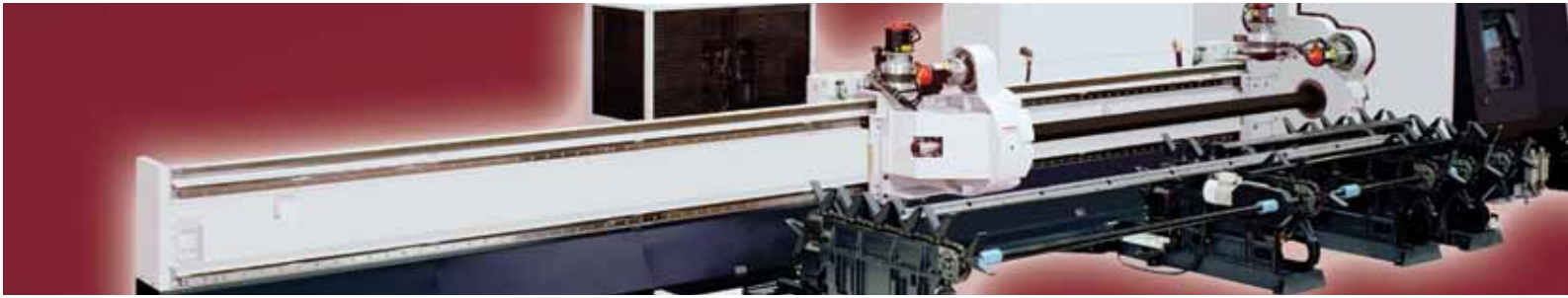
opportunities for unnecessary costs. And there's no better partner for helping you drive profitability back into your steel procurement than Benjamin Steel. Beyond the region's best inventory for steel, Benjamin also offers a host of processing services—from steel preparation, fabrication and finishing, to facilitation of custom assembly and configuration. With our state-of-the-art steel processing technology and first-in-class sales and support experts, Benjamin Steel proactively recommends ways for you to tap into our processing capabilities to reduce your own internal processing time, your WIP, your finished-goods inventory, your vendor base and, ultimately, your costs.

**◆ CUSTOMER BENEFITS**

- More than just the basic steel – get it your way, ready to use, starting with your core-competency, and eliminate unnecessary, non-value-added processing steps internally or by third party suppliers
- Significant cost reduction and productivity improvements; reduce internal processing time and cost by purchasing (commodity) components ready-to-use
- Improved reliability through single source handling of your true “first stage” product, custom configured, packaged and kitted for your next process step
- Guaranteed quality
- Focus on your core competency – Benjamin Steel does the rest
- Highly sophisticated and state-of-the-art processing equipment
- Advice and personal support from the most competent sales and support staff in the steel industry who know your business and your needs best

**Service Division 2 – Processing Solutions**





**SERVICE DIVISION 3 – SPECIALTY**



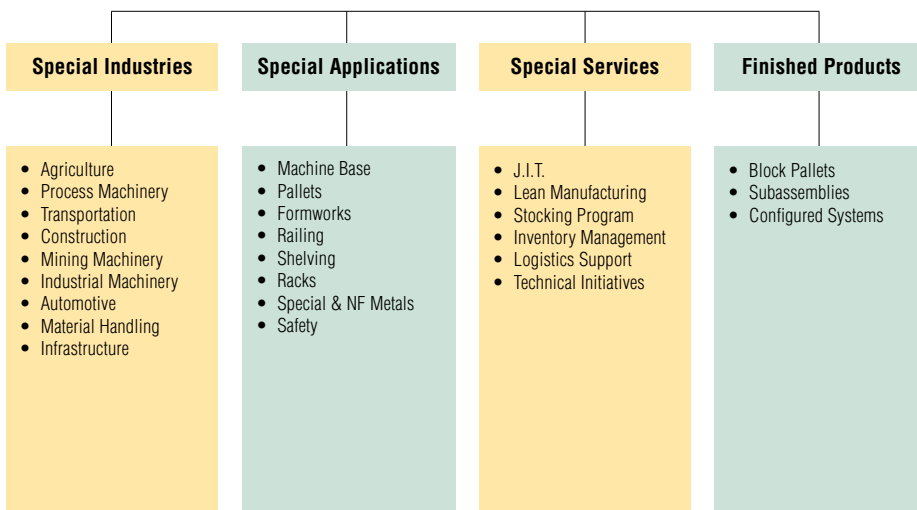
It's a simple fact of business: You're only as good as your next great accomplishment. Throughout our history, we've worked diligently to enhance our services and add value for our customers, always trying to stay one step ahead of competitors and two steps ahead of

customer expectations. We've found over time that our best customers take that same approach to their own businesses. In their efforts to anticipate the ever-evolving needs of their markets, they call on the highly advanced sourcing and processing expertise of Benjamin Steel and our partners to develop innovative and unique products and solutions. As we service thousands of steel consumers, we have assembled a comprehensive catalogue of customer-specific, finished or semi-finished products and materials. Take advantage of Benjamin Steel's Specialty Solutions team to address your customer-, market-, and industry-specific challenges.

**CUSTOMER BENEFITS**

- Off-the-shelf availability of “special solutions” at no risk or obligation
- Cost efficient procurement of the products you need repeatedly—from a single source you already trust
- Personal relationships with people you know, who care about your business
- Doing business with an engaged local partner who cares about your community
- Attention to your needs from key management and ownership— at Benjamin Steel, you can talk to the boss and the boss knows you
- Broad selection of unique, pre-engineered steel products, components and semi-finished solutions
- We facilitate custom contracts and unique terms (blankets, etc.) to meet your unique needs

**Service Division 3 – Specialty Solutions**





**◆ LOCATIONS/FACILITIES**

Benjamin Steel Company, Inc. is a multi-location steel service center delivering steel products and processing solutions to customers in Ohio and surrounding states. Strategically located throughout Ohio, we offer solutions aimed at reducing your costs, minimizing your inventory, and maximizing your bottom-line. All of our locations, from our Corporate office in Springfield Ohio, to our other facilities in Dayton, Lima, and Mansfield, are committed to helping our customers find solutions to their steel supply chain needs that make sense. Our multiple locations give us the flexibility to react quickly in offering solutions to you and your customers on time when you need them. Whether it is product, processing, or performance, make Benjamin Steel your First Choice.

**FOUR LOCATIONS SERVING THE EASTERN MID-WEST**



**Springfield, Ohio  
Corporate Office  
& Service Center**  
777 Benjamin Drive  
Springfield, OH 45502  
Phone 937.322.8600  
Fax 937.324.1914

**Dayton, Ohio  
Plate Processing Center**  
1825 Kuntz Road  
Dayton, OH 45404  
Phone 937.233.1212  
Fax 937.233.5704

**Lima, Ohio  
Service Center**  
3111 St. Johns Road  
Lima, OH 45804  
Phone 419.229.8045  
Fax 419.229.8010

**Mansfield, Ohio  
Service Center**  
15 Mansfield  
Industrial Parkway  
Mansfield, OH 44903  
Phone 419.522.5500  
Fax 419.522.5811



## ◆ EQUIPMENT – PROCESSING

### BENJAMIN STEEL IS YOUR FIRST CHOICE FOR ALL YOUR STEEL PROCESSING NEEDS.



At Benjamin Steel, we realize your business has special requirements that make you unique to your customers and your industry. The next time you need stock-sized steel or steel processed to meet your specifications, call Benjamin Steel. We are ready and willing to help you discover why thousands of other businesses have made Benjamin Steel their First Choice for steel products and

services. We're ready to help you by being your First Choice.

- First Choice for steel products and service
- First Choice for plasma and oxy-fuel burning
- First Choice for 3D rotary laser cutting
- First Choice for shearing of sheet and plate
- First Choice for saw cutting
- First Choice for solutions to all of your steel needs

### QUALITY BURNING

Choose Benjamin Steel for all of your plate burning needs. We have experienced operators and the right equipment at multiple locations, giving us the flexibility to turn your order around quickly! No matter how large or small, Benjamin Steel can handle the job.

- Oxy-fuel burning up to 8" thick
- Plasma cut up to 1-1/4" thick offers greater accuracy and less heat-affected zone
- Maximum bed capacity 144" x 480" (oxy-fuel) and 228" x 600" (plasma) allows processing of large/long parts
- Computer-controlled repeatability
- DXF capabilities allow us to receive your drawings or prints via e-mail
- Six torches

### SHEARING

Do you have a need for light plate or sheet cut to size? We can help! Benjamin Steel can handle your shearing requirements. Whether you are looking for hundreds of pieces or just one, we have the equipment and operators to meet your needs. Benjamin Steel can deliver those pieces right to your doorstep, so you can begin production and get your job done on time.

- Shears and processors at each location are waiting for your order.
- Maximum capacity of 5/8" thick x 10' long or 3/8" thick x 12' long

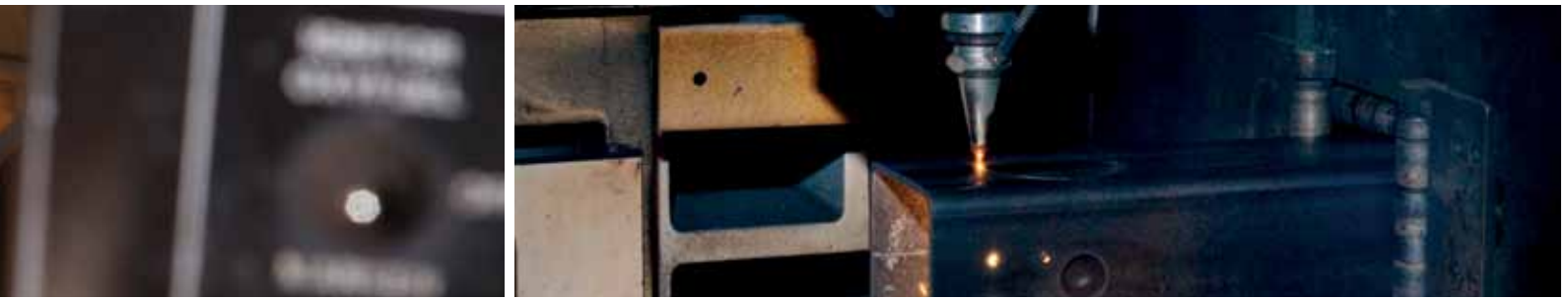
### SAW CUTTING

We have the saws to get the job done. Production cutting jobs? One or two pieces? No problem. Whatever the job calls for, Benjamin Steel has the manpower and expertise to make it happen. Our trained operators are waiting for your order.

- 14 fully automatic saws
- CNC capabilities
- 26" round or 25" square/rectangular capacity
- Miter cutting with up to 60-degree capability
- Double miter cut one end
- Special packaging requirements—not a problem!







**◆ EQUIPMENT – 3D ROTARY LASER CUTTING**

**BENJAMIN STEEL IS COMMITTED TO REMAINING YOUR FIRST CHOICE FOR STEEL PRODUCTS AND SERVICES.**



The addition of our Mazak Fabri Gear 150 3D Rotary Laser exemplifies our commitment to helping you and your business maximize your profits! This innovative profile laser cutting system will put you at the top of today's competitive marketplace. Let us show you the value of making us your First Choice for laser cutting of pipe, tubing, and structural shapes.

**LET BENJAMIN STEEL WORK FOR YOU!**

Studies show that 93% of the time spent in creating a part is non-processing time. Time is spent moving material from one operation to another. This "down time" costs you money!

Our Mazak Fabri Gear 150 3D Rotary Laser is the answer to reducing your "down time" by combining several steps in the part creation process. Whether it's saw cutting, hole drilling, notching, beveling, etc., the Fabri Gear is up to the task. By combining multiple operations into one step, Benjamin Steel can provide you with a quality part ready for assembly. Less handling and labor on your shop floor means lower costs and increased efficiency, which leads to increased value to your customers and puts money where it counts — on your bottom line!

**THE BENJAMIN STEEL LASER ADVANTAGE**

- Our laser cutting system combines multiple steps in the manufacturing process, reducing your internal setup and handling time.
- Finished parts arrive ready for welding and/or assembly, reducing your production time, inventory costs, and increasing your cash flow.
- Finished parts allow for increased production and faster turnaround to your customers.
- Laser-cut parts offer greater consistency and improved weld preparation for a better fit and faster assembly.

- Special cutting programs allow for complex cuts for easier forming and fixtureless welding.
- The Mazak FG-CAD/CAM software package allows the importing of solid modeled part files for greater accuracy and fewer mistakes.

**3D FABRI GEAR 150**

Laser continuous rated output.....	4000 Watts
Min./Max. Cutting Size .....	(.79"–6") Round or Square
Max. Cutting Thickness.....	(.86")
Max. Work-Piece Weight.....	(728 lbs)
Max. Length.....	(26' 3")

**SOLUTIONS FOR ALL STEEL REQUIREMENTS**

It's not always easy finding solutions to your steel requirements. Whether it is an unusual grade, a hard to find item or a special size, Benjamin Steel is here to help. Our sales staff and purchasing department will team up with you to solve your steel supply puzzle. Not only will we help you find the right solution, we'll use our purchasing power and vendor relationships to get it for you at a competitive market price. Some of the ways we can help you find a solution right for you include:

- Stocking programs to meet your specific needs
- Experienced and savvy buyers that know their products and the market
- Strong relationships with reliable and service oriented vendors
- Creative sales people who will help you find the right product at the right price to meet your needs
- Flexibility in service and delivery

**You can be assured that all of us at Benjamin Steel will work together to do everything we can to help meet your needs in a way that makes sense for your business and your bottom line.**



## CAREERS

Benjamin Steel, one of Ohio's largest family-owned steel service centers, is a recipient of the Governor's Excellence Award for Safety. We are proud of our achievements and our commitment to teamwork that has directed our company for more than 50 years.

We maintain our core values through human resources practices, management and leadership, capital strength and an entire organization passionately committed to customer service. Benjamin Steel is an equal opportunity employer. Individuals submitting information in response to job postings online are not considered applicants for employment until an original copy of the official application form of Benjamin Steel is completed.



## KEY PRINCIPLES

- We will always treat each other fairly in all activities, safety will be a top priority.
- We expect all of us to treat each other with respect, to do our best and to foster the spirit of teamwork.
- We will establish a spirit of family throughout our company so that we recognize the importance of family in our personal and professional lives.
- Our staff is critical to our success and we will provide opportunities to develop our skills and abilities and to advance our careers.
- We will establish programs, policies and principles that recognize the importance of and provide opportunities for employee involvement throughout our company.
- We will communicate many aspects of our company to our staff, including our goals, plans, programs, successes, strengths, and challenges.
- We expect our managers and leaders to conduct themselves ethically and to passionately promote the mission, goals, values and expectations of our company and our owners.



**THIS CARD IS A KEY.**  
**OPEN UP YOUR BUSINESS**  
**TO EXTRAORDINARY STEEL SUPPLY CHAIN SOLUTIONS.**

Benjamin Steel is the recognized leader in supply chain solutions for steel. With a proud tradition of service excellence and an unmatched commitment to innovative solutions, Benjamin Steel has the complete package for supply chain management in its three Service Divisions: **Product Solutions, Processing Solutions and Specialty Solutions.**

With our streamlined capabilities, ultra-competitive prices, and state-of-the-art supply chain solutions systems, Benjamin Steel is the ideal partner for managing your steel supply chain and powering the performance of your business.

**To learn more** about all that Benjamin Steel has to offer, call us toll-free at **1 800.762.0926** or visit us online at **benjaminsteel.com**.



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