

Samuel, Son & Co., Limited

Samuel, Son & Co., Limited has built a history of successes since opening a small metals business in 1855, becoming the largest family-owned metals distribution and processing corporation in North America today.

Proudly serving a multitude of industries, Samuel specializes in the distribution, processing, manufacturing and transportation of metals and industrial products.

This fifth-generation, family-run business manufactures an expansive range of stainless steel products including coil, sheet, plate, bar, pipe, tube, fittings and flanges.

Headquartered in Mississauga, Ontario, Canada, the company has over 100 steel service centers and manufacturing facilities worldwide. Stainless Steel World Americas recently had the opportunity to go to the Mississauga facility to sit down with staff from Samuel and talk about how it grew from its humble beginnings to a world leader in the metals industry.

By Steven Keddy



Marketing and National Accounts of Samuel, Son & Co., Limited, accredits the company's long history for keeping it an industry leader. "Some people might think that because we're 157 years old that there's a bunch of old guys sitting at a company, but that's not the case at all," said Hutton. "Mark Samuel, he's the fifth-generation Samuel to be running this company. And there will be more generations of Samuels to come."

our mill sources and wait for them, we have a group internally who can do that. We're one-stop shopping, we have a lot of North American locations and an in-house technical services group," said Hutton.

Samuel understands that no two customers and no two orders are the same.

"I believe the strength of Samuel and what we're trying to accomplish here as a company is to help customers be competitive in their market place, help save them money and help them make money," explained Hutton.

Quality is at the core of every product and service at Samuel, Son & Co., Limited. The company follows stringent quality regulations and continues to demonstrate its commitment to quality through a rigorous process of Quality Management Systems implementations and compliance. As a growing company committed to the market, Samuel, Son & Co., Limited attributes its employees as a leading force behind its success.

"We have great people," said Bill Hutton. "We're a family-run business and we're like a big family. This company's got a lot to offer. We care about our customers, suppliers and employees."

Market

"We're always trying to raise the bar." Samuel, Son & Co., Limited serves a variety of metal and industrial product markets.

"We don't have one dominant market segment," explained Hutton. "Our stainless steel inventory is extensive. We cover the grades that are most common:



With a legacy reaching back further than the light bulb or the automobile, Samuel, Son and Co., Limited continues to grow.

Family

With over a century and a half in the industry, Samuel, Son & Co., Limited knows that a key to their success is their attention to customer service and satisfaction.

"We treat all customers the same, whether you're a multi-billion-dollar corporation or a smaller company," says Hutton.

Samuel works closely with customers and will customize orders to help customers reduce costs. "When there's a technical problem or someone wants to look at an alternative grade, we don't have to go to

History

In 1855, two brothers, Mark and Lewis Samuel opened up a hardware and metals import/export business, in downtown Toronto, Canada, called M & L Samuel. The brothers set up shop in a narrow corner building known as "The Coffin Block." The building, Toronto's famous Gooderham Building, still stands as a tourist attraction to this day.



The Coffin Block remained their headquarters until 1881 when they made their first acquisition and moved to Toronto's commercial district.

At this same time, a young Sigmund Samuel, son of Lewis Samuel, joined the company as the next generation of the family business.

In 1931, as sole owner, Sigmund Samuel renamed the company to the name it has been for over 80 years, Samuel, Son & Co., Limited.

After a century of solid growth downtown, Samuel made its first expansion outside of the Toronto area and opened Samuel

& Fils in Montreal, Quebec in 1956. As the company continued to expand throughout the succeeding decades, Samuel branched out into many market segments serving a variety of metal and industrial product markets by opening and developing different divisions, such as its Samuel Packaging division, which manufactures a range of steel strapping, hand tools and unitizing equipment and with acquisitions like Associated Tube, a manufacturer of specialty engineered tubular products. The company continued to expand with locations in the United States and their first purchase in Texas in 1995. Today, Samuel, Son & Co., Limited has 51 facilities in the U.S., 52 facilities in Canada and another two locations in Mexico.

Bill Hutton, Corporate Vice President,



- More Than Metal

Product Profile

Stainless Plate Processing Capabilities & Available Grades:

| | |
|------------------------------------|---|
| Processing: High Definition Plasma | Up to 5/8" Thk - Table Capacity 120" Wx390" L |
| Conventional Plasma | Up to 6" Thk - Table Capacity 132" Wx564" L |
| Laser Cutting | Up to 5/8" Thk |
| Water-Jet Cutting | Up to 6" Thk - Table Capacity 120" Wx360" L |



Water-Jet cutting is available on many processes

Common Stocking Grades:

| | |
|----------------|--|
| Austenitic: | 304, 304H, 304L, 309S, 310S, 316H, 316L, 317L, 321, 321H, 904L, Alloy 20, 254SMO |
| Ferritic: | 409, 410, 410S |
| Duplex: | LDX2101, 2002, 2003, 2205, 2304, 2507 |
| Martensitic: | 17-4, 15-5 |
| Nickel Alloys: | 200, 25-6HN, 400, 600, 601, 625, 800H, 800HT, 825 & C276 |

| | |
|------------|-------------|
| Thickness: | 3/16" to 6" |
| Width: | 48" to 120" |
| Length: | 96" to 528" |

Value Added Services: Polishing, Grinding, Heat Treating, Saw Cutting, Forming, Rolling, Shearing, Beveling

Other grades, sizes and lengths available upon request

Coil, sheet, bars, pipe, tube, fittings, flanges and structurals and we also have the processing equipment to cut the full range of products... And we're all across North America."

With dedicated business groups and manufacturing divisions, Samuel is able to offer value-added products and services for a wide range of markets for end-use suppliers in order to satisfy quality, volume, delivery and expenses. These markets include:

- * Aerospace
- * Automotive
- * Building & Construction
- * Chemical Processing
- * Energy
- * Food Service
- * Manufacturing
- * Medical
- * Military & Defense
- * Packaging
- * Pressure Vessel
- * Service Centers
- * Transportation
- * Water

Future

Even with more than 157 years of growth, Samuel continues to set its sights on expansion, spending more than \$600 million on acquisitions and capital investments over the past five years.

This includes the acquisition of Basic Stainless, with locations in Marshfield and Green Bay, Wisconsin and Minneapolis, Minnesota, AP Specialty Metals in Atlanta, Georgia and Doral Steel with locations in Toledo, Ohio and Clinton, Tennessee, which help to increase Samuel's service level and penetration into the Midwest and Southern U.S. markets. In addition, the company has opened warehouses in Tampa, Florida and Chicago Illinois to further support these efforts.

The Houston, Texas facility acts as the major processing center for the branches offering plate profiling, beveling, shearing, sawing, grinding and a recently expanded cut to length line that can accommodate quarter-inch by 72-inch coil product. Additional



processing centers are located in Los Angeles and Hayward, California, Denver Colorado, Portland Oregon, Milwaukee Wisconsin and Hermitage Pennsylvania.

Add in an extensive inventory of stainless and duplex steel, nickel alloys, aluminum and carbon products and you can see how Samuel is well positioned to provide their customers with quick access to a large variety of products and processing.

To support customer demands, Samuel has broadened its inventory mix on bar products and now stocks grades 17-4 in condition A and DH1150 in up to 22-foot lengths in standard and TGP finishes. Also T431 and XM 19 HS in 22-foot, 26-foot, 30-foot, 36-foot and 40-foot lengths are now in stock and suitable for most polished rod applications, as is 316 Strain hardened bar in flat, hex and rounds, suitable for high pressure valve and fitting applications.

When it comes to pipe, tube, fittings and flanges, Samuel's experienced global sourcing projects team will work with customers to provide the best value solution to meet the most demanding requirements. Whether they're looking for common or specialized bills of material, bulk supply or a dedicated inventory program, Samuel will help manage customer's inventory, reduce material costs and ensure they have the material when it is needed. Samuel also carries those hard to find grades such as duplex 2205 and 2507, Nickel Alloys 600, 625, 718, 800H/

HT, 825, C276 and chrome moly P5, P9, P11 and P12.

Samuel realizes the importance of continuing to expand into other markets like the United States and Mexico. As an industry leader, Samuel recognizes the fluctuating markets and adapts accordingly. "You're not just competing in a Canadian market or just the U.S. market. You're competing in a global market now," explained Hutton. "I think you've got to watch the global market. I think you've got to watch the economies extremely well and you can't be afraid of change."

Integrity

Overall, Hutton says, Samuel would be nowhere today without the founding principles of the company. "We do the right thing. We do things with integrity," says Hutton. "You can take the largest order in the history of the metal industry, but if we can't do it ethically and properly, we don't want that order."

Offering end-to-end solutions in the distribution, processing, manufacturing and transportation of metals and industrial products since 1855, Samuel is more than metal. They have developed value-added services and products tailored for specific end-uses. With Samuel's extensive history, family-oriented culture and vision of the future, it is clear that they will continue to grow and diversify for years to come.

Samuel, Son & Co., Limited

Locations:

Over 100 strategically located steel service centers and manufacturing facilities across Canada, the United States and Mexico

Products:

Carbon Steel - Flat Rolled, Carbon Steel - Plate, Carbon Steel - Structurals, Steel Bar & ERW Tubing, Stainless Steel, Aluminum, Tool Steel, Copper & Brass

Manufacturing Divisions:

Packaging Group, Unalloy-IWRC, Roll Form Group, Associated Tube Group, Samuel Pressure Vessel Group, Carbon Tubular Products Group, Samuel Steel Pickling Group

Website:

www.samuel.com

