



WE DON'T SIT STILL

Heidtman Steel Products, Inc.
Mark E. Ridenour, CFO
Toledo, Ohio

Heidtman Steel Products, Inc., founded in 1954, is the largest privately held flat-rolled steel service center network in the country. It is also one of the most successful. It markets semi-finished steel products that are sold through its nine processing facilities to a wide variety of industries, including automotive, truck and bus, construction, pipe and tube, metal buildings, appliances, furniture, and storage racks.

“Our business is simple,” said Mark E. Ridenour, CFO of Heidtman Steel. “We take large steel coils and process them into smaller coils for customers. We can process nearly five million tons of steel annually. We offer all grades and finishes of flat-rolled steel products to more than 1,000 customers.

“Our network of state-of-the-art steel processing centers offers a broad range of services, including pickling, slitting, galvanizing, blanking, edging, and shearing,” he said. “We also have strategic locations to meet our customer needs. The majority of our processing centers are near large steel mills and mini-mills. These facilities include Butler, Indiana–Steel Dynamics; Crawfordsville, Indiana–Nucor; Granite City, Illinois–National Steel; and Baltimore, Maryland–Bethlehem Steel.”

Mark stated that the key to Heidtman Steel’s success is the people who work there. “We value our employees,” said Mark. “We share our profits and provide excellent benefits. That’s why our relationship with Savage & Associates is so important. We began working with John Savage 15 years ago and later with Wayne Milewski. Wayne has helped us tremendously with our health insurance planning.”

About 12 years ago, Heidtman Steel decided to become self-insured and simultaneously offered its employees a flexible spending plan. “Wayne helped us with the plan design. He also provided excellent guidance in the implementation process. When we went to a self-insured plan, we saved the company a considerable amount of money. Our plan increases have been very minimal. With the savings, we were able to contribute dollars to everyone’s spending accounts for dependent care, 401(k) plan, etc. To this day, our employees still don’t have any out-of-pocket expenses for the cost of their insurance plan. That is remarkable. I enjoy working with Wayne and appreciate his expertise.”

