

Midwest Tube Mills, Inc. (MTM), an American-owned manufacturer of 100% domestically sourced steel tubing for the high security, industrial/commercial, residential and mechanical marketplace, has announced plans to expand its Madison, Ind.-based campus to better serve and strengthen its commitment to the fence industry.

“MTM has grown into a leading supplier to the fencing industry over the past several years and we continue to look for ways to evolve and grow within this particular product segment,” stated MTM president and CEO Rick Russell.

MTM is implementing a multi-phase plan that is anticipated to cost several million dollars and take approximately three years to complete, he noted. The plan includes significant upgrades to existing equipment, the addition of substantial capacity, and enhancements to the overall plant and logistics surrounding the facilities.

MTM plans to continue to vertically integrate by adding a full service slitting operation at the 64 total acre Madison campus. MTM currently has over 450,000 square feet of manufacturing space in Madison, and this will add another approximately 20,000 square feet to the operation.

MTM currently operates four full

Midwest Tube Mills embarks on multi-phase expansion plan

pipe and tube mills as well as a large powder coating facility. In addition to the slitting operation, MTM is expanding its exterior physical facilities to better accommodate the logistical part of the operation, Russell noted.

“With hundreds of trucks coming in and out of the facilities each month, the process flow was in need of improvements,” he said, adding that he has worked with MTM senior management to develop a plan that will greatly improve the process.

This involves the utilization of existing land owned by one of Russell’s affiliate companies to add a completely new shipping lane to connect with existing infrastructure provided by the City of Madison.

“This change will greatly improve the daily flow of incoming raw material as well as outbound finished goods which will benefit the end user from efficiency gain,” he said.

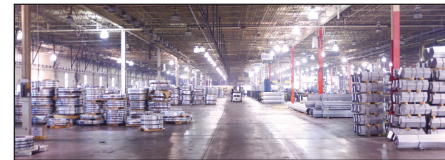
The final phase of the project will be the addition of two new mills to



the existing campus. This will allow MTM to continue to focus on serving the needs of the core products for the fence industry while being able to meet some of the

needs of these same clients with other products. In order to accomplish this, MTM has once again partnered with the City of Madison to bring creative ideas to the table to help facilitate the expansion, Russell said. A tax abatement was recently granted to MTM to help accomplish this project.

“We have long enjoyed a great re-



Under the planned expansion, major enhancements will be made to MTM’s Madison, Ind. facilities, two views of which are shown above. (MTM photos)

lationship with the City of Madison,” Russell said. “When I decided to move my business here almost 20 years ago, we worked together to find a solution that was beneficial to each party. MTM has provided many good paying jobs and helped the community grow by being one of its largest employers. In turn, the City of Madison has been supportive of projects like this and I appreciate that.”

The primary focus of this overall project is to continue to improve upon the process of delivering high quality and cost competitive products to the fence market, he said.

“The fence market changes every day. We have been blessed to forge a position as a market leader and contractors’ choice with our attention to quality, industry leading delivery times, cost awareness, and 100 percent dedication to customer service. We are pleased to be able to continue to invest in this industry to allow us to carry on this dedication to our clients for years to come. As the industry evolves we intend to continue to be the catalyst to drive change and improvements to allow our clients to grow and be successful.”

For information on MTM and its product lines, visit the company web site at www.midwesttubemills.com.