

Levy Link

2019 Edition 2

Blazing a Path Toward a Bright Future



Donze Operator, Pascal Genet prepares to test newly manufactured nozzles at Donze's facility in Fresse sur Moselle, France.



Donze Technician Operator, Nadine Claude makes an equipment adjustment while manufacturing nozzles.

The exceptional team at the Levy-owned Donze manufacturing facility in Fresse sur Moselle, France has pioneered innovative and cutting-edge flame solutions for the steel industry for over 30 years. Donze's accomplishments include the development of the first scarfing machine and torch for the steel industry.

Founded in 1972, the business centered around the design and manufacture of specialized steel cutting torches and nozzles to precisely cut steel to customers' specifications.

In 2001, Levy purchased the business and together with Donze, built a robotic scarfing torch system for steel industry customers including Levy's Indi-

ana Flame Services. This system eliminates slab surface defects, producing clean steel slabs for automotive applications.

As Donze continued to provide solutions to a small, niche steel market, it became evident that diversity was needed to compete. In 2016, Business Development Manager, Olivier Arnes joined Donze to help broaden the customer base and find new markets. Improvements included a specialized CNC machine to automate nozzle manufacturing, a better product identification process and the flame testing of all products.

With a newly acquired ISO quality certificate in hand, Donze is fired up to begin work on a new contract. A steel cutting machine rebuild coupled with specialized

torches for cutting steel coils and tundish will mark Donze's first step outside of its core business. According to Olivier, "This new contract is an important step for Donze and our connection to Levy differentiates us from our competitors." Next up is further expansion within Europe and the US, and new designs for steel cutting equipment.

While many things have changed, one thing is certain – this unique team will blaze a path toward a bright future for many years to come. •



Information provided by Olivier Arnes,
Donze, Al Popp and Art Olvera, Edw. C.
Levy Co. Engineering



Five Languages – One Levy Link

Even for those who speak multiple languages, it is only natural to prefer reading in one's native language. With that said, the Levy Link is now translated into Hindi, Thai, French and Spanish for our employees in India, Thailand, France and Mexico.

Levy's latest champion, John Yzenas, Director of Technical Services recently earned the esteemed Prevost Hubbard award. The American Society for Testing and Materials (ASTM) presented him the award for his 26 plus years of outstanding work in the field of specialized road and paving materials.

Because ASTM is a consensus organization, it requires everyone to agree on the winner. With over 140 participating countries and 12,000 ASTM standards operating globally, this recognition acknowledges his exceptional work. When

asked what receiving the award meant, John said "essentially for me, it's special to receive this



"Essentially for me, it's special to receive this recognition from my colleagues."

recognition from my colleagues." Yzenas joined Levy in 1990 where he has successfully developed a Technical Marketing Division for the company. With this division, John shifted the mindset from just making and crushing rock to marketing a valuable product. He joined ASTM in 1991, where he has participated on 21 committees and sub-committees and completed over 50 different specifications.

Congratulations John! ●

Information provided by: Kelly Cook, Levy Technical Services

Image

At the Levy Companies and Joint Ventures, a concerted effort is being made to maintain a "First Class" image. The nature of our industrial businesses makes this quite difficult at times. There's always room for improvement, as everything ages and weathers. So often we make judgements based on the first impression of what someone or someplace looks like. It is simply normal human behavior. Please assume your family, customers, regulators and friends are coming to visit you today. Can we be proud of what they will see? Cleanliness, good housekeeping, and attention to EHS (Environmental Health & Safety) combine to project a professional image. Part of being the best is looking the part. Painted and clean equipment, good looking uniforms and well-lit facilities benefit our employees, impresses our customers and influences our neighbors.

Remember, image is important to our future.

S. Evan Weiner

Winner's Circle

Amazing Companies Say Yes!

In the words of a customer service expert, Shep Hyken, "It's easy to say No to a customer, but that's not what amazing companies do. They find ways to say Yes." So when the request came to James Hegarty, Australian Steel Mill Services (ASMS) Sales Manager, to provide 11,000 metric tons of slag to Lendlease, he said Yes. With amazing speed, material was produced, safety plans developed, trucking suppliers secured and drivers trained. The ASMS team rose to the challenge, and within six days the product needed by one of Australia's Tier 1 construction companies was delivered without a glitch.

Although not an easy task, the team knew the importance of satisfying Lendlease, a first-time customer for ASMS. The 21 Area Blender crew and Technical Support produced a quality blend of air-cooled and granulated blast furnace slag with a slag cement/lime binder. A prompt response to training drivers by longtime sub-contractors NGIL and South Coast Equipment, resulted in meeting the delivery requirements 50 kilometers west of Sydney.

Lendlease is one of only six Tier 1 construction companies in Australia. Tier 1 contractors work on projects valued from hundreds of millions to billions of dollars. The success of this project puts ASMS in a good position with Lendlease for future projects. ●

Information provided by James Hegarty and Joy Lawrence, Australian Steel Mill Services



After James Hegarty (left), ASMS Sales Manager, secured the road project, Joy Lawrence (right), ASMS Safety and Training Coordinator, helped with the required Safety Management Plans that detailed injury and risk management and monitoring for the project.

Good On'Ya Mate

By securing and quickly modifying a used 990 aggregate bucket, the team at Australia Steel Mill Services continued providing uninterrupted service to their steel mill customer.



(L-R) Mitch Conley, Tony Troughton, Ron White, Bob Diversi.

Customers' Choice

Levy's US Steel Mill Services proves once again to be the customer's choice as a mill services provider. This group continues to work hard, resulting in contract renewals at several steel mills across the US.

These renewals include the following:

- Columbia City Mill Services – Ten years
- Butler Mill Services – Ten years
- Fulton Mill Services – Five years
- Plant 6 Scrap Management – Five years

Congrats to the team on these long-term contracts. ●

Information provided by Brian Lasley, US Steel Mill Services

Drivers Get Defensive

The semi-trucks driven by Stacy and Levy are 80 feet long, weigh up to 160,000 pounds and travel the same roads as motor vehicles every day. It is important to properly maintain the trucks, but what about maintaining the drivers' skills? In 2019, the Stacy and Levy drivers received a "tune up" of their truck driving skills. The group participated in a winter weather roads simulator

and defensive driving class, plus one-on-one driver coaching. The training was provided by Michigan Center for Truck Safety.

The drivers experienced real-world driving scenarios and road hazards to practice their defensive driving skills. According to Reuben Maxbauer, Trucking and Logistics Area Manager "We are always looking for ways to better protect our employees and the community."

Most of the drivers have been on the job 20 plus years and all agreed that much has changed since the start of their careers. As the challenge of sharing the road with motor-vehicles continues, now is a great time to brush up on defensive driving skills to make sure everyone arrives home safe. ●

Information provided by Reuben Maxbauer, Edw. C. Levy Co.



Stacy and Edw. C. Levy Co. drivers and trucking staff participated in a four-hour defensive driving class for professional truck drivers.

Granting New Skills

According to the proverb, "Give a man a fish, and you have given him a meal. Teach a man to fish, and you have given him a livelihood." This highlights how important training is to an individual, and companies like Levy recognize how critical it is to provide employees with the knowledge and skills to perform their jobs. To help bridge the gap, Levy has received state and federal training grants for investing in their employees and creating jobs.

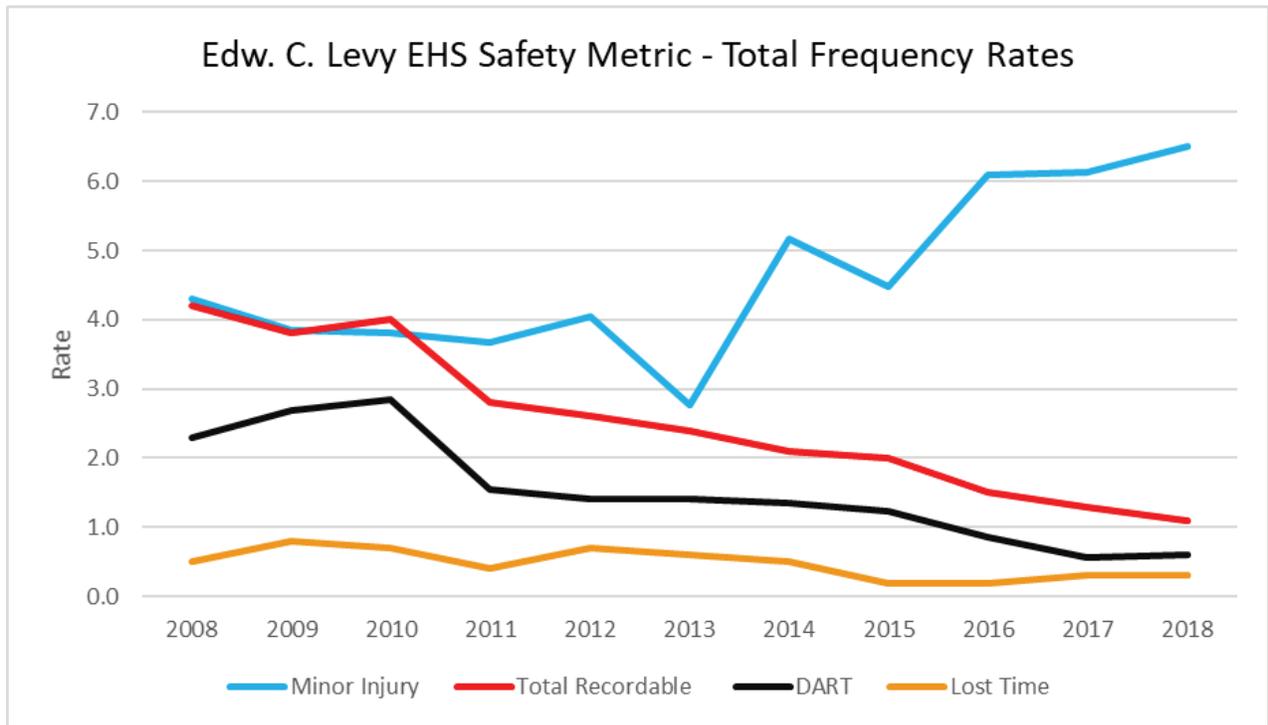
With help from site administrative staff, Performance Im-



Memphis Mill employees, Derek "Big D" Lambert (center) and Lecurisha (Cheree) Williams (right) with a representative for the American Job Center in Tennessee.

provement, Accounting and Human Resources, Levy has secured training grant funds for Detroit Steel Mill Services, the Michigan Aggregates Division, and numerous Mini-Mill locations. This process is quite intensive because states require a great deal of information on what the dollars will be used for, and proof that the monies were used as intended. To learn more about training grants, contact Performance Improvement. ●

Information provided by Sheryl Shultz, Productivity Masters



Smarter Logistics

Product quality is important in all lines of business – but even a great product that arrives 3 hours or even 30 minutes after it’s needed, can result in wasted effort and disappointed customers.

Planning the most efficient route for each load is critical to customer satisfaction. Levy deployed tablets into its trucks and loaders with the capability to provide customer order information, geographically specific delivery locations and real-time GPS traffic reports. This is a major step to differentiate Levy from others in the 2019 marketplace.

In addition to providing dispatchers and customers real-time information, this technology allows trucks to by-pass inbound scales at loading sites and go directly to the product to be loaded. Simultaneously, loader operators use their tablet to confirm and load the customer’s order. Then, since the tablet knows the delivery location, it begins mapping the most efficient route for the driver to follow, even rerouting based on real time traffic information. Trucking and Logistics Area Manager, Reuben Maxbauer noted, “This new solution is critical for big jobs, such as the next phase of the I-75 project, where trucks need to

get in and out of sites and jobs quickly.”

There are many benefits expected for Levy by utilizing “smarter logistics,” including reduced manual entry, increased data quality, decreased calls to dispatch, and automated reporting. Additionally, truck drivers are expected to gain an extra load each day, driving real savings for our customers. ●

Information provided by Reuben Maxbauer, Michigan Aggregate Trucking



Logistics Field Technician, Dwayne Harris (left), trains Levy truck driver Karl Kimbrough (right) on the use of tablets.

Levy's Expansion Through the 90s: Building on a Solid Foundation

Do you remember looking at your massive computer monitor when the words, "You've Got Mail" popped up on the screen? Yes, the 90's were memorable as technology paved the way for a new digital world with the birth of the World Wide Web. The Grunge movement was "all that and a bag of chips" and eyes watched TV news detailing the accounts of the Gulf War. As this new decade began, Edw. C. Levy Co. looked to build on its successes from the 80's and find new opportunities to solidify its name as a solutions provider. The 90's brought about significant prospects and some were found in unique ways.



**Levy added
3,000
acres
of aggregates
reserves**

Michigan's Natural Aggregates Division Gets Super-Sized

What does an Australian sugar company and an aggregates mining company with operations in America's mid-west have in common? They are one and the same. Australia's CSR not only produced sugar products in the land down under, but also grew into a significant aggregates mining company with considerable operations in the mid-west including American Aggregates of Michigan. Leaders at CSR and Levy had established a positive relationship with Levy's presence in Australia. When CSR decided to shift their focus from the mining business, they looked to Levy as a possible buyer of their major assets in Michigan. In 1997 the deal was made, and Levy acquired 3,000 acres of natural aggregates properties. The acquisition dramatically increased Levy's aggregates reserves and established them as a major player in sand and gravel manufacturing and sales in southeast Michigan.



**1 deal
lead to
6 contracts**

Levy's Journey to the Far East

Levy's joint venture formation of Australian Steel Mill Services (ASMS) with Queensland Cement in the 80's once again brought about new business connections. One of these connections was Siam Cement company – the largest and oldest cement and building material company in Thailand and Southeast Asia. A representative for Siam Cement was highly interested in their cement operations becoming more environmentally friendly – his wife was part of the Thai Environmental Agency. He also represented Siam Cement's investment in steel making operations at multiple steel mills in Thailand. Ed Levy Jr. was invited to look at their operations and a joint venture was formed between Levy and Siam Cement, called Siam Steel Mill Services (SSMS). The deal included providing steel mill services for six mills and processing slag and scrap, while eliminating old stockpiled material.



Levy's Mini-Mill Operations Heat Up

Mini-Mills continued their massive expansion and in the mid-90's, Australia's BHP and Minnesota's Northstar Steel established a new joint venture mini-mill operation in Delta, Ohio called Northstar BHP. Evan Weiner had a school connection with leaders at Northstar and Levy had a connection with BHP Steel in Australia. Levy bid and secured the job, establishing Fulton Mill Services as Northstar BHP's mill service provider. At the same time, three leaders from Nucor Steel established their own mini-mill business, Steel Dynamics Inc. and built their first operation in Butler, Indiana. Levy leaders believed in the viability of this new mini-mill and in 1996, Levy's Butler Mill Services commenced. Another opportunity surfaced as Nucor settled on a greenfield site in the southern town of Berkeley, South Carolina. Once again, Levy's connections helped secure the mini-mill services contract and in 1996, Charleston Mill Services began. Within two short years, Levy's Mini-Mill operations more than doubled in size and secured Levy's future of servicing leading-edge steelmakers. ●

In two years, Levy's Mini-Mill operations
more than doubled

Mexico Ramps Up

Recent investment in Mexico has grown Levy's operation to nearly 100 employees and more valuable products for the customer. This was accomplished through the hard work and creative efforts by many across Levy.

In two short years the operation has added a second drop ball crane and a metal recovery plant. The first crane is dedicated to processing steel skulls, the second crane is used for iron skulls. The customer, Altos Hornos de México Steel Mill (AHMSA), uses the recovered iron in their steel-making process, which reduces the need to purchase raw materials.

The metal recovery plant processes material broken down by the drop ball cranes. The plant uses crushers and powerful magnets to remove the types of metallics the customer needs. Recovering and sizing both iron and steel for the customer helps improve efficiency and reduces cost for AHMSA.

The dedicated Levy Mexico team continues to explore other opportunities to employ best practices and leverage Levy's 100 years of experience

in steel mill services to provide additional support and help the customer succeed. ●



Levy Mexico Metal Recovery Plant Operators- Back row (L to R): Jesus Emmanuel Marquez, Miguel Angel Vidal, Fernando Flores, Raul Perea; Front row (L to R): Rodolfo Gonzalez, Jorge Cardona, Christian Jimenez

Information provided by: Mike Levko and Alton Popp, Edw. C. Levy Co. and Juan Viesca, Levy Mexico Steel Mill Services

Congratulations Levy Leadership Grads!



*Back row, LR: James Lambert, Charlie Bronco, Corey Curnutte, Sarah Page, Jake Turner, Steve Looney, Andrew Mondelli, Eliseo Covarrubias, Abdullatif Sufyan
Front row, LR: James Pullen, January Lee, Jim Gurney, Carly Walker, Courtney McCarty, Lina Cortes, Brandy Vollen, Kari Wilcox, Alex Piper, Juan Viesca, Brandon Perry*

Humble Hero

Someone once said, “A hero does good for good, not for glory.” That certainly could be said about Detroit Plant Manager, Rick Herrera, who responded to an unexpected request to donate bone marrow to a seriously ill 9-year-old. He had signed up with the donor registry many years ago and had not received a call until November of 2018. After being told he was a potential match, Rick agreed to undergo additional tests to make sure the donation would be safe for him and the patient. In mid-January, Rick and his wife traveled to a Minnesota hospital and his bone marrow was donated through a surgical outpatient procedure.

Rick registered as a donor when a request was made throughout Levy in 2007, to help an employee’s daughter find a bone marrow match. He had forgotten all about it until he was contacted. Less than 1% of registry members will be selected as the best possible donor for a patient. Ricky shared, “Since I’m older than most donors, they needed to check out my health...but I’m in good shape thanks to Levy’s yearly health evaluations.”

Powered by

The famous fictional detective, Sherlock Holmes, once said, “I never guess. It is a capital mistake to theorize before one has data.” While data is important, the right data is essential. In the steel mill services business, having good heavy equipment data is critical. It was the analysis of this data that enabled Levy to create a new leasing arrangement: Power by the Hour. This model for material handler machines provides cost flexibility and a projected 10% reduction in monthly equipment operating costs.

The backbone of Power by the Hour was the discovery that unlike other heavy equipment, the data on material handlers showed no gain in equipment life or reduced equipment costs after a rebuild. The need to have backup equipment during repairs and rebuilds further compounds this challenge. As Steel Mill Services Director of Operations, Russ Burke noted, “The longer they

For information on becoming a donor, check out Be The Match <https://bethematch.org> ●

Byline: Information provided by Rick Herrera, Detroit Steel Mill Services



Standing in front of Levy's first Pot Carrier, Rick Herrera, Levy Detroit Plant 3 Manager



ran, the worse it got... we needed to come up with a better cost and availability model for the material handlers.” After analysis of a huge collection of equipment data, it was discovered that the solution was to remove the machine from service after running 12,000 hours and replace it with a new machine.

The Power by the Hour leasing model uses equipment hours to track and predict when machines will reach the hour limit. This is important since there is currently a 7-month lead time to receive a new 850 Sennebogen. To help with this need, Kaylin Chesmore, IT&S Enterprise Systems Strategist, designed an automated process to alert management when a new machine needs to be ordered.

In the future, Levy will continue to look for opportunities to utilize the new Power by the Hour leasing model. ●

Information provided by Cam Frost and Russ Burke, Edw. C. Levy Co.

Journey 2 Jobs

Learning styles can be just as unique as one's fingerprint. No one learns exactly the same way – some prefer reading, while others prefer hands on experience. On March 14th, the Levy family of companies participated in Junior Achievement's showcase on skilled trades in Pontiac, Michigan. At the event, companies marketed themselves and their career pathways through a short presentation

followed by questions.

This event explained to over 400 students that there are many different paths to a career. At Levy's station, students learned about potential careers as heavy equipment mechanics, plant operators, information technology technicians, server managers and sales representatives. ●

Information provided by: Junior Achievement of Southeast Michigan



Left to Right: Tom Gatza (Ace-Saginaw Paving), Reuben Maxbauer (Edw. C. Levy Co.), Mike Hernandez (Detroit Steel Mill Services), Jason Curtis (IT&S), Nick Dudley (Michigan Aggregates – Oxford), Hunter Oxley (Michigan Aggregates - Highland), Kari Wilcox (Ace-Saginaw Paving), Jeni Miller (Detroit Steel Mill Services), Brian Clark (Detroit Steel Mill Services)



Siam Steel Mill Services (SSMS) showing "Teamwork makes the dream work" at their annual Sports Day and New Years celebration.

Paved Perfection at Ace-Saginaw

Ace-Saginaw Paving Company was recognized by the Asphalt Paving Association of Michigan and the Michigan Department of Transportation for exceptional asphalt roadway paving projects in 2018. Their efforts were acknowledged with two "Awards of Excellence" for their work. These projects paved over 30,000 tons on I-75 in Ogemaw/Arenac County, and over 3,000 tons on the Flint River Iron Bell Trail in Genesee County. Check out the last edition of the eLink for a great aerial video of the trail. <http://levylink.edwclevy.com/>

Great job to all Ace-Saginaw team members who helped build these projects on time and most importantly, safely! ●

Information provided by Tom Gatza, Ace-Saginaw Paving Company

Missed the last edition of the eLink?



Check it out here!

Meet Me at the Bar

Did you know that after the age of 40, 1% of bone mass is lost per year because of a combination of age-related changes, inactivity and inadequate nutrition? Most would say calcium and healthy eating builds strong bones, however there is another way that people do not consider: strength training.

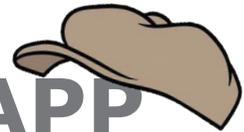
Building strong muscles is very important to building and keeping strong bones. The Department of Health and Human Services recommends incorporating strength training for all major muscle groups at least two times per week. Strength exercises target bones in the hips, spine and

wrists, which are the sites most likely to fracture. Balance and stability through strength training also helps reduce the risk of falls.

When first attempting strength training, it is important to consider seeking the help of a trainer or fitness specialist to learn the basics: grips, motion, positions, technique, etc. Strength training is important for everyone of all ages to add into their lifestyle because raising the bar helps develop healthy bones and improves quality of life. ●

Information provided by: Harvard Medical School, Mayo Clinic, and Dept. of Health and Human Services

INDOT Tips Their CAPP



Congratulations to Butler Mill Services for their 2018 CAPP Quality Achievement Award presented by the Indiana Department of Transportation (INDOT). Ten Butler Mill employees attended a ceremony in Indianapolis, Indiana in early February to accept the award. Why so many accepting? All the individuals who attended played a significant role in helping Butler Mill become a Certified Aggregate Producer Program (CAPP) site. Certification involved rigorous training, direct observations and product testing by INDOT. Typically, sites select one representative to become CAPP certified. Ryan Hyatt, Operations Manager, raised the bar and had all employees who touch the product go through the certification process.

Butler Mill earned the highest scorecard in their district with an astounding 39 out of 40 while competing against 21 other CAPP certified sites. This quality achievement is a tremendous accomplishment in the aggregates industry. Kudos to the Butler team for their dedication to meet and exceed customer expectations! ●

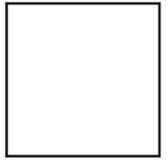


Butler Mill CAPP Award recipients: (L-R Front Row) Mike Zamarripa, Todd Ruble, Keith Walker, Kelly Cook, Eddie Mosier, Loren Johnson; (L-R Back Row) Brent Stoller, Dan Jennings, Terry Ross, Ryan Hyatt

Information provided by Ryan Hyatt, Butler Mill Services



Edw. C. Levy Co.
9300 Dix Ave.
Dearborn, MI 48120



Himalaya Steel Mill Services (HSMS) recently became a triple certified site in Quality, Safety and Environmental ISO Standards. They also celebrated 5 years with no lost time accidents on January 10, 2019. Congratulations to everyone at HSMS! Pictured (L to R): N. Pandey, A. Iqbal, V. Jhington, A. Bhaskar Rao, M. Dunbar, T. Green, S. Wittayangkoon, B. Harish, B. Singh, R. Pratap, S. Singh