

Distributor Klein Steel Opens Sales Operations in Albany

American Metal Market LLC

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Chicago – Full-line steel distributor Klein Steel Service Inc. has opened a sales office at the Watervliet Arsenal in Albany, NY, on the back of a rise in daily deliveries to the area since it began servicing customers last year.

“After starting delivery to the Albany area just over six months ago, our business has grown to the point that opening a local office was required,” company president John Batiste said in a statement.

In addition, the new local office will enable Rochester, NY-based Klein to expand its next-day delivery service to areas well-beyond Albany. “Our daily deliveries to the Albany area set our customer up for success,” said Batiste.

Klein Steel’s five warehouses in Rochester, Buffalo and Syracuse, NY, spanning 360,000 square feet of inventory and production space, offer services including waterjet-, laser-, plasma- and oxy-plate cutting, sawing, shearing, drilling, milling and tapping.

The company has appointed Brian Rowe as the head inside salesman at the new office and Pat D’Addio is the office’s outside sales representative.