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## Klein Steel expands business to Albany area

MATTHEW DANEMAN • STAFF WRITER • JUNE 12, 2009

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Klein Steel Service Inc. is expanding into the Albany area with the goal of building a customer base outside of New York state in the next two to three years.

The metal [processor](#) on Rochester's northwest side also has locations in Buffalo and Syracuse. For its move into Albany, the company has hired a pair of salesmen and a truck driver based in the Capital Region.

Company President John Batiste said Klein will send a [shipment](#) of up to 20 tons of steel daily by truck to the Albany area and hand it off to the the Albany-area driver.

"There's significant opportunity in that region," he said. "We're definitely looking at 'blue ocean' opportunities."

Eventually the company hopes to build its Albany-area clientele to a second truckload daily and then a permanent depot there, Batiste said. That would be a springboard to move into such areas as Vermont and Philadelphia, he said.

Klein employs 150 in Rochester, plus 40 in Buffalo and nine in [Syracuse](#).

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