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ECONSTEEL
ERIE CONCRETE & STEEL SUPPLY

ERIE INDUSTRIAL SUPPLY CO.



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Steel Service Center Marks 110th Year as Major Supplier

COMPANY PROFILE

ECONSTEEL (formerly Erie Concrete and Steel Supply Co.) is a distribution and steel service center that has been proudly owned and operated by the McCain family since 1913. ECONSTEEL provides a full line of carbon, alloy and specialty steel products and processing services for the machining, fabrication, manufacturing and construction industries. With its own delivery fleet and two distribution centers — headquartered in Erie, Pennsylvania, and a second location in Warren, Ohio — ECONSTEEL services northwest and western Pennsylvania, eastern Ohio and western New York. With a vast network of both domestic and international steel mills and major suppliers built on a century's worth of success, ECONSTEEL also provides steel distribution and support for businesses throughout the United States, Canada, Mexico and global export.

Built on Family Values and Customer Success

ECONSTEEL's success is a direct result of its commitment to its customers. "At ECONSTEEL, we always go the extra mile for our customers. We're proud to have assembled a personable and responsive sales team that encourages our customers to call them directly with any question or concern. We have over 100 years of experience in the steel industry and have built our company on honesty, integrity and all-around professionalism. ECONSTEEL has access to a vast chain of suppliers, which makes your problems easy for us to fix for you. We're here to take make the steel buying experience something you'll never have to stress over because ECONSTEEL is built to handle your every need," says President Scott McCain.

"Experience, inventory, knowledge, and responsiveness are the factors that help make our customers successful and make ECONSTEEL stand above our competitors. That is what ECONSTEEL is all about — ensuring our customers have what they need when they need it and have a great experience in the process. The end result: Our company becomes your valued resource. We are very proud of the fact that some of our customers have been with us from the beginning of our 100-year history."



Commitment to Future Innovation

ECONSTEEL is fully dedicated to continuous improvement to better serve its customers and set itself up for future growth. Not only does ECONSTEEL want to continue to be a premium steel products provider, but also be a resource to share industry knowledge and expertise.

John McCain, who re-joined the family business in 2021, states: "As we approach our 110-year anniversary, it's amazing to think about all of the local businesses we have supported and the people that were involved. Many of our team members have been with our organization for 20 to 50 years, which is remarkable. It is important to always acknowledge our roots, but also continue to build off of this framework. Whether we are investing in our employees, internal operations and technology, or new machinery to expand our value-added services, we want to put ourselves in a position to grow and be the best possible resource to our existing and potential customers." ■

Longevity & Leadership

Area Companies Share Secrets to Long-Term Success



Buseck, Barger, Bleil & Co. is marking its 75th anniversary in 2023.

Walt Disney once said, "If you can dream it, you can do it."

It's a vision statement that many business owners embrace, hoping to achieve long-term success.

However, as statistics from the Bureau of Labor Statistics show, longevity is certainly not an easy task given that roughly 20 percent of small businesses fail within their first year of opening. At the five-year mark, approximately half of companies go out of business while only about 30 percent make it to 10 years or more.

So how does a company stand the test of time? Experts believe that leadership and longevity often go hand in hand. The way a company is run — along with continued investment and innovation, among other key factors — has a big impact on its long-term success. In fact, the *MBA Business Magazine* recently spoke with several business owners about how they've approached their businesses and what they are most proud of as their operations mark milestone anniversaries in 2023.

Dedicated Professionals

At **Buseck, Barger, Bleil & Co.**, an accounting, auditing, tax services and consulting firm founded in Erie in 1948, the secret to its longevity is largely due to dedicated professionals working to move the firm forward from one generation to the next. "Partner and employee longevity has really been a key to our long-term success," explains Elizabeth Sturgeon, CPA. "The current partners, myself included, started at the firm as staff accountants fresh out of college."

Today, that leadership has been even more critical to navigating a challenging business environment and retaining top talent. "Our leadership approach is really about giving our employees a good life/work balance, which we feel keeps our employee retention high," Sturgeon explains.

As Buseck, Barger, Bleil & Co. marks its 75th year, Sturgeon acknowledges that the key to the firm's future has been staying ahead of the curve. "We are really proud of the fact

that we have withstood the test of time," she says. "We have been able to keep up with technology and ever-changing markets and continued to bring the best service possible to our clients."

Knowledge and Customer Service

For **ECONSTEEL (Erie Concrete & Steel Supply)**, John McCain, the fourth generation of the McCain family to manage the company, says that industry knowledge and customer service have driven the firm since its founding in 1913, when it was formed to complete general construction and concrete foundation work. "The key to our long-term success is a result of industry knowledge and customer service. We have over a century worth of expertise and relationships to act as a larger player in the industry, and pride ourselves on exceptional customer service at all levels," he says.

Today, as a steel service center with headquarters in Erie and additional office location in Warren, Ohio, ECONSTEEL's leadership team has focused on creating and maintaining an environment for its employees to grow into their careers and the organization. "We have a small team, and every single member plays a big role in our successes day in and day out," McCain says.

As the company marks another milestone year in business, McCain adds, "I am most proud to be a longstanding partner to so many local and national businesses and seeing their successes. As a 110-year-old company, we are very proud to look back at our history and build on this framework, but also continue to look forward and innovate to better serve our customers. Our customers' success is our success."

Positive Work Environment

A positive work environment combined with a customer-centric approach to business has certainly helped operations, such as Erie Industrial Supply Co. in Erie, achieve long-term success. The company has been providing high quality industrial products — powder and paint spray equipment, manufacturing, machinery, cutting and grinding fluids, carbide and ceramic cutting tools, and any general supply products — since 1943.



ECONSTEEL (Erie Concrete & Steel Supply) is 110 years old.

For a full list of MBA members that are celebrating milestone anniversaries in 2023, see page 22.