

## Iron & Steel TODAY

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**Publisher:**

Paul Binns  
paulbinns@mmcpublishings.co.uk

**Editorial Consultant:**

John Wallis

**Circulation & Subscription  
Manager:**

Anne Ahier  
anne@mmcpublishings.co.uk

**IT/www Contact:**

Ceinwen Clarke  
ceinwen@mmcpublishings.co.uk

**Managing Director:**

Paul Binns  
paulbinns@mmcpublishings.co.uk

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Communications Ltd  
Gresham House  
54 High Street  
Shoreham by Sea  
West Sussex BN43 5DB  
United Kingdom

Tel: +44(0)1273 453033  
Fax: +44(0)1273 453085  
e-mail: info@mmcpublishings.co.uk  
www: www.mmcpublishings.co.uk

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Studio work by Keystrokes  
Shoreham-by-Sea, West Sussex  
Tel: 01273 453300  
keystrokes@btconnect.com

# Identifying sound opportunities to sell unnecessary assets

Business at TDI is unbelievable, despite the unpredictable economic times, challenges of the metals industry, banking turmoil, currency manipulation, outsourcing and an explosive desire for growth. It takes pure dedication and drive to manoeuvre through this tricky field of play!

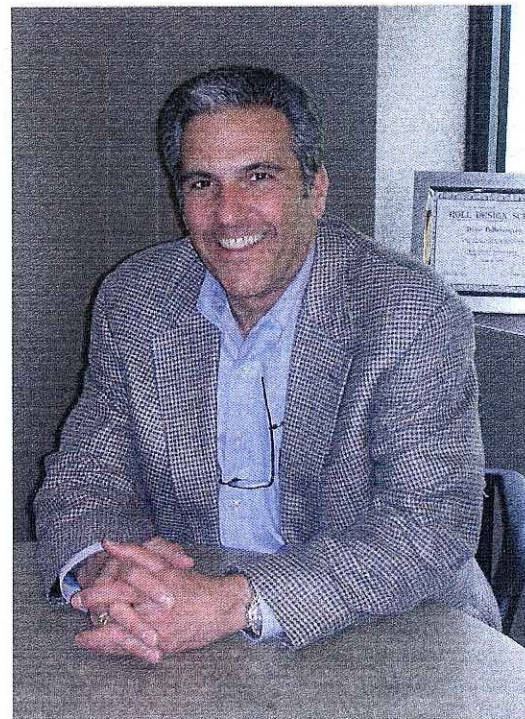
Lean times promote alternative, inexpensive and dependable solutions to keep facilities operating, while still being able to tackle maintenance issues that require immediate attention and capital. Smart business owners also recognise that a plant has continual need for improvement and capital expenditures must not be left to the wayside. TDI provides fast, cost-effective solutions to meet such needs.

Our philosophy is simple - relationships build the foundation of our business. TDI is about relationships driven by customers, our ability to listen, to communicate and to work together, presently and in the future. By addressing these requirements as a joint effort, it allows us to tailor the outcome to meet the goals of customers, while promoting production, growth and establishing TDI as an effective contributor in the industry.

## "Promoting diversification and broad industry coverage is vital to survival."

Communication can be difficult in a transitional market and represents one of TDI's greatest challenges. We are meeting these challenges with a team approach. As five major industry players maintain control and continue to acquire additional capacity, sorting through the maze of decision makers can be difficult. Identifying those charged with responsibility is an absolute in sustaining relationship growth and company identity. Our ability to identify the appropriate personnel for a specific requirement puts us on the road to success. Identifying the right solution for the right enquiry sustains our ability, differentiates us, promotes relationships and ultimately becomes the reason to do business with TDI.

As the metals market continues through yet another cycle of change, dedicated businesses must follow. Support of the metals industry is and remains close to our hearts and change introduces a varied mission. Promoting diversification and



broad industry coverage is vital to survival. TDI's plan is to extend our reach by addressing entrepreneurs within the metals industry and reaching out to alternative markets such as mining, petrochemical, power generation and others. Our vision includes the introduction of the TDI Asset Solutions Division, which promotes partnership development, addressing resolutions to in-house issues, while promoting sustainability from within based on present asset inventory, process development and world class benchmarking.

The future of TDI will depend on co-ordinating this strategic effort, working with the appropriate personnel at each corporate-owned facility and identifying sound opportunities to sell off unnecessary assets. Although it may seem monumental in nature, we recognise these challenges as a beneficial approach to becoming fit and trim in today's industry.

**David DiBenedetto, President/CEO, TDI Group LLC, Pittsburgh, PA, USA**

*TDI Group LLC is a supplier of used and remanufactured mechanical and electrical equipment used throughout the metals industry. An inventory of mechanical and electrical equipment is carried, in addition to buying, selling and brokering surplus equipment from around the world. The company specialises in providing whole plant liquidations and offers attractive consignment opportunities for individual components, lines or operations as an integral part of its surplus asset management programme.*