

## CHARTING THE FUTURE

**ABOUT ALUMINUM DISTRIBUTING INC.** Founded in 1958, ADI Metal in Fort Lauderdale, Florida ([www.adimetal.com](http://www.adimetal.com)) has a long-standing tradition of solution-based metals distribution with a vast product line and employs 12 people. In 1991, Betsy McGee (President of ADI Metal) took over the company and guided its growth from humble beginnings to now supporting domestic and international metal fabrication and manufacturing with the supply of quality raw materials and value-added services for industries including commercial and private shipbuilding and repair, oil and gas, heavy and light industry, military, government agencies and prime contracting.

**THE CHALLENGE.** ADI Metal had the opportunity to capitalize on growth and further diversify the business. The challenge involved breaking from many traditions which have served the company well, while not limiting the growth and value of the company going forward. For assistance, they contacted NIST MEP affiliate FloridaMakes.

**MEP CENTER'S ROLE.** Partnering with FloridaMakes, ADI Metal charted a new course for the future. Beginning with an enterprise assessment of the business performed by FloridaMakes, ADI has been able to realize over \$75,000 of value within the first 6 months of the engagement. Mark Tortora, ADI Metal's Chief Operating Officer, indicated that "There are plans to expand the business with additional locations capturing additional market share in the near future. We have strategically aligned ourselves with the FloridaMakes team and have been challenged by the depth and experience they represent, and their valuable contributions to our company so far."

"This is just the beginning as we strategically enable ADI Metal's growth and continued profitability. Future plans include the implementation of new business systems and applied cost accounting tools to reduce overhead and effectively manage inventory value, rotation, and pricing policies which today are accomplished manually. "

-Betsy McGee, President

## RESULTS



**\$41,000** cost savings



**\$27,000** investment in plant, workforce and process



**2.5%** incremental sales



**5%** margin improvements

## CONTACT US



800 North Magnolia Avenue  
Suite 1850  
Orlando, FL 32803



(407)450-7206



[www.floridamakes.com](http://www.floridamakes.com)

