

With more than 30 years in the steel supply service industry, one local company is beating the odds and continues to flourish. Jack Notarianni and Dick Schnaterbeck transformed their small town machine shop into one of the area's largest small business success stories. Meet...

# Fay Industries

by **Beth Newcomb**  
Staff Writer

It's an interesting phenomenon. Unless we're headed to a particular destination, we tend not to notice some of the world around us. We pass businesses that have been in our community without giving them much thought because they have words like "steel," "machine," and "equipment," in their names. I mean, when's the last time you said, "Honey, I'm going up to get a load of steel," on your way out the door?

Fay Industries in Strongsville could be one of those companies. But what you might not know is that they've been playing a key role in the lives of people all over our area for years. "We supply steel products to more than 1,600 business customers in Northeast Ohio," explains company president Dick Schnaterbeck, who along with brother-in-law Jack Notarianni, Sr. V.P., purchased Fay Industries in 1974.

It's been a local family business ever since, graduating from a machine shop—that also sold steel—to a full-fledged steel supply service business in 1989. "Most people don't realize what a valuable role we play in a number of different industries," Dick adds with a smile.

Because Fay houses large quantities of steel until a particular company needs it, the service they provide helps to save other businesses money. "We compete within a large industry, but because we're a family owned firm, we've been able to provide close, personal attention to our customers," Jack insists.

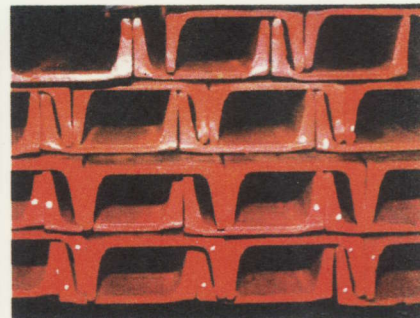
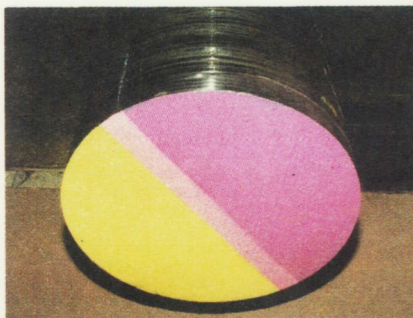
**"We're the families behind many of the products other families use everyday."**

In fact, steel service centers have been serving the metal needs of American businesses since the Colonial days when they were known as "iron mongers." They provided local blacksmiths, wagon makers, and other craftsmen with the supplies they needed.

And while the history of Fay Industries doesn't run quite that far back, their contribution to the Strongsville area has been no less significant. "We employ 60 people at our company, 26 of whom belong to 10 families that also work for the firm. I've known many of our employees for more than two decades," Jack smiles. "We're the families behind many of the products other families use every day."

Today, over 30% of all industrial steel products (products that are used in the manufacture of original equipment) and 45% of specialty steel produced in the U.S. pass through service centers like Fay Industries.

Originally headquartered in Brooklyn, its explosive growth in the mid-80s had Jack and Dick contemplating expansion. They moved to a 20,000 square foot facility on Westwood Drive soon after.



Now housed in their new 46,000 square foot location on Foltz Parkway in Strongsville, Fay Industries continues to be a leader in the steel supply service business.

**Fay takes basic steel bars and turns them into something useful for a variety of other businesses, from the automotive to the toy industries.**

"We've continued to realize great success and recently completed another move to our new 46,000 foot facility on Foltz Industrial Parkway in Strongsville," Dick offers with pride. Fay's new modern facility is exquisitely designed and features a 60-foot atrium, which connects to the employee lunch area. It also features 6,000

square feet of office space and an enormous 40,000 square foot warehouse where they stock materials for their customers.

Both Dick and Jack attribute some of the success of Fay Industries to the gracious support they've received from the City of Strongsville.

"The City was very helpful during our recent expansion," Jack acknowledges. "We're also grateful to the more than 200 local companies who do business with our firm."

And one of them just might be connected to you.

Fay Industries can be found at their new world headquarters, which is at 17200 Foltz Parkway in Strongsville. To reach them, call 440-572-5030 or visit [www.FayIndustries.com](http://www.FayIndustries.com).

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Fay Industries has been family owned and operated since 1974.

Fay Industries carries virtually any shape and size of steel—including tubing, angles, channels, and flat bars—and turns them into something useful for a variety of other businesses, ranging from the automotive to the toy industries. Imagine that.