
M. ROBERT WEIDNER, III CAE

President and Chief Executive Officer

Metals Service Center Institute



Bob Weidner is President and CEO of the Metals Service Center Institute, a \$10 million, century-old trade association representing producers and distributors of aluminum, carbon and stainless steel. Since joining the association in 2001, he has fiercely advocated for North American manufacturing and the use of industrial metals.

Under his leadership, MSCI successfully completed a turnaround strategy, grew its revenue from \$4 million to \$10 million, and transformed its membership – nearly 60% of members at year-end, 2015, weren't members at year-end, 2001. This makeover included a merger with the former National Association of Aluminum Distributors and expansion of membership category definitions. MSCI launched numerous new proprietary products and services including: an executive education program at the Olin Business School at Washington University in St. Louis, several quantitative and analytical tools, and a partnership with the National Safety Council. MSCI is an active member of several Coalitions advocating on behalf of manufacturing and free enterprise. Working with its 30 chapters, MSCI engages in grass roots advocacy and has a joint scholarship program, which has granted nearly \$5 million to nearly 2,500 children of member company families.

Prior to joining MSCI, Weidner was a seasoned business executive with corporate turnaround experience in manufacturing, metals and food distribution. He was formerly Vice President of Human Resources at Alliant Foodservice, a \$6.5 billion foodservice distribution company, and before that worked at \$5 billion Inland Steel Industries. While at Inland he helped in its turnaround strategy and he held a variety of accounting, finance, product management, marketing, and communications positions. He has extensive experience in investor relations having been a part of teams that raised over \$1 billion of new financings including: 1st Mortgage Bonds, Unsecured Debentures, Secondary Offerings, Convertible Preferred Stock, and partial IPO of a metals distribution subsidiary. He also was a member of the senior management team responsible for raising over \$1 billion from the sale of Inland Steel Company and divestiture of Ryerson as a standalone entity in 1998. Weidner was actively involved in the National Investor Relations Institute and its Senior Roundtable.

Weidner is an active leader within several business and association communities:

- Member (invitation only), **U.S. Chamber of Commerce's Association Committee of 100.**
- Past Chair (2009) of the **National Association of Wholesaler-Distributors' (NAW) Association Executives Council.** From 2008 – 2010 he was a director on **NAW's** board.
- Past Chair (2011) of the **National Association of Manufacturers' (NAM) Council of Manufacturing Associations.** From 2010 – 2012 he was a director on **NAM's** board. Weidner was awarded the prestigious Council's 2014 Leadership Award for extraordinary and exemplary leadership in advocating on behalf of U.S. manufacturing.
- Vice- Chair (2015-2016) of the **American Society of Association Executives' Key Industry Advisory Council.**
- Member, **Olin Business School's National Advisory Council.**
- Chair (2014 – 2015) **Associated Luxury Hotels International's Industry Advisory Council.**

Weidner holds an M.B.A. in finance and accounting from the University of Notre Dame and a B.A. in political science from Northwestern University. He also has successfully completed the Professional Accounting Program at Northwestern University's Kellogg Graduate School of Management. Weidner is a graduate of Culver Military Academy and a past director of the Culver Legion Board of Directors. He and his wife, Kathy, reside in Lake Barrington, IL, and have three children: Lauren, Robert and Matthew.