

# Working for Your Future to Build a Sustainable Steel Industry

Lou Valentas is in his 20th year working in the steel industry. His years of experience range from design to sales and marketing to management. He started his career as a sales engineer with Berry Metal Co. in 1995, servicing both EAF and BOF steel shops. Valentas has advanced through the company in various sales and engineering positions. In 2008, he was appointed to his current position. Prior to that, he held the positions of director of engineering and director of sales and EAF product manager. Since 2008, Valentas has been responsible for the sales and service segments of Berry Metal's steelmaking group. He is a graduate of the University of Pittsburgh's Mechanical Engineering Department and has an M.B.A. from Robert Morris University. He is a member of the AIST Oxygen Steelmaking and Electric Steelmaking Technology Committees and served as the chair of the ISS Exhibitor Committee.

"I have been a member of AIST since the merger of AISE and ISS in 2004," said Valentas. "I had also been involved with both organizations before the merger. AIST has provided the value and benefits of the technical and commercial aspects of these groups. I have been actively participating in the Oxygen Steelmaking and Electric Steelmaking Technology Committees over the last several years. These committees have allowed me to develop and maintain my business networking community, as well as to expand my knowledge of the new technologies and processes in the marketplace. I encourage any steelmaker or supplier to join their respective committees to see the value themselves.

"AISTech allows me the opportunity to see the industry's latest technical papers and presentations, as well as meet with key customers and suppliers.

"I recently participated in the AIST Italy Steel Forum and attended an OSTC basic oxygen furnace study tour in Europe. Both of these experiences deepened my knowledge of the steel industry, broadened my understanding of different process and procedures, and granted me the opportunity to gain valuable insight to the global steel markets we serve today."



**Louis S. Valentas**  
director of technology and applications, Berry Metal Co.



*Interested in joining the Oxygen Steelmaking Technology Committee or any of AIST's 29 Technology Committees?*

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