



# STRENGTH, STEEL AND SUCCESS

21 years ago, Donna Rains took a risk. Armed with an extensive history in the steel sales business – from Texas and Oklahoma to Louisiana, Kansas and Missouri – she approached the previous ownership group of AllTrans Port Services and made a compromise. After noticing they were not doing a lot of business on rail, Rains capitalized on

the opportunity.

“I asked if they’d be willing to sell that division and they did,” Rains said. “I negotiated a contract with them in which we agreed that we would not do any trucking for five years and they would not do any rail for five years so that we had a head start, so to speak. We