



SALES AND EARNINGS

2019 AND 2018

	SALES TONS (THOUSANDS) TO OUTSIDE CUSTOMERS																NET SALES (000's)	COMPOSITE SALES PRICE PER TON	EARNINGS (LOSS) BEFORE INCOME TAXES		
	STEEL					STEEL PRODUCTS									RAW MATERIALS	TOTAL TONS					
	SHEET	BARS	STRUCTURAL	PLATE	TOTAL STEEL	STEEL JOISTS	STEEL DECK	COLD FINISHED STEEL	REBAR FABRICATION	PILING	TUBULAR PRODUCTS	OTHER STEEL PRODUCTS	TOTAL STEEL PRODUCTS								
																		(000's)	PER TON		
2019																					
1st Quarter	2,257	1,464	471	580	4,772	110	106	143	259	138	263	99	1,118	877	6,767	6,096,624	901	660,629	100		
2nd Quarter	2,292	1,455	447	488	4,682	116	116	131	328	164	245	97	1,197	845	6,724	5,895,986	877	508,829	77		
3rd Quarter	2,260	1,408	447	444	4,559	133	132	116	342	160	272	107	1,262	734	6,555	5,464,502	834	361,782	56		
4th Quarter	2,199	1,434	451	488	4,572	140	141	108	294	176	273	105	1,237	677	6,486	5,131,746	791	151,800	24		
YEAR	9,008	5,761	1,816	2,000	18,585	499	495	498	1,223	638	1,053	408	4,814	3,133	26,532	22,588,858	851	1,683,040	65		
2018																					
1st Quarter	2,323	1,651	497	545	5,016	105	106	147	290	126	284	98	1,156	795	6,967	5,568,419	799	489,979	72		
2nd Quarter	2,346	1,696	512	524	5,078	114	116	149	337	160	286	119	1,281	838	7,197	6,460,774	898	883,239	126		
3rd Quarter	2,291	1,594	536	610	5,031	136	130	141	324	152	259	126	1,268	749	7,048	6,742,202	957	892,871	130		
4th Quarter	2,193	1,448	519	605	4,765	135	127	132	274	127	229	117	1,141	781	6,687	6,295,884	942	842,985	130		
YEAR	9,153	6,389	2,064	2,284	19,890	490	479	569	1,225	565	1,058	460	4,846	3,163	27,899	25,067,279	899	3,109,074	114		