



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 JOISTS	STEEL DECK	COLD FINISHED STEEL	REBAR FABRICATION	PILING	TUBULAR PRODUCTS	OTHER	TOTAL TONS				
	SHEET	BARS	STRUCTURAL	PLATE	TOTAL STEEL												
2019																	
1st Quarter	2,257	1,464	471	580	4,772	110	106	143	259	138	263	976	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	942	6,724	5,895,986	877	508,829	77
YEAR	4,549	2,919	918	1,068	9,454	226	222	274	587	302	508	1,918	13,491	11,992,610	889	1,169,458	89
2018																	
1st Quarter	2,323	1,651	497	545	5,016	105	106	147	290	126	284	893	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	957	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	875	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	898	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	3,623	27,899	25,067,279	899	3,109,074	114