



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							
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	
YEAR	6,809	4,327	1,365	1,512	14,013	359	354	390	929	462	780	303	3,577	2,456	20,046	17,457,112	871	1,531,240	78	
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	