



2018 AND 2017

SALES AND EARNINGS

	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													(000's)
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	
2017																		
1st Quarter	2,451	1,340	506	563	4,860	101	106	122	247	119	223	806	6,584	4,815,179	731	528,226	82	
2nd Quarter	2,371	1,493	438	648	4,950	104	104	120	291	145	227	807	6,748	5,174,769	767	489,460	74	
3rd Quarter	2,282	1,489	402	525	4,698	127	119	119	319	156	242	838	6,618	5,170,117	781	359,350	55	
4th Quarter	2,207	1,516	393	513	4,629	140	128	126	285	144	225	865	6,542	5,092,328	778	311,038	48	
YEAR	9,311	5,838	1,739	2,249	19,137	472	457	487	1,142	564	917	3,316	26,492	20,252,393	764	1,688,074	65	