



SALES AND EARNINGS

2020 AND 2019

	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	(000's)	PER TON
2020																					
1st Quarter	2,428	1,604	573	577	5,182	131	125	126	311	180	287	99	1,259	746	7,187	5,624,337	783	112,249	16		
2nd Quarter	1,674	1,247	424	413	3,758	122	111	75	309	156	249	87	1,109	612	5,479	4,327,306	790	156,785	29		
3rd Quarter	2,094	1,495	453	400	4,442	153	129	99	328	186	280	92	1,267	658	6,367	4,927,960	774	261,203	42		
4th Quarter	2,285	1,485	441	456	4,667	151	131	106	284	127	264	96	1,159	660	6,486	5,260,055	811	190,743	30		
YEAR	8,481	5,831	1,891	1,846	18,049	557	496	406	1,232	649	1,080	374	4,794	2,676	25,519	20,139,658	789	720,980	29		
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		