

1

## Reliance Steel & Aluminum Co.

[www.rsac.com](http://www.rsac.com)

- **2018 Revenue: \$11.5 billion**
- **2017 Revenue:** \$9.721 billion
- **2019 Revenue (projected):** N/A
- **Headquarters:** Los Angeles, Calif.
- **Stocking locations:** 300+ totaling 35,000,000 square feet
- **Employees:** 15,000
- **Products:** Carbon/Alloys, Stainless, Aluminum, Copper & Brass flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, sawing, shearing, slitting, waterjet cutting, welding
- **Markets Served:** General manufacturing, aerospace, non-residential construction, heavy equipment, energy, automotive (primarily toll processing)
- **Market Area:** U.S., Canada, Mexico, Asia, Europe

2

## Ryerson Inc.

[www.ryerson.com](http://www.ryerson.com)

- **2018 Revenue: \$4.408 billion**
- **2017 Revenue:** \$3.365 billion
- **2019 Revenue (projected):** N/A
- **Headquarters:** Chicago, Ill.
- **Stocking locations:** 97 totaling 11,400,000 million square feet
- **Employees:** 4,600
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Copper/brass bar/rod/wire, structurals
- **Services:** Cut-to-length/blanking, flame/laser cutting, heat treating, leveling, sawing, shearing, slitting, waterjet cutting, welding
- **Markets Served:** Commercial ground transportation, metal fab and machine shops, industrial, construction, agricultural equipments, consumer durables, HVAC, oil/gas
- **Market Area:** U.S., Canada, Mexico, China

3

## Russel Metals Inc.

[www.russelmetals.com](http://www.russelmetals.com)

- **2018 Revenue: \$3.214 billion**
- **2017 Revenue:** \$2.539 billion
- **2019 Revenue (projected):** N/A
- **Headquarters:** Mississauga, Ontario, Canada
- **Stocking locations:** 65 totaling 4,300,000 square feet
- **Employees:** 3,420
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Stainless, Aluminum flat-roll, bar/rod/wire, plate
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, sawing, shearing, waterjet cutting
- **Markets Served:** Construction, mining, oil and gas, transportation, agriculture
- **Market Area:** Midwest, South U.S.; Canada



**The Top 50 generated \$61.1 billion in revenue in 2018, the highest figure in the 17 years of the survey.**

4

## thyssenkrupp Materials NA Inc.

[www.tkmna.com](http://www.tkmna.com)

- **2018 Revenue: \$3.21 billion**
- **2017 Revenue:** \$2.53 billion
- **2019 Revenue (projected):** N/A
- **Headquarters:** Southfield, Mich.
- **Stocking locations:** 90+ totaling 6,000,000 square feet
- **Employees:** 4,935
- **Products:** Carbon/Alloys flat-roll; Stainless, Aluminum, Copper/Brass flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, sawing, shearing, slitting, waterjet cutting, machining, grinding, kitting, fabrication
- **Markets Served:** Aerospace, appliance, automotive (light vehicle), class 8 trucks/trailers, defense, electrical, electronic & semi-conductor, medical
- **Market Area:** U.S., Canada, Mexico, Intl

5

## Kloeckner Metals Corp..

[www.kloecknermetals.com](http://www.kloecknermetals.com)

- **2018 Revenue: \$3.2 billion**
- **2017 Revenue:** \$2.85 billion
- **2019 Revenue (projected):** N/A
- **Headquarters:** Roswell, Ga.
- **Stocking locations:** 50
- **Employees:** 2,375
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Stainless flat-roll, plate; Aluminum flat-roll
- **Services:** Cut-to-length/blanking, flame/laser cutting, heat treating, leveling, sawing, shearing, slitting, waterjet cutting, welding
- **Markets Served:** Oil and gas, ship building, construction, electrical, automotive, defense, HVAC
- **Market Area:** U.S., Mexico

6

## Samuel, Son & Co. Limited

[www.samuel.com](http://www.samuel.com)

- **2018 Revenue: \$2.85 billion**
- **2017 Revenue:** \$2.812 billion
- **2019 Revenue (projected):** N/A
- **Headquarters:** Mississauga, Ontario
- **Stocking locations:** 100+
- **Employees:** 6,500
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Copper/brass bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting, heat treating, leveling, sawing, shearing, slitting, waterjet cutting, welding, laser cutting, stamping, roll-forming, tube manufacturing, machining/fabrication
- **Markets Served:** Automotive, aerospace, construction, oil & gas, energy, transportation, mining, agriculture, kitchen equipment, machinery manufacturing
- **Market Area:** U.S., Canada, Mexico

7

## O'Neal Industries Inc.

[www.onealind.com](http://www.onealind.com)

- **2018 Revenue: \$2.7 billion**
- **2017 Revenue:** \$2.3 billion
- **2019 Revenue (projected):** \$2.9 billion
- **Headquarters:** Birmingham, Ala.
- **Stocking locations:** 85 totaling 8,000,000 square feet
- **Employees:** 3,000
- **Products:** Carbon/Alloys, Aluminum flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Stainless flat-roll, bar/rod/wire, plate, pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting, heat treating, leveling, sawing, shearing, slitting, waterjet cutting, welding, forming, punching, painting, robotic welding
- **Markets Served:** Aerospace, construction equipment, power generation, agricultural equipment, alternative energy, metal service centers
- **Market Area:** U.S., Canada, Mexico, Intl

8

## Steel Technologies LLC

[www.steeltechnologies.com](http://www.steeltechnologies.com)

- **2018 Revenue: \$2.574 billion**
- **2017 Revenue:** \$2.346 billion
- **2019 Revenue (projected):** \$2.65 billion
- **Headquarters:** Louisville, Ky.
- **Stocking locations:** 26 totaling 4,701,000 square feet
- **Employees:** 2,010
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, Stainless, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, shearing, slitting, cold rolling, annealing, configured blanking, laser coil blanking, pickling, oscillate coils, edging
- **Markets Served:** Automotive, appliance, HVAC, lawn and garden, agricultural, consumer goods, construction
- **Market Area:** U.S., Canada, Mexico

9

## Worthington Industries

[www.worthingtonindustries.com](http://www.worthingtonindustries.com)

- **2018 Revenue: \$2.5 billion**
- **2017 Revenue:** \$2.14 billion
- **2019 Revenue (projected):** N/A
- **Headquarters:** Columbus, Ohio
- **Stocking locations:** 22 totaling 4,700,000 square feet
- **Employees:** 2,500
- **Products:** Carbon/Alloys flat-roll
- **Services:** Cut-to-length/blanking, flame/laser cutting, heat treating, leveling, slitting, hot-dip galvanizing, pickling, cold-rolling, dry lubing, configured blanking, annealing, acrylic coating
- **Markets Served:** Automotive, transportation, agriculture, construction, energy, appliance, HVAC, lawn and garden, storage
- **Market Area:** U.S., Canada, Mexico



**Average annual sales for the Top 50 exceeded \$1 billion, though the median size was \$566 million.**

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## Toyota Tsusho America

[www.taiamerica.com](http://www.taiamerica.com)

- **2018 Revenue: \$2.27 billion**
- **2017 Revenue:** \$2.07 billion
- **2019 Revenue (projected):** \$2.24 billion
- **Headquarters:** Georgetown, Ky.
- **Stocking locations:** 5 totaling 1,408,000 square feet
- **Employees:** 480
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire; Stainless flat-roll, pipe/tube; Aluminum, Copper/Brass flat-roll
- **Services:** Cut-to-length, slitting
- **Markets Served:** Automotive, appliance, lawn and garden, solar, etc.
- **Market Area:** U.S., Canada, Mexico

11

## Alro Steel Corp.

[www.alro.com](http://www.alro.com)

- **2018 Revenue: \$2 billion**
- **2017 Revenue:** \$1.65 billion
- **2019 Revenue (projected):** N/A
- **Headquarters:** Jackson, Mich.
- **Stocking locations:** 60 totaling 4,900,000 square feet
- **Employees:** 3,000
- **Products:** Carbon/Alloys, Stainless, Aluminum, Copper/Brass flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Cut-to-length/blanking, Flame/laser cutting, heat treating, leveling, sawing, shearing, waterjet cutting, milling, tube laser, grinding, press brake
- **Markets Served:** Manufacturing, construction, transportation, aerospace, energy, fabrication, automotive, mining, agriculture, medical, food service, defense
- **Market Area:** U.S., Canada

12

## Olympic Steel Inc.

[www.olysteel.com](http://www.olysteel.com)

- **2018 Revenue: \$1.715 billion**
- **2017 Revenue:** \$1.331 billion
- **2019 Revenue (projected):** N/A
- **Headquarters:** Highland Hills, Ohio
- **Stocking locations:** 30
- **Employees:** 1,820
- **Products:** Carbon/Alloys flat-roll, plate, pipe/tube; Stainless flat-roll, pipe/tube, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, shearing, slitting, welding, full fabrication capabilities
- **Markets Served:** Industrial machinery, fabricators, construction, service centers, automotive, transportation equipment
- **Market Area:** U.S., Canada, Mexico

13

## Coilplus Inc.

[www.coilplus.com](http://www.coilplus.com)

- **2018 Revenue: \$1.4 billion**
- **2017 Revenue:** \$1.266 billion
- **2019 Revenue (projected):** \$1.4 billion
- **Headquarters:** Rosemont, Ill.
- **Stocking locations:** 11 totaling 2,200,000 square feet
- **Employees:** 642
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, slitting
- **Markets Served:** Automotive, appliances, HVAC, construction, furniture & fixture, energy, truck & trailer
- **Market Area:** Northeast, Southeast, Midwest, South U.S.; Canada; Mexico

14

## Steel Warehouse Co. LLC

[www.steelwarehouse.com](http://www.steelwarehouse.com)

- **2018 Revenue: \$1.2 billion**
- **2017 Revenue:** \$950 million
- **2019 Revenue (projected):** \$1.2 billion
- **Headquarters:** South Bend, Ind.
- **Stocking locations:** 14 totaling 2,380,000 square feet
- **Employees:** 1,102
- **Products:** Carbon/Alloys flat-roll, structurals, plate, pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting, heat treating, leveling, sawing, shearing, slitting, cold roll strip reduction, annealing, beveling (mechanical), pickling, temper passing cut-to-length
- **Markets Served:** Agricultural, oil & energy, transportation, construction, mining equipment; lift trucks, crane, solar, electrical, defense, rail cars, energy, lawn & garden
- **Market Area:** U.S., Canada, Mexico, Brazil

15

## Triple-S Steel Holdings Inc.

[www.sss-steel.com](http://www.sss-steel.com)

- **2018 Revenue: \$1.1 billion**
- **2017 Revenue:** \$871 million
- **2019 Revenue (projected):** \$1.07 billion
- **Headquarters:** Houston, Texas
- **Stocking locations:** 34 totaling 3,200,000 square feet
- **Employees:** 1,427
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Stainless, Aluminum structurals, plate, pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting, heat treating, leveling, sawing, shearing, slitting, waterjet cutting, temper mill cut-to-length, shot blast and paint
- **Markets Served:** Energy, non-residential construction, capital goods manufacturing
- **Market Area:** Northeast, Southeast, South, West U.S.; Canada, Mexico, Colombia



**Sixteen service center companies topped \$1 billion in revenue last year.**

16

## Kenwal Steel Corp.

[www.kenwal.com](http://www.kenwal.com)

- **2018 Revenue: \$1.057 billion**
- **2017 Revenue:** \$882 million
- **2019 Revenue (projected):** \$1.05 billion
- **Headquarters:** Dearborn, Mich.
- **Stocking locations:** 5 totaling 605,000 square feet
- **Employees:** 368
- **Products:** Carbon/Alloys, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, slitting, pickling, oiling
- **Markets Served:** Automotive, lawn and garden, appliance, HVAC, agriculture, energy
- **Market Area:** Southeast, Midwest, South U.S.; Canada; Mexico

17

## Mill Steel Co.

[www.millsteel.com](http://www.millsteel.com)

- **2018 Revenue: \$975 million**
- **2017 Revenue:** \$760 million
- **2019 Revenue (projected):** \$1 billion
- **Headquarters:** Grand Rapids, Mich.
- **Stocking locations:** 6 totaling 1,200,000 square feet
- **Employees:** 400
- **Products:** Carbon/alloys flat-roll
- **Services:** Cut-to-length/blanking, leveling, slitting
- **Markets Served:** Automotive, construction, appliance, office furniture, energy, farm equipment, steel framing
- **Market Area:** U.S., Canada, Mexico

18

## Norfolk Iron & Metal Co.

[www.norfolkiron.com](http://www.norfolkiron.com)

- **2018 Revenue: \$950 million**
- **2017 Revenue:** \$512 million
- **2019 Revenue (projected):** \$900 million
- **Headquarters:** Norfolk, Neb.
- **Stocking locations:** 13 totaling 1,600,000 square feet
- **Employees:** 1,000
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, sawing, shearing, slitting, waterjet cutting
- **Markets Served:** Agricultural, energy, sheet metal fab, truck/trailer, HVAC, construction, elevators, lighting, equipment manufacturing
- **Market Area:** Northeast, Midwest, South, West U.S.

19

## SPS Companies Inc.

[www.spsci.com](http://www.spsci.com)

- **2018 Revenue: \$900 million**
- **2017 Revenue:** \$652 million
- **2019 Revenue (projected):** N/A
- **Headquarters:** Manhattan, Kan.
- **Stocking locations:** 10 totaling 2,100,000 square feet
- **Employees:** 658
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, sawing, shearing, slitting, tube laser
- **Markets Served:** Nonresidential fabricators, OEMs, resellers, industrial fabricators, oil and gas end users, tower and pole end users, railcars, agriculture
- **Market Area:** U.S., Mexico

20

## Triad Metals International

[www.triadmetals.com](http://www.triadmetals.com)

- **2018 Revenue: \$695.4 million**
- **2017 Revenue:** \$552 million
- **2019 Revenue (projected):** \$700 million
- **Headquarters:** Horsham, Pa.
- **Stocking locations:** 6 totaling 990,000 square feet
- **Employees:** 260
- **Products:** Carbon/Alloys bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Flame/laser cutting, sawing, T-splitting
- **Markets Served:** Service centers, structural & misc fabricators, plate fabricators, OEMs
- **Market Area:** Northeast, Southeast, Midwest, U.S.; Canada

21

## Heidtman Steel Products Inc.

[www.heidtman.com](http://www.heidtman.com)

- **2018 Revenue: \$670 million**
- **2017 Revenue:** \$553 million
- **2019 Revenue (projected):** \$740 million
- **Headquarters:** Toledo, Ohio
- **Stocking locations:** 9 totaling 2,500,000 square feet
- **Employees:** 650
- **Products:** Carbon/Alloys flat-roll
- **Services:** Cut-to-length/blanking, leveling, shearing, slitting, pickling, galvanizing, SCS, edging, one pass, temper pass
- **Markets Served:** Automotive, heavy truck, agriculture, heavy equipment, HVAC, construction
- **Market Area:** U.S., Canada, Mexico



**Only one of the Top 50 companies reported lower revenues in 2018 than 2017.**

22

## Brown Strauss Inc.

[www.brownstrauss.com](http://www.brownstrauss.com)

- **2018 Revenue: \$605 million**
- **2017 Revenue:** \$455 million
- **2019 Revenue (projected):** N/A
- **Headquarters:** Aurora, Colo.
- **Stocking locations:** 8 totaling 300,000 square feet
- **Employees:** 240
- **Products:** Carbon/Alloys structurals, pipe/tube
- **Services:** Sawing, cambering
- **Services:** Cut-to-length/blanking, sawing, cambering
- **Markets Served:** Fabricators
- **Market Area:** Midwest, West U.S.; Canada

23

## McNeilus Steel Inc.

[www.mcneilus.com](http://www.mcneilus.com)

- **2018 Revenue: \$600 million**
- **2017 Revenue:** \$441.6 million
- **2019 Revenue (projected):** \$619 million
- **Headquarters:** Dodge Center, Minn.
- **Stocking locations:** 3 totaling 1,500,000 square feet
- **Employees:** 720
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, sawing, shearing, slitting, welding, stretcher leveling, structural/tube laser cutting, blasting, painting
- **Markets Served:** Agriculture, construction, heavy equipment/machinery, energy, truck/trailer, cranes, fabricators, defense
- **Market Area:** Midwest U.S., Canada

24

## Steel Summit Holdings Inc.

[www.steelsummit.com](http://www.steelsummit.com)

- **2018 Revenue: \$585.3 million**
- **2017 Revenue:** \$525.4 million
- **2019 Revenue (projected):** \$791 million
- **Headquarters:** LaVergne, Tenn.
- **Stocking locations:** 2 totaling 350,000 square feet
- **Employees:** 164
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll
- **Services:** Cut-to-length, leveling, shearing, slitting
- **Markets Served:** Automotive, appliance, metal building, HVAC, office furniture, construction, metal fabricators
- **Market Area:** U.S., Canada, Mexico

25

## A.M. Castle and Co.

[www.castlemetals.com](http://www.castlemetals.com)

- **2018 Revenue: \$582 million**
- **2017 Revenue:** \$518.9 million
- **2019 Revenue (projected):** N/A
- **Headquarters:** Oak Brook, Ill.
- **Stocking locations:** 21 totaling 2,074,189 square feet
- **Employees:** 979
- **Products:** Carbon/Alloys, Stainless, Aluminum bar/rod/wire, plate, pipe/tube
- **wire, plate, pipe/tube**
- **Services:** Cut-to-length/blanking, flame/laser cutting, heat treating, leveling, sawing, shearing, waterjet cutting
- **Markets Served:** Aerospace, defense, power generation, mining, heavy industrial equipment, general manufacturing industries
- **Market Area:** U.S., Canada, Mexico, Europe, Asia

26

## Esmark Steel Group

[www.esmarksteelgroup.com](http://www.esmarksteelgroup.com)

- **2018 Revenue: \$550 million**
- **2017 Revenue:** \$543million
- **2019 Revenue (projected):** \$450 million
- **Headquarters:** Sewickley, Pa.
- **Stocking locations:** 5 totaling 850,000 square feet
- **Employees:** 250
- **Products:** Carbon/Alloys flat-roll, plate
- **Services:** Cut-to-length/blanking, flame/laser cutting, heat treating, leveling, sawing, shearing, slitting, waterjet cutting, welding, tin plating and fabrication
- **Markets Served:** OEMs, automotive, building and construction, appliances, containers, racks and shelving, canning industries
- **Market Area:** U.S., Mexico

27

## Majestic Steel USA

[www.majesticsteel.com](http://www.majesticsteel.com)

- **2018 Revenue: \$518 million**
- **2017 Revenue:** \$475 million
- **2019 Revenue (projected):** N/A
- **Headquarters:** Cleveland, Ohio
- **Stocking locations:** 9 totaling 575,000 square feet
- **Employees:** 325
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, shearing, slitting
- **Markets Served:** HVAC, construction, auto, appliance, equipment, agriculture, energy, electrical
- **Market Area:** U.S., Canada, Mexico



**The Top 50 companies operate about 1,250 stocking locations, totaling well over 115 million square feet of warehousing space.**

28

## Eastern Metal Supply Inc.

[www.easternmetal.com](http://www.easternmetal.com)

- **2018 Revenue: \$479.8 million**
- **2017 Revenue:** \$364 million
- **2019 Revenue (projected):** \$462 million
- **Headquarters:** Lake Worth, Fla.
- **Stocking locations:** 14 totaling 1,500,000 square feet
- **Employees:** 825
- **Products:** Stainless pipe/tube; Aluminum flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Cut-to-length, sawing, shearing, welding
- **Markets Served:** Building and construction, marine, machinery and equipment, hurricane protection
- **Market Area:** U.S., Canada, Mexico

29

## A.J. Oster LLC

[www.ajoster.com](http://www.ajoster.com)

- **2018 Revenue: \$473.7 million**
- **2017 Revenue:** \$454 million
- **2019 Revenue (projected):** N/A
- **Headquarters:** Warwick, R.I.
- **Stocking locations:** 11 totaling 750,000 square feet
- **Employees:** 410
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll; Copper/Brass flat-roll, bar/rod/wire, pipe/tube
- **Services:** Cut-to-length/blanking, leveling, shearing, slitting, tinning, electroplating, hydrocleaning, blanking, traverse winding, coatings, edge conditioning
- **Markets Served:** Stamping, electronics, building and construction, sign/graphics, energy, OEM
- **Market Area:** U.S., Canada, Mexico, Caribbean

30

## Lapham-Hickey Steel Corp.

[www.lapham-hickey.com](http://www.lapham-hickey.com)

- **2018 Revenue: \$450 million**
- **2017 Revenue:** \$310 million
- **2019 Revenue (projected):** \$475 million
- **Headquarters:** Bedford Park, Ill.
- **Stocking locations:** 10 totaling 1,335,000 square feet
- **Employees:** 725
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Stainless, Aluminum bar/rod/wire
- **Services:** Cut-to-length/blanking, flame/laser cutting, heat treating, leveling, sawing, shearing, slitting, welding, stretcher leveling
- **Markets Served:** Industrial metal consumers
- **Market Area:** Northeast, Southeast, Midwest, South U.S.; Canada

31

## Eaton Steel Bar Co.

[www.eatonsteel.com](http://www.eatonsteel.com)

- **2018 Revenue:** \$400 million
- **2017 Revenue:** \$400 million
- **2019 Revenue (projected):** \$400 million
- **Headquarters:** Oak Park, Mich.
- **Stocking locations:** 5 totaling 850,000 square feet
- **Employees:** 300
- **Products:** Carbon/Alloy bar/rod/wire
- **Services:** Heat treating, sawing, shearing, cold drawing, turning, polishing, blanking, chamfering, surface testing
- **Markets Served:** Automotive, truck, off-road, fluid power, fastener, hand tool, oil patch
- **Market Area:** U.S., Canada, Mexico

32

## Material Sciences Corp.

[www.materialsciencescorp.com](http://www.materialsciencescorp.com)

- **2018 Revenue:** \$385 million
- **2017 Revenue:** \$338 million
- **2019 Revenue (projected):** \$390 million
- **Headquarters:** Canton, Mich.
- **Stocking locations:** 6 totaling 1,050,000 square feet
- **Employees:** 380
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll
- **Services:** Cut-to-Length, slitting, electro-galvanizing, painting, printing, laminating
- **Markets Served:** Automotive, construction, container, appliance
- **Market Area:** U.S., Canada, Mexico, Europe, Asia

33

## Ratner Steel Supply Co.

[www.ratnersteel.com](http://www.ratnersteel.com)

- **2018 Revenue:** \$375 million
- **2017 Revenue:** \$251 million
- **2019 Revenue (projected):** \$360 million
- **Headquarters:** Minneapolis, Minn.
- **Stocking locations:** 3 totaling 505,000 square feet
- **Employees:** 170
- **Products:** Carbon/Alloys flat-roll
- **Services:** Cut-to-Length, leveling, shearing, slitting
- **Markets Served:** Service centers, fabricators, OEMs
- **Market Area:** Southeast, Midwest, South, West U.S., Canada



**Carbon flat-rolled is the most frequently carried product by the Top 50, with 76 percent of companies listing it among their offerings.**

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## Farwest Steel Corp.

[www.farweststeel.com](http://www.farweststeel.com)

- **2018 Revenue:** \$370 million
- **2017 Revenue:** \$300 million
- **2019 Revenue (projected):** \$340 million
- **Headquarters:** Eugene, Ore.
- **Stocking locations:** 10 totaling 1,060,000 square feet
- **Employees:** 750
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Stainless flat-roll
- **Services:** Cut-to-length/blanking, flame/laser-cutting, leveling, sawing, shearing, welding, structural laser cutting, forming, punching, rolling, drilling
- **Markets Served:** Heavy equipment/machinery OEMs, marine, energy, metal fabrication, Ag equipment OEMs, transportation
- **Market Area:** West U.S.

35

## Magic Steel Sales LLC

[www.magicsteel.com](http://www.magicsteel.com)

- **2018 Revenue:** \$363 million
- **2017 Revenue:** \$325 million
- **2019 Revenue (projected):** N/A
- **Headquarters:** Grand Rapids, Mich.
- **Stocking locations:** 3 totaling 486,000 square feet
- **Employees:** 157
- **Products:** Carbon/Alloys flat-roll
- **Services:** Cut-to-length/blanking, leveling, slitting
- **Markets Served:** Automotive, furniture, racking, agriculture
- **Market Area:** U.S., China

36

## Liberty Steel Products Inc.

[www.libertysteelproducts.com](http://www.libertysteelproducts.com)

- **2018 Revenue:** \$345 million
- **2017 Revenue:** \$367 million
- **2019 Revenue (projected):** \$350 million
- **Headquarters:** North Jackson, Ohio
- **Stocking locations:** 9 totaling 750,000 square feet
- **Employees:** 350
- **Products:** Carbon/Alloys, Stainless flat-roll, pipe/tube
- **Services:** Cut-to-length/blanking, leveling, shearing, slitting, welding
- **Markets Served:** Appliance, lawn & garden, automotive, metal fabrication, HVAC, building construction, pre-paint
- **Market Area:** U.S., Canada, Mexico

37

## Flack Global Metals

[www.flackglobalmetals.com](http://www.flackglobalmetals.com)

- **2018 Revenue: \$335 million**
- **2017 Revenue:** \$320 million
- **2019 Revenue (projected):** \$300 million
- **Headquarters:** Cleveland, Ohio.
- **Stocking locations:** N/A
- **Employees:** 65
- **Products:** Carbon/Alloys flat-roll, structurals, plate, pipe/tube; Stainless, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, leveling, shearing, slitting, risk management services
- **Markets Served:** OEM, construction, transportation, appliance, agriculture
- **Market Area:** U.S., Canada, Mexico

38

## Venture Steel Inc.

[www.venturesteel.com](http://www.venturesteel.com)

- **2018 Revenue: \$328 million**
- **2017 Revenue:** \$289 million
- **2019 Revenue (projected):** \$300 million
- **Headquarters:** Toronto, Ontario, Canada
- **Stocking locations:** 4 totaling 380,000 square feet
- **Employees:** 255
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate; Stainless Aluminum flat-roll, plate
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, sawing, shearing, slitting
- **Markets Served:** Automotive, transportation, construction, energy, agriculture, mining, heavy truck/bus, office furniture, appliance, tubular, racking, roofing, OEMs
- **Market Area:** Northeast, Southeast, Midwest U.S.; Canada, Mexico

39

## Adelphia Metals LLC

[www.adelphiametals.com](http://www.adelphiametals.com)

- **2018 Revenue: \$254 million**
- **2017 Revenue:** \$220 million
- **2019 Revenue (projected):** N/A
- **Headquarters:** Cherry Hill, N.J., New Prague, Minn.
- **Stocking locations:** 20
- **Employees:** 20
- **Products:** Carbon/Alloys bar/rod/wire
- **Services:** Epoxy-coating, galvanizing
- **Markets Served:** Steel Rebar
- **Market Area:** U.S., Canada, Mexico



**Eight of the 50 largest service center companies are headquartered in Michigan. Six companies each call Illinois and Ohio home.**

40

## Target Steel Inc

[www.targetsteel.net](http://www.targetsteel.net)

- **2018 Revenue: \$252 million**
- **2017 Revenue:** \$182.4 million
- **2019 Revenue (projected):** \$275 million
- **Headquarters:** Flat Rock, Mich.
- **Stocking locations:** 3 totaling 243,000 square feet
- **Employees:** 115
- **Products:** Carbon/Alloys flat-roll, structurals, pipe/tube
- **Services:** Cut-to-length/blanking, leveling, shearing, slitting
- **Markets Served:** Automotive, agricultural, HVAC, construction, furniture
- **Market Area:** U.S., Canada, Mexico

41

## Jemison Metals

[www.jemisonmetals.com](http://www.jemisonmetals.com)

- **2018 Revenue: \$230 million**
- **2017 Revenue:** \$180 million
- **2019 Revenue (projected):** \$251 million
- **Headquarters:** Birmingham, Ala.
- **Stocking locations:** 5 totaling 516,000 square feet
- **Employees:** 170
- **Products:** Carbon/Alloys flat-roll, plate; Stainless, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, shearing, slitting
- **Markets Served:** Appliance, agricultural, automotive, construction, energy, HVAC, lighting, transportation and electrical
- **Market Area:** Northeast, Southeast, Midwest, South U.S.

42

## American Piping Products Inc.

[www.amerpipe.com](http://www.amerpipe.com)

- **2018 Revenue: \$225 million**
- **2017 Revenue:** \$160 million
- **2019 Revenue (projected):** \$250 million
- **Headquarters:** Chesterfield, Mo.
- **Stocking locations:** 4 totaling 80,000 square feet
- **Employees:** 100
- **Products:** Carbon/Alloys, Stainless pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting, sawing
- **Markets Served:** Energy, Power, Oil & gas, construction, paper & pulp, chemical processing, fire suppression, marine, etc.
- **Market Area:** U.S., Canada, Mexico, Intl

43

## McNichols Co.

[www.mcnichols.com](http://www.mcnichols.com)

- **2018 Revenue:** \$210 million
- **2017 Revenue:** \$187 million
- **2019 Revenue (projected):** \$227 million
- **Headquarters:** Tampa, Fla.
- **Stocking locations:** 19 totaling 740,000 square feet
- **Employees:** 375
- **Products:** Carbon Steel/Alloys, Stainless, Aluminum, Copper & Brass expanded and perforated metals, wire mesh, grating
- **Services:** Sawing, shearing, welding
- **Markets Served:** Distribution, manufacturing, construction, residential
- **Market Area:** U.S., Canada

44

## Trident Steel Corp.

[www.tridentsteel.com](http://www.tridentsteel.com)

- **2018 Revenue:** \$207 million
- **2017 Revenue:** \$174 million
- **2019 Revenue (projected):** \$164 million
- **Headquarters:** St. Louis, Mo.
- **Stocking locations:** 12
- **Employees:** N/A
- **Products:** Carbon/Alloys pipe/tube
- **Services:** threading, heat treating, cut/bevel, OD/ID coatings and pipe lining, Zap-Lok, inspection, trucking/logistics, program management
- **Markets Served:** Oil & Gas exploration, midstream/pipeline
- **Market Area:** U.S.

45

## Ranger Steel Services LP

[www.rangersteel.com](http://www.rangersteel.com)

- **2018 Revenue:** \$185 million
- **2017 Revenue:** \$125 million
- **2019 Revenue (projected):** N/A
- **Headquarters:** Houston, Texas
- **Stocking locations:** 4
- **Employees:** 19
- **Products:** Carbon/Alloys plate
- **Services:** Grade verification, additional mechanical testing, charpy v-notch testing, ultrasonic examination, straight line burning, delivery
- **Markets Served:** Fabricators, ship building, oil & gas, mining, light & heavy commercial and industrial construction, service centers
- **Market Area:** U.S., Canada, Mexico



**Collectively, the industry's 50 largest companies employ an estimated 65,000 workers, an 8.3 percent increase from the previous year.**

46

## O'Brien Steel Service Co.

[www.obriensteel.com](http://www.obriensteel.com)

- **2018 Revenue:** \$165 million
- **2017 Revenue:** \$124 million
- **2019 Revenue (projected):** \$160 million
- **Headquarters:** Peoria, Ill.
- **Stocking locations:** 3 totaling 500,000 square feet
- **Employees:** 300
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Flame/laser cutting, heat treating, sawing, welding, robotic beveling, machining, shotblasting
- **Markets Served:** Mining and construction equipment, Building construction, agricultural, railroad, oil & gas
- **Market Area:** Midwest U.S.

47

## Horizon Steel Co.

[www.horizonsteel.com](http://www.horizonsteel.com)

- **2018 Revenue:** \$135 million
- **2017 Revenue:** \$102 million
- **2019 Revenue (projected):** \$140 million
- **Headquarters:** Shelby Twp, Mich.
- **Stocking locations:** 2 totaling 180,000 square feet
- **Employees:** 105
- **Products:** Carbon/Alloys flat-roll
- **Services:** Cut-to-length/blanking, leveling, slitting
- **Markets Served:** Automotive, alternative energy
- **Market Area:** U.S., Canada, Mexico

48

## Owen Industries

[www.owenind.com](http://www.owenind.com)

- **2018 Revenue:** \$130 million
- **2017 Revenue:** \$115 million
- **2019 Revenue (projected):** \$135 million
- **Headquarters:** Omaha, Neb.
- **Stocking locations:** 3 totaling 600,000 square feet
- **Employees:** 460
- **Products:** Carbon/Alloys flat-roll, structurals, plate
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, sawing, shearing, waterjet cutting, welding, CNC punching, powder coating, tube lasers, press braking
- **Markets Served:** Agricultural, construction, truck, trailer, lawn & turf, fabrication
- **Market Area:** Midwest U.S.



49

## Saginaw Pipe Co. Inc.

[www.saginawpipe.com](http://www.saginawpipe.com)

- **2018 Revenue: \$127 million**
- **2017 Revenue:** \$102 million
- **2019 Revenue (projected):** \$120 million
- **Headquarters:** Saginaw, Ala.
- **Stocking locations:** 2
- **Employees:** 144
- **Products:** Carbon/Alloys bar/rod/wire, structurals, pipe/tube
- **Services:** Sawing, shot blasting
- **Markets Served:** Fabricators
- **Market Area:** U.S.

50

## Klein Steel Service

[www.kleinsteel.com](http://www.kleinsteel.com)

- **2018 Revenue: \$112 million**
- **2017 Revenue:** \$94.9 million
- **2019 Revenue (projected):** \$115 million
- **Headquarters:** Rochester, NY
- **Stocking locations:** 5 totaling 360,000 square feet
- **Employees:** 180
- **Products:** Carbon/Alloys, flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Aluminum, Stainless, flat-roll, bar/rod/wire, plate, pipe/tube
- **Services:** Flame/laser cutting, sawing, shearing, waterjet cutting, drilling, milling
- **Markets Served:** Fabricators, OEM manufacturers
- **Market Area:** Northeast U.S.

## Honorable Mentions

Among the companies that fell just outside the Top 50 this year were Benjamin Steel Co., Sabel Steel Service, Century Metals & Supplies and Center Steel Sales. Notable non-respondents this year included United Steel Supply, No. 29 last year, No. 49 Cambridge Lee Industries and Energy Alloys. Last year's 40th-ranked company, Contractors Steel, was acquired by Union Partners LLC, which was also a non-respondent.

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