

1

Reliance Steel & Aluminum Co.

www.rsac.com

- **2019 Revenue: \$11 billion**
- **2018 Revenue:** \$11.5 billion
- **2020 Revenue (projected):** N/A
- **Headquarters:** Los Angeles, Calif.
- **Stocking locations:** 300+ totaling 28,300,000 square feet
- **Employees:** 15,300
- **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, slitting, waterjet cutting, welding
- **Markets Served:** Nonresidential construction, aerospace, heavy industry, energy, semiconductor, toll processing for the automotive industry
- **Market Area:** U.S., Canada, Mexico, Asia, Europe, UAE

2

Ryerson Inc.

www.ryerson.com

- **2019 Revenue: \$4.5 billion**
- **2018 Revenue:** \$4.4 billion
- **2020 Revenue (projected):** N/A
- **Headquarters:** Chicago, Ill.
- **Stocking locations:** 94 totaling 10,600,000 million square feet
- **Employees:** 3,900
- **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

thyssenkrupp Materials NA Inc.

www.tkmna.com

- **2019 Revenue: \$3.2 billion**
- **2018 Revenue:** \$3.21 billion
- **2020 Revenue (projected):** N/A
- **Headquarters:** Southfield, Mich.
- **Stocking locations:** 50+ totaling 5,000,000 square feet
- **Employees:** 4,000+
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals; 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, heavy trucks/trailers), defense, electrical, electronic & semi-conductor, energy, oil&gas, medical
- **Market Area:** U.S., Canada, Mexico, Intl

“ The Top 50 generated \$57.7 billion in revenue in 2019, a modest decline from the prior year.

4

Kloeckner Metals Corp..

www.kloecknermetals.com

- **2019 Revenue: \$2.95 billion**
- **2018 Revenue:** \$3.2 billion
- **2020 Revenue (projected):** N/A
- **Headquarters:** Roswell, Ga.
- **Stocking locations:** 47
- **Employees:** 2,300
- **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:** Construction, HVAC, electrical, appliance, automotive, heavy machinery, ship building
- **Market Area:** U.S., Mexico

5

Samuel, Son & Co. Limited

www.samuel.com

- **2019 Revenue: \$2.8 billion**
- **2018 Revenue:** \$2.85 billion
- **2020 Revenue (projected):** N/A
- **Headquarters:** Mississauga, Ontario
- **Stocking locations:** N/A
- **Employees:** 5,500
- **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 and many others
- **Market Area:** U.S., Canada, Mexico

6

Russel Metals Inc.

www.russelmetals.com

- **2019 Revenue: \$2.77 billion**
- **2018 Revenue:** \$3.214 billion
- **2020 Revenue (projected):** N/A
- **Headquarters:** Mississauga, Ontario, Canada
- **Stocking locations:** 64 totaling 1,600,000 square feet
- **Employees:** 3,400
- **Products:** Carbon/Alloys Stainless flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Aluminum flat-roll, bar/rod/wire, plate, pipe/tube; Copper/Brass flat-roll, bar/rod/wire, pipe/tube bar/rod/wire, plate, pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, sawing, shearing, slitting, waterjet cutting
- **Markets Served:** Construction, agricultural, oil and gas, railcar, off road equipment
- **Market Area:** Southeast, Midwest, South U.S.; Canada

7

Toyota Tsusho America

www.taiamerica.com

- **2019 Revenue: \$2.47 billion**
- **2018 Revenue:** \$2.27 billion
- **2020 Revenue (projected):** \$2.48 billion
- **Headquarters:** Georgetown, Ky.
- **Stocking locations:** 10 totaling 1,964,991 square feet
- **Employees:** 600+
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, pipe/tube; Stainless flat-roll, pipe/tube; Aluminum, Copper/Brass flat-roll
- **Services:** Cut-to-length, slitting
- **Markets Served:** Automotive, appliance, lawn and garden, solar, oil & gas, etc.
- **Market Area:** U.S., Canada, Mexico

8

O'Neal Industries Inc.

www.onealind.com

- **2019 Revenue: \$2.4 billion**
- **2018 Revenue:** \$2.7 billion
- **2020 Revenue (projected):** \$2.3 billion
- **Headquarters:** Birmingham, Ala.
- **Stocking locations:** 90 totaling 8,000,000 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, leveling, sawing, shearing, slitting, waterjet cutting, welding
- **Markets Served:** Aerospace, construction machinery, power generation, farm equipment, automotive, structural/plate fabricators, other metal service centers
- **Market Area:** U.S., Canada, Mexico, Europe, Asia

9

Steel Technologies LLC

www.steeltechnologies.com

- **2019 Revenue: \$2.375 billion**
- **2018 Revenue:** \$2.574 billion
- **2020 Revenue (projected):** \$2.2 billion
- **Headquarters:** Louisville, Ky.
- **Stocking locations:** 26 totaling 4,701,300 square feet
- **Employees:** 1,870
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, leveling, slitting, cold-rolling, annealing, configured/ laser blanking, pickling, oscillate, edging
- **Markets Served:** Automotive, appliance, lawn and garden, agricultural, construction consumer goods, electrical, HVAC, etc.
- **Market Area:** Northeast, Southeast, Midwest, South, U.S., Canada, Mexico

“ Average annual sales for the Top 50 exceeded \$1 billion, though the median size was \$545 million.

10

Worthington Industries

www.worthingtonindustries.com

- **2019 Revenue: \$2.2 billion**
- **2018 Revenue:** \$2.5 billion
- **2020 Revenue (projected):** N/A
- **Headquarters:** Columbus, Ohio
- **Stocking locations:** 25 totaling 5,160,000 square feet
- **Employees:** 1,845
- **Products:** Carbon/Alloys flat-roll, plate
- **Services:** Cut-to-length/blanking, leveling, shearing, slitting, cold-rolling, annealing, skiving, dry lube, galvanizing, acrylic coating, tempering
- **Markets Served:** Automotive, agriculture, construction, heavy truck/trailer, energy, conduit/tubing/stryt, HVAC, lawn and garden, furniture
- **Market Area:** Northeast, Southeast, Midwest, South U.S.; Canada, Mexico

11

Alro Steel Corp.

www.alro.com

- **2019 Revenue: \$1.98 billion**
- **2018 Revenue:** \$2 billion
- **2020 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

- **2019 Revenue: \$1.58 billion**
- **2018 Revenue:** \$1.715 billion
- **2020 Revenue (projected):** N/A
- **Headquarters:** Highland Hills, Ohio
- **Stocking locations:** 30
- **Employees:** 1,820
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll, bar/rod/wire, plate, pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, shearing, slitting, welding, tempering, stretch leveling, edging, laser punching, CNC machining, forming, shot blasting, deburring, plate rolling
- **Markets Served:** Industrial machinery, fabricators, construction, service centers, automotive, transportation equipment, appliances, agriculture, energy/environmental
- **Market Area:** U.S., Canada, Mexico

13

Steel Warehouse Co. LLC

www.steelwarehouse.com

- **2019 Revenue: \$1.325 billion**
- **2018 Revenue:** \$1.2 billion
- **2020 Revenue (projected):** \$1.2 billion
- **Headquarters:** South Bend, Ind.
- **Stocking locations:** 14 totaling 2,380,000 square feet
- **Employees:** 1,100
- **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, stretcher leveling
- **Markets Served:** Agricultural, oil & energy, transportation, agricultural equip, construction equip, mining equipment; automotive, truck & trailer, lift trucks, crane, solar, electrical, defense, rail cars, energy, fitness equip, lawn & garden
- **Market Area:** U.S., Canada, Mexico, Brazil

14

Coilplus Inc.

www.coilplus.com

- **2019 Revenue: \$1.3 billion**
- **2018 Revenue:** \$1.4 billion
- **2020 Revenue (projected):** N/A
- **Headquarters:** Rosemont, Ill.
- **Stocking locations:** 10 totaling 2,000,000 square feet
- **Employees:** 625
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, slitting
- **Markets Served:** Automotive, appliances, HVAC, office furniture/fixtures, nonresidential construction
- **Market Area:** Northeast, Southeast, Midwest, South U.S.; Canada; Mexico

15

Triple-S Steel Holdings Inc.

www.sss-steel.com

- **2019 Revenue: \$1.15 billion**
- **2018 Revenue:** \$1.1 billion
- **2020 Revenue (projected):** N/A
- **Headquarters:** Houston, Texas
- **Stocking locations:** 43 totaling 4,000,000 square feet
- **Employees:** 1,500
- **Products:** Carbon/Alloys, Stainless flat-roll, bar/rod/wire, structurals, plate, pipe/tube; 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, T-splitting
- **Markets Served:** Energy, non-residential construction, capital goods manufacturing
- **Market Area:** Northeast, Southeast, South, West U.S.; Canada, Mexico, Colombia

“**Fifteen service center companies topped \$1 billion in revenue last year.**”

16

Mill Steel Co.

www.millsteel.com

- **2019 Revenue: \$925 million**
- **2018 Revenue:** \$975 million
- **2020 Revenue (projected):** \$875 million
- **Headquarters:** Grand Rapids, Mich.
- **Stocking locations:** 6 totaling 1,200,000 square feet
- **Employees:** 365
- **Products:** Carbon/alloys flat-roll
- **Services:** Cut-to-length/blanking, leveling, slitting
- **Markets Served:** Automotive, construction, appliance, office furniture, oil and energy, agricultural, steel framing
- **Market Area:** U.S., Canada, Mexico

17

Kenwal Steel Corp.

www.kenwal.com

- **2019 Revenue: \$920 million**
- **2018 Revenue:** \$1.057 billion
- **2020 Revenue (projected):** \$721 million
- **Headquarters:** Dearborn, Mich.
- **Stocking locations:** 5 totaling 605,000 square feet
- **Employees:** 372
- **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

18

Norfolk Iron & Metal Co.

www.norfolkiron.com

- **2019 Revenue: \$900 million**
- **2018 Revenue:** \$950 million
- **2020 Revenue (projected):** N/A
- **Headquarters:** Norfolk, Neb.
- **Stocking locations:** 13 totaling 1,600,000 square feet
- **Employees:** 850
- **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

- **2019 Revenue: \$804 million**
- **2018 Revenue:** \$900 million
- **2020 Revenue (projected):** N/A
- **Headquarters:** Manhattan, Kan.
- **Stocking locations:** 12 totaling 2,100,000 square feet
- **Employees:** 681
- **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

Steel Summit Holdings Inc.www.steelsummit.com

- **2019 Revenue: \$672.4 million**
- **2018 Revenue:** \$585.3 million
- **2020 Revenue (projected):** \$798 million
- **Headquarters:** Murfreesboro, Tenn.
- **Stocking locations:** 4 totaling 654,000 square feet
- **Employees:** 253
- **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

21

Triad Metals Internationalwww.triadmetals.com

- **2019 Revenue: \$669 million**
- **2018 Revenue:** \$695.4 million
- **2020 Revenue (projected):** \$670 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, cambering
- **Markets Served:** Service centers, structural & misc fabricators, plate & tank fabricators, OEMs
- **Market Area:** Northeast, Southeast, Midwest, U.S.; Canada

“ Only 10 of the Top 50 companies reported higher revenues in 2019 than 2018.

22

Heidtman Steelwww.heidtman.com

- **2019 Revenue: \$635 million**
- **2018 Revenue:** \$670 million
- **2020 Revenue (projected):** \$500 million
- **Headquarters:** Toledo, Ohio
- **Stocking locations:** 9 totaling 2,500,000 square feet
- **Employees:** 600
- **Products:** Carbon/Alloys flat-roll, pipe/tube
- **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, solar, recreational vehicles
- **Market Area:** U.S., Canada, Mexico

23

McNeilus Steel Inc.www.mcneilus.com

- **2019 Revenue: \$579 million**
- **2018 Revenue:** \$600 million
- **2020 Revenue (projected):** \$464 million
- **Headquarters:** Dodge Center, Minn.
- **Stocking locations:** 4 totaling 1,700,000 square feet
- **Employees:** 700
- **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, assembly
- **Markets Served:** Agriculture, construction, heavy equipment/machinery, energy, truck/trailer, cranes, fabricators, defense
- **Market Area:** Southeast, Midwest U.S., Canada

24

A.M. Castle and Co.www.castlemetals.com

- **2019 Revenue: \$559.6 million**
- **2018 Revenue:** \$582 million
- **2020 Revenue (projected):** N/A
- **Headquarters:** Oak Brook, Ill.
- **Stocking locations:** 19 totaling 2,031,189 square feet
- **Employees:** 873
- **Products:** Carbon/Alloys, Stainless, Aluminum bar/rod/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

25

Brown Strauss Inc.

www.brownstrauss.com

- **2019 Revenue: \$545 million**
- **2018 Revenue:** \$605 million
- **2020 Revenue (projected):** N/A
- **Headquarters:** Aurora, Colo.
- **Stocking locations:** 8 totaling 300,000 square feet
- **Employees:** 250
- **Products:** Carbon/Alloys structurals, pipe/tube
- **Services:** Cut-to-length/blanking, sawing, cambering
- **Markets Served:** Fabricators
- **Market Area:** Midwest, West U.S.; Canada

26

Majestic Steel USA

www.majesticsteel.com

- **2019 Revenue: \$520 million**
- **2018 Revenue:** \$518 million
- **2020 Revenue (projected):** N/A
- **Headquarters:** Cleveland, Ohio
- **Stocking locations:** 9 totaling 575,000 square feet
- **Employees:** N/A
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, slitting
- **Markets Served:** HVAC, construction, auto, appliance, equipment, agriculture, energy, electrical
- **Market Area:** U.S., Canada, Mexico

27

Wieland Metal Services

www.wieland-metalservices.com

- **2019 Revenue: \$500 million**
- **2018 Revenue:** \$473 million
- **2020 Revenue (projected):** \$450 million
- **Headquarters:** Warwick, R.I.
- **Stocking locations:** 15 totaling 525,000 square feet
- **Employees:** 400
- **Products:** Stainless, Aluminum flat-roll; Copper/Brass flat-roll, bar/rod/wire, plate, pipe/tube
- **Services:** Cut-to-length/blanking, leveling, sawing, shearing, slitting, welding
- **Markets Served:** Automotive, general stamping, electronics, building and construction, architectural, ordnance, marine, defense, aerospace
- **Market Area:** U.S., Mexico

“ The Top 50 companies operate about 1,100 stocking locations, totaling well over 104 million square feet of warehouse space.

28

Lapham-Hickey Steel Corp.

www.lapham-hickey.com

- **2019 Revenue: \$455 million**
- **2018 Revenue:** \$450 million
- **2020 Revenue (projected):** \$385 million
- **Headquarters:** Bedford Park, Ill.
- **Stocking locations:** 10 totaling 1,335,000 square feet
- **Employees:** 620
- **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
- **Markets Served:** Industrial metal consumers
- **Market Area:** Northeast, Southeast, Midwest, South U.S.; Canada, Mexico

29

Eastern Metal Supply Inc.

www.easternmetal.com

- **2019 Revenue: \$446.7 million**
- **2018 Revenue:** \$479.8 million
- **2020 Revenue (projected):** \$450 million
- **Headquarters:** Lake Worth, Fla.
- **Stocking locations:** 15 totaling 1,500,000 square feet
- **Employees:** 810
- **Products:** Stainless pipe/tube; Aluminum flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Cut-to-length, sawing, shearing, welding, extensive extrusion fabrication
- **Markets Served:** Building and construction, machinery and equipment, consumer products, transportation, marine
- **Market Area:** U.S., Canada, Mexico, Caribbean, Central & South America

30

Eaton Steel Bar Co.

www.eatonsteel.com

- **2019 Revenue: \$400 million**
- **2018 Revenue:** \$400 million
- **2020 Revenue (projected):** \$400 million
- **Headquarters:** Oak Park, Mich.
- **Stocking locations:** 6 totaling 850,000 square feet
- **Employees:** 300
- **Products:** Carbon/Alloy bar/rod/wire
- **Services:** Cut-to-length, heat treating, sawing, shearing, cold drawing, turning, polishing, blanking, chamfering, surface testing
- **Markets Served:** Industrial, automotive, agriculture, heavy truck, off-road, energy, defense
- **Market Area:** U.S., Canada, Mexico

31

Material Sciences Corp.www.materialsciencescorp.com

- **2019 Revenue: \$360 million**
- **2018 Revenue:** \$385 million
- **2020 Revenue (projected):** \$340 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, packaging, recreation, appliance
- **Market Area:** U.S., Canada, Mexico, Europe, Asia

32

Ratner Steel Supply Co.www.ratnersteel.com

- **2019 Revenue: \$346 million**
- **2018 Revenue:** \$375 million
- **2020 Revenue (projected):** \$320 million
- **Headquarters:** Minneapolis, Minn.
- **Stocking locations:** 3 totaling 500,000 square feet
- **Employees:** 155
- **Products:** Carbon/Alloys flat-roll
- **Services:** Cut-to-Length, leveling, shearing, slitting
- **Markets Served:** Service centers, fabricators, OEMs
- **Market Area:** Southeast, Midwest, South, U.S., Canada

33

Farwest Steel Corp.www.farweststeel.com

- **2019 Revenue: \$325 million**
- **2018 Revenue:** \$370 million
- **2020 Revenue (projected):** \$300 million
- **Headquarters:** Eugene, Ore.
- **Stocking locations:** 10 totaling 1,060,000 square feet
- **Employees:** 690
- **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, transportation, Ag equipment OEMs
- **Market Area:** West U.S.

“**Despite the pandemic, companies willing to provide 2020 projections anticipate a slight uptick in sales compared with 2019.**”

34

Liberty Steel Products Inc.www.libertysteelproducts.com

- **2019 Revenue: \$325 million**
- **2018 Revenue:** \$345 million
- **2020 Revenue (projected):** \$275 million
- **Headquarters:** North Jackson, Ohio
- **Stocking locations:** 9 totaling 750,000 square feet
- **Employees:** 325
- **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

35

Venture Steel Inc.www.venturesteel.com

- **2019 Revenue: \$260 million**
- **2018 Revenue:** \$328 million
- **2020 Revenue (projected):** \$225 million
- **Headquarters:** Toronto, Ontario, Canada
- **Stocking locations:** 5 totaling 400,000 square feet
- **Employees:** 260
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate; Stainless Aluminum flat-roll
- **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

36

Flack Global Metalswww.flackglobalmetals.com

- **2019 Revenue: \$253 million**
- **2018 Revenue:** \$335 million
- **2020 Revenue (projected):** \$200 million
- **Headquarters:** Cleveland, Ohio.
- **Stocking locations:** N/A
- **Employees:** 54
- **Products:** Carbon/Alloys flat-roll, structurals, plate, pipe/tube; Stainless, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, leveling, shearing, slitting, risk management solutions
- **Markets Served:** OEM, construction, transportation, appliance, agriculture
- **Market Area:** U.S., Canada, Mexico

37

Target Steel Inc

www.targetsteel.net

- **2019 Revenue: \$243 million**
- **2018 Revenue:** \$252 million
- **2020 Revenue (projected):** \$275 million
- **Headquarters:** Flat Rock, Mich.
- **Stocking locations:** 3 totaling 243,000 square feet
- **Employees:** 110
- **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

38

Jemison Metals

www.jemisonmetals.com

- **2019 Revenue: \$236 million**
- **2018 Revenue:** \$230 million
- **2020 Revenue (projected):** \$185 million
- **Headquarters:** Birmingham, Ala.
- **Stocking locations:** 6 totaling 576,000 square feet
- **Employees:** 175
- **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, electrical, energy, HVAC, lighting, transportation
- **Market Area:** Northeast, Southeast, Midwest, South U.S.

39

Adelphia Metals LLC

www.adelphiametals.com

- **2019 Revenue: \$227 million**
- **2018 Revenue:** \$254 million
- **2020 Revenue (projected):** \$225 million
- **Headquarters:** Cherry Hill, N.J., New Prague, Minn.
- **Stocking locations:** 20
- **Employees:** 21
- **Products:** Carbon/Alloys bar/rod/wire
- **Services:** Epoxy-coating, galvanizing, fiberglass
- **Markets Served:** Steel Rebar
- **Market Area:** U.S., Canada, Mexico

“ While they may differ in type and number, all 50 companies offer some kind of value-added services in addition to metal sales.

40

McNichols Co.

www.mcnichols.com

- **2019 Revenue: \$219 million**
- **2018 Revenue:** \$210 million
- **2020 Revenue (projected):** \$210 million
- **Headquarters:** Tampa, Fla.
- **Stocking locations:** 19 totaling 740,000 square feet
- **Employees:** 375
- **Products:** Carbon Steel/Alloys, Stainless, Aluminum, Copper/Brass flat-roll, expanded and perforated metals, wire mesh, grating
- **Services:** Sawing, shearing, welding
- **Markets Served:** Distribution, manufacturing, construction, residential
- **Market Area:** U.S., Canada

41

American Piping Products Inc.

www.amerpipe.com

- **2019 Revenue: \$200 million**
- **2018 Revenue:** \$225 million
- **2020 Revenue (projected):** \$150 million
- **Headquarters:** Chesterfield, Mo.
- **Stocking locations:** 4 totaling 80,000 square feet
- **Employees:** 95
- **Products:** Carbon/Alloys, Stainless pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting, sawing
- **Markets Served:** Oil & gas, power, construction, infrastructure, chemical processing, marine, paper & pulp, fire suppression, commercial HVAC, food processing, data centers
- **Market Area:** U.S., Canada, Mexico, Intl

42

Owen Industries

www.owenind.com

- **2019 Revenue: \$175 million**
- **2018 Revenue:** \$130 million
- **2020 Revenue (projected):** \$150 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 laser
- **Markets Served:** Agricultural, construction, truck, trailer, lawn & turf, fabrication
- **Market Area:** Midwest U.S.

43

O'Brien Steel Service Co.www.obriensteel.com

- **2019 Revenue: \$155 million**
- **2018 Revenue:** \$165 million
- **2020 Revenue (projected):** \$165 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:** Cut-to-length, Flame/laser cutting, heat treating, sawing, shearing, welding, shotblasting, forming, machining, painting, fabrication
- **Markets Served:** Mining and construction equipment, agricultural equipment, rail equipment, tower manufacturing, building construction
- **Market Area:** Midwest U.S. Northeast, Midwest, South U.S.

44

Trident Steel Corp.www.tridentsteel.com

- **2019 Revenue: \$151 million**
- **2018 Revenue:** \$207 million
- **2020 Revenue (projected):** \$85.5 million
- **Headquarters:** St. Louis, Mo.
- **Stocking locations:** 11
- **Employees:** 21
- **Products:** Carbon/Alloys pipe/tube
- **Services:** Heat treating, threading, processing, coating, storage, program management
- **Markets Served:** E&P Co, midstream & transmission companies
- **Market Area:** U.S.

45

Ranger Steel Services LPwww.rangersteel.com

- **2019 Revenue: \$130 million**
- **2018 Revenue:** \$185 million
- **2020 Revenue (projected):** \$80 million
- **Headquarters:** Houston, Texas
- **Stocking locations:** 4
- **Employees:** 17
- **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 61,000 workers, down from last year's 65,000 employees.”

46

Cambridge-Lee Industries LLCwww.camlee.com

- **2019 Revenue: \$124 million**
- **2018 Revenue:** N/A
- **2020 Revenue (projected):** N/A
- **Headquarters:** Reading, Pa.
- **Stocking locations:** 10 totaling 150,000 square feet
- **Employees:** 40
- **Products:** Copper/Brass flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Sawing
- **Markets Served:** Electrical distribution, architectural, industrial OEM
- **Market Area:** U.S., Canada, Mexico

47

Saginaw Pipe Co. Inc.www.saginawpipe.com

- **2019 Revenue: \$123 million**
- **2018 Revenue:** \$127 million
- **2020 Revenue (projected):** \$115 million
- **Headquarters:** Saginaw, Ala.
- **Stocking locations:** 2
- **Employees:** 144
- **Products:** Carbon/Alloys structurals, pipe/tube
- **Services:** Sawing, welding, blasting
- **Markets Served:** Construction, steel Fabrication, sign building, OEM, DOT
- **Market Area:** U.S.

48

Horizon Steel Co.www.horizonsteel.com

- **2019 Revenue: \$120 million**
- **2018 Revenue:** \$135 million
- **2020 Revenue (projected):** \$100 million
- **Headquarters:** Shelby Twp, Mich.
- **Stocking locations:** 2 totaling 200,000 square feet
- **Employees:** 90
- **Products:** Carbon/Alloys flat-roll
- **Services:** Cut-to-length/blanking, leveling, shearing, slitting
- **Markets Served:** Automotive, appliance, oil&gas, alternative energy
- **Market Area:** U.S., Canada, Mexico

49

Klein Steel Service

www.kleinsteel.com

- **2019 Revenue: \$104 million**
- **2018 Revenue:** \$112 million
- **2020 Revenue (projected):** \$100 million
- **Headquarters:** Rochester, NY
- **Stocking locations:** 4 totaling 335,000 square feet
- **Employees:** 175
- **Products:** Carbon/Alloys, flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Stainless, flat-roll, bar/rod/wire, plate, pipe/tube; Aluminum, flat-roll, bar/rod/wire, plate; Copper/Brass pipe/tube
- **Services:** Flame/laser cutting, sawing, shearing, waterjet cutting, drilling, milling
- **Markets Served:** Fabricators, OEM manufacturers
- **Market Area:** Northeast U.S.

50

Benjamin Steel Co. Inc.

www.benjaminsteel.com

- **2019 Revenue: \$100 million**
- **2018 Revenue:** \$100 million
- **2020 Revenue (projected):** \$100 million
- **Headquarters:** Springfield, Ohio
- **Stocking locations:** 5 totaling 470,000 square feet
- **Employees:** 235
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Flame/laser cutting, sawing, shearing, angle punching, tapping, part marking
- **Markets Served:** Fabricated metal products, machinery, agriculture, manufacturing, energy, auto, construction
- **Market Area:** Midwest U.S.

Honorable Mentions

Among the companies that fell just outside the Top 50 this year were Sabel Steel Co., Montgomery, Ala., and Century Metal & Supplies, Miami, Fla. The most notable non-respondent in this year's survey was Esmark, which ranked 26th last year with \$550,000. Other potential Top 50 companies who didn't respond were Marmon/Keystone, Kelly Pipe, UPG and New Process Steel, among others.

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