

# MCN TOP 50

**For the 11th straight year, Reliance is North America's largest service center in *Metal Center News'* annual survey. More important, revenues for Reliance and others in the industry bounced back last year after two down years.**

## Service Centers

**G**rowth has returned to the largest service companies in North America after two lackluster years of performance. And even more is expected to follow.

Total revenues for the 50 largest service center companies grew 11.7 percent in 2017 to \$51.5 billion. After reaching a post-recession high of \$55.6 billion in 2014, service center revenues declined in consecutive years all the way down to \$46.1 billion last year. That 2017 figure represented the lowest total since the disastrous 2009, when revenues plummeted almost 37 percent to \$38.4 billion.

As it does every year, *Metal Center News* compiles sales figures for North America's largest service center companies for their most recently completed fiscal year. For most companies, that represents calendar year 2017. The result is

the *MCN* Top 50, now in its 16th year.

Besides the growth in 2017, this year is shaping up as one of the best in service center history, according to projections of 2018 revenues provided by respondents.

Not every company, including none of the large publicly-traded company, offer projected sales figures for the

current year. Still, 36 companies did include 2018 projected revenue figures. Of those, every company anticipates 2018 revenues will exceed last year's total.

As a whole, the companies that provided revenue projections forecast an average growth of 13.9 percent over 2017. If the rest of the list followed suit

with that kind of growth, Top 50 revenues in 2018 would total \$58.7 billion. That total has only been reached once in the history of the survey, during the pre-recession boom year of 2008.

As it has every year since 2008, Los Angeles-based Reliance Steel & Aluminum was by far the largest service center company in North America. Reliance's \$9.7 billion in 2017 revenues was almost three times larger than the next-largest figure,

**Revenues from the Top 50 service center companies climbed 10.8 percent in 2016, reversing a two-year trend of declining revenues.**

Top 50 Combined Revenues (Figures in billions)		
Year	Total	Change
2004	\$38.2	+40.4%
2005	\$46.3	+21.2%
2006	\$50.5	+9.1%
2007	\$57.5	+13.9%
2008	\$60.6	+5.4%
2009	\$38.4	-36.6%
2010	\$46.8	+21.9%
2011	\$51.6	+10.3%
2012	\$51.9	+0.6%
2013	\$51.1	-1.2%
2014	\$55.6	+8.9%
2015	\$50.3	-9.5%
2016	\$46.1	-8.3%
2017	\$51.1	+10.8%

*Percentages show year over year change*

By Dan Markham, Senior Editor



Photo courtesy Esmark

from perennial No. 2 Ryerson Inc., Chicago. Roswell-Ga.-based Kloeckner Metals was at \$2.9 billion, and two Canadian service center companies, Samuel Son & Co., at \$2.8 billion and Russel Metals at \$2.5 billion, rounded out the Top 5. Russel moved up from No. 9 in 2017, pushing thyssenkrupp Materials NA down one spot.

The Top 10 service center companies remained unchanged, with just some shuffling of the order. Revenue

growth of 19.8 percent for the Top 10 outpaced the rest of the industry.

Still, the Top 10 companies represented less than 60 percent of the Top 50, and less than a quarter of the total service center industry, demonstrating the distribution market remains highly fragmented.

Reliance's claim as the continent's dominant service center company is not limited to revenue figures. The company also has almost three times as many stocking locations, warehouse

## Methodology

*To rank the Top 50, Metal Center News conducted an email survey in July and August of the magazine's largest subscribers. When available, secondary sources were used to confirm information. In most cases, figures from privately held companies are presented without independent verification. Companies are ranked based on total revenues from sales, processing and distribution during their last completed fiscal year, which for most was calendar year 2017.*

space and employees than any of its competitors. The company employs more than 15,000 people, representing about a quarter of the total in the Top 50. It operates more than 300 warehouses, totaling 35 million square feet of space.

The gains in 2017 revenues were pretty much shared across the board. Only three companies reported sales declines last year compared to the previous fiscal year, and in each case the drop was only minimal. Two other companies reported matching revenues from 2016 to 2017.

One area that saw a decline in 2017 was the billion-dollar

club. Last year, 13 companies reported sales of more than \$1 billion, one fewer than 2016 as a result of a slight decline in revenues from Steel Warehouse. However, if 2018 projections hold, next year's listing will feature 16 companies topping \$1 billion in revenues, as Steel Warehouse rejoins the club and Kenwal and Triple-S Steel get there for the first time. Even with one fewer member, revenues for that group grew 9.4 percent compared with last year.

Newcomers to this year's list include No. 27 A.J. Oster, Warwick, N.J., which acquired Alumet last year; No. 29 United Steel Supply, Austin, Texas; and No. 50 Owen Industries of Omaha, Neb., which has been pushing toward inclusion for several years.

The most notable omission from this year's list is Central Steel & Wire, a fixture in the Top 25 for the entire run of the survey. The Chicago-based company, which had earnings of \$514,000 in 2016, was acquired earlier this year by Ryerson.

Another constant presence in the Top 50, No. 40 Contractors Steel, Livonia, Mich., was also acquired in the first half of 2018 by Union Partners. The Chicago-based company has become one of the most active acquirers in the metals space in the last few years, and almost certainly will have a place in the Top 50 next year.

Besides Ryerson and Union Partners, other Top 50 companies that have made acquisitions this year that will affect next year's survey include Reliance, Samuel and Russel Metals.

Among the other companies that did not respond to this year's survey were Marmon/Keystone, which has previously been a Top 20 company, and Kelly Pipe, which ranked No. 40 in the 2016 listing.

While all of the Top 10 saw increases last year, the movement at the bottom of the listing was equally notable. Last year represented the first time that any company made the Top 50 with less than \$100 million in revenues. That trend was aborted this year, and three companies with more than that figure failed to crack this year's listing. Two more companies anticipate 2018 revenues to reach nine figures in 2018.

Coinciding with an increase in revenues was a slight growth in facilities and employment for the Top 50. The companies operated 1,237 stocking locations, up from 1,214 the prior year, and employed 60,531 individuals, a 2.6 percent increase.

In contrast to these giants, the typical North American service center company maintains a single location, employs fewer than 30 workers and has annual sales revenue of less than \$20 million, according to MCN data. ■

## The Billion Dollar Club

**Thirteen service centers cracked \$1 billion in revenues in 2017, one fewer than in 2016. Even with one fewer member, their combined earnings of \$36.4 billion were up from 2016.**

- **Reliance Steel & Aluminum Co.**, Los Angeles, \$9.72 billion, [www.rsac.com](http://www.rsac.com).
- **Ryerson Inc.**, Chicago, \$3.37 billion, [www.ryerson.com](http://www.ryerson.com).
- **Kloeckner Metals Corp.**, Roswell, Ga., \$2.85 billion, [www.kloeckner.com](http://www.kloeckner.com).
- **Samuel, Son & Co. Limited**, Mississauga, Ontario, \$2.81 billion, [www.samuel.com](http://www.samuel.com).
- **Russel Metals Inc.**, Mississauga, Ontario, \$2.54 billion, [www.russelmetals.com](http://www.russelmetals.com).
- **thyssenkrupp Materials NA, Inc.**, Southfield, Mich., \$2.53 billion, [www.tkmna.com](http://www.tkmna.com).
- **Steel Technologies LLC**, Louisville, Ky., \$2.35 billion, [www.steeltechnologies.com](http://www.steeltechnologies.com).
- **O'Neal Industries**, Birmingham, Ala., \$2.3 billion, [www.onealind.com](http://www.onealind.com).
- **Worthington Steel Co.**, Columbus, Ohio, \$2.14 billion, [www.worthingtonindustries.com](http://www.worthingtonindustries.com).
- **Toyota Tsusho America**, Georgetown, Ky., \$2.07 billion, [www.taiamerica.com](http://www.taiamerica.com).
- **Alro Steel Corp.**, Jackson, Mich., \$1.65 billion, [www.alro.com](http://www.alro.com).
- **Olympic Steel Inc.**, Bedford Heights, Ohio, \$1.33 billion, [www.olysteel.com](http://www.olysteel.com).
- **Coilplus Inc.**, Rosemont, Ill., \$1.27 billion, [www.coilplus.com](http://www.coilplus.com).

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## Reliance Steel & Aluminum Co.

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

- **2017 Revenue: \$9.721 billion**
- **2016 Revenue:** \$8.613 billion
- **2018 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/blinking, flame/laser cutting, leveling, sawing, shearing, slitting, waterjet cutting, welding
- **Markets Served:** General manufacturing, aerospace, nonresidential construction, heavy equipment, energy, automotive (primarily toll processing)
- **Market Area:** U.S., Canada, Mexico, Asia, Europe

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## Ryerson Inc.

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

- **2017 Revenue: \$3.365 billion**
- **2016 Revenue:** \$2.86 billion
- **2018 Revenue (projected):** N/A
- **Headquarters:** Chicago, Ill.
- **Stocking locations:** 100
- **Employees:** 4,600
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Copper/Brass bar/rod/wire
- **Services:** Cut-to-length/blinking, flame/laser cutting, heat-treating, leveling, sawing, shearing, slitting, waterjet cutting, welding, and many other
- **Markets Served:** Commercial ground transportation, metal fab and machine, industrial machinery/equipment, consumer durables, HVAC, construction equipment, food processing/agricultural, oil & gas
- **Market Area:** U.S., Canada, Mexico, China

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## Kloeckner Metals Corp.

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

- **2017 Revenue: \$2.85 billion**
- **2016 Revenue:** \$2.6 billion
- **2018 Revenue (projected):** N/A
- **Headquarters:** Roswell, Ga.
- **Stocking locations:** 50
- **Employees:** 2,400
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Stainless flat-roll, plate; Aluminum flat-roll
- **Services:** Cut-to-length/blinking, flame/laser cutting, heat treating, leveling, sawing, shearing, slitting, waterjet cutting, welding, fabrication, PVD
- **Markets Served:** Oil and gas, ship building, construction, electrical, automotive, defense, HVAC
- **Market Area:** U.S., Mexico



**The Top 50 generated combined revenues of \$51.1 billion in 2017, a 10.8 percent increase compared with the prior year.**

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## Samuel, Son & Co. Limited

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

- **2017 Revenue: \$2.812 billion**
- **2016 Revenue:** \$2.7 billion
- **2018 Revenue (projected):** N/A
- **Headquarters:** Mississauga, Ontario
- **Stocking locations:** 100+
- **Employees:** 5,000+
- **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/blinking, 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

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## Russel Metals Inc.

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

- **2017 Revenue: \$2.539 billion**
- **2016 Revenue:** \$1.945 billion
- **2018 Revenue (projected):** N/A
- **Headquarters:** Mississauga, Ontario, Canada
- **Stocking locations:** 65 totaling 3,889,000 square feet
- **Employees:** 3,150
- **Products:** Carbon/Alloys Stainless, Aluminum flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Copper/Brass flat-roll, bar/rod/wire, plate, pipe/tube
- **Services:** Cut-to-length/blinking, flame/laser cutting, leveling, sawing, shearing, slitting, waterjet cutting
- **Markets Served:** Construction, mining, oil and gas, agriculture, transportation
- **Market Area:** Southeast, Midwest, South U.S.; Canada

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## thyssenkrupp Materials NA

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

- **2017 Revenue: \$2.53 billion**
- **2016 Revenue:** \$2.5 billion
- **2018 Revenue (projected):** N/A
- **Headquarters:** Southfield, Mich.
- **Stocking locations:** 90+ totaling 5,900,000 square feet
- **Employees:** 3,350
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire; Stainless, Aluminum, Copper/Brass flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Cut-to-length/blinking, flame/laser cutting, heat treating, 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.

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## Steel Technologies

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

- **2017 Revenue: \$2.346 billion**
- **2016 Revenue:** \$2.062 billion
- **2018 Revenue (projected):** \$2.5 billion
- **Headquarters:** Louisville, Ky.
- **Stocking locations:** 25 totaling 4,588,000 square feet
- **Employees:** 2,000
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, Stainless, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, 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

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## O'Neal Industries Inc.

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

- **2017 Revenue: \$2.3 billion**
- **2016 Revenue:** \$2.1 billion
- **2018 Revenue (projected):** \$2.6 billion
- **Headquarters:** Birmingham, Ala.
- **Stocking locations:** 85 totaling 8,000,000 square feet
- **Employees:** 3,100
- **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, welding
- **Markets Served:** Aerospace, power generation, alternative energy, fabricators, construction equipment, metal service centers
- **Market Area:** U.S., Canada, Mexico

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## Worthington Industries

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

- **2017 Revenue: \$2.14 billion**
- **2016 Revenue:** \$1.9 billion
- **2018 Revenue (projected):** N/A
- **Headquarters:** Columbus, Ohio
- **Stocking locations:** 22 totaling 4,700,000 square feet
- **Employees:** 2,500
- **Products:** Carbon/Alloys, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, heat-treating, leveling, slitting, hot-dip galvanizing, pickling, cold-rolling, dry luting, configured blanking, annealing
- **Markets Served:** Automotive, agriculture, heavy truck, appliance, hardware, HVAC, lawn and garden
- **Market Area:** U.S., Canada, Mexico



**Average annual sales for the Top 50 totaled more than \$1 billion, but the median size was \$465.5 million.**

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## Toyota Tsusho America

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

- **2017 Revenue: \$2.07 billion**
- **2016 Revenue:** \$1.74 billion
- **2018 Revenue (projected):** \$2.14 billion
- **Headquarters:** Georgetown, Ky.
- **Stocking locations:** 5 totaling 1,408,000 square feet
- **Employees:** 445
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire; Stainless flat-roll, pipe/tube; Aluminum flat-roll
- **Services:** Cut-to-length, slitting
- **Markets Served:** Automotive appliance, lawn and garden, solar, and more
- **Market Area:** U.S., Canada, Mexico
- "Revenues from the company's Automotive Metals Product Group, which includes minority owned joint ventures. Georgetown Metal Processing, Blue Springs Metals, Millennium Steel Service and Millennium Steel of Texas.

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## Alro Steel

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

- **2017 Revenue: \$1.65 billion**
- **2016 Revenue:** \$1.405 billion
- **2018 Revenue (projected):** N/A
- **Headquarters:** Jackson, Mich.
- **Stocking locations:** 52 totaling 4,743,000 square feet
- **Employees:** 2,800
- **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

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## Olympic Steel Inc.

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

- **2017 Revenue: \$1.331 billion**
- **2016 Revenue:** \$1.055 billion
- **2018 Revenue (projected):** N/A
- **Headquarters:** Cleveland, Ohio
- **Stocking locations:** 31 totaling 3,700,000 square feet
- **Employees:** 1,800
- **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, machining, blasting, forming, painting
- **Markets Served:** Industrial machinery, fabricators, earth moving equipment, construction, agriculture, automotive, truck-trailer, kitchen appliances
- **Market Area:** U.S.; Canada; Mexico

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## Coilplus Inc.

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

- **2017 Revenue: \$1.266 billion**
- **2016 Revenue:** \$1.27 billion
- **2018 Revenue (projected):** \$1.4 billion
- **Headquarters:** Rosemont, Ill.
- **Stocking locations:** 11 totaling 1,600,000 square feet
- **Employees:** 625
- **Products:** Carbon/Alloys flat-roll
- **Services:** Cut-to-length/blanking, slitting
- **Markets Served:** Automotive, appliances, HVAC, construction, office furniture, electrical
- **Market Area:** Northeast, Southeast, Midwest, South U.S.; Canada; Mexico

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## Steel Warehouse

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

- **2017 Revenue: \$950 million**
- **2016 Revenue:** \$1 billion
- **2018 Revenue (projected):** \$1 billion
- **Headquarters:** South Bend, Ind.
- **Stocking locations:** 14 totaling 2,279,280 square feet
- **Employees:** 1,053
- **Products:** Carbon/Alloys flat-roll, plate
- **Services:** Cut-to-length/blanking, flame/laser cutting, heat treating, leveling, shearing, slitting, cold-roll strip reduction, temper passing cut-to-length
- **Markets Served:** Agriculture equip., construction equip., mining equip., automotive, truck & trailer, lift trucks, crane, solar, electrical, defense, rail cars, energy, fitness equip., lawn & garden, sport utility vehicles
- **Market Area:** Northeast, Southeast, Midwest, South U.S.; Canada; Mexico; Brazil

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## Kenwal Steel Corp.

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

- **2017 Revenue: \$882 million**
- **2016 Revenue:** \$796 million
- **2018 Revenue (projected):** \$1.02 billion
- **Headquarters:** Dearborn, Mich.
- **Stocking locations:** 5 totaling 605,000 square feet
- **Employees:** 370
- **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



Thirteen service center companies topped \$1 billion in sales in 2017.

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## Triple-S Steel Holdings Inc.

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

- **2017 Revenue: \$871 million**
- **2016 Revenue:** \$840 million
- **2018 Revenue (projected):** \$1.1 billion
- **Headquarters:** Houston, Texas
- **Stocking locations:** 34 totaling 3,100,000 square feet
- **Employees:** 1,350
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Stainless, Aluminum structurals, plate, pipe/tube
- **Services:** Cut-to-length, 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

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## Mill Steel Co.

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

- **2017 Revenue: \$760 million**
- **2016 Revenue:** \$700 million
- **2018 Revenue (projected):** \$975 million
- **Headquarters:** Grand Rapids, Mich.
- **Stocking locations:** 6 totaling 1,100,000 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
- **Market Area:** Northeast, Southeast, Midwest, Southwest U.S.; Canada; Mexico

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## SPS Companies Inc.

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

- **2017 Revenue: \$652 million**
- **2016 Revenue:** \$547 million
- **2018 Revenue (projected):** N/A
- **Headquarters:** Manhattan, Kan.
- **Stocking locations:** 10 totaling 2,000,000 square feet
- **Employees:** 591
- **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:** Non-residential fabricators, OEMs, resellers, industrial fabricators, oil and gas end users, tower and pole end users, railcars, agriculture
- **Market Area:** U.S., Mexico

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## Heidtman Steel Products

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

- **2017 Revenue: \$553 million**
- **2016 Revenue:** \$487 million
- **2018 Revenue (projected):** \$608 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

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## Triad Metals International

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

- **2017 Revenue: \$552 million**
- **2016 Revenue:** \$474 million
- **2018 Revenue (projected):** \$585 million
- **Headquarters:** Horsham, Pa.
- **Stocking locations:** 6 totaling 980,000 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

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## Esmark Steel Group

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

- **2017 Revenue: \$543 million**
- **2016 Revenue:** \$510 million
- **2018 Revenue (projected):** \$550 million
- **Headquarters:** Sewickley, Pa.
- **Stocking locations:** 5 totaling 850,000 square feet
- **Employees:** 350
- **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



**Of the 50 companies polled, 36 offered a forecast for 2018 revenues. All projected increases.**

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## Steel Summit Holdings Inc.

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

- **2017 Revenue: \$525.4 million**
- **2016 Revenue:** \$523.5 million
- **2018 Revenue (projected):** \$552 million
- **Headquarters:** LaVergne, Tenn.
- **Stocking locations:** 2 totaling 350,000 square feet
- **Employees:** 162
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll
- **Services:** Leveling, shearing, slitting
- **Markets Served:** Automotive, appliance, metal building, HVAC, construction, metal fabricators
- **Market Area:** U.S., Canada, Mexico

23

## A.M. Castle & Co.

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

- **2017 Revenue: \$518.9 million**
- **2016 Revenue:** \$533.1 million
- **2018 Revenue (projected):** N/A
- **Headquarters:** Oak Brook, Ill.
- **Stocking locations:** 22 totaling 2,104,189 square feet
- **Employees:** 930
- **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
- **Market Area:** U.S., Canada, Mexico, Europe, Asia

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## Norfolk Iron & Metal Co.

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

- **2017 Revenue: \$512 million**
- **2016 Revenue:** \$503 million
- **2018 Revenue (projected):** \$650 million
- **Headquarters:** Norfolk, Neb.
- **Stocking locations:** 4 totaling 1,200,000 square feet
- **Employees:** 700
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Flame/laser cutting, leveling, sawing, shearing, waterjet cutting
- **Markets Served:** Agricultural, energy, construction, fabrication
- **Market Area:** Midwest U.S., Canada

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## Majestic Steel USA

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

- **2017 Revenue: \$475 million**
- **2016 Revenue:** \$415 million
- **2018 Revenue (projected):** N/A
- **Headquarters:** Cleveland, Ohio
- **Stocking locations:** 8 totaling 520,000 square feet
- **Employees:** 300
- **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

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## Brown Strauss Inc.

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

- **2017 Revenue: \$455 million**
- **2016 Revenue:** \$395 million
- **2018 Revenue (projected):** \$575 million
- **Headquarters:** Aurora, Colo.
- **Stocking locations:** 8 totaling 300,000 square feet
- **Employees:** 240
- **Products:** Carbon/Alloys structurals, pipe/tube
- **Services:** Cut-to-length/blanking, sawing, cambering
- **Markets Served:** Fabricators
- **Market Area:** Midwest, West U.S.; Canada

27

## A.J. Oster LLC

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

- **2017 Revenue: \$454 million**
- **2016 Revenue:** N/A
- **2018 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,



**If projections hold, 16 companies will exceed \$1 billion in revenues this year.**

28

## McNeilus Steel Inc.

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

- **2017 Revenue: \$441.6 million**
- **2016 Revenue:** \$332 million
- **2018 Revenue (projected):** \$553 million
- **Headquarters:** Dodge Center, Minn.
- **Stocking locations:** 3 totaling 1,450,000 square feet
- **Employees:** 615
- **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, stretcher leveling, structural/tube laser cutting, blasting
- **Markets Served:** Agriculture, construction, heavy equipment/machinery, energy, truck/trailer, cranes, fabricators, defense
- **Market Area:** Midwest U.S., Canada

29

## United Steel Supply

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

- **2017 Revenue: \$420 million**
- **2016 Revenue:** N/A
- **2018 Revenue (projected):** \$510 million
- **Headquarters:** Austin, Texas
- **Stocking locations:** 4 totaling 219,000 square feet
- **Employees:** 43
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll
- **Services:** Slitting
- **Markets Served:** Metal construction
- **Market Area:** U.S.

30

## Eaton Steel Bar Co.

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

- **2017 Revenue: \$400 million**
- **2016 Revenue:** \$400 million
- **2018 Revenue (projected):** \$450 million
- **Headquarters:** Oak Park, Mich.
- **Stocking locations:** 7 totaling 800,000 square feet
- **Employees:** 300
- **Products:** Carbon/Alloy bar/rod/wire
- **Services:** Heat treating, sawing, shearing, Cold drawing, turning, precision machining, straightening, surface crack detection, U T testing
- **Markets Served:** Automotive, truck, off-road, farm agriculture, hand tool, fluid power
- **Market Area:** U.S., Canada, Mexico



## 31

### Liberty Steel Products Inc.

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

- **2017 Revenue: \$367 million**
- **2016 Revenue:** \$316 million
- **2018 Revenue (projected):** \$394 million
- **Headquarters:** North Jackson, Ohio
- **Stocking locations:** 8 totaling 675,000 square feet
- **Employees:** 350
- **Products:** Carbon/Alloys flat-roll, pipe/tube; Stainless pipe/tube
- **Services:** Cut-to-length/blanking, leveling, shearing, slitting
- **Markets Served:** Appliance, lawn & garden, automotive, metal fabrication, HVAC, building construction, pre-paint
- **Market Area:** U.S., Canada, Mexico

## 32

### Eastern Metal Supply

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

- **2017 Revenue: \$364 million**
- **2016 Revenue:** \$303 million
- **2018 Revenue (projected):** \$475 million
- **Headquarters:** Lake Worth, Fla.
- **Stocking locations:** 13 totaling 1,150,000 square feet
- **Employees:** 878
- **Products:** Stainless pipe/tube; Aluminum flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Cut-to-length, sawing, shearing, welding, CNC machining, bending, polishing, deburring, sanding, punching, drilling
- **Markets Served:** Building and construction, architectural, marine, transportation, machinery and equipment
- **Market Area:** U.S., Canada, Mexico, Caribbean, Central America

## 33

### Material Sciences Corp.

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

- **2017 Revenue: \$338 million**
- **2016 Revenue:** \$305 million
- **2018 Revenue (projected):** \$380 million
- **Headquarters:** Canton, Mich.
- **Stocking locations:** 5 totaling 950,000 square feet
- **Employees:** 355
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll
- **Services:** Slitting, galvanizing, painting, printing, laminating
- **Markets Served:** Automotive, construction, appliance, container
- **Market Area:** Northeast, Southeast, Midwest, South U.S.; Canada; Mexico; Europe; Asia



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

## 34

### Magic Steel Sales LLC

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

- **2017 Revenue: \$325 million**
- **2016 Revenue:** \$305 million
- **2018 Revenue (projected):** \$335 million
- **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

## 35

### Flack Global Metals

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

- **2017 Revenue: \$320 million**
- **2016 Revenue:** \$320 million
- **2018 Revenue (projected):** \$385 million
- **Headquarters:** Cleveland, Ohio
- **Stocking locations:** N/A
- **Employees:** 75
- **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

## 36

### Lapham-Hickey Steel Corp.

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

- **2017 Revenue: \$310 million**
- **2016 Revenue:** \$280 million
- **2018 Revenue (projected):** \$450 million
- **Headquarters:** Bedford Park, Ill.
- **Stocking locations:** 11 totaling 1,300,000 square feet
- **Employees:** 600
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Stainless flat-roll, bar/rod/wire; 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; Mexico

## 37

### Farwest Steel Corp.

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

- **2017 Revenue: \$300 million**
- **2016 Revenue:** \$255 million
- **2018 Revenue (projected):** \$360 million
- **Headquarters:** Eugene, Ore.
- **Stocking locations:** 11 totaling 1,100,000 square feet
- **Employees:** 800
- **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, construction, metal fabrication, transportation, Ag equipment OEMs
- **Market Area:** West U.S.

## 38

### Venture Steel Inc.

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

- **2017 Revenue: \$289 million**
- **2016 Revenue:** \$259 million
- **2018 Revenue (projected):** \$325 million
- **Headquarters:** Toronto, Ontario, Canada
- **Stocking locations:** 4 totaling 380,000 square feet
- **Employees:** 220
- **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, HVAC, construction, energy, pipe&tube, packaging, office furniture, agriculture, appliance
- **Market Area:** Northeast, Southeast, Midwest U.S.; Canada, Mexico

## 39

### Ratner Steel Supply Co.

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

- **2017 Revenue: \$251 million**
- **2016 Revenue:** \$200 million
- **2018 Revenue (projected):** \$350 million
- **Headquarters:** Roseville, Minn.
- **Stocking locations:** 3 totaling 500,000 square feet
- **Employees:** 155
- **Products:** Carbon/Alloys flat-roll
- **Services:** Leveling, shearing, slitting, stretcher leveling
- **Markets Served:** Service centers, fabricators, OEMs
- **Market Area:** Southeast, Midwest, South, West U.S., Canada



Collectively, the Top 50 companies employ about 60,000 workers, a slight increase compared with the previous year.

## 40

### Contractors Steel Co.

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

- **2017 Revenue: \$225 million**
- **2016 Revenue:** \$220 million
- **2018 Revenue (projected):** \$255 million
- **Headquarters:** Livonia, Mich.
- **Stocking locations:** 5 totaling 1,400,000 square feet
- **Employees:** 300
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Flame/laser cutting, leveling, sawing, shearing, press braking, rolling, tee splitting, punching, drilling, cambering, beveling
- **Markets Served:** Fabricators, construction, machine builders
- **Market Area:** Midwest U.S., Canada

## 41

### Adelphia Metals LLC

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

- **2017 Revenue: \$220 million**
- **2016 Revenue:** \$221 million
- **2018 Revenue (projected):** \$270 million
- **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

## 42

### McNichols Co.

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

- **2017 Revenue: \$187 million**
- **2016 Revenue:** \$176 million
- **2018 Revenue (projected):** \$204 million
- **Headquarters:** Tampa, Fla.
- **Stocking locations:** 19 totaling 740,000 square feet
- **Employees:** 375
- **Products:** N/A
- **Services:** Sawing, shearing, welding
- **Markets Served:** Distribution, manufacturing, construction, residential
- **Market Area:** U.S., Canada

43

## Target Steel Inc.

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

- **2017 Revenue: 182.4 million**
- **2016 Revenue:** N/A
- **2018 Revenue (projected):** \$230 million
- **Headquarters:** Flat Rock, Mich.
- **Stocking locations:** 3 totaling 199,000 square feet
- **Employees:** 135
- **Products:** Carbon/Alloys flat-roll, structurals, pipe/tube
- **Services:** Cut-to-length/blanking, leveling, shearing, slitting
- **Markets Served:** Automotive, agricultural, construction, furniture
- **Market Area:** U.S., Canada, Mexico

44

## Jemison Metals

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

- **2017 Revenue: \$180 million**
- **2016 Revenue:** \$146 million
- **2018 Revenue (projected):** \$220 million
- **Headquarters:** Birmingham, Ala.
- **Stocking locations:** 5 totaling 516,000 square feet
- **Employees:** 160
- **Products:** Carbon/Alloys flat-roll, plate; Stainless, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, shearing, slitting
- **Markets Served:** Appliances, agricultural, automotive, construction, energy, HVAC, lighting, transportation and electrical
- **Market Area:** Northeast, Southeast, Midwest, South U.S.

45

## Trident Steel Corp.

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

- **2017 Revenue: \$174 million**
- **2016 Revenue:** \$91 million
- **2018 Revenue (projected):** \$201 million
- **Headquarters:** St. Louis, Mo.
- **Stocking locations:** 11
- **Employees:** 27
- **Products:** Carbon/Alloys pipe/tube
- **Services:** Heat-treating, threading, coating, logistics
- **Markets Served:** Oil & Gas exploration, midstream/pipeline
- **Market Area:** Southeast, Midwest, South, West U.S.



The industry remains highly fragmented, with the Top 10 representing only about a fourth of the total North American market.

46

## American Piping Products Inc.

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

- **2017 Revenue: \$160 million**
- **2016 Revenue:** \$125 million
- **2018 Revenue (projected):** \$230 million
- **Headquarters:** St. Louis, Mo.
- **Stocking locations:** 2 totaling 120,000 square feet
- **Employees:** 100
- **Products:** Carbon/Alloys, Stainless pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting, sawing
- **Markets Served:** Oil & gas, construction, marine, paper & pulp, refrigeration, chemical processing
- **Market Area:** U.S., Canada, Mexico, International

47

## Ranger Steel Services LP

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

- **2017 Revenue: \$125 million**
- **2016 Revenue:** \$90 million
- **2018 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

48

## O'Brien Steel Service Co.

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

- **2017 Revenue: \$124 million**
- **2016 Revenue:** \$105 million
- **2018 Revenue (projected):** \$161 million
- **Headquarters:** Peoria, Ill.
- **Stocking locations:** 3 totaling 500,000 square feet
- **Employees:** 330
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Flame/laser cutting, heat treating, sawing, welding, beveling, forming, machining, shotblasting
- **Markets Served:** Building construction, heavy equipment, construction equipment
- **Market Area:** Midwest U.S.

49

## Cambridge-Lee Industries LLC

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

- **2017 Revenue: \$120 million**
- **2016 Revenue:** \$106 million
- **2018 Revenue (projected):** \$125 million
- **Headquarters:** Reading, Pa.
- **Stocking locations:** 10 totaling 150,000 square feet
- **Employees:** 60
- **Products:** Stainless flat-roll, bar/rod/wire; Aluminum flat-roll, bar/rod/wire, structurals, pipe/tube; Copper/Brass flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Sawing, shearing, slitting, chamfering, coning of rod products
- **Markets Served:** Welding, construction, screw machine, electrical/electronic, energy
- **Market Area:** U.S., Canada, Mexico

50

## Owen Industries

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

- **2017 Revenue: \$115 million**
- **2016 Revenue:** \$72 million
- **2018 Revenue (projected):** \$130 million
- **Headquarters:** Omaha, Neb.
- **Stocking locations:** 3 totaling 600,000 square feet
- **Employees:** 220
- **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
- **Market Area:** Midwest U.S.

## Honorable Mentions

Among the companies that fell outside the rankings this year include Kelly Pipe, which did not respond to the survey, plus Horizon Steel and Saginaw Pipe Company. Others falling short of the \$115 million in revenues needed to crack the Top 50 include Benjamin Steel Co., Energy Alloys, Friedman Industries, Klein Steel Services, Sabel Steel and Center Steel. Former Top 50 regular Marmon/Keystone also did not respond.

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