

MCN TOP 50

For the 10th straight year, Reliance is North America's largest service center in *Metal Center News'* annual survey, though revenues for the Los Angeles-based giant and most of the industry tumbled in 2016.

Service Center

Revenues were down across the board for North America's largest service centers.

Total revenues for North America's Top 50 service centers declined in 2016 for the third time in four years, reaching a low not seen since the depths of the 2009 recession. The Top 50 service centers in *Metal Center News'* annual listing totaled \$46.1 billion in revenue, an 8.3 percent decline, the second straight year of massive sales declines. In 2015, service center revenues were down 9.5 percent.

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

Revenues from the Top 50 service center companies tumbled 8.3 percent in 2016, the second-straight year of a high-single digit decline. Distributors expect better results in 2017.

calendar year 2016. In addition to being the second-largest percentage drop since 2009, the total is the smallest revenue figure since that tumultuous year.

There are some caveats to this year's listing that make the total look a little smaller than it likely is. Two fixtures in the Top 50, Marmon/Keystone, the 16th-largest company in the 2016 ranking, and No. 25 Cargill Inc. were non-

respondents this year, pulling the total down. If those two companies experienced similar declines as the rest of the industry, total revenues in 2016 would have been down just 6.8 percent to a little over \$47 billion.

Once again, Reliance Steel & Aluminum Co., Los Angeles, lapped the field, posting 2016 revenues of \$8.61 billion. That figure was more than double the sales figures for the next largest service center companies, Chicago's Ryerson and Canadian service center giant Samuel, Son & Co., Ltd., Kloeckner Metals Corp., Roswell, Ga.,

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*	\$52.9	+14.9%

*Projected

Percentages show year-over-year change

Industry Giants



and Southfield, Mich., thyssenKrupp Materials NA rounded out the Top 5, the exact same order the companies were in last year.

Revenue is not the only area where Reliance is the dominant player in the industry. The publicly traded service center company has about three times more locations than the next-largest service center company, with square footage equaling the next five largest distributors, and employs 14,000 people, which represents almost 24 percent of the total for the entire Top 50.

Even still, Reliance and most other members of the Top 50 were not immune to the downturn in 2016. Reliance's revenues dipped 7.8 percent, while Ryerson's \$2.86 billion in sales were down 9.7 percent and Samuel's dipped 6.9 percent to \$2.7 billion. Altogether, the Top 10 companies

declined 7.0 percent in sales in 2016, down to \$292.2 million. Only two members of this year's Top 10, Worthington Industries and Toyota Tshusho America, defied the trend last year. Worthington's revenues grew from \$1.8 billion to \$2.1 billion, moving it from No. 9 to No. 7 in this year's listing.

Despite the overall decline, the list of billion-dollar

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 2016.

companies managed to increase by one in 2016, as Steel Warehouse climbed back into the club with an even \$1 billion in sales. Fourteen companies reached the figure with last year's sales.

While the front half of the Top 50 commands the most attention, the tail end of the list also tells an interesting story. For the first time since *Metal Center News* began compiling the listings in 2003, service center companies made this

year's list with less than \$100 million in sales. The bottom four companies all reported less than \$100 million in revenues. Altogether, five companies that cracked \$100 million in sales in 2015 were not able to reach that figure last year.

The lowering of the bottom is a sign of two trends – the declining sales environment and the gradual consolidation of the industry. Each year, one or more members of the Top 50 gets taken out of the listing based on an acquisition by a larger player. This year, Empire Resources fell from the rankings after its acquisition by Taiwan's Ta Chen. A year ago, it was Tubular Steel following its purchase by Reliance Steel & Aluminum.

Additionally, some previous members of the Top 50, including Energy Alloys, Monarch Steel Co., Superior Supply and, Steel and Pacesetter did not respond to *Metal Center News'* survey.

From that maiden list in 2003, topped by Ryerson with \$2.1 billion in sales, only 29 of the original Top 50 remain stand-alone entities. Total revenues from that initial Top 50 totaled \$27.2 billion. Top 50 revenues peaked at \$60.6 billion in 2008.

On the bright side, North American companies are almost unanimous in their view that 2017 will be better than 2016. Of those companies willing to supply projected revenue, 38 of 39 anticipated better sales this year, ranging from modest bumps to significant increases. One company, Eaton Bar, projected 2017 revenues would be flat with 2016 figures.

Since many companies, including all of the publicly traded entities, do not project 2017 revenues, it's not possible to do a year-by-year comparison with 2016's actual figures. However, among those companies who offered projections, the average percentage increase in 2017 revenues is 14.9 percent. The smaller members of the Top 50 are projecting larger percentage increases than North America's largest service centers, as the back half of the Top 50 projects 2017 revenue gains of 20 percent.

The Top 50 maintained 1,214 stocking locations totaling 115.2 million square feet. A year ago, the collective held 1,310 locations, representing 134 million square feet. The largest companies employed 59,019 people in 2016, a decline from the 61,225 staffing service centers in 2017. About 1,600 of that drop was attributable to the three Top 25 companies that are not included in this year's listing.

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

The Billion Dollar Club

Fourteen service centers cracked \$1 billion in revenues in 2016, one more than in 2015. Their combined earnings of \$34.0 billion represented 73.6 percent of the total revenues of the Top 50.

- **Reliance Steel & Aluminum Co.**, Los Angeles, \$8.61 billion, www.rsac.com
- **Ryerson Inc.**, Chicago, \$2.86 billion, www.ryerson.com
- **Samuel, Son & Co. Limited**, Mississauga, Ontario, \$2.7 billion, www.samuel.com
- **Kloeckner Metals Corp.**, Roswell, Ga., \$2.6 billion, www.kloecknermetals.com
- **thyssenkrupp Materials NA, Inc.**, Southfield, Mich., \$2.5 billion, www.tkmna.com
- **O'Neal Industries**, Birmingham, Ala., \$2.1 billion, www.onealind.com
- **Worthington Steel Co.**, Columbus, Ohio, \$2.1 billion, www.worthingtonindustries.com
- **Steel Technologies LLC**, Louisville, Ky., \$2.06 billion, www.steeltechnologies.com
- **Russel Metals Inc.**, Mississauga, Ontario, \$1.95 billion, www.russelmetals.com
- **Toyota Tsusho America**, Georgetown, Ky., \$1.74 billion, www.taiaamerica.com
- **Alro Steel Corp.**, Jackson, Mich., \$1.41 billion, www.alro.com
- **Coilplus Inc.**, Rosemont, Ill., \$1.27 billion, www.coilplus.com
- **Olympic Steel Inc.**, Bedford Heights, Ohio, \$1.06 billion, www.olysteel.com
- **Steel Warehouse**, South Bend, Ind., \$1 billion, www.steelwarehouse.com

1

Reliance Steel & Aluminum Co.

www.rsac.com

- **2016 Revenue: \$8.61 billion**
- **2015 Revenue:** \$9.35 billion
- **2017 Revenue (projected):** N/A
- **Headquarters:** Los Angeles, Calif.
- **Stocking locations:** 300+ totaling 32,500,000 square feet
- **Employees:** 14,000
- **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, nonresidential construction, heavy equipment, energy, automotive (primarily toll processing)
- **Market Area:** U.S., Canada, Mexico, Asia, Europe

2

Ryerson Inc.

www.ryerson.com

- **2016 Revenue: \$2.86 billion**
- **2015 Revenue:** \$3.17 billion
- **2017 Revenue (projected):** N/A
- **Headquarters:** Chicago, Ill.
- **Stocking locations:** 95
- **Employees:** 3,325
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Copper/Brass bar/rod/wire
- **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, industrial machinery, consumer durables, HVAC, construction equipment
- **Market Area:** U.S., Canada, Mexico, China

3

Samuel, Son & Co. Limited

www.samuel.com

- **2016 Revenue: \$2.7 billion**
- **2015 Revenue:** \$2.9 billion
- **2017 Revenue (projected):** \$2.8 billion
- **Headquarters:** Mississauga, Ontario
- **Stocking locations:** 107 totaling 6.2 million square feet
- **Employees:** 4,900
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Copper/brass bar/rod/wire
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, sawing, shearing, slitting, waterjet cutting, welding, stamping, roll-forming, tube manufacturing, machining and fabrication
- **Markets Served:** Automotive, aerospace, construction, oil & gas, energy, transportation, furniture, fixtures, kitchen equipment, machinery and others
- **Market Area:** U.S., Canada, Mexico



The Top 50 generated combined revenues of \$46.1 billion in 2016, a decrease of 8.3 percent from the prior year.

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Kloeckner Metals Corp.

www.kloecknermetals.com

- **2016 Revenue: \$2.6 billion**
- **2015 Revenue:** \$2.9 billion
- **2017 Revenue (projected):** \$2.75 billion
- **Headquarters:** Roswell, Ga.
- **Stocking locations:** 50
- **Employees:** 2,450
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Stainless, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, sawing, shearing, slitting, welding, CNC machining, fabrication
- **Markets Served:** Oil and gas, shipyard, HVAC, electrical, construction, automotive
- **Market Area:** U.S., Mexico

5

thyssenkrupp Materials NA Inc.

www.tkmna.com

- **2016 Revenue: \$2.5 billion**
- **2015 Revenue:** \$2.8 billion
- **2017 Revenue (projected):** N/A
- **Headquarters:** Southfield, Mich.
- **Stocking locations:** 82 totaling 5,900,000 square feet
- **Employees:** 4,046
- **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/blanking, flame/laser cutting, heat-treating, leveling, sawing, shearing, slitting, waterjet cutting, machining, grinding, tumbling, kitting, fabrication
- **Markets Served:** Aerospace, appliances, automotive (light vehicles, heavy trucks & trailers), defense, electrical, electronics and semi-conductor, energy, medical, oil and gas
- **Market Area:** U.S., Canada, Mexico, Intl

6

TIE

O'Neal Industries

www.onealind.com

- **2016 Revenue: \$2.1 billion**
- **2015 Revenue:** \$2.4 billion
- **2017 Revenue (projected):** \$2.3 billion
- **Headquarters:** Birmingham, Ala.
- **Stocking locations:** 80 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, Europe

TIE

6

Worthington Industries

www.worthingtonindustries.com

- **2016 Revenue: \$2.1 billion**
- **2015 Revenue:** \$1.8 billion
- **2017 Revenue (projected):** N/A
- **Headquarters:** Columbus, Ohio
- **Stocking locations:** 21 totaling 4,600,000 square feet
- **Employees:** 2,700
- **Products:** Carbon/Alloys, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, heat-treating, leveling, slitting, hot-dip galvanizing, pickling, cold-rolling, edging, dry lubing, configured blanking, annealing
- **Markets Served:** Automotive, agriculture, heavy truck, appliance, hardware, HVAC, lawn and garden
- **Market Area:** U.S., Canada, Mexico

8

Steel Technologies LLC

www.steeltechnologies.com

- **2016 Revenue: \$2.06 billion**
- **2015 Revenue:** \$2.12 billion
- **2017 Revenue (projected):** \$2.3 billion
- **Headquarters:** Louisville, Ky.
- **Stocking locations:** 25 totaling 4,460,000 square feet
- **Employees:** 1,960
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, Stainless, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, shearing, slitting, cold-rolling, annealing, configured blanks, laser coil blanking, pickling, oscillate winding, edging
- **Markets Served:** Automotive, appliance, HVAC, lawn and garden, agricultural, consumer goods, construction
- **Market Area:** U.S., Canada, Mexico

9

Russel Metals Inc.

www.russelmetals.com

- **2016 Revenue: \$1.95 billion**
- **2015 Revenue:** \$2.43 billion
- **2017 Revenue (projected):** N/A
- **Headquarters:** Mississauga, Ontario, Canada
- **Stocking locations:** 64 totaling 4,180,000 square feet
- **Employees:** 2,960
- **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



Average annual sales for the Top 50 were about \$922 million, and the median size was a little less than \$450 million.

10

Toyota Tsusho America

www.taiamerica.com

- **2016 Revenue: \$1.74 billion**
- **2015 Revenue:** \$1.56 billion
- **2017 Revenue (projected):** \$1.86 billion
- **Headquarters:** Georgetown, Ky.
- **Stocking locations:** 5 totaling 1,400,000 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
- **Market Area:** U.S., Canada, Mexico

11

Alro Steel Corp.

www.alro.com

- **2016 Revenue: \$1.41 billion**
- **2015 Revenue:** \$1.39 billion
- **2017 Revenue (projected):** N/A
- **Headquarters:** Jackson, Mich.
- **Stocking locations:** 52 totaling 4,676,000 square feet
- **Employees:** 2,630
- **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:** Northeast, Southeast, Midwest, South U.S.; Canada

12

Coilplus Inc.

www.coilplus.com

- **2016 Revenue: \$1.27 billion**
- **2015 Revenue:** \$1.27 billion
- **2017 Revenue (projected):** \$1.3 billion
- **Headquarters:** Rosemont, Ill.
- **Stocking locations:** 11 totaling 1,600,000 square feet
- **Employees:** 632
- **Products:** Carbon/Alloys, Stainless 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

13

Olympic Steel Inc.

www.olysteel.com

- **2016 Revenue: \$1.06 billion**
- **2015 Revenue:** \$1.18 billion
- **2017 Revenue (projected):** N/A
- **Headquarters:** Bedford Heights, Ohio
- **Stocking locations:** 30 totaling 3,500,000 square feet
- **Employees:** 1,660
- **Products:** Carbon/Alloys, Stainless flat-roll, bar/rod/wire, plate, pipe/tube; Aluminum flat-roll, plate, pipe/tube; Copper & Brass pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, sawing, shearing, slitting, waterjet cutting welding, machining, blasting, forming, painting
- **Markets Served:** Construction, agricultural & earth-moving equipment, industrial machinery, truck-trailer, food service
- **Market Area:** Northeast, Southeast, Midwest, South, Northwest U.S.; Mexico

14

Steel Warehouse Co. LLC

www.steelwarehouse.com

- **2016 Revenue: \$1 billion**
- **2015 Revenue:** \$950 million
- **2017 Revenue (projected):** \$1.1 billion
- **Headquarters:** South Bend, Ind.
- **Stocking locations:** 14 totaling 2,280,666 square feet
- **Employees:** 1,053
- **Products:** Carbon/Alloys flat-roll, plate
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, shearing, slitting, cold-roll strip reduction, temper passing cut-to-length, annealing
- **Markets Served:** Agriculture equipment, construction, mining, automotive, truck trailer, lift trucks, crane, solar, electrical, defense, rail cars, energy, fitness, lawn and garden, sports utility vehicles
- **Market Area:** Northeast, Southeast, Midwest, South U.S.; Canada; Mexico; Brazil

15

Triple-S Steel Holdings Inc.

www.sss-steel.com

- **2016 Revenue: \$840 million**
- **2015 Revenue:** \$754 million
- **2017 Revenue (projected):** \$900 million
- **Headquarters:** Houston, Texas
- **Stocking locations:** 28 totaling 3,200,000 square feet
- **Employees:** 1,350
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Copper/Brass flat-roll
- **Services:** Cut-to-length, flame/laser cutting, heat-treating, leveling, sawing, shearing, slitting, waterjet cutting, temper mill cut-to-length, blast and paint
- **Markets Served:** Nonresidential construction, energy, capital goods manufacturing, OEMs, structural fabricators
- **Market Area:** Northeast, Southeast, South, West U.S.; Canada; Mexico; Colombia



Fourteen service center companies topped \$1 billion in sales in 2016.

16

Kenwal Steel Corp.

www.kenwal.com

- **2016 Revenue: \$796 million**
- **2015 Revenue:** \$853 million
- **2017 Revenue (projected):** \$908 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

17

Mill Steel Co.

www.millsteel.com

- **2016 Revenue: \$700 million**
- **2015 Revenue:** \$600 million
- **2017 Revenue (projected):** \$750 million
- **Headquarters:** Grand Rapids, Mich.
- **Stocking locations:** 6 totaling 1,100,000 square feet
- **Employees:** 380
- **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, South U.S.; Canada; Mexico

18

SPS Companies Inc.

www.spsci.com

- **2016 Revenue: \$547 million**
- **2015 Revenue:** \$616 million
- **2017 Revenue (projected):** N/A
- **Headquarters:** Manhattan, Kan.
- **Stocking locations:** 10 totaling 1,700,000 square feet
- **Employees:** 558
- **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

19

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

- **2016 Revenue: \$533 million**
- **2015 Revenue:** \$638 million
- **2017 Revenue (projected):** N/A
- **Headquarters:** Oak Brook, Ill.
- **Stocking locations:** 21 totaling 2,100,741 square feet
- **Employees:** 908
- **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, U.K., Europe, Asia

20

Steel Summit Holdings Inc.www.steelsummit.com

- **2016 Revenue: \$523.5 million**
- **2015 Revenue:** \$550 million
- **2017 Revenue (projected):** \$550 million
- **Headquarters:** LaVergne, Tenn.
- **Stocking locations:** 2 totaling 350,000 square feet
- **Employees:** 181
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, leveling, shearing, slitting
- **Markets Served:** Automotive, appliance, metal building, HVAC, construction, metal fabricators
- **Market Area:** U.S., Canada, Mexico

21

Central Steel & Wire Co.www.centralsteel.com

- **2016 Revenue: \$514 million**
- **2015 Revenue:** \$600 million
- **2017 Revenue (projected):** \$600 million
- **Headquarters:** Chicago, Ill.
- **Stocking locations:** 5 totaling 1,968,500 square feet
- **Employees:** 1,000
- **Products:** Carbon/Alloys, Aluminum flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Stainless, Copper/brass flat-roll, bar/rod/wire, plate, pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, sawing, shearing, slitting, welding
- **Markets Served:** Agricultural, construction, healthcare, general engineering
- **Market Area:** U.S., Canada, Mexico



Of the 50 companies polled, 38 offered a forecast for 2017 revenues, predicting an average increase of 14.9 percent.

22

Esmark Steel Groupwww.esmarksteelgroup.com

- **2016 Revenue: \$510 million**
- **2015 Revenue:** \$325 million
- **2017 Revenue (projected):** \$550 million
- **Headquarters:** Sewickley, Pa.
- **Stocking locations:** 5 totaling 850,000 square feet
- **Employees:** 350
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, 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

23

Norfolk Iron & Metal Co.www.norfolkiron.com

- **2016 Revenue: \$503 million**
- **2015 Revenue:** \$500 million
- **2017 Revenue (projected):** \$510 million
- **Headquarters:** Norfolk, Neb.
- **Stocking locations:** 4 totaling 1,200,000 square feet
- **Employees:** 650
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting, leveling, sawing, shearing, waterjet cutting
- **Markets Served:** Agricultural, energy, construction, fabrication
- **Market Area:** Midwest U.S., Canada

24

Heidtman Steel Products Inc.www.heidtman.com

- **2016 Revenue: \$487 million**
- **2015 Revenue:** \$563 million
- **2017 Revenue (projected):** \$552 million
- **Headquarters:** Toledo, Ohio
- **Stocking locations:** 9 totaling 2,500,000 square feet
- **Employees:** 695
- **Products:** Carbon/Alloys flat-roll
- **Services:** Cut-to-length/blanking, leveling, shearing, slitting, pickling, galvanizing, SCS, edging, stretcher leveling, one pass, temper pass
- **Markets Served:** Automotive, truck, agriculture, heavy equipment, HVAC, construction, racks and fixtures, pipe and tube, energy
- **Market Area:** U.S., Canada, Mexico

25

Triad Metals International

www.triadmetals.com

- **2016 Revenue: \$474 million**
- **2015 Revenue:** \$415 million
- **2017 Revenue (projected):** \$490 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, cambering, T-splitting
- **Markets Served:** Structural fabricators, distributors, OEMs, general contractors
- **Market Area:** Northeast, Southeast, Midwest, U.S.; Canada

26

Majestic Steel USA

www.majesticsteel.com

- **2016 Revenue: \$415 million**
- **2015 Revenue:** \$400 million
- **2017 Revenue (projected):** N/A
- **Headquarters:** Cleveland, Ohio
- **Stocking locations:** 8 totaling 520,000 square feet
- **Employees:** 275
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll
- **Services:** Cut-to-length/blanking, leveling, shearing, slitting
- **Markets Served:** HVAC, construction, auto, agriculture, equipment, appliance, energy, electrical
- **Market Area:** U.S., Canada, Mexico

27

Eaton Steel Bar Co.

www.eatonsteel.com

- **2016 Revenue: \$400 million**
- **2015 Revenue:** \$400 million
- **2017 Revenue (projected):** \$400 million
- **Headquarters:** Oak Park, Mich.
- **Stocking locations:** 5 totaling 750,000 square feet
- **Employees:** 250
- **Products:** Carbon/Alloy bar/rod/wire
- **Services:** Cold drawing, heat-treating, sawing, shearing, end-conditioning, trucking, logistics, metallurgical lab testing
- **Markets Served:** Automotive, truck, off-road equipment, farm agriculture, machine tool, industrial, fluid power, oil patch, hand tool
- **Market Area:** U.S., Canada, Mexico,



Only one company expects 2017 sales to decline from 2016.

28

Brown Strauss Inc.

www.brownstrauss.com

- **2016 Revenue: \$395 million**
- **2015 Revenue:** \$425 million
- **2017 Revenue (projected):** \$450 million
- **Headquarters:** Aurora, Colo.
- **Stocking locations:** 8 totaling 300,000 square feet
- **Employees:** 230
- **Products:** Carbon/Alloys structurals
- **Services:** Sawing, cambering
- **Markets Served:** Fabricators
- **Market Area:** Midwest, West U.S.; Canada

29

McNeilus Steel Inc.

www.mcneilus.com

- **2016 Revenue: \$332 million**
- **2015 Revenue:** \$384 million
- **2017 Revenue (projected):** \$421 million
- **Headquarters:** Dodge Center, Minn.
- **Stocking locations:** 3 totaling 1,360,000 square feet
- **Employees:** 565
- **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

30

Flack Global Metals

www.flackglobalmetals.com

- **2016 Revenue: \$320 million**
- **2015 Revenue:** \$170 million
- **2017 Revenue (projected):** \$350 million
- **Headquarters:** Chicago, Ill.
- **Stocking locations:** N/A
- **Employees:** 65
- **Products:** Carbon/Alloys, Stainless, Aluminum, Copper/Brass flat-roll
- **Services:** Cut-to-length/blanking, leveling, shearing, slitting, painting, coating, stamping
- **Markets Served:** Construction products, ag, transportation, HVAC, marine
- **Market Area:** U.S., Canada, Mexico

31

Liberty Steel Products Inc.

www.libertysteelproducts.com

- **2016 Revenue: \$316 million**
- **2015 Revenue:** \$310 million
- **2017 Revenue (projected):** \$386 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:** Northeast, Southeast, Midwest, South U.S.; Canada; Mexico

32

Magic Steel Sales LLC

www.magicsteel.com

- **2016 Revenue: \$305 million**
- **2015 Revenue:** \$289 million
- **2017 Revenue (projected):** \$307 million
- **Headquarters:** Grand Rapids, Mich.
- **Stocking locations:** 3 totaling 470,000 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

TIE

32

Material Sciences Corp.

www.materialsciencescorp.com

- **2016 Revenue: \$305 million**
- **2015 Revenue:** \$298 million
- **2017 Revenue (projected):** \$350 million
- **Headquarters:** Canton, Mich.
- **Stocking locations:** 5 totaling 950,000 square feet
- **Employees:** 350
- **Products:** Carbon/Alloys, Stainless, Aluminum flat-roll
- **Services:** Slitting, painting, printing, galvanizing, laminating
- **Markets Served:** Automotive, construction, appliance, container
- **Market Area:** Northeast, Southeast, Midwest U.S.; Canada; Mexico; Europe; Asia



The Top 50 operate about 1,214 stocking locations, totaling about 115 million square feet of warehousing space.

34

Eastern Metal Supply Inc.

www.easternmetal.com

- **2016 Revenue: \$303 million**
- **2015 Revenue:** \$279 million
- **2017 Revenue (projected):** \$360 million
- **Headquarters:** Lake Worth, Fla.
- **Stocking locations:** 11 totaling 1,100,000 square feet
- **Employees:** 676
- **Products:** Stainless pipe/tube; Aluminum flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Sawing, shearing, slitting, welding, CNC machining, polishing, CTL, bending, punching, sanding, deburring
- **Markets Served:** Building and construction, marine, machinery and equipment, transportation
- **Market Area:** U.S., Canada, Mexico, Caribbean, Central America, Guam

35

Lapham-Hickey Steel Corp.

www.lapham-hickey.com

- **2016 Revenue: \$280 million**
- **2015 Revenue:** \$290 million
- **2017 Revenue (projected):** \$320 million
- **Headquarters:** Bedford Park, Ill.
- **Stocking locations:** 7 totaling 1,000,000 square feet
- **Employees:** 500
- **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

36

Venture Steel Inc.

www.venturesteel.com

- **2016 Revenue: \$259 million**
- **2015 Revenue:** \$250 million
- **2017 Revenue (projected):** \$290 million
- **Headquarters:** Toronto, Ontario, Canada
- **Stocking locations:** 6 totaling 425,000 square feet
- **Employees:** 210
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate, pipe/tube; Stainless flat-roll; Aluminum flat-roll, bar/rod/wire
- **Services:** Cut-to-length/blanking, leveling, sawing, shearing, slitting, pickling, shape correction, storage, logistics
- **Markets Served:** Automotive, construction, tubing, mill processing, appliance, fabrication, HVAC, energy
- **Market Area:** Northeast, Midwest U.S.; Canada; Mexico

37

Farwest Steel Corp.

www.farweststeel.com

- **2016 Revenue: \$255 million**
- **2015 Revenue:** \$317 million
- **2017 Revenue (projected):** \$300 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 OEM, marine, energy, construction, metal fabrication, transportation
- **Market Area:** West U.S.

38

Adelphia Metals LLC

www.adelphiametals.com

- **2016 Revenue: \$221 million**
- **2015 Revenue:** \$245 million
- **2017 Revenue (projected):** \$235 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:** Rebar
- **Market Area:** U.S., Canada, Mexico

39

Contractors Steel Co.

www.contractorssteel.com

- **2016 Revenue: \$220 million**
- **2015 Revenue:** \$251 million
- **2017 Revenue (projected):** \$250 million
- **Headquarters:** Livonia, Mich.
- **Stocking locations:** 5 totaling 1,300,000 square feet
- **Employees:** 390
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Cut-to-length/blanking, Flame/laser cutting, leveling, sawing, shearing, press braking, plate rolling, cambering, blanchard grinding
- **Markets Served:** Construction, automotive, machine builders, crane builders, tool + die
- **Market Area:** Midwest U.S., Canada



Collectively, the Top 50 companies employ just more than 59,000 employees, a decline of 3.6 percent from the previous year.

40

Kelly Pipe Co. LLC

www.kellypipe.com

- **2016 Revenue: \$205 million**
- **2015 Revenue:** \$330 million
- **2017 Revenue (projected):** \$299.3 million
- **Headquarters:** Santa Fe Springs, Calif.
- **Stocking locations:** 16
- **Employees:** 286
- **Products:** Carbon/Alloys pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting
- **Markets Served:** Energy, water, distribution, infrastructure, OEM
- **Market Area:** U.S., Canada

41

Ratner Steel

www.ratnersteel.com

- **2016 Revenue: \$200 million**
- **2015 Revenue:** \$186 million
- **2017 Revenue (projected):** \$240 million
- **Headquarters:** Minneapolis, Minn.
- **Stocking locations:** 2 totaling 370,000 square feet
- **Employees:** 125
- **Products:** Carbon/Alloys flat-roll
- **Services:** Cut-to-length/blanking, slitting
- **Markets Served:** Service centers, sheet metal fabricators, agriculture and general fabrication
- **Market Area:** Midwest U.S., Canada

42

McNichols Co.

www.mcnichols.com

- **2016 Revenue: \$176 million**
- **2015 Revenue:** \$171 million
- **2017 Revenue (projected):** \$187 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

43

Jemison Metals

www.jemisonmetals.com

- **2016 Revenue: \$146 million**
- **2015 Revenue:** \$139 million
- **2017 Revenue (projected):** \$178 million
- **Headquarters:** Birmingham, Ala.
- **Stocking locations:** 5 totaling 516,000 square feet
- **Employees:** 140
- **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.

44

American Piping Products Inc.

www.amerpipe.com

- **2016 Revenue: \$125 million**
- **2015 Revenue:** \$175 million
- **2017 Revenue (projected):** \$150 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, heat-treating, sawing
- **Markets Served:** Oil & gas, marine, construction, mining, paper & pulp, chemical processing
- **Market Area:** U.S., Canada, Mexico, International

45

Cambridge-Lee Industries LLC

www.camleeindustrialmetals.com

- **2016 Revenue: \$106 million**
- **2015 Revenue:** \$123 million
- **2017 Revenue (projected):** \$110 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:** Torch tip/welding, construction, electrical/electronic, energy, screw machine
- **Market Area:** U.S., Canada, Mexico



The industry remains highly fragmented, with the Top 50 representing less than one-third of the total distribution market in North America.

46

O'Brien Steel Service Co.

www.obriensteel.com

- **2016 Revenue: \$105 million**
- **2015 Revenue:** N/A
- **2017 Revenue (projected):** \$125 million
- **Headquarters:** Peoria, Ill.
- **Stocking locations:** 3 totaling 450,000 square feet
- **Employees:** 275
- **Products:** Carbon/Alloys flat-roll, bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Cut-to-length/blanking, flame/laser cutting, heat-treating, sawing, welding, forming, machining, shotblasting
- **Markets Served:** Construction & mining equipment, transportation, agriculture, building construction
- **Market Area:** Midwest U.S.

47

Horizon Steel Co.

www.horizonsteel.com

- **2016 Revenue: \$91 million**
- **2015 Revenue:** \$80 million
- **2017 Revenue (projected):** \$110 million
- **Headquarters:** Wheeling, Ill.
- **Stocking locations:** 2 totaling 210,000 square feet
- **Employees:** 100
- **Products:** Carbon/Alloys flat-roll
- **Services:** Cut-to-length/blanking, leveling, shearing, slitting
- **Markets Served:** Automotive, appliances, agricultural, oil country
- **Market Area:** Northeast, Southeast, Midwest, South U.S.; Canada; Mexico

TIE

47

Trident Steel Corp.

www.tridentsteel.com

- **2016 Revenue: \$91 million**
- **2015 Revenue:** \$248 million
- **2017 Revenue (projected):** \$171 million
- **Headquarters:** St. Louis, Mo.
- **Stocking locations:** 11
- **Employees:** N/A
- **Products:** Carbon/Alloys pipe/tube
- **Services:** Heat-treating, threading, inspection-coating-OD-ID-line pipe
- **Markets Served:** Drilling exploration, midstream, transmission, casing-line, pipe
- **Market Area:** U.S.

49

Ranger Steel Services LP

www.rangersteel.com

- **2016 Revenue: \$90 million**
- **2015 Revenue:** \$150 million
- **2017 Revenue (projected):** N/A
- **Headquarters:** Houston, Texas
- **Stocking locations:** 5
- **Employees:** 25
- **Products:** Carbon/Alloys plate
- **Services:** Grade recertification, 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, South America

50

Saginaw Pipe Co. Inc.

www.saginawpipe.com

- **2016 Revenue: \$88 million**
- **2015 Revenue:** \$103 million
- **2017 Revenue (projected):** \$106 million
- **Headquarters:** Saginaw, Ala.
- **Stocking locations:** 2 totaling 187,000 square feet
- **Employees:** 130
- **Products:** Carbon/Alloys bar/rod/wire, structurals, plate, pipe/tube
- **Services:** Sawing, welding, painting, wheelabrating
- **Markets Served:** Fabricators, construction, service centers
- **Market Area:** U.S.

Honorable Mentions

Among the companies that fell outside the rankings this year include Friedman Industries, Owen Industries and Center Steel Sales. Three companies that were included in the 2016 Top 50, No. 16 Marmon/Keystone, No. 25 Cargill Inc. and No. 47 Unimet Metal Supply, Inc., were among the non-respondents to this year's survey, as was the 24th-ranked company, Empire Resources, which was acquired by Taiwan's Ta Chen earlier this year. Other potential Top 50 companies that did not respond to MCN's survey include Energy Alloys and Superior Supply and Steel.