



**RELIANCE**  
STEEL & ALUMINUM CO.

2018 ANNUAL REPORT



EXECUTING OUR PLAN



We continued to execute our corporate strategy in 2018. Favorable market conditions buoyed our efforts, resulting in significant financial and operational milestones. Our dedication to relationships and commitment to our long-term plan helped Reliance deliver record-breaking results.

Annual Net Sales \$11.53 Billion  
Annual Gross Profit \$3.28 Billion  
Annual Earnings Per Share \$8.75  
Pre-tax Income \$850.6 Million

**SETTING NEW RECORDS**





All Metals

 DuBose  
NATIONAL ENERGY  
SERVICES, INC.

 KMS  
WORLD CLASS METAL FABRICATION



Consistent with our growth and capital allocation strategies, we invested \$77.6 million to complete three acquisitions that increase our value-added processing capabilities and expand our catalog of specialty products. We also invested a record \$239.9 million in capital expenditures, demonstrating our commitment to organic growth, with a focus on state-of-the-art processing equipment.

## CONTINUOUS GROWTH AND INNOVATION



Our internal peer-to-peer SMART Safety program helps ensure that we go home to our loved ones in the same condition as we arrived for work. This concentrated effort to enhance our safety culture resulted in a 6% decrease in recordable incidents in 2018.

We care about our customers and provide best-in-class service at all levels, from innovating custom solutions to delivering materials on a just-in-time basis. We focus on small orders with value-added processing and quick turnaround. In 2018, we performed processing on approximately 49% of our orders and delivered about 40% of our orders within 24 hours. Our average order size was \$2,130.

## PEAK PERFORMANCE



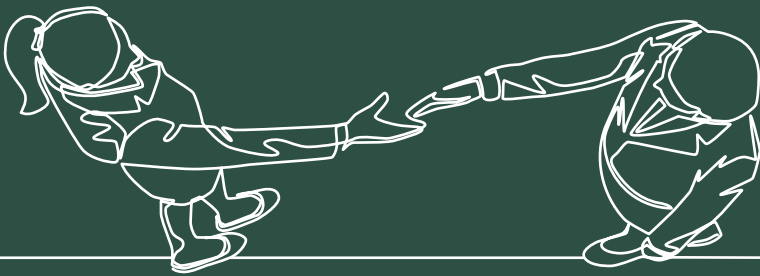


Reliance made record share repurchases of \$484.9 million in 2018, demonstrating our confidence in our strategic plan and outlook. We also provided meaningful return to our stockholders through dividend payments, totalling \$145.3 million in 2018. Reliance has paid regular quarterly cash dividends for 59 consecutive years; the 10% increase announced in the first quarter of 2019 is the 26<sup>th</sup> dividend increase since the Company went public in 1994.

## STOCKHOLDER RETURNS



Reliance's executive management team represents over a century of combined operational and management experience. Coupled with our deep bench of leaders across our Family of Companies, Reliance's expertise and experience is unparalleled. After more than a decade on the executive team following a 17-year tenure at one of our largest subsidiaries, Jim Hoffman became President and Chief Executive Officer effective January 1, 2019.



## LEADERSHIP SUCCESSION

# Selected Consolidated Financial Data

In millions, except number of shares, which are reflected in thousands, and per share amounts.

Year Ended December 31,	2018	2017	2016	2015	2014
<b>Income Statement Data:</b>					
Net sales	\$11,534.5	\$9,721.0	\$8,613.4	\$9,350.5	\$10,451.6
Cost of sales (exclusive of depreciation and amortization expense)	8,253.0	6,933.2	6,023.1	6,803.6	7,830.6
Gross profit <sup>(1)</sup>	3,281.5	2,787.8	2,590.3	2,546.9	2,621.0
Warehouse, delivery, selling, general and administrative expense <sup>(2)</sup>	2,091.8	1,902.8	1,798.1	1,725.3	1,789.8
Depreciation and amortization expense	215.2	218.4	222.0	218.5	213.8
Impairment of long-lived assets	37.0	4.2	52.4	53.3	—
Operating income	937.5	662.4	517.8	549.8	617.4
Other expense (income):					
Interest expense	86.2	73.9	84.6	84.3	81.9
Other expense (income), net <sup>(2)</sup>	0.7	4.7	4.0	6.8	(10.8)
Income before income taxes	850.6	583.8	429.2	458.7	546.3
Provision (benefit) for income taxes <sup>(3)</sup>	208.8	(37.2)	120.1	142.5	170.0
Net income <sup>(3)</sup>	641.8	621.0	309.1	316.2	376.3
Less: Net income attributable to noncontrolling interests	8.1	7.6	4.8	4.7	4.8
Net income attributable to Reliance <sup>(3)</sup>	\$633.7	\$613.4	\$304.3	\$311.5	\$371.5
<b>Earnings Per Share:</b>					
Diluted <sup>(3)</sup>	\$8.75	\$8.34	\$4.16	\$4.16	\$4.73
Basic <sup>(3)</sup>	\$8.85	\$8.42	\$4.21	\$4.20	\$4.78
Weighted average shares outstanding - diluted	72,441	73,539	73,121	74,902	78,616
Weighted average shares outstanding - basic	71,621	72,851	72,363	74,096	77,683
<b>Other Data:</b>					
Cash flow provided by operations	\$664.6	\$399.0	\$626.5	\$1,025.0	\$356.0
Capital expenditures	239.9	161.6	154.9	172.2	190.4
Cash dividends per share	2.00	1.80	1.65	1.60	1.40
<b>Balance Sheet Data (December 31):</b>					
Working capital	\$2,585.9	\$2,347.6	\$2,032.5	\$1,564.5	\$2,458.3
Total assets	8,044.9	7,751.0	7,411.3	7,121.6	7,822.4
Short-term debt <sup>(4)</sup>	66.8	92.6	83.1	501.3	94.6
Long-term debt <sup>(4)</sup>	2,141.1	1,809.6	1,847.2	1,428.9	2,209.6
Reliance stockholders' equity	4,671.6	4,667.1	4,148.8	3,914.1	4,099.0

(1) Gross profit, calculated as net sales less cost of sales, is a non-GAAP financial measure as it excludes depreciation and amortization expense associated with the corresponding sales. About half of our orders are basic distribution with no processing services performed. For the remainder of our sales orders, we perform "first-stage" processing, which is generally not labor intensive as we are simply cutting the metal to size. Because of this, the amount of related labor and overhead, including depreciation and amortization, is not significant and is excluded from our cost of sales. Therefore, our cost of sales is substantially comprised of the cost of the material we sell. We use gross profit as shown above as a measure of operating performance. Gross profit is an important operating and financial measure, as fluctuations in our gross profit can have a significant impact on our earnings. Gross profit, as presented, is not necessarily comparable with similarly titled measures for other companies.

(2) The adoption of accounting rule changes in 2017 affected the presentation of pension costs. Prior year warehouse, delivery, selling, general and administrative expense and other expense (income), net have been retrospectively adjusted to conform to the current presentation.

(3) 2017 includes a \$207.3 million, or \$2.82 per share, income tax benefit as a result of the Tax Cuts and Jobs Act of 2017.

(4) Includes capital lease obligations.



## Fellow Stockholders

2018 was a record year for Reliance, marked by significant financial and operational milestones. Our field managers' continued excellence in strategic execution was bolstered by healthy demand trends and improved pricing conditions in the marketplace. These forces synergized to achieve 2018 net sales of \$11.5 billion – \$1.8 billion over 2017 and the highest in Reliance's history. Our annual gross profit margin of 28.4% (near the high-end of our estimated sustainable range of 27% to 29%) produced record gross profit dollars of \$3.3 billion and our highest ever pre-tax income of \$850.6 million. Importantly, our pre-tax income increased 45.7% year-over-year on an 18.7% increase in sales, demonstrating the strength of our business model and disciplined strategy of focusing on higher-margin business. As a result, we generated strong cash flow from operations of \$664.6 million which we deployed by executing on our growth strategy while also providing meaningful returns to our stockholders. Notably, in 2018 we repurchased a record \$484.9 million of our common stock, demonstrating our continued confidence in the strength of our business strategy and outlook.

Our full-year non-GAAP earnings of \$8.94 per diluted share grew 64.3% year-over-year, and set another Reliance record. Our earnings were supported by favorable pricing conditions stemming from solid demand trends and trade actions, which led to multiple mill price increases during the first nine months of the year. While we did not experience any notable price increases in the fourth quarter, the overall strong pricing environment resulted in a 17.9% increase in our average selling price in 2018 compared to 2017. Customer demand was healthy throughout the year, with our same-store tons sold up 0.8% year-over-year.

Reliance credits much of our success to the emphasis we place on increasing value-added services to our customers, effective working capital management, and strict expense control. Our significant investments in cutting-edge, value-added processing equipment have enabled us to increase our gross profit margin, which in turn improves our earnings. Maintaining an efficient inventory position also benefits our gross profit margin by allowing us to concentrate on higher-margin business. In 2018, we performed value-added processing services on 49% of our orders, an increase of 400 basis points over the past five years, with our gross profit margin expanding 330 basis points over the same period. We were very pleased with our expense management in 2018: our full year expenses (warehouse, delivery, selling, general, and administrative), as a percent of sales, declined 150 basis points year-over-year on a \$1.8 billion increase in sales.

We continue to benefit from our long-term strategy of serving a broad spectrum of diverse end markets – including aerospace, automotive, non-residential construction, heavy industry, and energy – which helps mitigate volatility in any single end market. Further, Reliance's decentralized operating structure allows us to concentrate on fulfilling small orders, as the majority of our customers purchase in smaller quantities on a just-in-time basis, and are generally less price sensitive than customers that place large volume orders with long lead times. In 2018, our average order size was \$2,130 and approximately 40% of our orders were delivered within 24 hours.

Aerospace remains one of our top-performing end markets and we continue to focus on

growing our market share both domestically and abroad. Demand for automotive, which we service mainly through our toll processing operations in the U.S. and Mexico, also remains strong. We continue to invest in facilities and value-added processing equipment to meet the robust demand for the services we provide, especially those related to increased aluminum content in vehicles. Consistent with these efforts, in 2018 we commenced projects to further increase our aluminum processing capabilities in Kentucky and acquired complete ownership of Acero Prime, S. de R.L. de C.V., a toll processor in Mexico with four locations, from our joint venture partner. These investments allow us to better support our growth initiatives in automotive as we continue to capitalize on the positive demand environment.

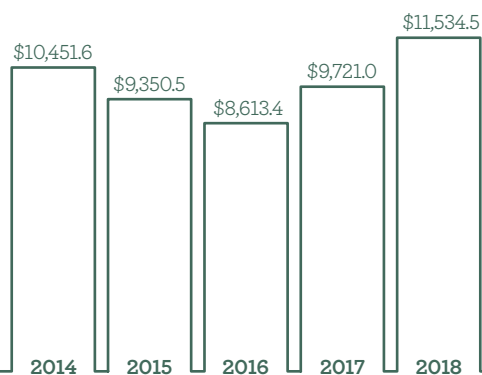
Demand in heavy industry – which includes rail car, truck trailer, ship building, barge manufacturing, tank manufacturers and wind and transmission towers – steadily improved throughout 2018. We benefitted from our customers’ higher capital spending budgets, evidenced by increased spending on both

construction and agricultural equipment throughout the year. While still below peak levels in 2006, demand in the non-residential construction market – including infrastructure – also grew at a steady rate throughout 2018. We believe this market will continue to recover and that we are well positioned to support a higher volume of business.

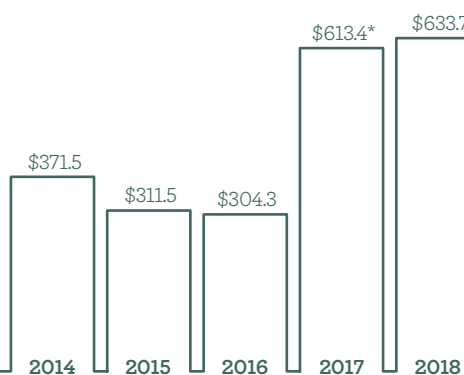
Finally, demand for the products we sell into the energy market, which is mainly oil and natural gas, improved in 2018, and we remain confident in our ability to service further increases in demand. Our overall outlook for 2019 remains positive, with feedback on demand trends in the various end markets we serve ranging from steady to strong.

Reliance’s twofold growth strategy of capital expenditures to achieve organic growth and strategic acquisitions of well-managed metals service centers has driven the Company’s outstanding growth for decades. Over the last five years we have invested almost \$1 billion in capital expenditures, with approximately 50% spent on new processing equipment.

**NET SALES (in millions)**



**NET INCOME (in millions)**



\*Includes a \$207.3 million, or \$2.82 per share, income tax benefit as a result of the Tax Cuts and Jobs Act of 2017.

In 2018, our capital expenditures totaled a record \$239.9 million and our 2019 budget is \$230 million. The majority of our spending will be strategically focused on organic growth, investing in innovative technologies and equipment to further expand our value-added processing capabilities. Reliance also completed three acquisitions in 2018, bringing our total post-IPO acquisition count to 66. We continue to pursue acquisition opportunities that align with our proven strategy of acquiring well-run businesses that complement our diversification of products, services and geography and enhance our value-added processing services. We are very pleased with the robust pipeline of opportunities currently in the market, but will remain selective in regards to acquisition activity.

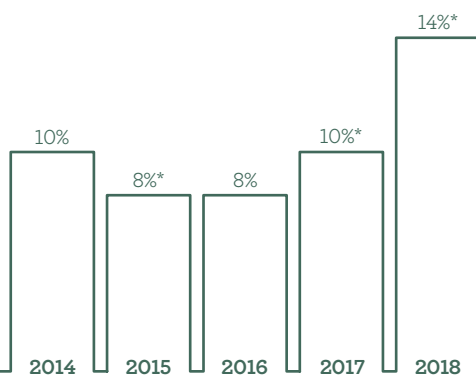
Returning value to our stockholders through quarterly cash dividends and share repurchases remains core to our capital allocation philosophy. We have paid regular quarterly cash dividends for 59 consecutive years and have increased our dividend 26 times since our 1994 IPO, including our recent increase of 10% to \$0.55 per share

in the first quarter of 2019. Our record share repurchases in 2018, totaling \$484.9 million, reflect the trust and confidence our Board and management have in our strong and consistent business strategy and outlook.

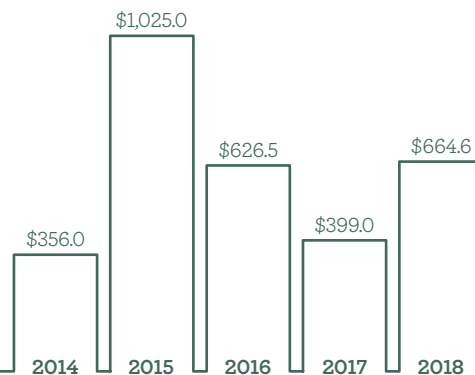
In February, we celebrated Reliance’s 80th anniversary. Reliance was founded in 1939 based on the core principle of providing outstanding service to our customers. We have grown tremendously in our 80 year history, fueled by decades of expansion through organic growth and strategic acquisitions, with an emphasis on high-margin specialty products and value-added processing capabilities. Today, we are the largest metals service center company in North America, servicing our 125,000 plus customers from over 300 locations in 40 states and 13 countries outside of the U.S. Despite the exponential growth of our business, our founding commitment to customer service remains unchanged.

Our ability to meet that fundamental commitment to our customers would not be possible without the hard work and dedication of our 15,000 plus

**RETURN ON EQUITY**  
Based on beginning of the year equity.



**CASH FLOW FROM OPERATIONS (in millions)**



\*Return on Reliance stockholders' equity is based on the beginning of year equity amount, except for 2018 and 2015, which are adjusted for \$484.9 million and \$355.5 million of share repurchases, respectively, and 2017, which is adjusted for a \$207.3 million income tax benefit as a result of the Tax Cuts and Jobs Act of 2017.

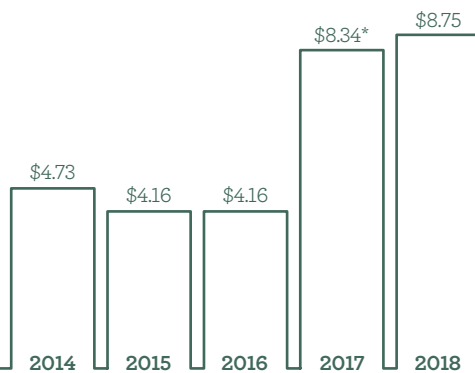
employees around the world. That dedication is reciprocated; employees are our most important asset and we continue to focus on ensuring their safety every day on the job. In 2018, incident rates at Reliance improved 6% year-over-year. We attribute much of this success to our peer-to-peer based “SMART Safety” program, launched in 2017. With the 2019 theme “One Family, One Culture of SMART Safety”, safety will remain a key priority as we work to further embed a culture of safety across our Family of Companies. We also recognize the value of our employees by providing industry-leading benefits with rich healthcare and retirement plans.

Complementing our long history of supporting national and international disaster relief organizations, Reliance established an employee assistance fund, “Reliance Cares,” specifically designed to support our employees impacted by natural disasters. Since its inception in 2017,

employees across our Family of Companies have donated to the fund, and Reliance has matched all contributions dollar for dollar. Reliance Cares provided grants to help employees and their families rebuild after Hurricanes Harvey and Irma in 2017, and Hurricane Florence in 2018.

In addition to helping our employees when they need it, Reliance is devoted to investing in and enriching the communities in which we live and work. We encourage our employees to engage in and initiate events to serve their communities, and often match their fundraising efforts. Among other activities, we support nonprofits that provide veteran transition services and participate in a national program focused on supporting members of the armed forces and their families. We continue to seek employee and community engagement opportunities, especially national initiatives, in which our Family of Companies can participate. Finally, we are committed to mitigating the impact our products

**EARNINGS PER SHARE (diluted)**



\*Includes a \$207.3 million, or \$2.82 per share, income tax benefit as a result of the Tax Cuts and Jobs Act of 2017.



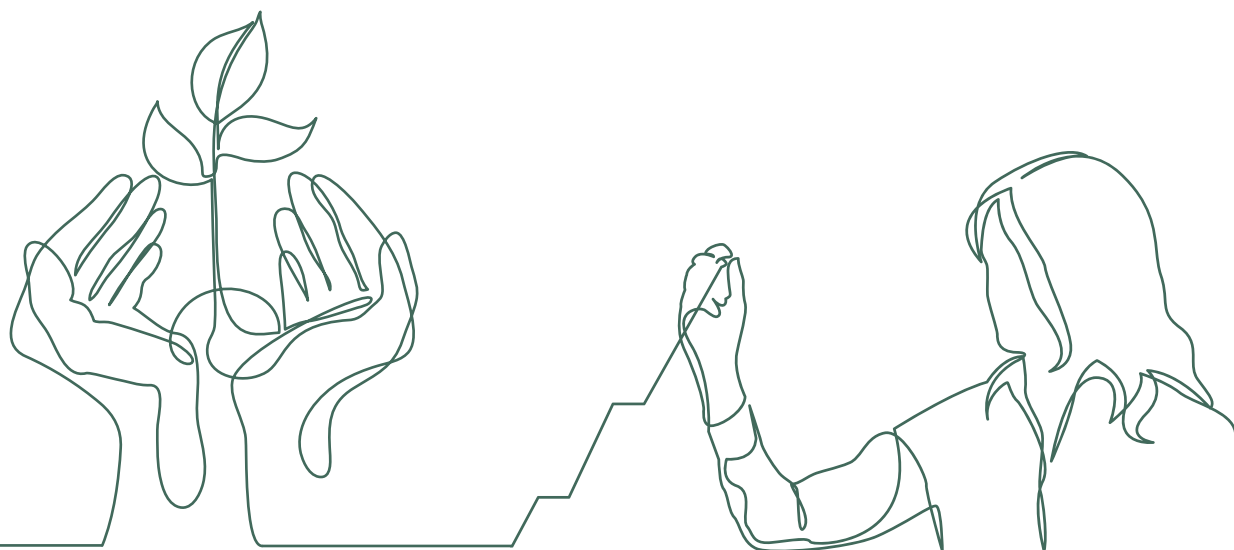
and operations have on the environment. As part of our pledge to environmental sustainability, we continuously evaluate and implement initiatives focused on energy conservation, recycling, and other programs to reduce pollution and improve our environmental impact.

In closing, Reliance is extremely proud of our record 2018 financial results, which were made possible by the excellent execution of our employees and supported by strong metal pricing and healthy demand trends in the end markets we service. Our 2018 results are a testament to our ability to produce record results under favorable market conditions. We remain optimistic about the current environment, in which we will continue to strive to maximize our earnings and increase value for our stockholders. On behalf of Reliance, we would like to express our gratitude to our loyal employees, customers, suppliers, and stockholders for their continued support. We look forward to another successful year in 2019.



**James D. Hoffman**  
President and Chief Executive Officer

**Karla R. Lewis**  
Senior Executive Vice President and Chief Financial Officer



## SALES BY PRODUCT

Carbon steel plate	12%	Heat-treated aluminum sheet and coil	1%
Carbon steel tubing	11%	Stainless steel bar and tube	6%
Carbon steel structurals	9%	Stainless steel sheet and coil	6%
Hot-rolled steel sheet and coil	7%	Stainless steel plate	2%
Carbon steel bar	6%	Alloy bar and rod	4%
Galvanized steel sheet and coil	5%	Alloy tube	1%
Cold-rolled steel sheet and coil	3%	Alloy plate, sheet, and coil	1%
Heat-treated aluminum plate	7%	Toll processing – aluminum, carbon steel, and stainless steel*	4%
Aluminum bar and tube	5%	Miscellaneous, including brass, copper, titanium, manufactured parts, and scrap	4%
Common alloy aluminum sheet and coil	5%		
Common alloy aluminum plate	1%		

\*Includes revenues for logistics services provided by our toll processing companies.

## GEOGRAPHIC PRESENCE

### STATES

Alabama	Florida	Kentucky	Montana	Ohio	Texas
Alaska	Georgia	Louisiana	Nevada	Oklahoma	Utah
Arizona	Idaho	Maryland	New Hampshire	Oregon	Virginia
Arkansas	Illinois	Massachusetts	New Jersey	Pennsylvania	Washington
California	Indiana	Michigan	New Mexico	Rhode Island	Wisconsin
Colorado	Iowa	Minnesota	New York	South Carolina	
Connecticut	Kansas	Missouri	North Carolina	Tennessee	

### INTERNATIONAL

Australia	Mexico
Belgium	Singapore
Canada	South Korea
China	Turkey
France	United Arab Emirates
India	United Kingdom
Malaysia	



## SALES BY REGION

Mountain	3%
Pacific Northwest	5%
Northeast	6%
Mid-Atlantic	6%
International	8%
Southeast	18%
West/Southwest	22%
Midwest	32%

## SALES BY COMMODITY

Toll processing and logistics	4%
Miscellaneous	4%
Alloy	6%
Stainless steel	14%
Aluminum	19%
Carbon steel	53%



# Historical Financial Data

In millions, except per share data

Year Ended December 31,	2018	2017	2016	2015
<b>Income Statement Data:</b>				
Net sales	\$11,534.5	\$9,721.0	\$8,613.4	\$9,350.5
Operating income <sup>(1)</sup>	937.5	662.4	517.8	549.8
Pre-tax income <sup>(2)</sup>	850.6	583.8	429.2	458.7
Income taxes <sup>(3)</sup>	208.8	(37.2)	120.1	142.5
Net income attributable to Reliance <sup>(3)</sup>	633.7	613.4	304.3	311.5
Weighted average shares outstanding - diluted	72.4	73.5	73.1	74.9
<b>Balance Sheet Data (December 31):</b>				
Current assets	\$3,285.0	\$3,051.3	\$2,688.5	\$2,554.2
Working capital	2,585.9	2,347.6	2,032.5	1,564.5
Net fixed assets	1,729.9	1,656.3	1,662.2	1,635.5
Total assets <sup>(4)</sup>	8,044.9	7,751.0	7,411.3	7,121.6
Current liabilities	699.1	703.7	656.0	989.7
Short-term debt <sup>(4)</sup>	66.8	92.6	83.1	501.3
Long-term debt <sup>(4)</sup>	2,141.1	1,809.6	1,847.2	1,428.9
Reliance stockholders' equity	4,671.6	4,667.1	4,148.8	3,914.1
<b>Per Share Data:</b>				
Earnings - diluted <sup>(3)</sup>	\$8.75	\$8.34	\$4.16	\$4.16
Dividends	\$2.00	\$1.80	\$1.65	\$1.60
Book value <sup>(5)</sup>	\$69.83	\$64.29	\$57.07	\$54.59
<b>Ratio Analysis:</b>				
Return on Reliance stockholders' equity <sup>(6)</sup>	13.9%	9.8%	7.8%	8.0%
Current ratio	4.7	4.3	4.1	2.6
Net debt-to-total capital ratio <sup>(7)</sup>	30.8%	27.2%	30.3%	31.8%
Gross profit margin <sup>(8)</sup>	28.4%	28.7%	30.1%	27.2%
Operating income margin <sup>(1)</sup>	8.1%	6.8%	6.0%	5.9%
Pre-tax income margin <sup>(2)</sup>	7.4%	6.0%	5.0%	4.9%
Net income margin - Reliance <sup>(3)</sup>	5.5%	6.3%	3.5%	3.3%

(1) Operating income represents net sales less cost of sales, warehouse, delivery, selling, general and administrative expense, depreciation and amortization expense and impairment of long-lived assets. The calculation of operating income in years 2012 through 2018 includes various non-recurring charges and credits, including impairment charges in 2018, 2017, 2016, 2015, 2013 and 2012. Additionally, the adoption of accounting rule changes in 2017 affected the presentation of operating income. Prior year operating income and margin amounts have been retrospectively adjusted to conform to the current presentation.

(2) The adoption of accounting rule changes in 2009 affected the presentation of noncontrolling interests. Prior year pre-tax income and margin amounts have been retrospectively adjusted to conform to the current presentation.

(3) 2017 includes a \$207.3 million, or \$2.82 per share, income tax benefit as a result of the Tax Cuts and Jobs Act of 2017.

(4) Short-term and long-term debt amounts include capital lease obligations. The adoption of accounting rule changes in 2015 affected the presentation of debt issuance costs. Prior year total assets, long-term debt and net debt-to-total capital ratio amounts have been retrospectively adjusted to conform to the current presentation.

(5) Book value per share is calculated as Reliance stockholders' equity divided by the number of common shares outstanding as of December 31 of each year.



	2014	2013	2012	2011	2010	2009	2008
	\$10,451.6	\$9,223.8	\$8,442.3	\$8,134.7	\$6,312.8	\$5,318.1	\$8,718.8
	617.4	554.3	661.6	574.8	364.6	254.8	858.5
	546.3	478.3	609.4	511.6	296.5	195.5	766.6
	170.0	153.6	201.1	162.4	98.6	46.3	282.9
	371.5	321.6	403.5	343.8	194.4	148.2	482.8
	78.6	77.6	75.7	75.0	74.5	73.7	73.6
	\$3,121.1	\$2,738.9	\$2,277.4	\$2,274.7	\$1,700.9	\$1,390.9	\$2,302.4
	2,458.3	2,165.5	1,699.2	1,698.3	1,192.3	973.3	1,652.2
	1,656.4	1,603.9	1,240.7	1,105.5	1,025.3	981.3	998.7
	7,822.4	7,323.6	5,846.7	5,592.3	4,659.1	4,293.5	5,184.8
	662.8	573.4	578.2	576.4	508.6	417.6	650.2
	94.6	36.8	84.0	12.8	87.0	87.1	94.5
	2,209.6	2,055.1	1,113.0	1,306.9	848.0	839.3	1,664.9
	4,099.0	3,874.6	3,558.4	3,143.9	2,823.7	2,606.4	2,431.4
	\$4.73	\$4.14	\$5.33	\$4.58	\$2.61	\$2.01	\$6.56
	\$1.40	\$1.26	\$0.80	\$0.48	\$0.40	\$0.40	\$0.40
	\$53.03	\$49.99	\$46.82	\$41.92	\$37.83	\$35.34	\$33.17
	9.6%	9.0%	12.8%	12.2%	7.5%	6.1%	22.9%
	4.7	4.8	3.9	3.9	3.3	3.3	3.5
	34.9%	34.1%	23.6%	28.2%	23.3%	25.3%	41.3%
	25.1%	26.0%	26.1%	24.4%	25.1%	26.3%	24.8%
	5.9%	6.0%	7.8%	7.1%	5.8%	4.8%	9.8%
	5.2%	5.2%	7.2%	6.3%	4.7%	3.7%	8.8%
	3.6%	3.5%	4.8%	4.2%	3.1%	2.8%	5.5%

(6) Return on Reliance stockholders' equity is based on the beginning of year equity amount, except for 2018 and 2015, which are adjusted for \$484.9 million and \$355.5 million of share repurchases, respectively, and 2017, which is adjusted for a \$207.3 million income tax benefit as a result of the Tax Cuts and Jobs Act of 2017.

(7) Net debt-to-total capital ratio is calculated as total debt (net of cash) divided by Reliance stockholders' equity plus total debt (net of cash).

(8) Gross profit, calculated as net sales less cost of sales, and gross profit margin, calculated as gross profit divided by net sales, are non-GAAP financial measures as they exclude depreciation and amortization expense associated with the corresponding sales. About half of our orders are basic distribution with no processing services performed. For the remainder of our sales orders, we perform "first-stage" processing which is generally not labor intensive as we are simply cutting the metal to size. Because of this, the amount of related labor and overhead, including depreciation and amortization, is not significant and is excluded from our cost of sales. Therefore, our cost of sales is substantially comprised of the cost of the material we sell. We use gross profit margin as shown above as a measure of operating performance. Gross profit margin is an important operating and financial measure, as fluctuations in our gross profit margin can have a significant impact on our earnings. Gross profit margin, as presented, is not necessarily comparable with similarly titled measures for other companies.

# Reliance Locations

## RELIANCE DIVISIONS

### **Bralco Metals**

Los Angeles, CA - Headquarters  
714-736-4800

Albuquerque, NM  
505-345-0959

Dallas, TX  
972-276-2676

Phoenix, AZ  
602-252-1918

Seattle, WA  
253-395-0614

Wichita, KS  
316-838-9351

### **Affiliated Metals**

A Bralco Metals Company  
Salt Lake City, UT  
801-363-1711

### **Olympic Metals**

A Bralco Metals Company  
Denver, CO  
303-286-9700

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### **Central Plains Steel Co.**

Wichita, KS  
316-636-4500

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### **MetalCenter**

Los Angeles, CA  
562-944-3322

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### **Reliance Aerospace Solutions**

Cypress, CA  
877-727-6073

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### **Reliance Metalcenter**

Colorado Springs, CO  
719-390-4911

Dallas, TX  
817-640-7222

Oakland, CA  
510-476-4400

Phoenix, AZ  
602-275-4471

Phoenix, AZ  
480-986-6156

Salt Lake City, UT  
801-974-5300

San Antonio, TX  
210-661-2301

San Diego, CA  
619-263-2141

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### **Reliance Steel Company**

Albuquerque, NM  
505-247-1441

Los Angeles, CA  
323-583-6111

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### **Smith Pipe & Steel Company**

Phoenix, AZ  
602-257-9494

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### **Tube Service Co.**

Los Angeles, CA - Headquarters  
562-695-0467

Denver, CO  
303-321-9200

Phoenix, AZ  
602-267-9865

Portland, OR  
503-944-5420

San Diego, CA  
619-579-3011

San Jose, CA  
408-946-5500

## SUBSIDIARIES

### **All Metal Services Limited**

A Subsidiary of Reliance Metals UK  
Holding Limited - Holding Company  
London, United Kingdom - Headquarters  
44 189 544 4066  
  
Belfast, United Kingdom  
44 289 073 9648

Birmingham, United Kingdom  
44 167 543 0307

Bolton, United Kingdom  
44 194 284 0777

Bristol, United Kingdom  
44 117 982 2484

Losse, France  
33 558 936 800

Minworth, United Kingdom  
44 167 543 0307

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### **All Metal Services India Private Limited**

A Subsidiary of All Metal Services Limited  
Belagavi, India  
91 802 837 9124

### **All Metal Services Ltd. (Xi'an)**

A Subsidiary of All Metal Services Limited  
Xi'an, People's Republic of China  
86 29 86125300

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### **All Metal Services (Malaysia) Sdn. Bhd.**

A Subsidiary of All Metal Services Limited  
Selangor Darul Ehsan, Malaysia  
60 378 035 643

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### **All Metals Processing & Logistics, Inc.**

Spartanburg, SC - Headquarters  
864-574-8050

Cartersville, GA  
770-427-7379

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### **All Metals Transportation and Logistics, Inc.**

Decatur, AL  
877-877-7528

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### **Allegheny Steel Distributors, Inc.**

Pittsburgh, PA  
412-767-5000

---

### **American Metals Corporation**

Doing Business as American Steel  
Portland, OR - Headquarters  
503-651-6700

Fresno, CA  
559-266-0881

Sacramento, CA  
916-371-7700

Seattle, WA  
253-437-4080

**Haskins Steel Company**

A Division of American Metals Corporation  
Spokane, WA  
509-535-0657

**Lampros Steel**

A Division of American Metals Corporation  
Portland, OR  
503-285-6667

**LSI Plate**

A Division of American Metals Corporation  
Rancho Cucamonga, CA  
877-877-7528

**Alaska Steel Company**

A Subsidiary of American Metals Corporation  
Anchorage, AK – Headquarters  
907-561-1188

Fairbanks, AK  
907-456-2719

Kenai, AK  
907-283-3880

---

**AMI Metals, Inc.**

Nashville, TN – Headquarters  
615-377-0400

Fort Worth, TX  
817-831-9586

Los Angeles, CA  
909-429-1336

Seattle, WA – Sales Office  
253-735-0181

Spokane, WA  
509-570-5880

St. Louis, MO  
636-946-9492

Swedesboro, NJ  
856-241-9180

Wichita, KS  
316-945-7771

**AMI Metals Aero Services Ankara**

**Havacılık Anonim Şirketi**

A Subsidiary of AMI Metals, Inc.  
Ankara, Turkey  
90 312 810 0000

**AMI Metals Europe SPRL**

A Subsidiary of AMI Metals, Inc.  
Gosselies, Belgium  
32 71 37 67 99

**AMI Metals France**

A Subsidiary of AMI Metals, Inc.  
Figeac, France  
33 565 503 460

**AMI Metals UK Limited**

A Subsidiary of Reliance Metals UK Holding  
Limited – Holding Company  
Milton Keynes, United Kingdom –  
Headquarters  
44 845 853 6149

Ellesmere Port, United Kingdom  
44 151 355 6035

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**Best Manufacturing, Inc.**

Jonesboro, AR  
870-931-9533

---

**Bralco Metals (Australia) Pty Ltd**

Doing Business as Airport Metals (Australia)  
Melbourne, Australia  
61 3 9310 5566

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**CCC Steel, Inc.**

Los Angeles, CA  
310-637-0111

**IMS Steel Co.**

A Division of CCC Steel, Inc.  
Salt Lake City, UT  
801-973-1000

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**Chapel Steel Corp.**

Philadelphia, PA – Corporate Office  
215-793-0899

Birmingham, AL  
205-781-0317

Chicago, IL  
815-937-1970

Chicago, IL – Sales Office  
708-429-2244

Cleveland, OH  
216-446-6840

Houston, TX  
713-462-4449

Philadelphia, PA  
610-705-0477

Portland, OR  
503-228-3355

**Chapel Steel Canada, Ltd.**

A Subsidiary of Reliance Metals Canada  
Holdings Limited – Holding Company  
Hamilton, Ontario, Canada  
289-780-0570

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**Chatham Steel Corporation**

Savannah, GA – Headquarters  
912-233-4182

Birmingham, AL  
205-791-2261

Columbia, SC  
803-799-8888

Durham, NC  
919-682-3388

Orlando, FL  
407-859-0310

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**Clayton Metals, Inc.**

Chicago, IL – Headquarters  
630-860-7000

Elk Grove Village, IL  
847-238-9265

Newark, NJ  
973-588-1100

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**Continental Alloys & Services Inc.**

Houston, TX – Headquarters  
281-376-9600

Lafayette, LA  
337-837-9311

**Continental Alloys & Services, Inc.**

A Subsidiary of Reliance Metals Canada  
Holding Limited – Holding Company  
Calgary, Alberta, Canada  
403-216-5150

**Continental Alloys & Services Limited**

A Subsidiary of Reliance Metals UK Holding  
Limited – Holding Company  
Brechin, Scotland  
44 1356 625 515

Peterhead, Scotland  
44 1779 480 420

**Continental Alloys & Services Pte. Ltd.**

A Subsidiary of Reliance Asia Holding Pte.  
Ltd. — Holding Company  
Jurong, Singapore  
65 6690 0178

**Continental Alloys & Services (Malaysia) Sdn. Bhd.**

A Subsidiary of Continental Alloys &  
Services Pte. Ltd.  
Senai, Johor, Malaysia  
6 07 599 9975

**Continental Alloys Middle East FZE**

A Subsidiary of Reliance Steel & Aluminum Co.  
Dubai, United Arab Emirates  
971 4 8809770

**Crest Steel Corporation**

Riverside, CA  
951-727-2600

**Delta Steel, Inc.**

Houston, TX - Headquarters  
713-635-1200

Cedar Hill, TX  
817-701-5213

Cedar Hill, TX  
972-299-6497

Chicago, IL  
708-757-7198

Fort Worth, TX  
817-293-5015

San Antonio, TX  
210-661-4641

Tulsa, OK  
918-234-7833

**Diamond Manufacturing Company**

Wyoming, PA - Headquarters  
800-233-9601

Cedar Hill, TX  
972-291-8800

Michigan City, IN  
219-874-2374

**McKey Perforating Co.**

A Division of Diamond Manufacturing  
Company  
New Berlin, WI  
800-233-9601

Manchester, TN  
931-723-3636

**Perforated Metals Plus**

A Division of Diamond Manufacturing  
Company  
Charlotte, NC  
704-598-0443

**Ferguson Perforating Company**

A Subsidiary of Diamond Manufacturing  
Company  
Providence, RI - Headquarters  
800-233-9601

New Castle, PA

401-941-8876

**DuBose National Energy Fasteners & Machined Parts, Inc.**

Cleveland, OH  
216-362-1700

**DuBose National Energy Services, Inc.**

Clinton, NC - Headquarters  
910-590-2151

Charlotte, NC - Sales Office  
704-295-1060

Exton, PA - Sales Office  
610-594-9413

**Durrett Sheppard Steel Co., Inc.**

Baltimore, MD  
410-633-6800

**Earle M. Jorgensen Company**

Los Angeles, CA - Headquarters  
323-567-1122

Atlanta, GA  
678-894-7241

Birmingham, AL  
205-814-0043

Boston, MA  
508-435-6854

Charlotte, NC  
704-588-3001

Chicago, IL  
847-301-6100

Cincinnati, OH  
513-771-3223

Cleveland, OH  
330-425-1500

Cleveland, OH (Plate)  
330-963-8150

Dallas, TX  
214-741-1761

Denver, CO  
303-287-0381

Detroit, MI  
734-402-8110

Hartford, CT  
508-435-6854

Houston, TX  
713-672-1621

Indianapolis, IN  
317-838-8899

Kansas City, MO  
816-483-4140

Lafayette, LA  
713-672-1621

Memphis, TN  
901-317-4300

Minneapolis, MN  
763-784-5000

Oakland, CA  
510-487-2700

Orlando, FL  
704-421-7227

Philadelphia, PA  
215-949-2850

Phoenix, AZ  
602-272-0461

Portland, OR  
503-283-2251

Quad Cities, IA  
563-285-5340

Richmond, VA  
804-732-7491

Rochester, NY  
585-475-1050

Salt Lake City, UT  
330-425-1500

Seattle, WA  
253-872-0100

St. Louis, MO  
314-291-6080

Tulsa, OK  
918-835-1511

Wrightsville, PA  
215-949-2850

**Encore Metals USA**

A Division of Earle M. Jorgensen Company  
Portland, OR  
503-620-8810

Salt Lake City, UT  
801-383-3808

**Steel Bar**

A Division of Earle M. Jorgensen Company  
Charlotte, NC  
336-294-0053

**Reliance Metals Canada Limited**

A Subsidiary of Earle M. Jorgensen Company  
Edmonton, Alberta, Canada - Corporate Office  
780-801-4114

**Earle M. Jorgensen (Canada)**

A Division of Reliance Metals Canada Limited  
Edmonton, Alberta, Canada - Headquarters  
780-801-4015

Montreal, Quebec, Canada  
450-661-5181

North Bay, Ontario, Canada  
705-474-0866

Quebec City, Quebec, Canada  
418-870-1422

Toronto, Ontario, Canada  
905-564-0866

**Encore Metals**

A Division of Reliance Metals Canada Limited  
Vancouver, British Columbia, Canada -  
Headquarters  
604-940-0439

Calgary, Alberta, Canada  
403-236-1418

Edmonton, Alberta, Canada  
780-436-6660

Prince George, British Columbia, Canada  
250-563-3343

Winnipeg, Manitoba, Canada  
204-663-1450

**Team Tube**

A Division of Reliance Metals Canada Limited  
Vancouver, British Columbia, Canada -  
Headquarters  
604-468-4747

Calgary, Alberta, Canada  
403-279-8131

Edmonton, Alberta, Canada  
780-462-7222

Montreal, Quebec, Canada  
450-978-8877

Toronto, Ontario, Canada  
905-878-1156

**Earle M. Jorgensen (Asia) Sdn. Bhd.**

A Subsidiary of Reliance Asia Holding Pte.  
Ltd. - Holding Company  
Nusajaya, Malaysia  
607 531 9155

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**FastMetals, Inc.**

Massillon, OH  
833-327-8685

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**Feralloy Corporation**

Chicago, IL - Corporate Office  
773-380-1500

Charleston, SC  
843-336-4107

Decatur, AL  
256-301-0500

Portage, IN  
219-787-9698

**Acero Prime, S. de R.L. de C.V.**

A Subsidiary of Feralloy Corporation  
San Luis Potosí, Mexico - Headquarters  
52 444 870 7700

Monterrey, Mexico  
52 818 000 5300

Ramos Arizpe, Mexico  
52 844 450 6400

Toluca, Mexico  
52 722 262 5500

**GH Metal Solutions, Inc.**

A Subsidiary of Feralloy Corporation  
Fort Payne, AL - Headquarters  
256-845-5411

Charleston, SC  
843-336-4107

Decatur, AL  
256-845-5411

Fort Payne, AL (East)  
256-845-5411

**Feralloy Processing Company**

A Joint Venture of Feralloy Corporation  
51% Owned  
Portage, IN  
219-787-8773

**Indiana Pickling & Processing Company**

A Joint Venture of Feralloy Corporation  
56% Owned  
Portage, IN  
219-787-8889

**Oregon Feralloy Partners**

A Joint Venture of Feralloy Corporation  
40% Owned  
Portland, OR  
503-286-8869

---

**Fox Metals and Alloys, Inc.**

Houston, TX  
281-890-6666

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**Infra-Metals Co.**

Wallingford, CT - Headquarters  
203-294-2980

Atlanta, GA  
404-419-3460

Baltimore, MD  
410-355-1664

Hallandale, FL  
954-454-1564

Marseilles, IL  
815-795-5002

New Boston, OH  
740-353-1350

Petersburg, VA  
804-957-5900

Philadelphia, PA - Corporate Office  
215-741-1000

Tampa, FL  
813-626-6005

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**Athens Steel**

A Division of Infra-Metals Co.  
Athens, GA  
706-552-3850

**IMS Steel**

A Division of Infra-Metals Co.  
Atlanta, GA  
404-577-5005

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**KMS FAB, LLC**

Luzerne, PA  
570-338-0200

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**KMS South, Inc.**

W. Columbia, SC  
803-796-9995

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**Liebovich Bros., Inc.**

Rockford, IL - Corporate Office  
815-987-3200

**Custom Fab Company**

A Division of Liebovich Bros., Inc.  
Rockford, IL  
815-987-3210

**Good Metals Company**

A Division of Liebovich Bros., Inc.  
Grand Rapids, MI  
616-241-4425

**Hagerty Steel & Aluminum Company**

A Division of Liebovich Bros., Inc.  
Peoria, IL - Headquarters  
309-699-7251

Bridgeton, MO

309-699-7251

**Liebovich Steel & Aluminum Company**

A Division of Liebovich Bros., Inc.  
Rockford, IL - Headquarters  
815-987-3200

Cedar Rapids, IA

319-366-8431

Green Bay, WI

920-759-3500

Rockford, IL

815-964-9471

Rockford, IL

815-874-8536

---

**Metals USA, Inc.**

Ft. Lauderdale, FL - Corporate Office  
954-202-4000

**Metals USA Carbon Flat Rolled, Inc.**

A Subsidiary of Metals USA, Inc.  
Northbrook, IL - Headquarters  
847-291-2400

Germantown, WI

262-255-4444

Horicon, WI

920-485-9750

Jeffersonville, IN

812-288-8906

Liberty, MO

816-415-0004

Randleman, NC

336-498-8900

Springfield, OH

937-882-6354

Walker, MI

616-453-9845

Wooster, OH

330-264-8416

**Lynch Metals**

A Division of Metals USA Carbon Flat  
Rolled, Inc.  
Union, NJ - Headquarters  
908-686-8401

Anaheim, CA

714-238-7240

**Ohio River Metal Services, Inc.**

A Subsidiary of Metals USA Carbon Flat  
Rolled, Inc.  
Jeffersonville, IN  
812-282-4770

**Metals USA Plates and Shapes, Inc.**

A Subsidiary of Metals USA, Inc.  
Langhorne, PA - Headquarters  
267-580-2100

Ambridge, PA

724-266-7708

Bethlehem, PA

610-691-4270

Fairless Hills, PA

215-337-7000

Greensboro, NC

336-674-7991

Jacksonville, FL

904-766-0003

Mobile, AL

251-456-4531

Newark, NJ

973-242-1000

Oakwood, GA

770-536-1214

Philadelphia, PA

215-673-9300

Seekonk, MA

508-399-8500

Waggaman, LA

504-431-7010

York, PA

717-757-3549

**Gregor Technologies, LLC**

A Subsidiary of Metals USA Plates and  
Shapes, Inc.  
Torrington, CT  
860-482-2569

**Metals USA Plates and Shapes  
Southcentral, Inc.**

A Subsidiary of Metals USA, Inc.  
Enid, OK  
580-233-0411

Muskogee, OK

918-487-6800

Tulsa, OK

918-583-2222

**The Richardson Trident Company, LLC**

A Subsidiary of Metals USA Plates and  
Shapes Southcentral, Inc.  
Richardson, TX - Headquarters  
972-231-5176

Odessa, TX

432-561-5446

Tulsa, OK

918-252-5781

**Altair Electronics, LLC**

A Subsidiary of The Richardson Trident  
Company, LLC  
Richardson, TX  
972-231-5166

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**Metalweb Limited**

Birmingham, United Kingdom - Headquarters  
44 121 328 7700

London, United Kingdom  
44 199 245 0300

Manchester, United Kingdom  
44 161 483 9662

---

**National Specialty Alloys, Inc.**

Houston, TX - Headquarters  
281-345-2115

Anaheim, CA  
714-870-7800

Buford, GA  
770-945-9255

**Aleaciones Especiales de México, S. de R.L. de C.V.**

A Subsidiary of National Specialty Alloys, Inc.  
Cuaautitlán, Mexico  
52 55 2225 0835

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**Northern Illinois Steel Supply Co.**

Channahon, IL  
815-467-9000

---

**Pacific Metal Company**

Portland, OR - Headquarters  
503-454-1051

Billings, MT  
406-245-2210

Boise, ID  
208-323-8045

Eugene, OR  
541-485-1876

Seattle, WA  
253-796-2840

Spokane, WA  
509-535-0326

---

**PDM Steel Service Centers, Inc.**

Elk Grove, CA - Headquarters  
916-513-4548

Denver, CO  
303-297-1456

Fresno, CA  
559-442-1410

Grand Junction, CO - Sales Office  
970-858-3441

Las Vegas, NV  
702-413-0067

Provo, UT  
801-798-8676

Reno, NV  
775-358-1441

Santa Clara, CA  
408-988-3000

Stockton, CA  
209-943-0513

Vancouver, WA  
360-225-1133

---

**Feralloy PDM Steel Service**

A Division of PDM Steel Service Centers, Inc.  
Stockton, CA  
209-234-0548

---

**Phoenix Corporation**

Doing Business as Phoenix Metals Company  
Atlanta, GA - Headquarters  
770-447-4211

Birmingham, AL  
205-841-7477

Charlotte, NC  
704-588-7075

Cincinnati, OH  
513-727-4763

Fort Smith, AR  
479-452-3802

Hammond, IN  
219-886-2777

Kansas City, KS  
913-321-5200

Nashville, TN  
931-486-1456

Philadelphia, PA  
215-295-9512

Richmond, VA  
804-222-5052

Russellville, AR  
479-452-3802

St. Louis, MO  
636-379-4050

Tampa, FL  
813-626-8999

**Aluminum & Stainless**

A Division of Phoenix Corporation  
Lafayette, LA  
337-837-4381

New Orleans, LA  
504-586-9191

---

**Precision Flamecutting and Steel, Inc.**

Houston, TX  
281-477-1600

---

**Precision Strip Inc.**

Minster, OH - Headquarters  
419-628-2343

Bowling Green, KY  
270-282-8420

Dayton, OH  
937-667-6255

Indianapolis, IN  
765-778-4452

Kenton, OH  
419-674-4186

Middletown, OH  
513-423-4166

Portage, IN  
219-850-5080

Rockport, IN  
812-362-6480

Talladega, AL  
256-315-2345

Toledo, OH  
419-661-1100

Vonore, TN  
423-884-2450

Woodburn, KY  
270-542-6100

Woodhaven, MI  
734-301-4001

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**Reliance Metalcenter Asia Pacific Pte. Ltd.**

A Subsidiary of Reliance Asia Holding Pte. Ltd. - Holding Company  
Jurong, Singapore  
65 6265 1211

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**Service Steel Aerospace Corp.**

Seattle, WA - Headquarters  
253-627-2910

Canton, OH  
330-833-5800

Wichita, KS  
316-838-7737

**Dynamic Metals International**

A Division of Service Steel Aerospace Corp.  
Bristol, CT  
860-688-8393

**United Alloys Aircraft Metals**

A Division of Service Steel Aerospace Corp.  
Los Angeles, CA  
323-588-2688

---

**Siskin Steel & Supply Company, Inc.**

Chattanooga, TN - Headquarters  
423-756-3671

Louisville, KY  
502-716-5140

Nashville, TN  
615-242-4444

Spartanburg, SC  
864-599-9988

**East Tennessee Steel Supply Co.**

A Division of Siskin Steel & Supply  
Company, Inc.  
Morristown, TN  
423-587-3500

---

**Sugar Steel Corporation**

Chicago, IL - Headquarters  
708-757-9500

Evansville, IN  
812-428-5490

Perrysburg, OH  
419-661-8500

---

**Sunbelt Steel Texas, Inc.**

Houston, TX - Headquarters  
713-937-4300

Lafayette, LA  
337-330-4140

---

**Tubular Steel, Inc.**

St. Louis, MO - Headquarters  
314-851-9200

Katy, TX  
281-371-5200

Hazelwood, MO  
314-524-6600

Lorain, OH  
440-960-6100

New Haven, MO  
800-325-0890

Rialto, CA  
909-429-6900

Savannah, GA  
912-748-2405

Staunton, IL  
618-635-3695

Westmont, IL - Sales Office  
630-515-5500

---

**Valex Corp.**

Ventura, CA  
805-658-0944

**Valex China Co., Ltd.**

A Subsidiary of Valex Corp.  
Shanghai, People's Republic of China  
86 21 5818 3189

**Valex Semiconductor Materials  
(Zhejiang) Co., Ltd.**

A Subsidiary of Valex Corp.  
Haiyan Economic Development Zone,  
People's Republic of China  
86 21 5818 3189

**Valex Korea Co., Ltd.**

A 95% Owned Subsidiary of Valex Corp.  
Seoul, Republic of Korea  
82 31 683 0119

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**Viking Materials, Inc.**

Minneapolis, MN - Headquarters  
612-617-5800

Chicago, IL  
847-451-7171

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**Yarde Metals, Inc.**

Hartford, CT - Headquarters  
860-406-6061

Greensboro, NC  
336-500-0535

Long Island, NY  
631-232-1600

Mansfield, MA  
508-261-1142

Morristown, NJ  
973-463-1166

Nashua, NH  
603-635-1266

Philadelphia, PA  
610-495-7545



# Tributes



1995



1998



2006



2011



2016

Gregg Mollins came to Reliance with a decade of experience in operations. After his success as a division manager, he went on to succeed Joe Crider as Reliance’s “fix-it” man. He applied his know-how to improve many of the Company’s early acquisitions, which positioned Reliance to successfully complete its 1994 IPO. Gregg has been involved in all 66 post-IPO acquisitions, the last seven of which he championed as President and CEO. Gregg has always believed

in “doing the right thing,” an ethos that has earned him a reputation for integrity and unparalleled operational instinct in the metals service center industry. Across the Family of Companies, Gregg is known for caring deeply about our people. Reliance’s record performance in 2018 under his leadership is proof. The Reliance Family thanks Gregg for his 32 years of service and wishes him and his family the very best in his retirement.



As the son of William Gimbel, who led Reliance for over 30 years, Thomas W. Gimbel essentially grew up alongside the Company. Tom’s service on the Reliance board for 20 years has been both strategic and sentimental. We salute the Gimbel legacy and send Tom into retirement with deep appreciation and best wishes.



Douglas M. Hayes was the lead banker in Reliance’s 1994 IPO, and since joining our Board in 1997, has provided investment perspective and strategic guidance. We thank Doug for over two decades of dedication to Reliance, which has helped us weather difficult times, undergo exponential growth, and accomplish record achievements.

# Corporate Directory

## DIRECTORS

**Mark V. Kaminski** <sup>(1), (2)</sup>

Chairman of the Board  
*Executive Chairman and Director*  
*Graniterock*

**Sarah J. Anderson** <sup>(1), (2), (4)</sup>

*Former Partner*  
*Ernst & Young LLP*

**Karen W. Colonias** <sup>(1), (2), (3)</sup>

*President and Chief Executive Officer*  
*Simpson Manufacturing Co., Inc.*

**John G. Figueroa** <sup>(1), (3), (4)</sup>

*Former Chief Executive Officer*  
*Genoa Healthcare*

**Thomas W. Gimbel** <sup>(3), (4)</sup>

*Former Trustee*  
*The Florence Neilan Trust*

**David H. Hannah**

*Former Executive Chairman of the Board*  
*Reliance Steel & Aluminum Co.*

**Douglas M. Hayes** <sup>(1), (2), (3), (4)</sup>

*President*  
*Hayes Capital Corporation*

**Robert A. McEvoy** <sup>(1), (3), (4)</sup>

*Former Managing Director*  
*Goldman Sachs*

**Gregg J. Mollins**

*Senior Advisor to the Chief Executive Officer*  
*Former President and Chief Executive Officer*  
*Reliance Steel & Aluminum Co.*

**Andrew G. Sharkey, III** <sup>(1), (3), (4)</sup>

*Former President and Chief Executive Officer*  
*American Iron and Steel Institute*

**Douglas W. Stotlar** <sup>(1), (2), (4)</sup>

*Former President and Chief Executive Officer*  
*Con-way Inc.*

## OFFICERS

**James D. Hoffman**

President and Chief Executive Officer

**Karla R. Lewis**

Senior Executive Vice President and Chief  
Financial Officer

**William K. Sales, Jr.**

Executive Vice President, Operations

**Jeffrey W. Durham**

Senior Vice President, Operations

**Stephen P. Koch**

Senior Vice President, Operations

**Michael P. Shanley**

Senior Vice President, Operations

**William A. Smith II**

Senior Vice President, General Counsel,  
and Corporate Secretary

**Arthur Ajemyan**

Vice President and Corporate Controller

**Brenda S. Miyamoto**

Vice President, Corporate Initiatives

**Donald J. Prebola**

Vice President, Health, Safety, and Human Resources

**John A. Shatkus**

Vice President, Internal Audit

**Silva Yeghyayan**

Vice President, Tax

(1) Independent Director

(2) Member of the Audit Committee

(3) Member of the Compensation Committee

(4) Member of the Nominating and Governance Committee

# Corporate Information

## TRANSFER AGENT & REGISTRAR

American Stock Transfer & Trust Company  
6201 15<sup>th</sup> Avenue  
Brooklyn, NY 11219  
800-937-5449  
718-921-8124  
www.amstock.com

## INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

KPMG LLP  
Los Angeles, CA

## RELIANCE STEEL & ALUMINUM CO. CORPORATE HEADQUARTERS

350 South Grand Avenue  
Suite 5100  
Los Angeles, CA 90071  
213-687-7700  
www.rsac.com

## ANNUAL MEETING

10:00 a.m. (Pacific)  
Wednesday, May 15, 2019  
Millennium Biltmore Los Angeles  
506 South Grand Avenue  
Los Angeles, CA 90071  
All stockholders are invited to attend.

## FORM 10-K

A copy of the Annual Report on Form 10-K, filed with the Securities and Exchange Commission, is available at: <http://www.sec.gov> or <http://investor.rsac.com> or upon request to:

Karla R. Lewis  
Senior Executive Vice President and  
Chief Financial Officer  
Reliance Steel & Aluminum Co.  
350 South Grand Avenue  
Suite 5100  
Los Angeles, CA 90071

## INVESTOR RELATIONS CONTACT

Brenda S. Miyamoto  
213-576-2428  
[investor@rsac.com](mailto:investor@rsac.com)

## SECURITIES LISTING

Reliance Steel & Aluminum Co.'s common stock is traded on the New York Stock Exchange under the symbol "RS."



## MARKET PRICE OF COMMON STOCK

The high and low sales prices for the Company's common stock in 2018 were \$97.41 and \$68.62. The following table sets forth the high and low sales prices of the Company's common stock for the stated calendar quarters.

2018	HIGH	LOW
1Q	\$95.97	\$79.84
2Q	\$97.41	\$82.40
3Q	\$94.15	\$83.12
4Q	\$86.61	\$68.62

## STOCKHOLDERS OF RECORD AND DIVIDEND POLICY

As of February 22, 2019, there were 190 record holders of our common stock. We have paid quarterly cash dividends on our common stock for 59 consecutive years. Our Board of Directors has increased the quarterly dividend rate on a periodic basis 26 times since our IPO in 1994.

## FORWARD-LOOKING STATEMENTS

This Annual Report includes statements that, to the extent they are not recitations of historical fact, may constitute forward-looking statements within the meaning of the federal securities laws, and are based on Reliance's current expectations and assumptions. For a discussion identifying important factors that could cause actual results to vary materially from those anticipated in the forward-looking statements, see Reliance's 2018 Form 10-K. As a result, these statements speak only as of the date that they are made, and Reliance disclaims any and all obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.



[RSAC.COM](http://RSAC.COM)