

AMERICAN METAL



DOMESTIC MANUFACTURING MATTERS.
SEE WHAT WE SHOULD DO TO SUPPORT IT.

AMERICAN METAL

The Power of Domestic Manufacturing.	2
Steel's Part in the Story	5
Risk to the American Worker	16
How Zekelman Supports Workers	26
Five Ways to Show Your Support.	30

WE ALL KNOW THE **POWER OF DOMESTIC** MANUFACTURING.

Manufacturing has always been part of the American success story—since the invention of the high-pressure steam engine and the moving assembly line. Manufacturing has laid the foundation for much of our learning, skills development, community growth and economic success, and will continue to help pave the path forward with opportunities for employment and innovation.

15.4
MILLION

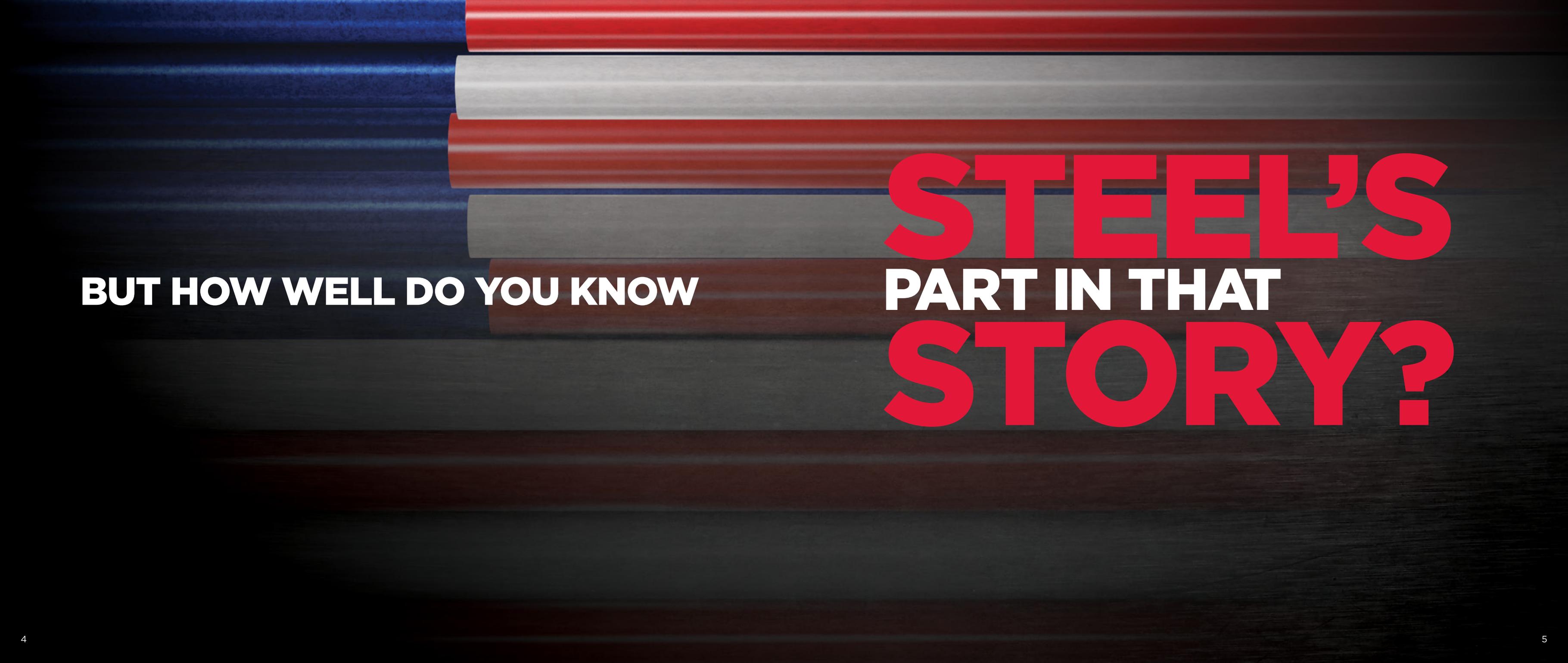
Americans work in manufacturing

\$2.18
TRILLION

was manufacturing's contribution to the U.S. economy in 2016

75%+
OF R&D

in the U.S. private sector is performed by manufacturers

A stack of several pens in various colors including blue, red, and grey, arranged vertically. The pens are slightly offset, creating a layered effect.

BUT HOW WELL DO YOU KNOW

STEEL'S
PART IN THAT
STORY?

STEEL'S STRONG HISTORY IN AMERICA DATES BACK TO THE 1700s.

1776

By the time America declared independence, approximately 80 iron furnaces were operating across the former colonies.

1850s

Pittsburgh native William Kelly experimented with what was later called the Bessemer process, enabling low-cost mass steel production.

1888

U.S. mills began using open hearth furnaces to produce steel, making it easier to use domestic iron ores.

1960

The U.S. steelmaking industry began using the basic oxygen process to speed up production.

1999

Even with increased competition and the popularity of alternative materials, the United States was the world's second-largest steel producer.

These National Tube Works furnaces in Pittsburgh, Pennsylvania, photographed circa 1910, were part of the United States Steel Corporation, the world's first billion-dollar company.



**AS A
STRONG
MATERIAL,
STEEL MAKES
INNOVATION
POSSIBLE.**

STRENGTH
to support massive structures

DUCTILITY
to perform under extreme tensile loading

PROTECTION
from forceful mechanical impact

DURABILITY
to withstand decades of exposure
to weather and corrosive elements

SUSTAINABILITY
to be continually recycled with
no effect on performance



**STEEL HAS A
STRONG
PRESENCE
IN EVERY MARKET
SEGMENT.**

Steel brings strength and innovation to a range of applications — from transportation and infrastructure to power generation and construction.

STEEL SUPPORTS US EVERYWHERE.

Energy & Utilities

Steel is a vital material in the generation, transmission and distribution of electricity, natural gas, solar energy and wind power, as well as the treatment and processing of water.

EVERYWHERE
USA

Oil & Gas

Steel makes the domestic oil and gas industry possible, with applications in drilling, offshore rigs, refineries, pipelines and storage.

Residential

Steel pipes safely bring water, gas and electricity into homes of all sizes — from single-family houses to multi-family complexes.

Commercial & Industrial

Steel tubes provide support for office buildings and big-box retail stores, as well as industrial mezzanines and conveyor systems — and everything in between.

Construction

Steel framework is the structural support for many traditional and modular buildings, allowing structures to meet stringent seismic requirements, even at staggering heights.

National Defense

Steel is prevalent in many national defense projects, making it critical to our country's security.

Infrastructure

Steel provides support above and below ground for roads, bridges, railways, tunnels, airports, ports and subways.

STEEL SUPPORTS EVERYONE.



He and his father drive trucks for steel mills.

Her sister designs buildings with steel modular construction solutions.

His great-great-grandfather mined iron ore for steel production.

She and several of her friends work as lawyers, bankers and accountants with clients in the steel industry.

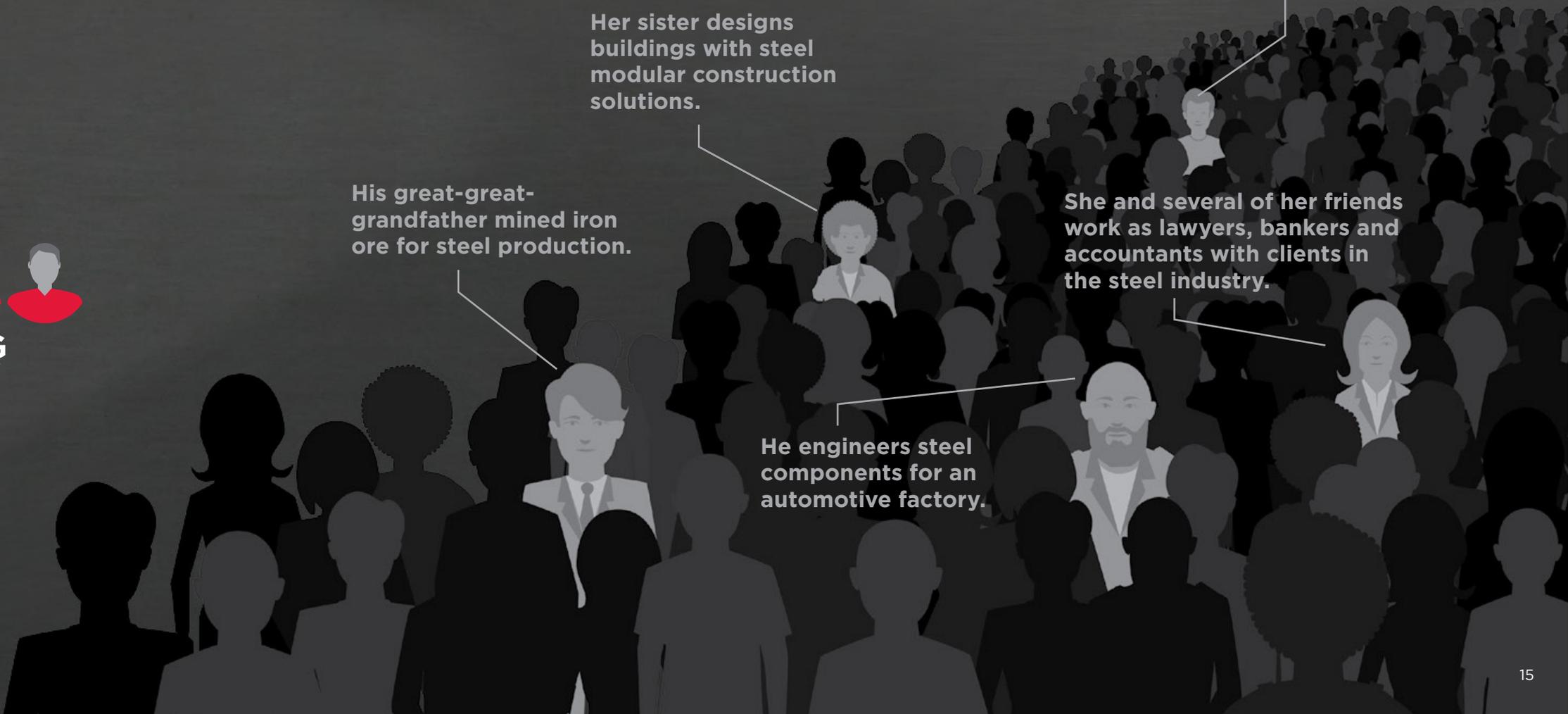
He engineers steel components for an automotive factory.



EVERY JOB IN THE
STEEL INDUSTRY



CREATES 7 SUPPORTING
JOBS IN THE ECONOMY



**BUT
OUR STEEL
AND THE
AMERICAN
WORKER
ARE AT RISK.**

Too many steel imports are being dumped in America and sold at below-market rates... which reduces demand for domestic steel products... which forces U.S. producers and manufacturers to lower their pricing... which results in job loss across the steel industry and beyond.

133%
INCREASE IN IMPORTS
of steel pipe and tube
from 2016 to 2017

12%
**DECREASE IN
DOMESTIC STEEL**
shipments from
2014 to 2015

12K
JOBS LOST
in the American
steel industry
in 2015

**THE
AMERICAN
WORKER**

**NEEDS
OUR
SUPPORT.**



**FROM THE
STEEL MILL WORKER**

You produce the steel that drives our entire industry. Whether you're operating or maintaining equipment, testing steel samples, or loading coils onto railcars, we all depend on you.



**TO THE
MANUFACTURER...**

You keep the line running around the clock, manufacturing steel products and components that provide strong support for countless applications.



**...AND FROM THE
DISTRIBUTOR**

You do what it takes to be sure you always have the steel products your customers demand. You find suppliers, check availability, and bring in stock from other branches when necessary — all to ensure no customer need goes unmet.



**TO THE
CONTRACTOR...**

You install the steel products that make it possible to achieve your customers' objectives — with the strength to perform today, and the durability to continue performing on into the future.

...AND EVERYONE IN BETWEEN.

THAT'S WHAT
**AMERICAN
METAL**
IS ALL ABOUT.



AMERICAN
METAL

IT'S ABOUT STRENGTH. COURAGE. INTEGRITY.

It's at the core of our industry and in the hearts of American workers. Together, we're using steel to build this country into the place where dreams still come true.



HERE'S HOW ZEKELMAN SUPPORTS THE **AMERICAN WORKER.**

At Zekelman Industries, our legacy of delivering successful solutions dates back to 1877. Decade after decade, we've remained committed to our customers and end users—and the strong workers who've made it all possible for generations.



BUILDING COMMUNITIES THROUGH JOBS

At Zekelman Industries, we trace our history back to several small steel businesses. Through smart investments, we've grown each division, helping our employees make a great living in this industry. And we've seen the surrounding communities benefit.

One of Zekelman Industries' 15 manufacturing facilities.



Zekelman Industries does things differently from other pipe and tube mills — evolving, optimizing and investing in modernized factories that work smarter to provide innovative product solutions.



OFFERING SCHOLARSHIPS

Zekelman Industries encourages higher education and urges young people to consider careers in skilled trades and the manufacturing sector. That's why we offer STEM and trade school scholarships that help train the next generation of leaders in the steel industry.

Zekelman Industries awards scholarships to at least five high school graduates per year.

DEMONSTRATING BEST PRACTICES IN MANUFACTURING

We also support the industry by continually raising our standards and advancing our processes. Because the customer comes first in all that we do, we make sure our products are available, affordable and used properly. We measure success with proven KPIs and take an innovative approach to inventory management — keeping operations lean and customers happy.

LOBBYING FOR FAIR TRADE AND DOMESTIC MANUFACTURING

We promote U.S. policy changes that enable fair trade and the use of domestic steel. We also work hard to educate engineers and standards firms on the benefits of using our steel products.



Barry Zekelman, executive chairman and CEO of Zekelman Industries, has spoken with the media and the U.S. Department of Commerce (shown) about the risks of relying too heavily on imported steel pipe and tube products.

FIVE WAYS TO SUPPORT DOMESTIC MANUFACTURING



1 GET INVOLVED!

Contact your elected officials to voice your support for domestic manufacturing and fair trade. **Find their information at usa.gov/elected-officials.** And tell your colleagues, friends and family to get involved, too!

2 CHOOSE AMERICAN METAL!

If you stock, spec or buy steel products, make sure they're American-made.

3 TELL YOUR STORY

Has your family worked in the steel industry for generations? Has the industry improved your community? How does it feel to work in steel? Tell us on social media ([#ChooseAmericanMetal](https://twitter.com/ChooseAmericanMetal) on Twitter and Facebook) or email us at americanmetal@zekelman.com

4 WEAR THE GEAR

Browse our selection of American Metal merchandise, ranging from T-shirts to bandanas. All profits support our American Metal STEM and trade school scholarships! **Order gear at zekelman.com/american-metal-gear**

5 SHOW YOUR SUPPORT AT WORK

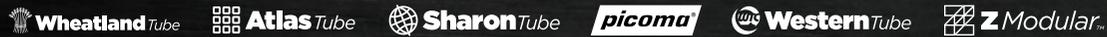
Tell your customers that you support American Metal! We'll send you banners, window and truck decals, and digital signage to display at your workplace. **Request yours at zekelman.com/american-metal-gear**

Learn more at zekelman.com/AmericanMetal

[#ChooseAmericanMetal](https://twitter.com/ChooseAmericanMetal)



Zekelman Industries is the largest independent steel pipe and tube manufacturer in North America and a leader in modular construction innovations. We have the strength to deliver solutions for commercial, industrial and government customers with the shortest lead times in the industry through our family of respected brands:



ZEKELMAN.COM

