# THE ORIGIN

RELIANCE STEEL & ALUMINUM CO.

2014 ANNUAL REPORT





YET OUR AVERAGE ORDER SIZE
REMAINED SMALL – ABOUT \$1,800.

SMALLER CUSTOMERS. SMALLER ORDERS.
THIS IS THE ORIGIN OF OUR SUCCESS.

AND IT'S THE FOUNDATION OF OUR FUTURE.



WE'RE NORTH AMERICA'S BIGGEST,
GETTING BIGGER – AND ALWAYS GETTING
BETTER BY ADDING VALUE, WHILE
RETAINING OUR CORE VALUES.

IN 2014, CASH DIVIDENDS TOTALED \$109 MILLION.

\$50 MILLION OF SHARES WERE REPURCHASED.

CAPITAL EXPENDITURES FUNDING REACHED \$190 MILLION.

\$208 MILLION WAS SPENT TO COMPLETE THREE ACQUISITIONS.



#### FELLOW SHAREHOLDERS

2014 was a year characterized by strong operational execution in challenging industry conditions. Reliance achieved record full-year sales of \$10.45 billion in 2014, up 13.3% from last year and surpassing the \$10 billion milestone for the first time in our history – a terrific way to mark our 75th anniversary year. Operating income increased 34% on a FIFO basis compared to 2013, reflecting the strong performance by our managers in the field, while our net income of \$371.5 million was up 15.5% year-over-year.

Although overall pricing was generally stronger in 2014, steel pricing in particular was impacted by historically high levels of imports, supported, in part, by a strengthening U.S. dollar. This, combined with significant decreases in the prices of scrap and other steelmaking raw materials towards the end of 2014, resulted in declining steel prices that have continued into 2015. Despite significant competitive pressures in the marketplace, we maintained a full year gross profit margin of 25.1%, within our historical range, and an operating profit margin of 5.9%. These margins reflect the skill and resourcefulness of our on-the-ground leaders and their ability to focus on aspects of the business within their control. We appreciate their continued service and dedication.

Reliance significantly outpaced the industry for the full year with a 6.1% increase in same store tons sold, compared to the MSCI average increase of 4.2%. We believe that our performance reflects two important business pillars: our staunch commitment to developing partnerships that result in outstanding customer service at all operational levels; and our continued investments in organic growth, which increase Reliance's market share.

From an end-market perspective, automotive – serviced mainly through our toll processing operations in the U.S. and Mexico – was very strong in 2014, and we believe this trend will continue. Aerospace is benefitting from growing build rates in the commercial airline segment and we expect demand to likewise improve in 2015. Heavy industries, such as rail car, truck trailer, ship building, barge and tank manufacturing, wind and transmission

towers, as well as bridge fabrication, are also performing well. Although agricultural and construction equipment have fallen from their 2013 peak, we are still quite busy servicing this segment of the economy. Non-residential construction continues on its path of steady recovery, although current demand is still well below peak levels. We believe this important end market will continue to grow throughout 2015. Unfortunately, the energy industry began to decline in the latter part of 2014 due to the severe drop in oil prices. As a result, our businesses serving the energy industry have begun reducing expenses and inventories. Nevertheless we expect to be well-positioned to engage in growth when energy market conditions improve.

We completed three acquisitions in 2014, increasing our post-IPO acquisition total to 59. The largest addition to the Reliance family of companies during the year was United Kingdom-based All Metal Services (AMS). With annual net sales approaching \$300 million, AMS provides comprehensive materials management solutions to leading aerospace and defense OEMs and their subcontractors on a global basis, supporting customers in more than 40 countries worldwide. This acquisition significantly expanded our presence in the global aerospace distribution market. We rounded-out our 2014 M&A activity with the acquisitions of Northern Illinois Steel Supply Co., a value-added niche distributor and fabricator of steel and non-ferrous metal products located in Channahon, Illinois, along with Fox Metals and Alloys, Inc., a Houston, Texas-based service center specializing in alloy, carbon, and stainless steel bar and plate products, and primarily supporting the oil, gas, and petrochemical industries. Going forward, accretive acquisitions will remain an important element of our growth strategy. We expect to continue to be a consolidator in our highly fragmented industry by making strategic acquisitions of well-managed metals service centers and processors with product and end-market exposures that support our diversification strategy.

Reliance boasts a healthy balance sheet and has great confidence in our operational execution, which underpin our ongoing efforts and ability to invest in business growth while returning value to you, our shareholders, through dividends and share repurchases. We invested \$190 million in capital expenditures in 2014, the majority of which supported organic growth initiatives. In October, our Board of Directors approved an extension of our share repurchase program through the end of 2017 and during the fourth quarter of 2014, we repurchased nearly 760,000 shares for approximately \$50 million. Given our strong liquidity, we believe opportunistic share repurchases are an appropriate use of the Company's capital resources. In addition, Reliance paid cash dividends totaling \$1.40

per share in 2014, an increase of 11.1% over 2013, and in February 2015, the Board of Directors increased the quarterly dividend to \$0.40, an increase of 14.3%. Reliance has paid regular quarterly dividends for 55 consecutive years and we have increased the dividend 22 times since our IPO in 1994. We remain committed to returning value to our shareholders.

2014 was an especially meaningful year as we celebrated dual anniversaries: 75 years since our founding and 20 years as a publicly traded company. In August, our executive leadership team rang the closing bell above the trading floor of the New York Stock Exchange. We also looked outward to our communities. We continued to honor our nation's veterans by supporting Workshops For Warriors, a nonprofit organization that trains veterans for jobs in the manufacturing sector. We also embarked on our first enterprise-wide fundraising campaign to rally support for the American Red Cross, which was a resounding success.

We recently announced an executive leadership succession plan that is both consistent with, and complementary to, Reliance's growth strategy. Our industry-leading results support our belief that we have the best managers in the metals service center industry, and our executive management sets the standard for excellence throughout Reliance. Our succession plan ensures that our executive management team will continue to provide Reliance with experienced and creative leadership that both preserves our culture and embraces progress – all with the purpose of delivering financial results that generate shareholder value.

As we look ahead to 2015 – and beyond – our future is bright. Reliance has a broad range of products, significant customer diversification, a wide geographic footprint, and exposure to high-growth end markets. We would like to thank our dedicated and talented employees, as well as our loyal customers and suppliers, for their continued support. Their combined efforts have enabled us to consistently achieve industry-leading operating results. We move forward very confident in our ability to build upon our track record of success and enhance shareholder value.

David H. Hannah

Chairman of the Board and

Chief Executive Officer

Gregg J. Mollins

Soul H. Haunoh Krug Molle Karla Lewis

President and

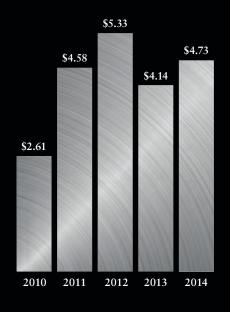
Chief Operating Officer

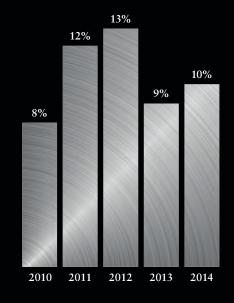
Karla R. Lewis

Executive Vice President and

Chief Financial Officer

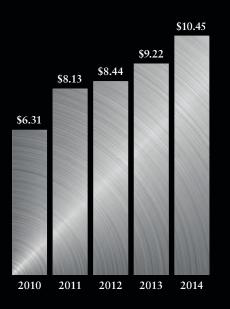
## EARNINGS PER SHARE (DILUTED) RETURN ON EQUITY (% RETURN)

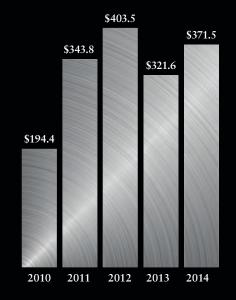




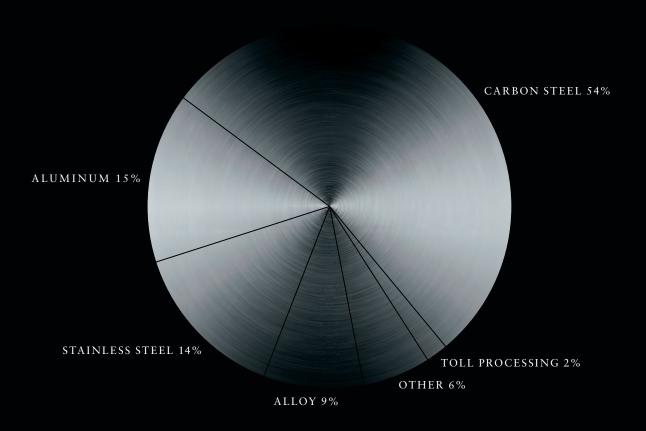
NET SALES (IN BILLIONS)

NET INCOME (IN MILLIONS)





# SALES BY COMMODITY

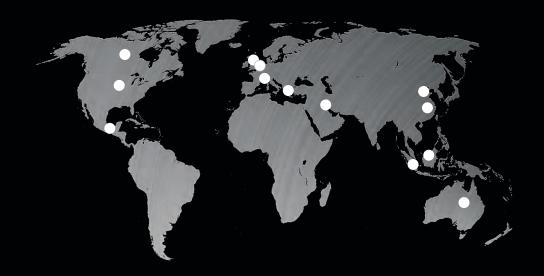


# SALES BY REGION

MIDWEST 30% SOUTHEAST 18% WEST/SOUTHWEST 17% CALIFORNIA 9% MID-ATLANTIC 7% NORTHEAST 6% INTERNATIONAL 6% PACIFIC NORTHWEST 4% MOUNTAIN 3%

# GEOGRAPHIC PRESENCE

| STATES      | Georgia   | Maryland      | New Hampshire  | Pennsylvania   | INTERNA   | TIONAL         |
|-------------|-----------|---------------|----------------|----------------|-----------|----------------|
| Alabama     | Idaho     | Massachusetts | New Jersey     | South Carolina | Australia | Singapore      |
| Arizona     | Illinois  | Michigan      | New Mexico     | Tennessee      | Belgium   | South Korea    |
| Arkansas    | Indiana   | Minnesota     | New York       | Texas          | Canada    | Turkey         |
| California  | Iowa      | Mississippi   | North Carolina | Utah           | China     | The U.A.E.     |
| Colorado    | Kansas    | Missouri      | Ohio           | Virginia       | France    | United Kingdom |
| Connecticut | Kentucky  | Montana       | Oklahoma       | Washington     | Malaysia  |                |
| Florida     | Louisiana | Nevada        | Oregon         | Wisconsin      | Mexico    |                |



| SALES BY PRODUCT               |     | Common alloy aluminum sheet & coil                    | 4% |
|--------------------------------|-----|---|----|
| Carbon steel plate             | 13% | Common alloy aluminum plate                           | 1% |
| Carbon steel structurals       | 10% | Heat-treated aluminum sheet & coil                    | 1% |
| Carbon steel bar               | 9%  | Stainless steel bar & tube                            | 6% |
| Carbon steel tubing            | 8%  | Stainless steel sheet & coil                          | 6% |
| Hot-rolled steel sheet & coil  | 7%  | Stainless steel plate                                 | 2% |
| Galvanized steel sheet & coil  | 4%  | Alloy bar, rod & tube                                 | 8% |
| Cold-rolled steel sheet & coil | 3%  | Alloy plate, sheet & coil                             | 1% |
| Aluminum bar & tube            | 5%  | Miscellaneous, including brass, copper & titanium     | 6% |
| Heat-treated aluminum plate    | 4%  | Toll processing of aluminum, carbon & stainless steel | 2% |

#### SELECTED CONSOLIDATED FINANCIAL DATA

In millions, other than per share data

| Year Ended December 31,   | 2014       | 2013      | 2012      | 2011      | 2010      |
|---|------------|-----------|-----------|-----------|-----------|
|   |            |           |           |           |           |
| Income Statement Data:  |            |           |           |           |           |
| Net sales   | \$10,451.6 | \$9,223.8 | \$8,442.3 | \$8,134.7 | \$6,312.8 |
| Cost of sales (exclusive of depreciation and amortization expense included in operating expenses) | 7,830.6    | 6,826.2   | 6,235.4   | 6,148.7   | 4,727.9   |
| Gross profit <sup>(1)</sup>   | 2,621.0    | 2,397.6   | 2,206.9   | 1,986.0   | 1,584.9   |
| Operating expenses <sup>(2)</sup>   | 2,003.6    | 1,845.7   | 1,547.7   | 1,413.2   | 1,224.2   |
| Operating income  | 617.4      | 551.9     | 659.2     | 572.8     | 360.7     |
| Other income (expense):   |            |           |           |           |           |
| Interest expense  | (81.9)     | (77.5)    | (58.4)    | (59.8)    | (61.2)    |
| Other income (expense), net   | 10.8       | 3.9       | 8.6       | (1.4)     | (3.0)     |
| Income before income taxes  | 546.3      | 478.3     | 609.4     | 511.6     | 296.5     |
| Provision for income taxes  | 170.0      | 153.6     | 201.1     | 162.4     | 98.6      |
| Net income  | 376.3      | 324.7     | 408.3     | 349.2     | 197.9     |
| Less: Net income attributable to noncontrolling interests   | 4.8        | 3.1       | 4.8       | 5.4       | 3.5       |
| Net income attributable to Reliance   | \$371.5    | \$321.6   | \$403.5   | \$343.8   | \$194.4   |
|   |            |           |           |           |           |
| Earnings Per Share:   |            |           |           |           |           |
| Net income per share attributable to Reliance shareholders - diluted                              | \$4.73     | \$4.14    | \$5.33    | \$4.58    | \$2.61    |
| Net income per share attributable to Reliance shareholders - basic                                | \$4.78     | \$4.19    | \$5.36    | \$4.60    | \$2.62    |
| Weighted average common shares outstanding - diluted  | 78.6       | 77.6      | 75.7      | 75.0      | 74.5      |
| Weighted average common shares outstanding - basic  | 77.7       | 76.8      | 75.2      | 74.8      | 74.2      |
|   |            |           |           |           |           |
| Other Data:   |            |           |           |           |           |
| Cash flow from operations   | \$356.0    | \$633.3   | \$601.9   | \$234.8   | \$214.1   |
| Capital expenditures  | 190.4      | 168.0     | 214.0     | 156.4     | 111.4     |
| Cash dividends per share  | 1.40       | 1.26      | 0.80      | 0.48      | 0.40      |
|   |            |           |           |           |           |
| Balance Sheet Data (December 31):   |            |           |           |           |           |
| Working capital   | \$2,458.3  | \$2,165.5 | \$1,699.2 | \$1,698.3 | \$1,192.3 |
| Total assets  | 7,836.6    | 7,341.0   | 5,857.7   | 5,605.9   | 4,668.9   |
| Long-term debt(3)   | 2,223.8    | 2,072.5   | 1,124.0   | 1,320.5   | 857.8     |
| Long-term debt  |            |           |           |           | 007.0     |

<sup>(1)</sup> 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. The majority 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, are not significant and are excluded from our cost of sales. Therefore, our cost of sales is primarily 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.

<sup>(2)</sup> Operating expenses include warehouse, delivery, selling, general and administrative expenses, depreciation and amortization expense. In 2014, 2013, and 2012, operating expenses include various non-recurring charges.

<sup>(3)</sup> Long-term debt includes the long-term portion of capital lease obligations.

#### SELECTED CONSOLIDATED FINANCIAL DATA

In millions, other than per share data

| Year Ended December 31,   | 2014       | 2013      | 2012      | 2011      |  |
|---|------------|-----------|-----------|-----------|--|
| Income Statement Data:(1)   |            |           |           |           |  |
| Net sales   | \$10,451.6 | \$9,223.8 | \$8,442.3 | \$8,134.7 |  |
| Operating income <sup>(1)</sup>                                   | 617.4      | 551.9     | 659.2     | 572.8     |  |
| Net income attributable to Reliance                               | 371.5      | 321.6     | 403.5     | 343.8     |  |
| Pretax income <sup>(2)</sup>                                      | 546.3      | 478.3     | 609.4     | 511.6     |  |
| Income taxes  | 170.0      | 153.6     | 201.1     | 162.4     |  |
| Weighted average shares outstanding - diluted <sup>(3), (4)</sup> | 78.6       | 77.6      | 75.7      | 75.0      |  |
|   |            |           |           |           |  |
| Balance Sheet Data:   |            |           |           |           |  |
| Current assets  | \$3,121.1  | \$2,738.9 | \$2,277.4 | \$2,274.7 |  |
| Working capital   | 2,458.3    | 2,165.5   | 1,699.2   | 1,698.3   |  |
| Net fixed assets  | 1,656.4    | 1,603.9   | 1,240.7   | 1,105.5   |  |
| Total assets  | 7,836.6    | 7,341.0   | 5,857.7   | 5,605.9   |  |
| Current liabilities   | 662.8      | 573.4     | 578.2     | 576.4     |  |
| Long-term debt <sup>(5)</sup>                                     | 2,223.8    | 2,072.5   | 1,124.0   | 1,320.5   |  |
| Total Reliance shareholders' equity                               | 4,099.0    | 3,874.6   | 3,558.4   | 3,143.9   |  |
| Per Share Data:(3)  |            |           |           |           |  |
| Earnings - diluted  | \$4.73     | \$4.14    | \$5.33    | \$4.58    |  |
| Dividends   | \$1.40     | \$1.26    | \$0.80    | \$0.48    |  |
| Book value <sup>(6)</sup>   | \$53.03    | \$49.99   | \$46.82   | \$41.92   |  |
|   |            |           |           |           |  |
| Ratio Analysis:   |            |           |           |           |  |
| Return on Reliance shareholders' equity(7)                        | 9.6%       | 9.0%      | 12.8%     | 12.2%     |  |
| Current ratio   | 4.7        | 4.8       | 3.9       | 3.9       |  |
| Net debt-to-total capital ratio <sup>(8)</sup>                    | 35.0%      | 34.3%     | 23.8%     | 28.4%     |  |
| Gross profit margin <sup>(9)</sup>                                | 25.1%      | 26.0%     | 26.1%     | 24.4%     |  |
| Operating income margin <sup>(1)</sup>                            | 5.9%       | 6.0%      | 7.8%      | 7.0%      |  |
| Pretax income margin <sup>(2)</sup>                               | 5.2%       | 5.2%      | 7.2%      | 6.3%      |  |
| Net income margin - Reliance                                      | 3.6%       | 3.5%      | 4.8%      | 4.2%      |  |
|   |            |           |           |           |  |

<sup>(1)</sup> Operating income represents net sales less cost of sales, warehouse, delivery, selling, general and administrative expenses, and depreciation and amortization expense. Certain reclassifications were made to 2007 and prior years to include amortization expense in the calculation of Operating income. In 2012 and 2013, the calculation of Operating income also includes impairment charges.

<sup>(2)</sup> The adoption of accounting rule changes in 2009 affected the presentation of noncontrolling interests. Prior year pretax income and margin amounts have been retrospectively adjusted to conform to the current presentation.

<sup>(3)</sup> Amounts have been retrospectively adjusted to reflect the July 2006 2-for-1 stock split. Per share amounts based upon weighted average shares are on a diluted basis.

<sup>(4) 2006</sup> includes the issuance of approximately 9 million shares related to an acquisition.

<sup>(5)</sup> Long-term debt includes the long-term portion of capital lease obligations.

<sup>(6)</sup> Book value per share is calculated as Reliance shareholders' equity divided by number of common shares outstanding as of December 31 of each year.

| 2004      | 2005      | 2006      | 2007      | 2008      | 2009      | 2010      |
|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|           |           |           |           |           |           |           |
|           |           |           |           |           |           |           |
| \$2,943.0 | \$3,367.1 | \$5,742.6 | \$7,255.7 | \$8,718.8 | \$5,318.1 | \$6,312.8 |
| 303.7     | 363.5     | 627.4     | 723.5     | 853.0     | 250.4     | 360.7     |
| 169.7     | 205.4     | 354.5     | 408.0     | 482.8     | 148.2     | 194.4     |
| 279.2     | 342.0     | 571.4     | 654.7     | 766.6     | 195.5     | 296.5     |
| 100.2     | 127.8     | 216.6     | 246.4     | 282.9     | 46.3      | 98.6      |
| 65.4      | 66.2      | 73.6      | 76.1      | 73.6      | 73.7      | 74.5      |
|           |           |           |           |           |           |           |
| \$733.2   | \$847.3   | \$1,675.4 | \$1,721.4 | \$2,302.4 | \$1,390.9 | \$1,700.9 |
| 458.5     | 513.5     | 1,124.7   | 1,121.5   | 1,652.2   | 973.3     | 1,192.3   |
| 458.8     | 479.7     | 742.7     | 824.6     | 998.7     | 981.3     | 1,025.3   |
| 1,563.3   | 1,769.1   | 3,614.2   | 3,983.5   | 5,195.5   | 4,306.8   | 4,668.9   |
| 274.7     | 333.8     | 550.7     | 599.9     | 650.2     | 417.6     | 508.6     |
| 380.9     | 306.8     | 1,088.1   | 1,013.3   | 1,675.6   | 852.6     | 857.8     |
| 822.6     | 1,029.9   | 1,746.4   | 2,106.2   | 2,431.4   | 2,606.4   | 2,823.7   |
|           |           |           |           |           |           |           |
| \$2.60    | \$3.10    | \$4.82    | \$5.36    | \$6.56    | \$2.01    | \$2.61    |
| \$0.13    | \$0.19    | \$0.22    | \$0.32    | \$0.40    | \$0.40    | \$0.40    |
| \$12.59   | \$15.56   | \$23.07   | \$28.12   | \$33.17   | \$35.34   | \$37.83   |
|           |           |           |           |           |           |           |
| 26.2%     | 25.0%     | 27.3%     | 23.4%     | 22.9%     | 6.1%      | 7.5%      |
| 2.5       | 2.5       | 3.0       | 2.9       | 3.5       | 3.3       | 3.3       |
| 33.6%     | 23.8%     | 37.6%     | 32.4%     | 41.4%     | 25.6%     | 23.5%     |
| 28.3%     | 27.3%     | 26.3%     | 25.3%     | 24.8%     | 26.3%     | 25.1%     |
| 10.3%     | 10.8%     | 10.9%     | 10.0%     | 9.8%      | 4.7%      | 5.7%      |
| 9.5%      | 10.2%     | 10.0%     | 9.0%      | 8.8%      | 3.7%      | 4.7%      |
| 5.8%      | 6.1%      | 6.2%      | 5.6%      | 5.5%      | 2.8%      | 3.1%      |

<sup>(7)</sup> Return on Reliance shareholders' equity is based on the beginning of year equity amount, except for 2006, which is adjusted for a 2006 acquisition using \$360.5 million of common stock as partial consideration.

<sup>(8)</sup> Net debt-to-total capital ratio is calculated as total debt (net of cash) divided by Reliance shareholders' equity plus total debt (net of cash).

<sup>(9)</sup> 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. The majority 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 primarily 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.

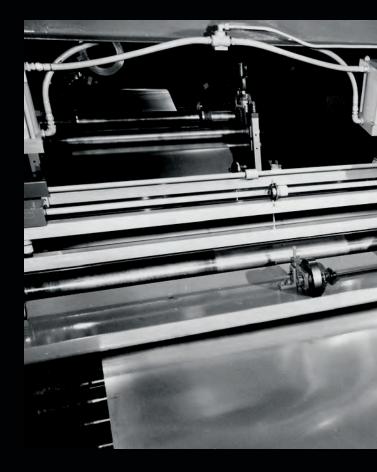




# CONSISTENCY IS KEY

GREGG J. MOLLINS
PRESIDENT & CHIEF OPERATING OFFICER

We sell more than just steel. And I don't just mean our other metals like aluminum, copper, brass, and titanium. At the core of who Reliance is, we offer service and solutions. On the business side of things, that means inventory turn. Gross profit. Sounds like a broken record, but there's no need to reinvent the wheel when it comes to profitability. No doubt, we're a fairly large company – and we're growing. The way I see it, though, we're made up of a lot of small companies, doing our best to serve our customers' exact needs. We know each other's names and care about our employees and their families. That's who we are. And no matter how big we become, this will always be a part of the Reliance way.







## SPREADING OUR WINGS

WILLIAM K. SALES, JR.
SENIOR VICE PRESIDENT, OPERATIONS

Reliance entered the aerospace industry in 1997, when we acquired AMI Metals, an industry leader in aerospace aluminum, and Service Steel Aerospace, one of the world's largest aerospace steel distributors. Subsequent acquisitions made by SSA further expanded our aerospace product line to include titanium, maraging, and nickel products. Most recently, on August 1, 2014, All Metal Services joined our family of companies, nearly doubling our European presence. Serving customers in 40 countries, AMS was the world's largest independent raw material service provider to the aerospace and defense industries. Also in 2014, AMI opened new service centers in Figeac, France and Ankara, Turkey. As aerospace grows globally, Reliance is poised to grow alongside it.



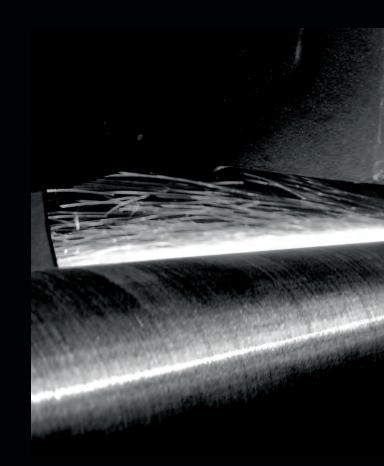


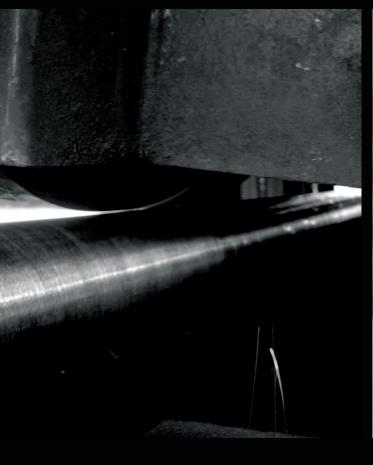


# ENERGIZED FOR THE FUTURE

JAMES D. HOFFMAN
SENIOR VICE PRESIDENT, OPERATIONS

Many of Reliance's recent acquisitions have been focused on growing our presence in the energy space. We believe that this market, despite its recent downturn, holds excellent and profitable promise in the long term. For one thing, making specialized equipment requires specialized processing on parts, which increases our service offerings and our margins. Moreover, our various subsidiaries – which focus on different aspects of the energy industry – gain new opportunities to work together, providing comprehensive solutions for customers to increase their supply chain efficiency. When we combine our value-added services with value-added solutions, it's a win-win for customers and Reliance alike.







#### 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

#### Central Plains Steel Co.

Wichita, KS 316-636-4500

#### MetalCenter

Los Angeles, CA 562-944-3322

#### Reliance Aerospace Solutions

Cypress, CA 714-503-3204

#### Reliance Metalcenter

Colorado Springs, CO 719-390-4911

Dallas, TX 817-640-7222

Oakland, CA 510-476-4400

Phoenix, AZ 602-275-4471

Salt Lake City, UT 801-974-5300

San Antonio, TX 210-661-2301 San Diego, CA 619-263-2141

Reliance Steel Company Albuquerque, NM 505-247-1441

Los Angeles, CA 323-583-6111

#### 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

Bangalore, India Sales Office 91 8028 379 124

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

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

A Subsidiary of All Metal Services Limited Xi'an, People's Republic of China 86 29 8612 5300 All Metal Services (Malaysia) Sdn. Bhd. A Subsidiary of All Metal Services Limited Selangor Darul Ehsan, Malaysia 60 378 035 643

#### Allegheny Steel Distributors, Inc.

Pittsburgh, PA 412-767-5000

#### Aluminum and Stainless, Inc.

Lafayette, LA Headquarters 337-837-4381

New Orleans, LA 504-586-9191

#### American Metals Corporation

Portland, OR Corporate Office 503-651-6700

#### American Steel

A Division of American Metals Corporation Portland, OR 503-651-6700

Seattle, WA 253-437-4080

#### American Metals

A Division of American Metals Corporation Fresno, CA 559-266-0881

Sacramento, CA 916-371-7700

#### Lampros Steel

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

#### Haskins Steel Co., Inc.

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

#### AMI Metals, Inc.

Nashville, TN Corporate Office 615-377-0400

Fort Worth, TX 817-831-9586

Los Angeles, CA 909-429-1336

Seattle, WA 253-735-0181 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 44 845 853 6149

Bralco Metals (Australia) Pty Ltd

Melbourne, Australia 61 3 9310 5566

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

Chapel Steel Corp.

Philadelphia, PA Headquarters 610-705-0477

Birmingham, AL 205-781-0317

Chicago, IL 815-937-1970

Houston, TX 713-462-4449

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 **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

Clayton Metals, Inc.

Chicago, IL Headquarters 630-860-7000

Los Angeles, CA 562-921-7070

Newark, NJ 973-588-1100

Continental Alloys & Services Inc.

Houston, TX Headquarters 281-376-9600

Lafayette, LA 337-837-9311

Continental Valve & Fittings A Division of Continental Alloys

& Services Inc. Brownsville, TX 956-838-0516

Mobile, AL 251-602-5421

Continental Alloys & Services, Inc.

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

Continental Alloys & Services (Malaysia) Sdn. Bhd.

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

Continental Alloys & Services Limited A Subsidiary of Reliance Metals UK Holding Limited—Holding Company

Aberdeenshire, Scotland 44 1779 480 420

Brechin, Scotland 44 1356 625 515 Continental Alloys & Services Pte. Ltd.

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

Continental Alloys Middle East FZE

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

**Crest Steel Corporation** 

Cypress, CA Corporate and Sales Office 714-822-5222

Phoenix, AZ 480-968-6156

Riverside, CA 951-727-2600

Delta Steel, Inc. Houston, TX Corporate Office 713-623-8080

Chicago, IL 817-293-5015

Clute, TX 713-635-1200

Fort Worth, TX 817-293-5015

Houston, TX 713-635-1200

San Antonio, TX 210-661-4641

Tulsa, OK 918-437-7501

Smith Pipe & Steel Company

A Subsidiary of Delta Steel, Inc. Phoenix, AZ

Phoenix, AZ 602-257-9494

Diamond Manufacturing Company

Wyoming, PA Headquarters 800-233-9601

Cedar Hill, TX 972-291-8800

Michigan City, IN 219-874-2374

McKey Perforated Products Co.

A Division of Diamond Manufacturing Company Manchester, TN 931-723-3636 McKey Perforating Co.

A Division of Diamond Manufacturing

Company

New Berlin, WI 800-233-9601

Perforated Metals Plus

A Division of Diamond Manufacturing

Company Charlotte, NC 704-598-0443

Durrett Sheppard Steel Co., Inc.

Baltimore, MD 410-633-6800

Earle M. Jorgensen Company

Los Angeles, CA Corporate Office 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 704-421-7239

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 330-425-1500

Salt Lake City, UT 801-532-2543

Seattle, WA 253-872-0100

St. Louis, MO 314-291-6080

**Encore Metals USA** 

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

Salt Lake City, UT 801-383-3808

Seattle, WA 206-623-6672

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

780-801-4015

Montreal, Quebec, Canada

450-661-5181

Northbay, 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

604-940-0439

Calgary, Alberta, Canada

403-236-1418

Edmonton, Alberta, Canada

780-436-6660

Winnipeg, Manitoba, Canada

204-663-1450

Team Tube

A Division of Reliance Metals

Canada Limited

Vancouver, British Columbia, Canada

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

60 7 531 9155

Everest Metals (Suzhou) Co., Ltd.

A Subsidiary of Reliance Asia Holding Pte. Ltd.—Holding Company Suzhou, People's Republic of China

86 512 6760 7075

Feralloy Corporation Chicago, IL

Corporate Office 773-380-1500

Charleston, SC 843-336-4107

Decatur, AL 256-301-0500

Granite City, IL 618-452-2500

Portage, IN 219-787-9698

GH Metal Solutions, Inc. A Subsidiary of Feralloy Corporation Fort Payne, AL 256-845-5411

Acero Prime S. de R.L.de C.V A Joint Venture of Feralloy Corporation 60% Owned San Luis Potosi, Mexico Headquarters 52 444 870 7700

Ramos Arizpe, Mexico 52 844 450 6400

Toluca, Mexico 52 722 262 5500

Feralloy Processing Company A Joint Venture of Feralloy Corporation

51% Owned Portage, IN 219-787-8773

**FP Structural Solutions** 

A Joint Venture of Feralloy Corporation 70% Owned Stockton, CA 209-234-0548

Indiana Pickling and 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, Texas 281-890-6666

Infra-Metals Co. Philadelphia, PA Corporate Office 215-741-1000

Baltimore, MD 410-355-1664

Hallandale, FL Sales Office 954-454-1564

Marseilles, IL 815-795-5002

New Boston, OH 740-353-1350

Petersburg, VA 804-957-5900

Tampa, FL 813-626-6005

Wallingford, CT 203-294-2980

Athens Steel

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

IMS Steel

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

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 309-699-7251

Bridgeton, MO 309-699-7251

Liebovich Steel & Aluminum Company A Division of Liebovich Bros., Inc. Rockford, IL Headquarters

Cedar Rapids, IA 319-366-8431 Green Bay, WI 920-759-3500

815-987-3200

Metals USA, Inc. Ft. Lauderdale, FL Corporate Office 954-202-4000 Gregor Technologies, LLC A Subsidiary of Metals USA, Inc. Torrington, CT 860-482-2569

Metals USA Carbon Flat Rolled, Inc. A Subsidiary of Metals USA, Inc. Jeffersonville, IN 812-288-8906

Madison, IL 618-452-6000

Randleman, NC 336-498-8900

Springfield, OH 937-882-6354

Thomasville, AL 334-636-5665

Wooster, OH 330-264-8416

Metals USA Plates and Shapes Northeast, L.P. A Subsidiary of Metals USA, Inc.

Ambridge, PA 724-266-7708

Langhorne, PA 267-580-2100

Newark, NJ 973-242-1000

North Canton, OH 330-966-3401

Philadelphia, PA 215-673-9300

Philadelphia, PA 610-326-5030

Seekonk, MA 508-399-8500

York, PA 717-757-3549

Metals USA Plates and Shapes Southcentral, Inc. A Subsidiary of Metals USA, Inc.

Cedar Hill, TX 972-299-6497

Enid, OK 580-233-0411

Muskogee, OK 918-682-7833

Tulsa, OK 918-583-2222 Metals USA Plates and Shapes Katy, TX Boise, ID Southeast, Inc. 281-391-3433 208-323-8045 A Subsidiary of Metals USA, Inc. Columbus, MS Odessa, TX Eugene, OR 662-327-9170 432-561-5446 541-485-1876 Greensboro, NC Richardson, TX Seattle, WA 336-674-7991 972-231-5176 253-796-2840 Jacksonville, FL Thomasville, GA Spokane, WA 904-766-0003 229-225-9965 509-535-0326 Mobile, AL Tulsa, OK PDM Steel Service Centers, Inc. 251-456-4531 918-252-5781 Stockton, CA Headquarters Oakwood, GA Metalweb Limited 209-943-0555 770-536-1214 Birmingham, United Kingdom Headquarters Boise, ID 208-343-6298 44 121 328 7700 Waggaman, LA 504-431-7010 Kilkeel, United Kingdom Denver, CO 303-297-1456 Metals USA Specialty Metals 44 2841 330 277 Northcentral, Inc. London, United Kingdom A Subsidiary of Metals USA, Inc. Fresno, CA Anaheim, CA 44 199 245 0300 559-442-1410 714-238-7240 Manchester, United Kingdom Las Vegas, NV Germantown, WI 44 161 483 9662 702-413-0067 262-255-4444 Oxford, Kingdom Provo, UT Horicon, WI 44 186 588 4499 801-798-8676 920-485-3133 National Specialty Alloys, Inc. Reno, NV Horicon, WI Houston, TX 775-358-1441 920-485-9750 Headquarters 281-345-2115 Santa Clara, CA 408-988-3000 Liberty, MO 816-415-0004 Anaheim, CA 714-870-7800 Vancouver, WA Northbrook, IL 360-225-1133 847-291-2400 Buford, GA 770-945-9255 PDM (Feralloy) Plymouth, MN A Division of PDM Steel Service Centers, Inc. 763-553-1550 Tulsa, OK Stockton, CA 918-933-6477 209-234-0548 Rockford, IL 815-964-9471 Aleaciones Especiales de Mexico S. de Phoenix Corporation R.L. de C.V. Doing Business as Phoenix Metals Company Rockford, IL A Subsidiary of National Specialty Atlanta, GA 815-874-8536 Alloys, Inc. Headquarters Cuautitlan, Mexico 770-447-4211 52 55 2225 0835 Union, NJ 908-686-8401 Baton Rouge, LA Northern Illinois Steel Supply Co. 225-272-3228 Walker, MI Channahon, IL 616-453-9845 815-467-9000 Birmingham, AL 205-841-7477 Ohio River Metal Services, Inc. Pacific Metal Company A Subsidiary of Metals USA, Inc. Portland, OR Charlotte, NC

Headquarters

503-454-1051

Billings, MT

406-245-2210

704-588-7075

Cincinnati, OH

513-727-4763

219-886-2777

Gary, IN

Jeffersonville, IN

The Richardson Trident Company, LLC

A Subsidiary of Metals USA, Inc.

812-282-4770

Houston, TX

713-462-2410

Kansas City, KS 913-321-5200

Nashville, TN 931-486-1456

Philadelphia, PA 610-321-0866

Richmond, VA 804-222-5052

Russellville, AR 479-452-3802

St. Louis, MO 636-379-4050

Tampa, FL 813-626-8999

Precision Flamecutting and Steel, Inc.

Houston, TX 281-477-1600

Precision Strip Inc. Minster, OH

Headquarters 419-628-2343

Bowling Green, KY 270-542-6100

Dayton, OH 937-667-6255

Gary, IN 219-787-6208

Indianapolis, IN 765-778-4452

Kenton, OH 419-674-4186

Middletown, OH 513-423-4166

Rockport, IN 812-362-6480

Talladega, AL 256-315-2345

Toledo, OH 419-661-1100

Vonore, TN 423-884-2450

Reliance Metalcenter Asia Pacific Pte. Ltd. A Subsidiary of Reliance Asia Holding Pte. Ltd.— Holding Company

Jurong, Singapore 65 6265 1211 Service Steel Aerospace Corp.

Tacoma, WA Headquarters 253-627-2910

Canton, OH 330-833-5800

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

Birmingham, AL 205-326-6826

Louisville, KY 502-716-5140

Nashville, TN 615-242-4444

Spartanburg, SC 864-599-9988

East Tennessee Steel Supply

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

Sunbelt Steel Texas, Inc.

Houston, TX Headquarters 713-937-4300

Lafayette, LA 337-330-4140

Toma Metals, Inc.

Johnstown, PA 814-536-3596

Valex Corp. 97% Owned Ventura, CA

Headquarters and Manufacturing Facility 805-658-0944

Valex China Co., Ltd.

A Subsidiary of Valex Holdings Limited— Holding Company, 92% Owned by Valex Corp. Shanghai, People's Republic of China 86 21 5818 3189

Valex Korea Co., Ltd.

A 94% Owned Subsidiary of Valex Corp. Seoul, Republic of Korea 82 31 683 0119

Viking Materials, Inc. Minneapolis, MN Headquarters 612-617-5800

Chicago, IL 847-451-7171

Yarde Metals, Inc.

Hartford, CT Headquarters 860-406-6061

Cleveland, OH 330-342-7020

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

# DESIGN: STOYAN PHOTOGRAPHY: YOUNG LEE

#### CORPORATE DIRECTORY

#### **DIRECTORS**

David H. Hannah<sup>(1)</sup> Chairman of the Board and Chief Executive Officer

Gregg J. Mollins<sup>(1)</sup> President and Chief Operating Officer

Sarah J. Anderson<sup>(1), (2), (3), (4)</sup> Former Partner Ernst & Young LLP A public accounting firm

John G. Figueroa<sup>(1), (3), (4)</sup> Chief Executive Officer Genoa Healthcare

Thomas W. Gimbel<sup>(1), (4)</sup>
Former Trustee
The Florence Neilan Trust

Douglas M. Hayes<sup>(1), (2), (3)</sup> Hayes Capital Corporation An investment banking firm

Mark V. Kaminski<sup>(1), (2), (3), (4), (5)</sup> Executive Chairman and Officer Graniterock

Andrew G. Sharkey, III<sup>(1), (2), (3), (4)</sup>
Former President and Chief Executive Officer American Iron and Steel Institute

Leslie A. Waite<sup>(1), (2), (3)</sup>
Former Managing Director and
Current Senior Portfolio Manager
Lombardia Capital Partners, LLC
An investment counseling firm

#### **OFFICERS**

David H. Hannah Chief Executive Officer

**Gregg J. Mollins**President and Chief Operating Officer

Karla R. Lewis Executive Vice President and Chief Financial Officer

James D. Hoffman Senior Vice President, Operations

Stephen P. Koch Senior Vice President, Operations

William K. Sales, Jr. Senior Vice President, Operations

Michael P. Shanley Senior Vice President, Operations

Sheldon U. Tenenbaum Senior Vice President, Supplier Development

Arthur Ajemyan Vice President and Corporate Controller Susan Borchers
Chief Information Officer

Brenda S. Miyamoto Vice President, Corporate Initiatives

Donna M. Newton Vice President, Benefits

Donald J. Prebola Vice President, Human Resources

John A. Shatkus Vice President, Internal Audit

William A. Smith II Vice President, General Counsel and Corporate Secretary

Silva Yeghyayan Vice President, Tax

Bernie J. Herrmann President of Allegheny Steel Distributors, Inc.

David L. Potts
Ronald T. Stocker
Managing Directors of All Metal
Services Limited

Joseph B. Wolf, Sr.
President of Aluminum and Stainless, Inc.

Nicole Heater President of American Metals Corporation

Scott A. Smith President of AMI Metals, Inc.

Brian M. Tenenbaum President of CCC Steel, Inc.

Stanley J. Altman
President of Chapel Steel Corp.

Jerome Rooney
President of Chatham Steel Corporation

Brian K. Cleveland President of Clayton Metals, Inc.

Randall C. Zajicek
President of Continental Alloys & Services Inc.

Kristofer M. Farris President of Crest Steel Corporation

Eric J. Offenberger President of Delta Steel, Inc.

David L. Simpson President of Diamond Manufacturing Company

James Desmond President of Earle M. Jorgensen Company

Carlos Rodriquez-Borjas President of Feralloy Corporation James D. Hoffman President of Fox Metals and Alloys, Inc.

Mark A. Haight
President of Infra-Metals Co.

David Corirossi President of Liebovich Bros., Inc.

Robert C. McPherson III President & Chief Executive Officer of Metals USA, Inc.

Bruce Maggs Managing Director of Metalweb Limited

Mark Russ
President of National Specialty Alloys, Inc.

Michael J. Ruth President of Northern Illinois Steel Supply Co.

John S. Nosler President of Pacific Metal Company

James D. Hoffman
President of PDM Steel Service Centers, Inc.

Barry L. Epps
President of Phoenix Corporation

**John D. Murray** President of Precision Flamecutting and Steel, Inc.

Joseph P. Wolf President of Precision Strip Inc.

Douglas M. Nesbitt President of Service Steel Aerospace Corp.

Paul J. Loftin President of Siskin Steel & Supply Company, Inc.

Robert J. Sugar
President of Sugar Steel Corporation

Michael Kowalski President of Sunbelt Steel Texas, Inc.

Daniel T. Yunetz President of Toma Metals, Inc.

Daniel A. Mangan President of Valex Corp.

Michael E. Allen President of Viking Materials, Inc.

Matthew L. Smith President of Yarde Metals, Inc.

(1) Term of office - Expires 2015

(2) Member of the Audit Committee

(3) Member of the Compensation Committee

(4) Member of the Nominating and Governance Committee

(5) Independent Lead Director

#### CORPORATE INFORMATION

#### TRANSFER AGENT & REGISTRAR

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

#### INDEPENDENT AUDITORS

KPMG LLP Los Angeles, <u>CA</u>

# 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.
Wednesday, May 20, 2015
The L.A. Hotel Downtown
333 South Figueroa Street
Los Angeles, CA 90071
All shareholders are invited to

All shareholders 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

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 Investor Relations 213-576-2428 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 closing sales prices for the Company's common stock in 2014 were \$76.77 and \$56.10. The following table sets forth the high and low reported sale prices of the Company's common stock for the stated calendar quarters.

| 2014 | HIGH    | LOW     |
|------|---------|---------|
| 1Q   | \$76.77 | \$66.28 |
| 2Q   | \$74.69 | \$67.88 |
| 3Q   | \$75.38 | \$66.76 |
| 4Q   | \$68.45 | \$56.10 |

#### SHAREHOLDERS OF RECORD AND DIVIDENDS

As of January 31, 2015, there were approximately 231 record holders of our common stock. We have paid quarterly cash dividends on our common stock for 55 years. In February 2015, our Board of Directors increased the regular quarterly dividend amount 14% to \$0.40 per share. Our Board of Directors has increased the quarterly dividend rate on a periodic basis with the most recent being our 22nd increase since our IPO in 1994.

