



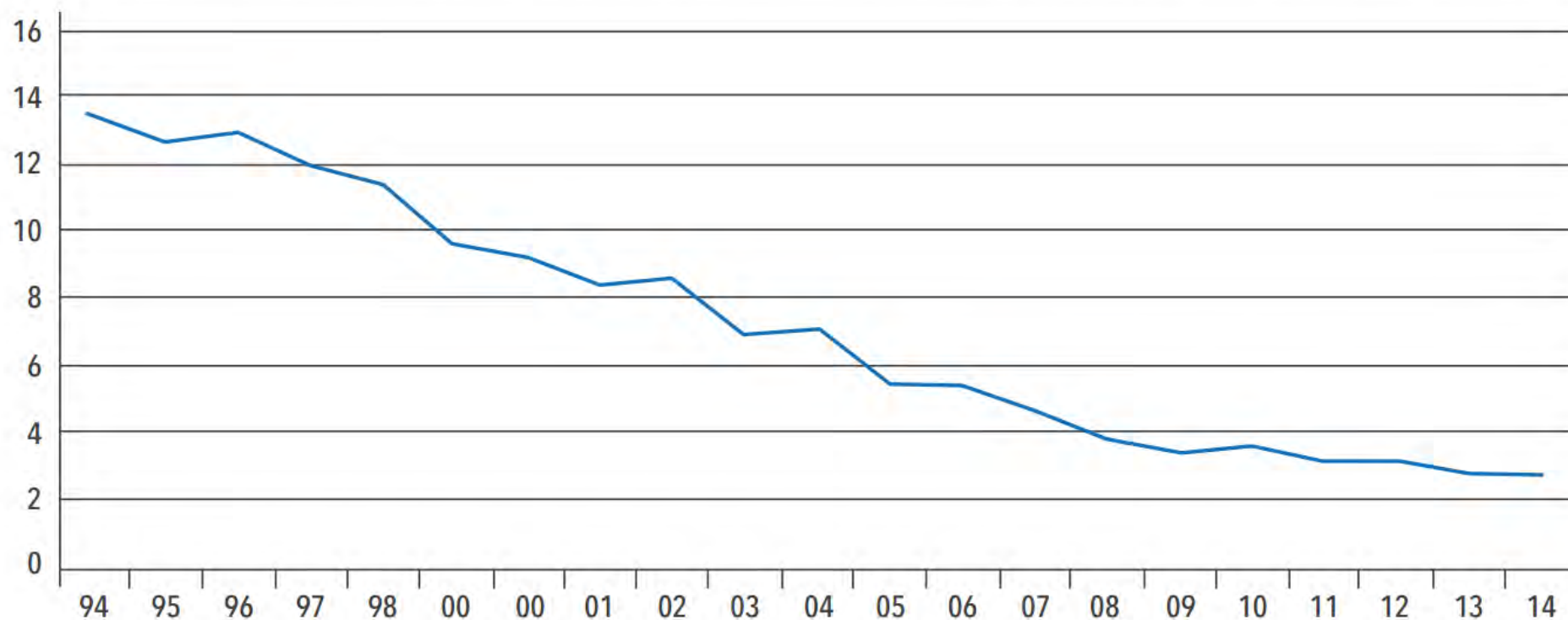
July 12, 2016

Midwest Association of Rail Shippers

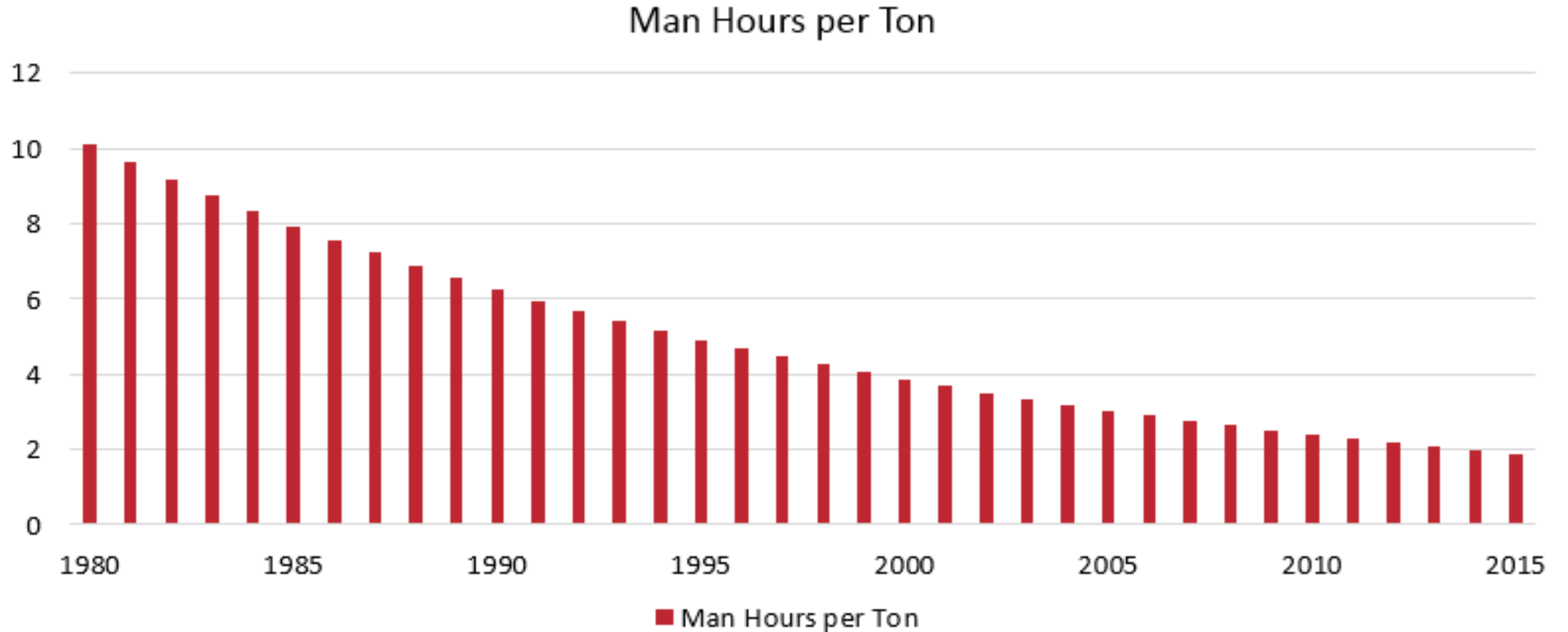
Rob King
Sales & Marketing Manager
Rail Products

Steel Industry is Committed to Safety

AVERAGE INCIDENCE RATES - NONFATAL INJURIES & ILLNESSES - U.S. IRON & STEEL INDUSTRY

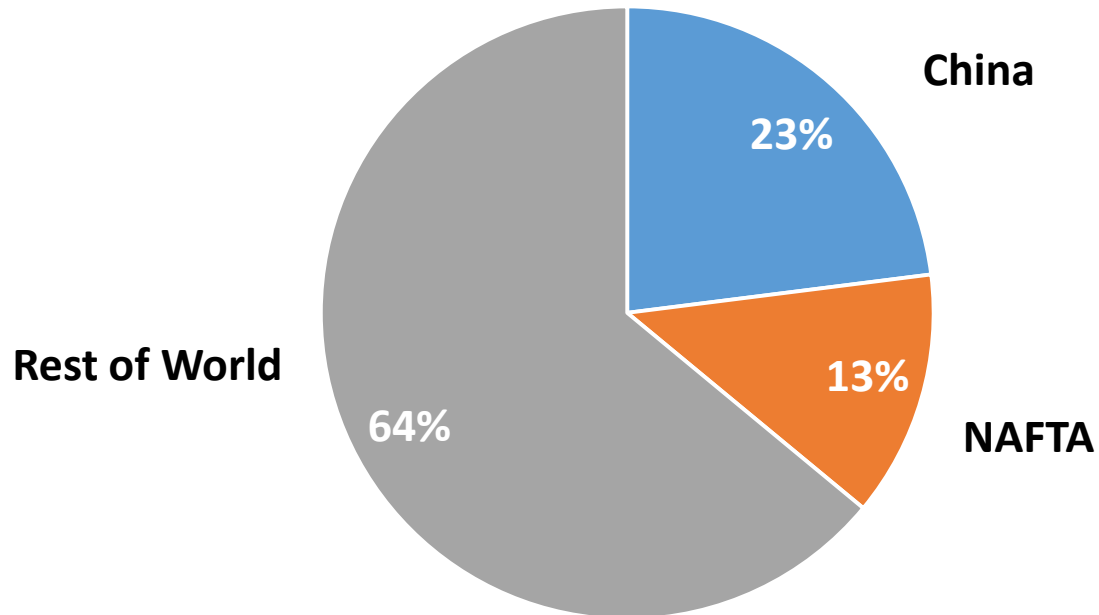


Methods of Steel Production Have Changed

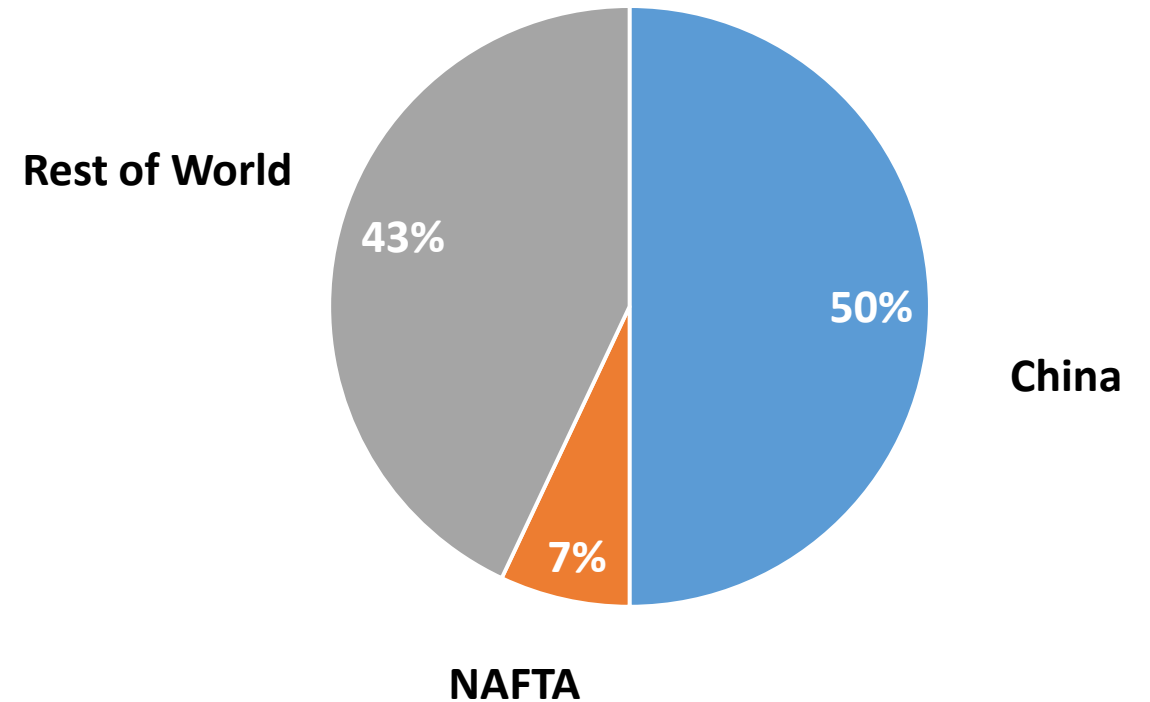


Global Shift in Producers

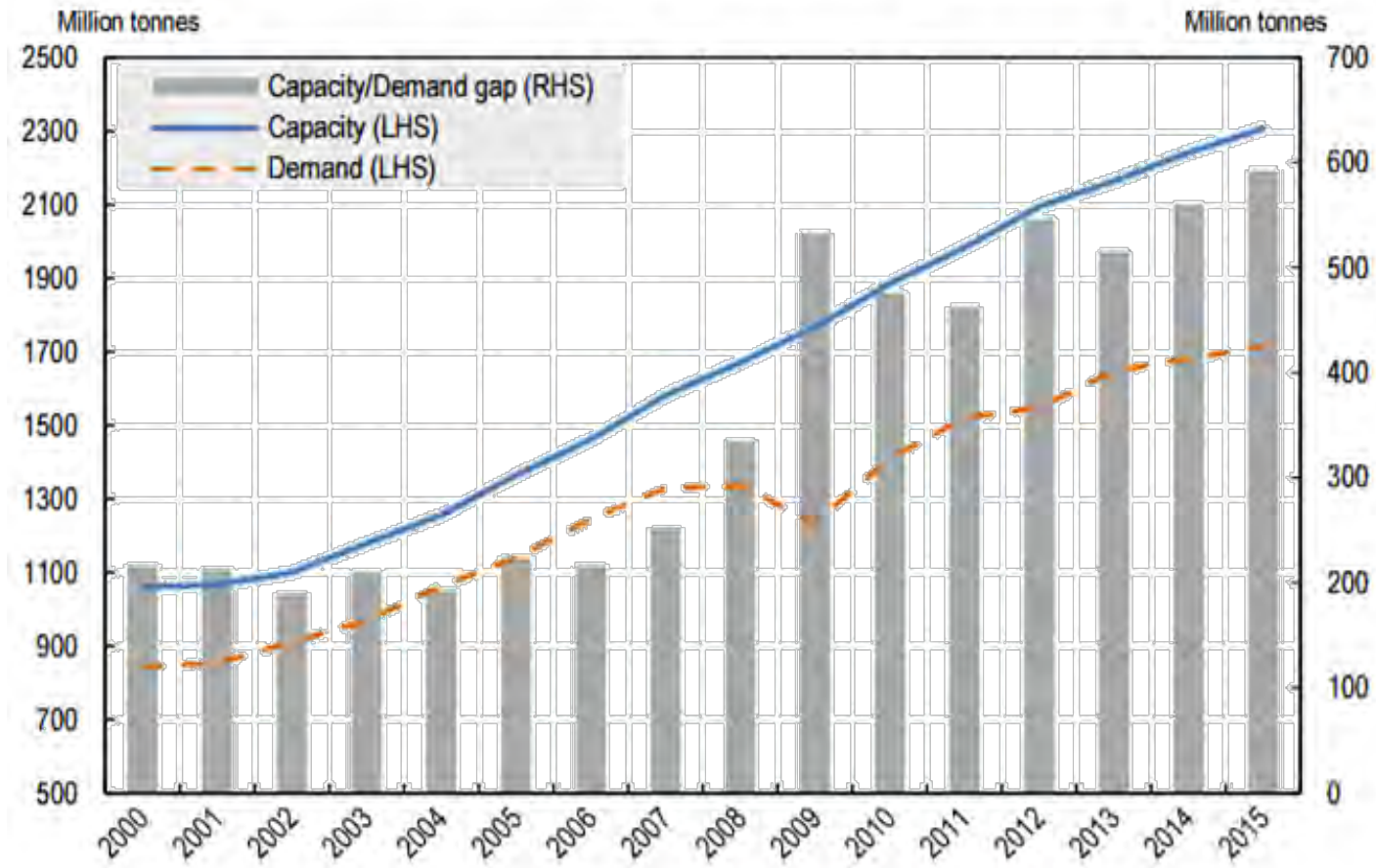
2003 – 972M Metric Tons Produced



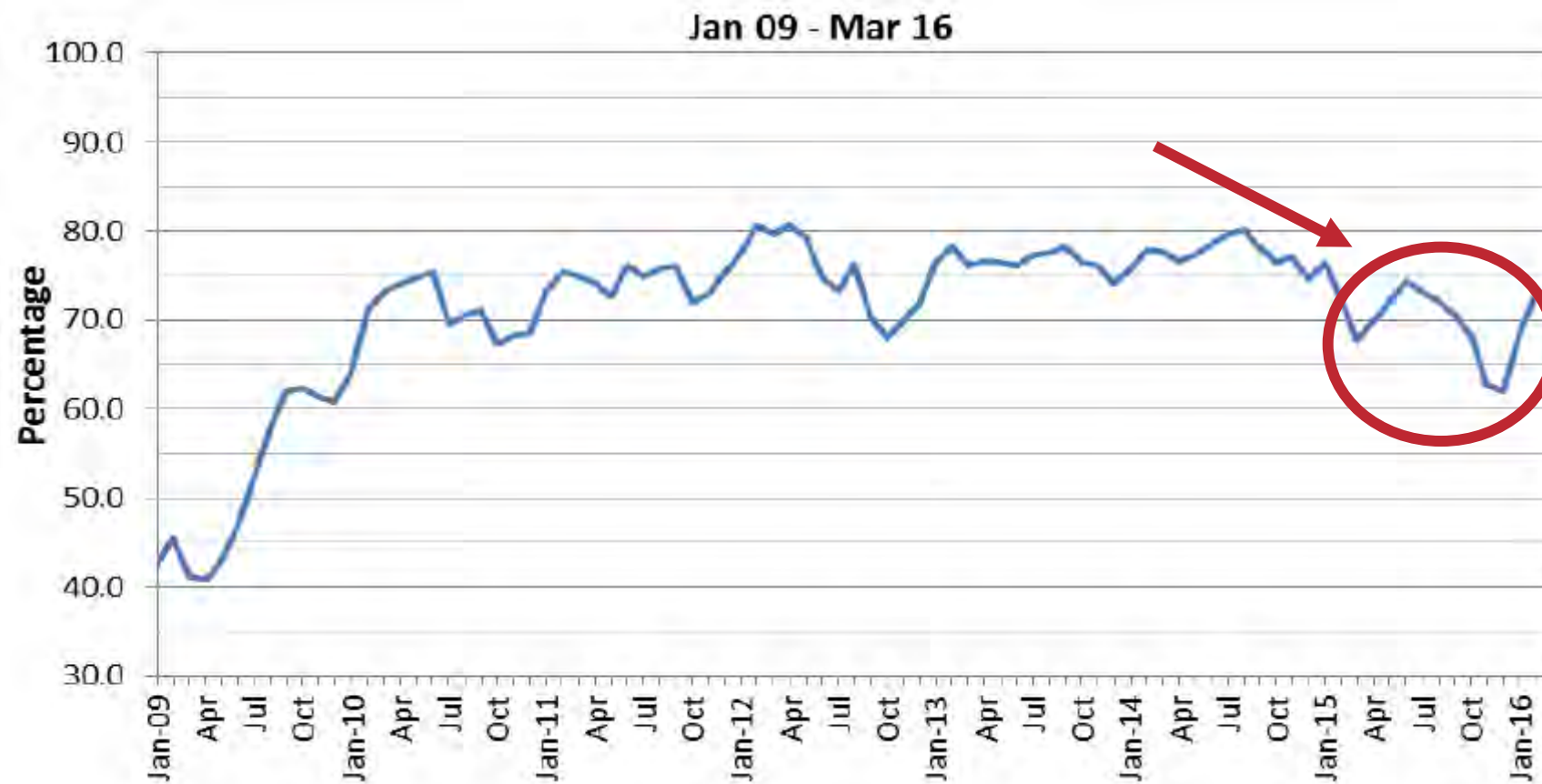
2015 – 1,621M Metric Tons Produced



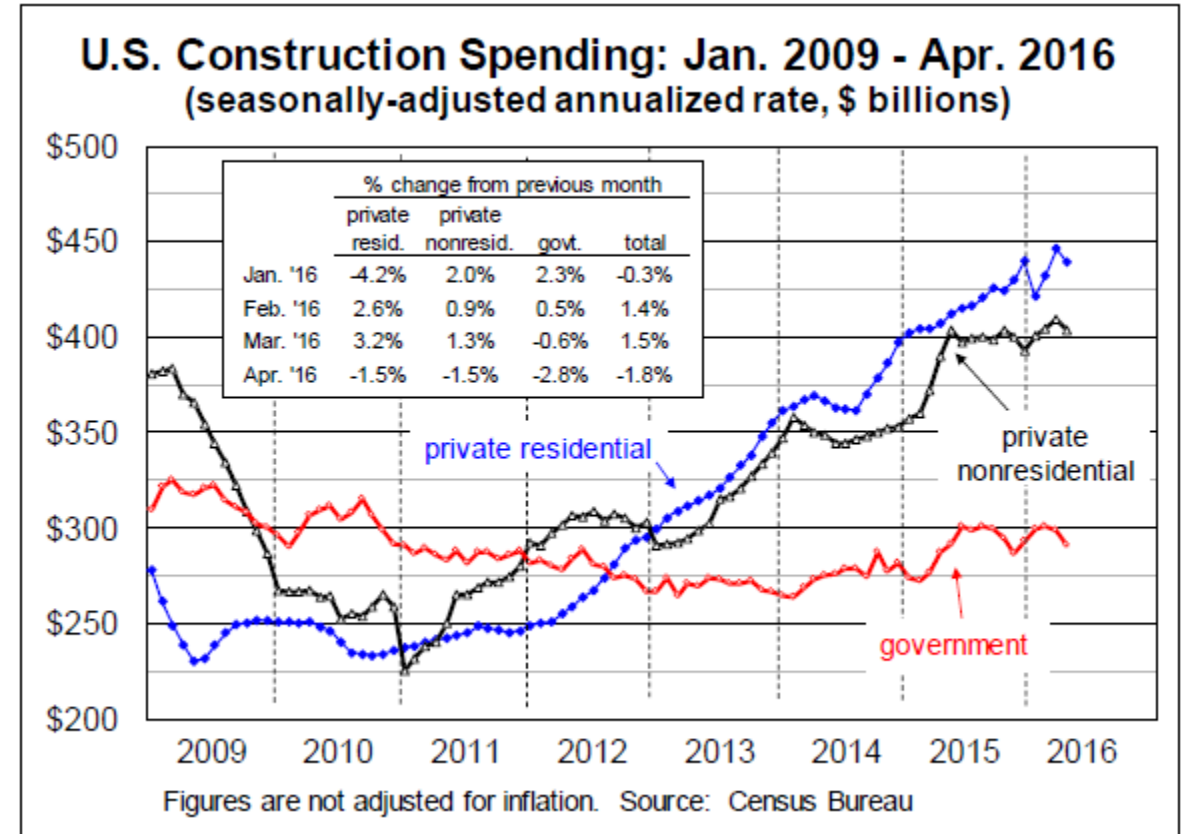
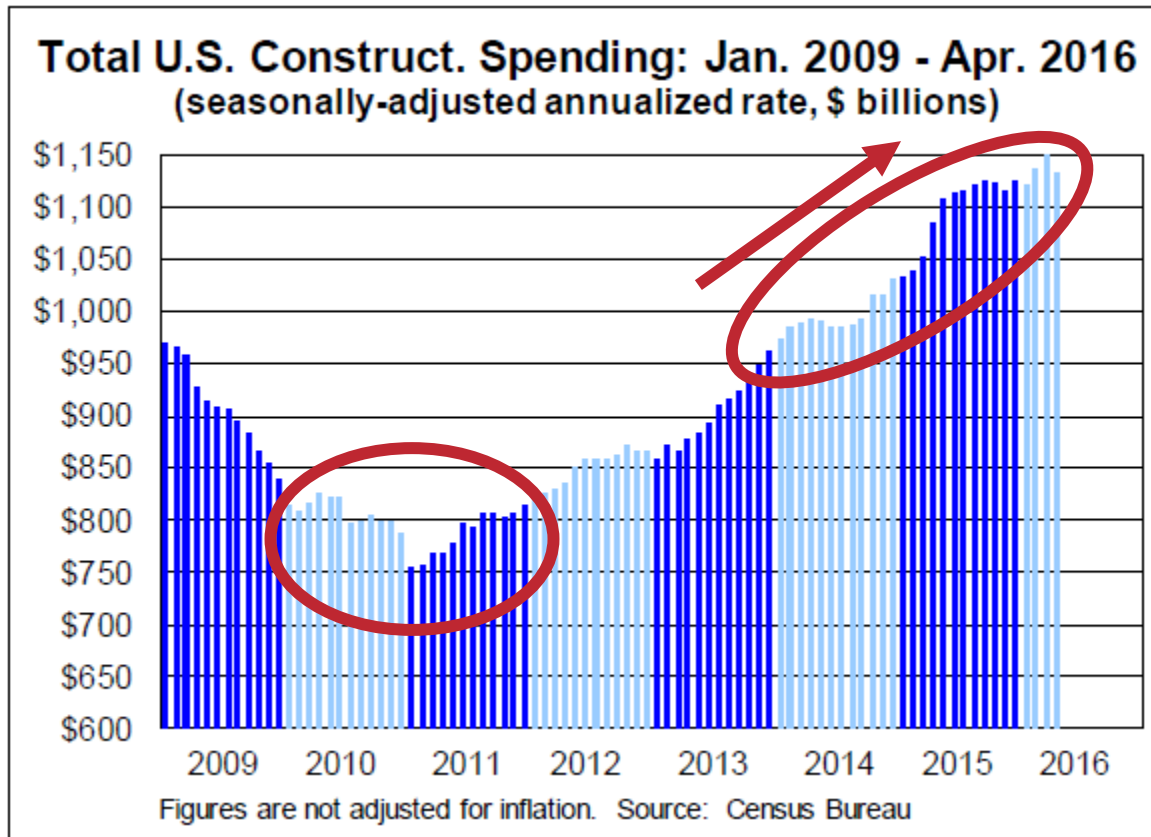
Global Excess Capacity is Concerning



U.S. Capacity Utilization



Construction Remains Strong



Political Action

- May 2016 - G7 Summit
- Trade Cases
 - Corrosion Resistant Steel Products – Affirmative
 - Cold Rolled Steel Products – Result to be released July 2016
 - Hot Rolled Steel Flat Products – Results to be released August 2016

Steel Dynamics, Inc.

- Founded in 1993
- Produced first steel coil in Butler, IN, in 1996 and went public later that same year (NASDAQ: STLD)
- Currently the 4th largest carbon steel producer in the US
- Operates 3 Business Segments
 - Steel Operations – 11.0M ton capacity
 - Metals Recycling – 100 + locations
 - Steel Fabrication – 6 Fabrication Facilities

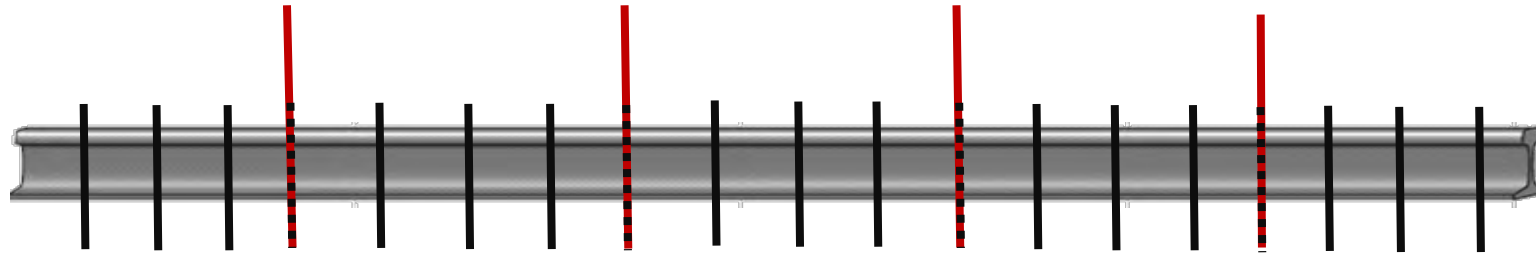


Innovation is Necessary

Competitor welds = 19

SDI welds = 4

79% reduction



Thank You



July 12, 2016

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Association of
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