

## STATEMENT

Steel Warehouse\* purchases, processes and distributes Flat-rolled carbon steel throughout the USA, Mexico, and Brazil. Steel Warehouse was founded in South Bend, IN in 1947 by Nate Lerman and the company has remained a family owned business for 70 years. Today, Steel Warehouse has over 20 locations, with all but 2 of the manufacturing plants located in the USA. Steel Warehouse has invested heavily in capital equipment that allows processing and fabricating of flat-rolled steel into a variety of forms to serve its customers. This includes Pickling, Temper Passing, Cold-Rolling, Annealing, Leveling, Blanking, Tube making, and Fabrication. Steel Warehouse purchases more than 1.5 million tons of steel annually with the majority being Hot-Rolled Coil. Steel Warehouse has a very diverse customer base, including Agricultural Equipment, Construction, Energy, Automotive, Semi-Truck and Trailer. Steel Warehouse is proud that it currently employs well over 2,000 American workers.

Steel Warehouse has a different view of the market being in the middle of the supply chain. Steel Warehouse feels that taking a blanket approach to limiting imported steel without considering or allowing exceptions because of quality or capability would do severe damage to those companies who are engaging in manufacturing products in the USA using steel as its raw material.

Steel Warehouse feels it is important for the DOC to evaluate and consider the potential impact of an increase in import of components made from steel, i.e. stampings, laser cut parts, weldments, tube structures, etc. when taking further actions on the import of raw steel. Our customers are competing on a global basis and if there is a large gap in the market price of steel in the USA compared to the rest of the world it could lead to a negative impact on manufacturing.

Steel Warehouse wants to emphasize its support for its diverse customer base. Steel Warehouse has determined over the years that its customers have needs that, in some cases, cannot be met by the US mills. Steel Warehouse has historically looked within the US for the majority of its steel purchases. Steel

Warehouse depends heavily upon its relationships with domestic Steel Mills and expects this to continue for the long term.

Steel Warehouse has helped its customers innovate within their respective industries by supplying them products that, in some cases, were not available in the USA. This has allowed them in turn to help innovate and add more value to their customers. Steel Warehouse has also established long term relationships with Steel Mills outside the USA for those needs that cannot be met domestically. The Steel industry has always been under on competitive pressures to create newer innovative products. Therefore, Steel Warehouse considers responsible imports a benefit if it is to continue to foster creativity and advance the innovative American spirit.

\*Note, "Steel Warehouse" includes a number of affiliate companies.