TAMPA STEEL CONFERENCE

FEBRUARY 20 - 21, 2018

TAMPA MARIOTT WATERSIDE

PRESENTED BY







February 20, 2018

To All 2018 Tampa Steel Conference Attendees:

Thank you for your participation in the 29th Annual Tampa Steel Conference. The Tampa Steel Conference is one of the nation's largest steel trade events. The movement of iron and steel products is extremely important to our nation's economy, and certainly to Port Tampa Bay. Accordingly, it is our goal to stage an event that pays due recognition to the steel industry and provides a forum to discuss the changing steel market. As we have in the past, we are proud to present a tremendous line-up of speakers and panelists as part of this year's program.

Port Tampa Bay is ideally situated to support the cargo needs of Florida's growing population, which is now 21 million. Florida has passed New York and is now the nation's third largest state, and Tampa, at the western end of the I-4 corridor, sits in the heart of that growth. In our recent release of our Port Vision 2030, which is the roadmap for our future, we have continued our commitment to grow our strong infrastructure investment plan throughout our massive 5,000 acre port complex.

In particular, we would like to thank the sponsors of the 2018 Tampa Steel Conference. Our sponsors help underwrite our conference events, and we are truly grateful. The development of this conference through the years has been possible in large part due to the ongoing support of our sponsors, and our ability to continue to host such a meaningful event has been strengthened by our sponsors' generous support.

We are honored to host you and appreciate your attendance at this year's conference. Thank you for taking part in the 29th Annual Tampa Steel Conference, and we truly hope you enjoy your time in Tampa.

Sincerely,

Q. Paul Quelerran

29TH ANNUAL TAMPA STEEL CONFERENCE

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AJOT American Metal Market Steel Market Update

Paul Anderson President and CEO Port Tampa Bay

MONDAY, FEBRUARY 19, 2018

3:00P - 7:30P	Registration/Information desk open in hotel lobby Tampa Marriott Waterside, 700 S Florida Ave, Tampa, FL 33602	8:30A
5:30P - 7:30P	Early Bird Reception Tampa Marriott Waterside, - former II Terrazzo; off SW Corner of Lobby	9:00A -
TUESDAY, FEBF	RUARY 20, 2018	<u>Speake</u>
6:30A - 7:30P	Registration/Information desk open in hotel lobby (Name badges will also be available at the Networking Reception)	9:20A -
7:30A	Buses Depart Marriott for Golf Tournament	
8:00A - 1:30P	Tampa Steel Conference Golf Tournament	<u>Speake</u>
	The Eagles Golf Club 16101 Nine Eagles Drive, Odessa, FL 33556	9:50A -
9:45A	Shuttle Departs Marriott for Tennis Tournament	Modera
10:00A - 1:00P	Tampa Steel Conference Tennis Tournament Sandra Freedman Tennis Facility 59 Columbia Drive, Tampa, FL 33602	<u>Panelis</u>
10:00A - 11:30A	Walking Tour of Tampa's Riverwalk & Franklin Street (meet in hotel lobby at 10A)	
4:00P	Meet in lobby of Marriott for Port Tour	10:30A
4:15P - 5:30P	Port Tampa Bay Harbor Tour Aboard the Bay Spirit II	10:45A
		<u>Speake</u>
5:30P – 7:30P	Tampa Steel Conference Networking Reception Tampa Mariott Waterside - Outside Terrace 700 S Florida Ave, Tampa , FL 33602	
	(Conference name badges will be available at the reception) Business casual dress	

WEDNESDAY, FEBRUARY 21, 2018

30A	Break Area & Networking Tampa Marriott Waterside - Ballroom
:00A - 9:20A	Welcome Remarks
<u>peakers:</u>	The Honorable Bob Buckhorn, Mayor, City of Tampa Paul Anderson, President and CEO, Port Tampa Bay Doug Wray, Vice President - Commercial, Ports America David Phelps, Master of Ceremonies
20A – 9:50A	Session 1 – Demand Issues and Outside Forces Driving the Steel Market
peaker:	John Anton, Director, Steel Analytics, Pricing and Purchasing, IHS Markit
50A — 10:30A	Session 2 – Crossfire Panel: An In-Depth Conversation about Current Steel Trade Issues
loderator:	David Phelps, Master of Ceremonies
<u>anelists:</u>	Philip Bell, President, Steel Manufacturers Association (SMA) Alan Price, Partner, Wiley Rein LLP Richard Chriss, President & International Trade Counsel, American Institute for International Steel Lewis Leibowitz, Owner, The Law Office of Lewis E. Leibowitz
0:30A — 10:45A	Official Break
D:45A — 11:25A	Session 3 – The Trump Administration's Steel Trade Policy: U.S. and Global Implications
<u>peaker:</u>	Grant Aldonas , Principal Managing Director of Split Rock International; former U.S. Under Secretary of Commerce for International Trade from 2001-2005; former Chief of International Trade Counsel to the Senate Finance Committee

WEDNESDAY, FEBRUARY 21, 2018 (CONTINUED)

11:25A – 12:00PSession 4 – Discussion Panel: Why a Fair and Open Market is
Important to the Steel Supply ChainModerator:Jo Isenberg-O'Loughlin, Editor Emeritus, American Metal MarketPanelists:Chris Casey, Executive Director, Independent Steel Alliance
Aldo Mazzaferro, Founder, Mazzaferro Research
Gregory Husisian, Partner, Foley & Lardner LLP12:00P – 1:30PSession 5 – Networking Lunch & Keynote Session: An NFL Legend
Reflects on Football, Mentors, and Life in Tampa Bay

Introduction:John Thorington, Port Tampa BaySpeaker:Derrick Brooks, Pro Football Hall of Famer



HISTORY OF THE STEEL CONFERENCE

Extending from the 20th into the 21st century, the Tampa Steel Conference has developed to where it is now recognized industry-wide as one of the nation's leading steel trade conferences with participants from across the globe.

Hosted by Port Tampa Bay, the Tampa Steel Conference has evolved from a 1990 evening reception to a major national industry forum. The event serves as a venue to extend Port Tampa Bay's appreciation to its steel customers and to recognize and honor the importance of the shipment of steel through the Port. The conference also provides an opportunity to reflect on national and international issues impacting the steel industry and shipment of steel.

After the first few years, the conferences grew with the addition of golf and tennis tournaments. In a relaxed atmosphere, the sporting events and evening reception concentrate on networking and reinforcing business ties. Then it's time to get down to the "steel tacks" of the conference with the speakers' forum. The forum was initiated as an outlet for current steel topics to be brought to the table to give insight to the changing steel market.

Many notable speakers have visited the podium over the years at the Tampa Steel Conference including Father William Hogan, John Correnti, Horst Buelte, James Collins, Wilfried von Bulow, Mario Longhi and former U.S. Congressmen Sam Gibbons and Jim Davis to name a few. Many topics pertinent to the industry, including sourcing of raw materials, anti-dumping, steel demand, transportation and the changing environment of the U.S. domestic industry have been discussed over the years.

Much of the credit for the success of the Tampa Steel Conference goes to our sponsors who give yearly, and this conference could not be hosted in the fashion that it is without their gracious support. In addition, the American Institute for International Steel has provided valuable logistical support to the conference over the years.

We wish to thank everyone for their involvement in this conference. We are grateful to all of you for your support of the Tampa Steel Conference.

SPEAKER'S FORUM



Paul Anderson, President and CEO, Port Tampa Bay

Paul Anderson is the current President and CEO of Port Tampa Bay. Prior to his arrival here in Tampa in December of 2012, he held a series of high-profile leadership positions in both the public and private sectors. In 2003, Mr. Anderson, was nominated to the Federal Maritime Commission by President George W. Bush and was unanimously confirmed by the U.S. Senate in 2004, he served a five-year term ending in 2008. A highlight of Anderson's service included his appointment

to the Committee on Marine Transportation, a cabinet-level strategy group responsible for the nation's seaports and reporting directly to the President.

He served as the Chief Executive Officer for the Jacksonville Port Authority and spent 10 years as an executive with JM Family Enterprises, a diversified automobile business headquartered in Deerfield Beach, Florida. Paul also served as a senior director of Seabulk Marine, Inc., an international marine transportation company in Fort Lauderdale, Florida.

Mr. Anderson has also served as an advisor on inter-modal issues to multiple governors including former Florida governors Jeb Bush and Charlie Crist.

Mr. Anderson recently completed a second term as the Chairman of the Florida Ports Council, having been reelected by his fellow Florida's port directors. He also serves multiple national leadership positions including the board of directors of the American Association of Port Authorities (AAPA) and Coalition for America's Gateways and Trade Corridors (CAGTC). Mr. Anderson also serves on the board of directors for the Florida Chamber of Commerce; Associated Industries of Florida; Moffitt Cancer Center Foundation; Leukemia Lymphoma Society; Florida Aquarium; Visit Tampa Bay; Tampa Hillsborough EDC; Hillsborough Metropolitan Planning Organization (MPO); and the National Executive Committee of the 2017 College Football Playoff National Championship.



David Phelps, Former President, American Institute for International Steel (AIIS)

Mr. Phelps came to the American Institute for International Steel (AIIS) in 1996, and retired at the end of 2013. He currently resides in both Northern Virginia and The Villages, in central Florida, while participating in Platts-SBB steel training seminars and planning for the annual Tampa Steel Conference. He remains active in the neverending debate on steel protectionism as a consultant on international steel trade. He also is involved in a local Catholic school as a substitute teacher and volunteers at a

Hospice in central Florida.

As president at AIIS he was responsible for helping AIIS fulfill its mission to support free trade and economic growth through competition in the steel trade, and to oppose protectionist barriers to trade, including tariffs, non-tariff barriers and subsidies. Prior to joining AIIS, Mr. Phelps worked as a customs and steel products consultant. He was also an officer at the American Iron and Steel Institute (AISI) for nearly 15 years. His areas of responsibility were customs, transportation, and public policy issues affecting steel market development programs. Mr. Phelps holds an M.A. in economics from Virginia Polytechnic Institute and a B.S. in economics from George Mason University, in Virginia.



Philip Bell, President, Steel Manufacturers Association

Philip K. Bell is President of the Steel Manufacturers Association (SMA), which represents 25 North American steel producers and over 100 associate member companies across the U.S., Canada, and Mexico.

Prior to leading the SMA, Mr. Bell served as Director of External Communications and Public Affairs for Gerdau Long Steel North America, based in Tampa. He

developed an interest in the steel industry and manufacturing in the late 1980's, while serving as an operations supervisor at Elementis Chromium, in Corpus Christi, Texas. He has held executive level positions in operations, human resources and public affairs with Gerdau, the SGL Carbon Group, and Qualitech Steel Corporation.

Mr. Bell currently serves on the U.S. Department of Commerce International Trade Advisory Committee on Steel (ITAC 12), advising the Secretary of Commerce and United States Trade Representative on trade policy, agreements, and other trade-related matters. He represents domestic steel producers as part of the U.S. delegation to the OECD steel committee, and the North American Steel Trade Committee (NASTC). He is a graduate of Leadership Tampa Class of 2010. Additionally he is on the board of directors for the National Association of Manufacturers Council of Manufacturing Associations and is a member of the Association of Iron and Steel Technology (AIST).

Mr. Bell is a graduate of Texas A&M University - Corpus Christi, and holds a master's degree in Global Strategic Communications from the University of Florida.



Chris Casey Ph.D., Executive Director, Independent Steel Alliance

Chris Casey, Ph.D., is the co-founder and Executive Director of the Independent Steel Alliance (ISA), a first-of-its-kind purchasing alliance formed among independently owned and operated rebar fabricators in the U.S. and Canada. Since forming ISA, Dr. Casey has become a recognized expert, speaker and advisor representing the unique needs and interests of this particular niche within the steel industry.

Prior to forming ISA, Dr. Casey was the President and second-generation owner of Bec-Don Ringgold, Inc., an independent supplier of fabricated reinforcing steel to the construction industry.

Before joining the family business in 1996, Dr. Casey was consultant in the field of information systems management, and worked with manufacturing and banking companies to prepare their core information systems for the transition into the Year 2000.

For over a decade, Dr. Casey served on the National Board of Directors for the Concrete Reinforcing Steel Institute; was a past Board Chairman for the Catoosa County Chamber of Commerce; and served for two years on the Georgia Chamber of Commerce Board of Directors. At the age of 39, Dr. Casey was recognized by Georgia Trend Magazine as one of Georgia's "40 under 40" rising professionals.

Raised in Atlanta, Dr. Casey earned a Bachelor's degree in Management and an MBA in Information Systems, both degrees from Georgia State University. In 2013 he earned a Ph.D in Leadership from Capella University.



Gregory Husisian, Chair of Export Controls and National Security Group, Foley & Lardner LLP

Gregory Husisian is a partner and litigation attorney with Foley & Lardner LLP. Mr. Husisian is chair of the firm's Export Controls and National Security Practice, focusing on international regulatory issues posed by Office of Foreign Assets Control (OFAC) economic sanctions, International Traffic in Arms Regulations (ITAR), Exports Administration Regulations (EAR), and Nuclear Regulatory Commission export

controls, the Foreign Corrupt Practices Act (FCPA), and the anti-boycott regulations. He also represents companies with national security concerns in acquisitions before the Committee on Foreign Investment in the United States (CFIUS).

Mr. Husisian is co-chair of the firm's Automotive Industry Team, and a member of the Government Enforcement Defense & Investigations Practice, the Securities Enforcement & Litigation Practice, and the Insurance & Reinsurance Industry and International Teams. In addition to his enforcement counseling, Mr. Husisian counsels clients regarding risk-management and compliance.

Mr. Husisian also represents clients in international trade litigation, including antidumping and countervailing duty proceedings, section 332 investigations, and GSP issues before the U.S. Trade Representative. He represents clients in appeals before the Court of International Trade and the Court of Appeals for the Federal Circuit, as well as in cases before NAFTA Panels.

Mr. Husisian graduated from Cornell University (B.A., double major, economics and government, with honors in law and public policy, 1987). He received his J.D. from Cornell Law School in 1990. He was managing editor of the Cornell law Review and the national editor of the *Harvard Journal of Law & Public Policy*.



Alan H. Price, Partner, Wiley Rein LLP

Alan Price is a partner at Wiley Rein LLP, and chair of the firm's International Trade Practice, which was recently recognized by Law360 as "Practice Group of the Year" for the seventh straight year. With more than 30 years of experience representing clients in high-profile and complex international trade matters, he also counsels clients on bilateral and multilateral agreements, trade legislation, customs regulation, Foreign Corrupt Practices Act compliance issues, escape clause

investigations, and World Trade Organization dispute resolution. Mr. Price leads the firm's antidumping and countervailing duty practice, and he represents a number of domestic producers seeking import relief on steel products and steel containing products.

Mr. Price regularly participates in Organization for Economic Co-Operation and Development committee meetings on steel and trade. He has particular expertise on China capacity issues related to the metals industry, having authored three authoritative studies: "The China Syndrome," "Money for Metal," and "Raw Deal." Last year the U.S. Chamber of Commerce appointed him to a select group of experts to develop recommendations on international competition policy for the incoming administration and Congress.

Mr. Price received his J.D. with honors from The George Washington University Law School, and obtained his B.A. with high honors from the State University of New York at Stony Brook.



Aldo Mazzaferro, Managing Partner, Director of Research, Mazzaferro Research, LLC

From 2011 to 2017, before starting Mazzaferro Research, Aldo Mazzaferro was a Managing Director and Senior Analyst for steel and metals at Macquarie Capital (USA) in New York. That position capped off a 36-year Wall Street career researching the steel industry. His career began in the equity research department of Standard & Poor's Corporation in 1981. In 1985, he moved to J&W Seligman & Co. and then

joined C.J. Lawrence in 1987, shortly before its acquisition by Deutsche Bank, where he worked from 1987 until 1998, when he left to co-found Anvil Capital, a steel and metals equities hedge fund in NYC. From Anvil, he joined Goldman Sachs in 2000. In 2008, he left Goldman to join Steel Development Company, LLC., a start-up steel company attempting to build and operate a series of four rebar micro-mills and a large flat roll mill.

In July 2010 Mr. Mazzaferro began a return to Wall Street and joined Burke & Quick Partners, an equity trading and research boutique. In August 2011 Mr. Mazzaferro moved to Macquarie Capital.

Over his career, he was selected six times by Institutional Investor Magazine as an All-Star Steel Analyst and was ranked four times by The Wall Street Journal for superior stock picking. In his present role as Managing Partner and Director of Research at Mazzaferro Research, Mr. Mazzaferro continues to research and write on the steel industry, provides investment research to institutional clients, and does consulting work for investors, corporations and financial institutions.



Lewis Leibowitz, Owner, The Law office of Lewis E. Leibowitz

Mr. Leibowitz advises clients on international trade opportunities and challenges dealing with law and government policy. He specializes in trade remedy actions, particularly helping commercial consumers and importers in navigating trade remedy cases involving basic industrial materials including steel.

A noted specialist in the law and policies affecting industrial consumers,

international economic development and global competitiveness, he advises on trade and investmentrelated international agreements, as well as related concepts in the U.S. and in other countries. He has spoken frequently on trade remedy cases and their likely impact on the industries filing them and on those downstream customers affected by them.

Mr. Leibowitz has a wealth of experience in a wide variety of international trade matters, having represented clients in trade matters for nearly four decades. He also handles Customs-related matters dealing with classification, valuation, country of origin, foreign trade zones and penalties.

An acknowledged leader in free zones worldwide, Mr. Leibowitz was chairman of the National Association of Foreign Trade Zones and participated in the creation of the World Free Zones Organization.



Jo Isenberg-O'Loughlin, Editor Emeritus, American Metal Market

Jo Isenberg-O'Loughlin is a career-long trade journalist, who has spent more than four decades covering steel, nonferrous metals and other process industries.

As executive editor of American Metal Market (AMM), a division of Euromoney Institutional Investor PLC, she headed the editorial operations of AMM's daily edition for more than decade and a half. Recently retired, Ms. O'Loughlin just completed an

interim stint as editor of American Metal Market's print magazine and continues to contribute on a regular basis to AMM and Metal Bulletin Holdings' family of electronic and print products.

In recent years, Ms. O'Loughlin has used her expertise to analyze and interpret events of great importance to the metals supply chain. Recent projects include "The Tom Graham Chronicles," a video interview tracing the legendary career of a steel industry icon and a comprehensive look at the "new" Japanese steel industry. Prior to joining AMM in 2000, Ms. O'Loughlin held positions with major U.S. publishers, including McGraw-Hill and Penton Media Inc., and has freelanced with organizations ranging from the American Management Association to the Japan Steel Information Center. She is the founding editor of AMM magazine and has served as editor-in-chief and a contributing editor of 33 Metal Producing and written for publications ranging from Business Week and Buyside to corporate newsletters for clients including Union Carbide, Verizon, and the American Society of Mechanical Engineers.

Ms. O'Loughlin has received numerous Jesse H. Neal National Business Journalism Awards, presented by American Business Media, for editorial excellence.



Richard Chriss, President and International Trade Counsel, American Institute for International Steel

Richard Chriss is an accomplished attorney with a broad background in international trade law and policy both on Capitol Hill and in the Executive branch of the United States Government. He received graduate training in public policy and economics at Harvard University and studied international law at the University of London.

Mr. Chriss served as Senator Chuck Grassley's international trade counsel, on both his personal and Senate Finance Committee staffs. In that role, Richard was involved in drafting bills and helping develop legislative strategy for a number of key trade initiatives, including Trade Promotion Authority, the Africa Trade Bill, FTA implementing legislation, and other similar legislation.

While working with the Finance Committee, Mr. Chriss managed nine Committee trade hearings, coordinated Committee oversight of federal departments and agencies, and aided in preparation for WTO meetings, including Ministerial Conference meetings.

Mr. Chriss later served for two years as Senior Counsel to the Under Secretary for International Trade in the Department of Commerce, where he was involved in a broad range of trade and economic policy matters.

Then-Ambassador Rob Portman asked Mr. Chriss to work with him at the Office of the United States Trade Representative, a job he held for about six years. In this position, he worked on a wide array of high-level trade matters.



John Anton, Director, Steel Analytics, Pricing and Purchasing, IHS Markit

John Anton is the Steel Director of the IHS Pricing and Purchasing Service. The outlook for steel prices is formed by close monitoring of the industry and contact with executives at steel makers and end users. In addition to producing regular forecasts of steel production, demand and price, Mr. Anton is also responsible for managing the IHS relationship with major steel buyers involved in automotive, energy and pipeline companies, retailers, and manufacturing. Clients are located in

the United States, Japan, India, East Asia, and Europe.

Mr. Anton joined IHS and its predecessors in 1995. Prior to that time, he was in the private practice of law, specializing in small business representation and in criminal defense work. Before attending law school, Mr. Anton worked at the Bureau of Labor Statistics as an Economist/Statistician.

Mr. Anton regularly provides steel industry analysis to magazines and dailies such as American Metal Market, China Daily, Steel Market Update, Investor's Business Daily, Pittsburgh Post-Gazette, Bloomberg, and Engineering News Record.



Grant Aldonas, Principal Managing Director of Split Rock International, former U.S. Under Secretary of Commerce for International Trade from 2001-2005, former Chief International Trade Counsel to the Senate Finance Committee.

Steel trade has played a significant role in each stage of Mr. Aldonas' career. As Under Secretary of Commerce from 2001-2005, he oversaw steel trade policy in the Bush administration, including the use of the trade laws and efforts to launch talks aimed at reducing excess capacity worldwide. He advised the President

and Secretary of Commerce on international economic matters, led U.S. export promotion efforts, and managed a federal agency with a budget of \$350 million and 2,400 employees in 80 countries worldwide. He also headed up a manufacturing initiative and dealt with the Section 201 steel tariff. As Majority Chief International Trade Counsel with the Finance Committee, the top trade policy position in Congress, he led the effort to develop a coherent steel trade policy and, in the process, defeat legislation that would have imposed harmful quotas.

In private practice, Mr. Aldonas represented private clients in trade actions before the Commerce Department, the International Trade Commission, U.S. Trace Representative (USTR), and the federal courts. And, while serving at USTR as the Director for South American and Caribbean Affairs, he negotiated voluntary restraints on steel imports from Latin America as part of President Reagan's steel program. Today, Mr. Aldonas is the principal managing director of Split Rock International, a Washington, D.C.-based trade and investment-consulting firm he founded in 2006.

Mr. Aldonas began his career in Washington as a Foreign Service Officer with the U.S. Department of State, serving in significant positions in Mexico and in the Department.

KEYNOTE SPEAKER



Derrick Brooks, Pro Football Hall of Fame Inductee - Luncheon Speaker

Derrick Brooks was drafted by the Tampa Bay Buccaneers in the first round of the 1995 NFL Draft, where he remained to play his entire fourteen season professional career. He is widely considered one of the best linebackers in NFL history. An eleven-time Pro Bowl selection and nine-time All-Pro, Mr. Brooks was named AP NFL Defensive Player of the Year in 2002, and earned a Super Bowl ring with the Buccaneers in Super Bowl XXXVII.

In February 2014, Mr. Brooks received one of the highest honors of his life by being named to the Pro Football Hall of Fame and was inducted in Canton, Ohio. In August of 2014 he was inducted into the Capital One Academic All America Hall of Fame. In September of 2014, Mr. Brooks was enshrined into the Ring of Honor by the Tampa Bay Buccaneers, where they retired his jersey and the number 55 will never be worn by another Buccaneer player. Mr. Brooks added another honor to his already sparkling resume when he was named to the College Football Hall of Fame class of 2016. Mr. Brooks is currently serving as an appeals officer for the National Football League, as well as president of the Tampa Bay Storm.

Mr. Brooks graduated with a bachelor's degree in business communications at Florida State University where he was a three time first team All-Atlantic Coast Conference selection, two times First –team All-American, and a member of the 1993 Seminoles National Championship team. In November 2010, Florida State retired Seminoles jersey number 10 in honor of Mr. Brooks and he was also inducted into the Florida State Hall of Fame. He went on to earn his Master's in Business Communications from FSU in 1999, and his Doctorate in Humane Letters from St. Leo University in 2006.

Recognized as often for his hard work in the community as he is for his hard hits on the football field, Mr. Brooks has been the recipient of several prestigious awards, including being a co-recipient of the 2000 Walter Payton/NFL Man of the Year award, the 2003 Bart Starr Award, and the 2004 Bryon "Whizzer" White Award, and the 2008 JB Award through the NFL Players association, all of which recognize an NFL player annually for their commitment to the communities in which they live.



Port Tampa Bay is Florida's largest port in cargo tonnage and area, totaling over 38 million tons a year and encompassing 5,000 acres.

The steel industry is especially important to the rapidly growing Florida market and Port Tampa Bay is investing in new facilities and infrastructure to maintain its dominant position serving this key line of business. New rail and highway access and expanded crane capacity have been added to further enhance service to our customers. Port Tampa Bay is the largest economic engine in West Central Florida, generating an annual economic impact of over \$17 billion and supporting over 85,000 jobs throughout the region.

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on long steel and special steel products, including beams and piling, merchant bar quality, rebar, special bar quality and wire rod products. The company serves the construction, automotive, agricultural, service center, and energy markets through its vertically integrated network of recycling operations, steel mills, and downstream processing facilities. Gerdau's North American headquarters are in Tampa, Florida.

CONTACT:

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JIT WAREHOUSING AND LOGISTICS, LLC is a proven leader in the warehousing and distribution industry. JIT operates throughout the United States moving various commodities including steel and metal products, machinery, wood products, palletized cargo, and more. Our Savannah, Georgia warehousing facilities consist of over a million square feet of inside storage and an additional 10 acres of outside storage. We are located only a half mile from the Georgia Port Authority's Ocean Terminal and 3.5 miles from Garden City Terminal. Over a quarter of a century in the import/ export industry, JIT offers world class warehousing, trucking, shipside delivery, intermodal services, specialty hauling, crane services, cross docking, escort services and so much more. All Company owned equipment! JIT is your turn key, Just-In-Time operator. Now offering three state of the art rail logistics complexes serving Norfolk Southern and CSX to meet all your logistics needs!

CONTACT:

Ben Goldberg, President Phone: 866-522-2200 BenGoldberg@jitwhse.com www.jitwhse.com



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feet of warehouse space, 65 acres of paved outside storage and 5 berths with deep drafts ranging from 36 to 50 feet. Services include stevedoring (Beacon Stevedoring), warehousing and transfer to and from vessel, rail or truck. Equipment includes a PECO gantry crane, a Liebherr 500S mobile harbor crane, three 200+ ton crawler cranes, a 75 ton rough terrain crane, over 200 forklifts with capacities up to 88,000 lbs, front-end loaders, bulldozers, reach stackers and portable conveyors. Beacon Stevedoring, Rukert's in-house, non-union stevedore, employs a full-time, professional staff with an assortment of gear including auto lock/release container spreaders, auto-release lumber and pulp frames, box spreaders, paper clamps and coil probes. More importantly, Beacon Stevedoring shares the same management with Rukert Terminals, so your cargo moves seamlessly from vessel to warehouse to your customers' truck or rail.

CONTACT:

Frank J. Olszewski III, Vice President Phone: 410-276-1013 Fax:410-327-2315 franko@rukert.com or operations@rukert.com www.rukert.com





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