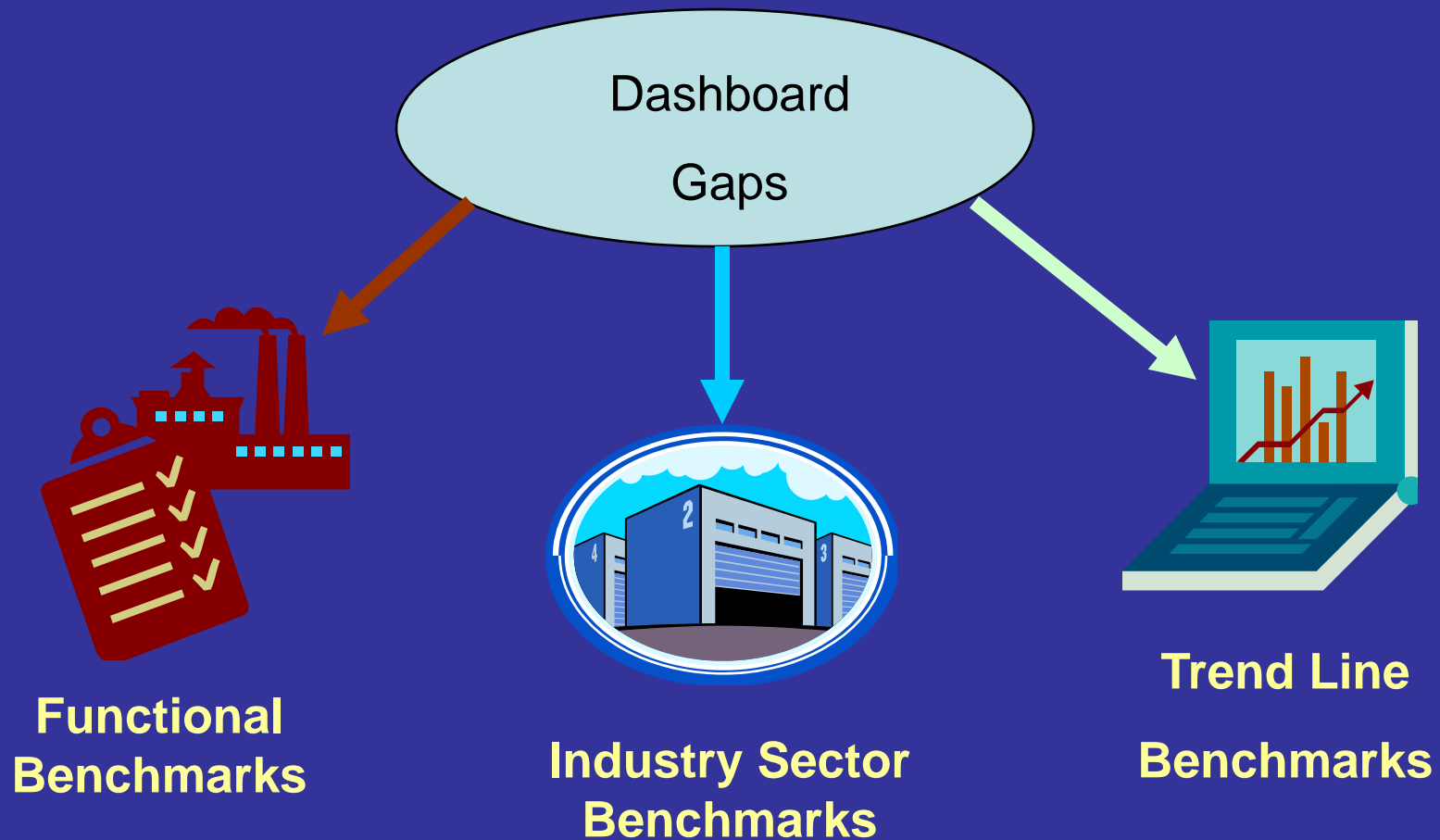
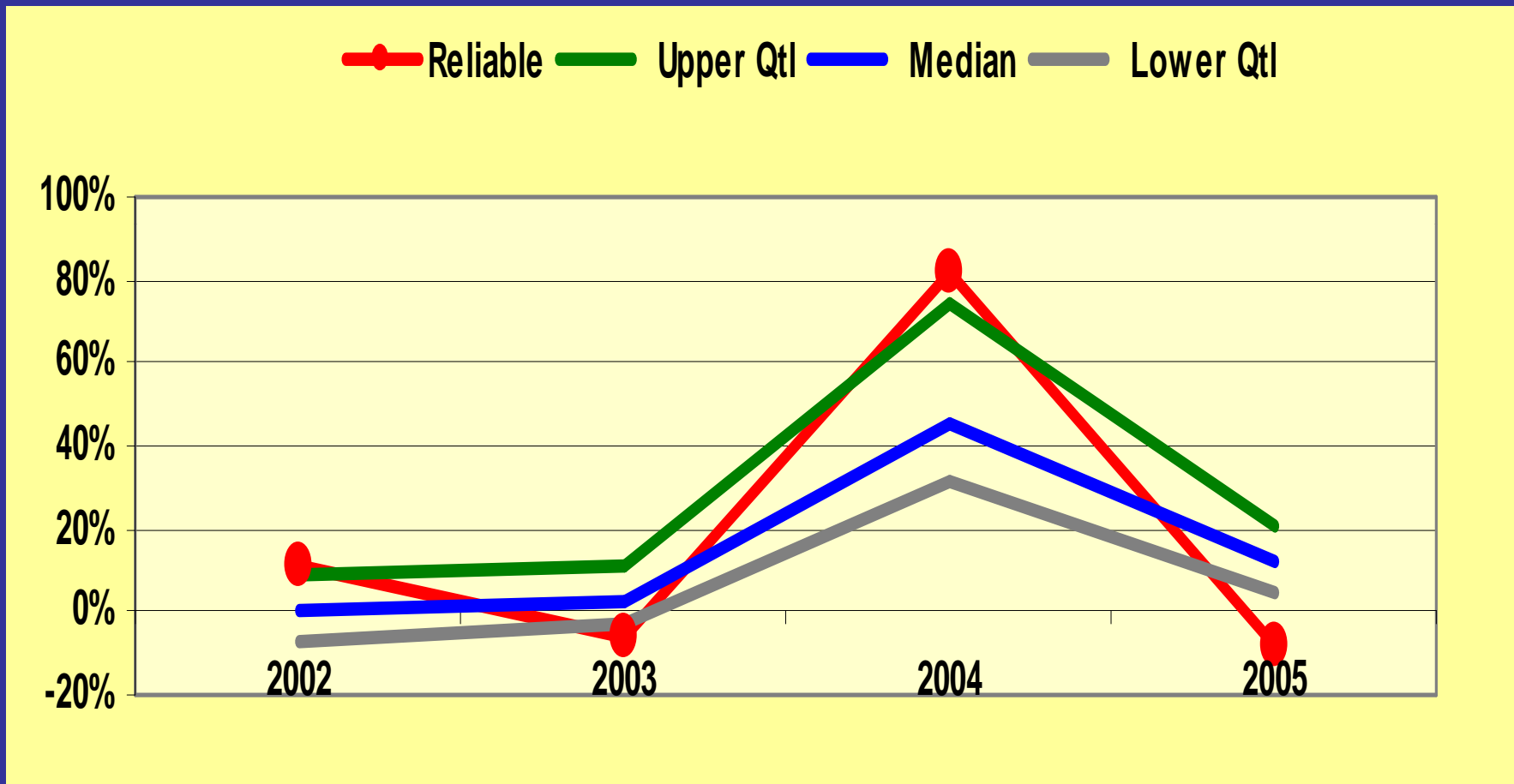


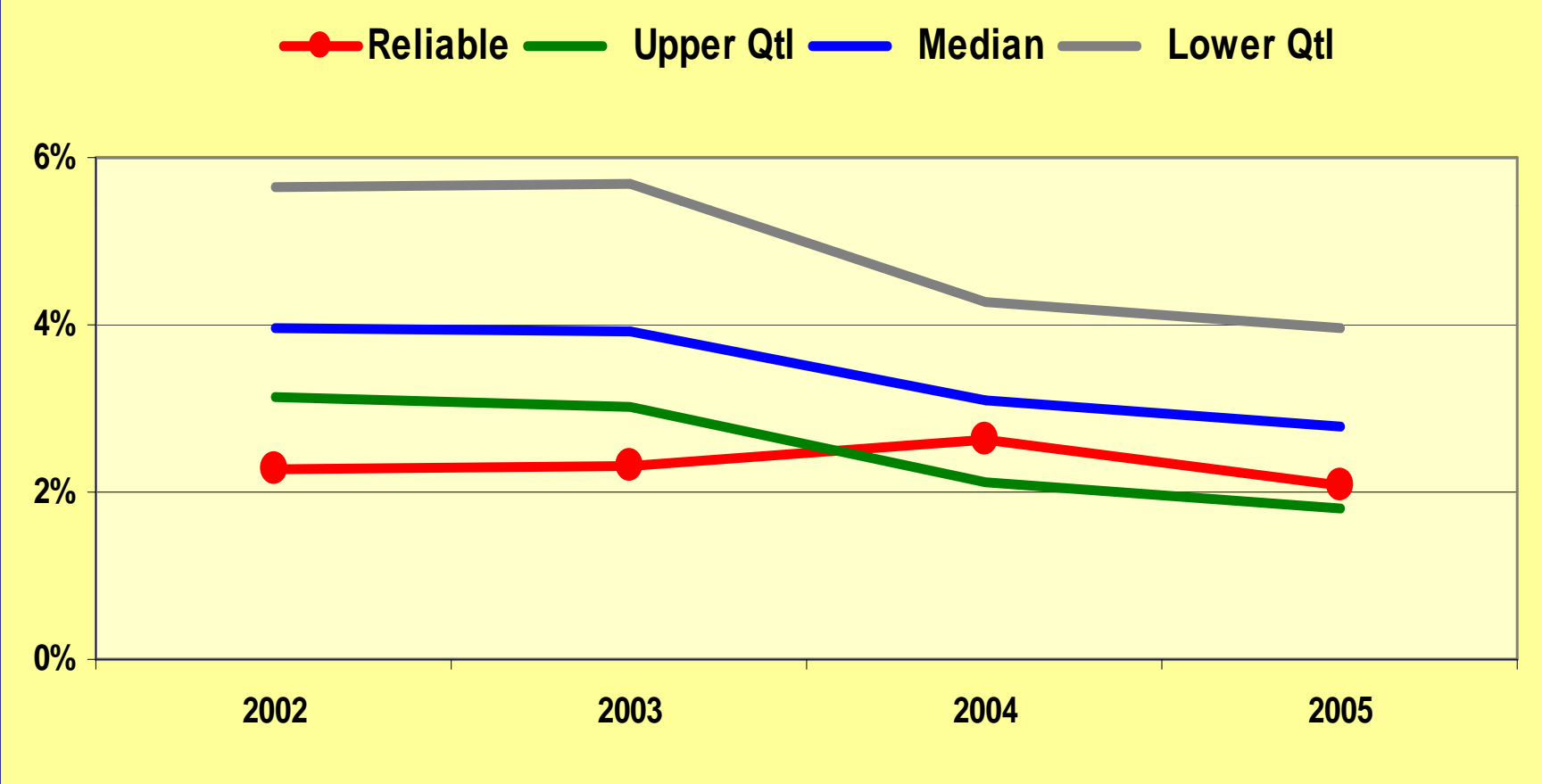
Using Dashboard and ECB



Annual Sales Growth



Selling Expense (% of Sales)



Gross Profit Per Ton



Executive Chart Book Basis for Comparisons

- **Locations**
 - United States, Canada, all firms
- **Line of business**
 - General line, plates & shapes, flat roll, bar, tubing, aluminum/stainless/non-ferrous
- **Size**
 - Categorized by sales volumes
- **Processing**
 - Categorized by percent of sales processed
- **Frequency**
 - Annually and quarterly
- **Combinations of the above to match your business**