



LIFE@reliance

Quarterly Newsletter

2017 Q2 FINANCIAL RESULTS HIGHLIGHTS:

\$702.1M in gross profit – the second highest in Reliance history

\$2.48B in net sales

Average selling price per ton sold up **11.3%**

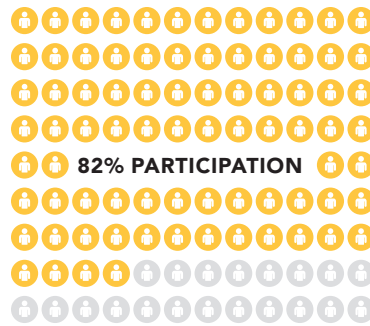
New Precision Strip facility in Bowling Green, Kentucky completed and operational

Our executive team – Gregg, Karla, Jim, and Bill – recognize that our folks in the field have done a tremendous job navigating through the quarter’s market uncertainty. Thanks for everyone’s continued hard work and dedication!

Pledge to Safety Success!

PLEDGES RECEIVED

10,034



12
COUNTRIES REPRESENTED



276
PARTICIPATING LOCATIONS



55
PARTICIPATING COMPANIES



111
LOCATIONS WITH 99% OR HIGHER PARTICIPATION



THANK YOU for making your personal 2017 Pledge to Safety. Here are our results



The fund is now **\$28,000!**

Since the Reliance Cares employee assistance fund opened in April, our employees have contributed \$14,000. Reliance has matched each donation 100%. Thank you for your support!



On April 24, 2017 the Corporate Safety Team asked the Reliance Family to recommit to safety company-wide by taking a pledge to be SMART and to improve our safety awareness.

A special thank you to the leadership and safety advocates that truly went above and beyond to achieve 100% at your location. We commend your efforts and your dedication to the safety of our employees.

Where do we go from here? We have over 10,000 employees who have committed to being safe in the shop, on the road, in the office. Family, friends, pets, hobbies, vacations, and more are the reasons why we work hard. Coming home to enjoy and appreciate them are the reasons we work safely. Post your pledges where you can see them! Remind and watch out for your peers! Most of all, make SMART decisions every day. Here’s to making 2017 our safest year yet.

WE’RE #320 ON THE 2017 FORTUNE 500 LIST!

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RELIANCE IS ON SOCIAL MEDIA!

- us on Facebook
- @Reliance_RS
- Search: "Reliance Steel & Aluminum Co."

CONNECT WITH US TODAY!



Phishing, Spear-Phishing, Whaling, and Other Fishy Activities

How do hackers go about gaining control over your information? In many cases they target the weakest link. That is usually not your firewall or your anti-virus solution. It is you!

We store our digital information in a variety of locations: on our phones, personal computers, tablets, and in the cloud. Sometimes it's not even clear where our information is actually stored or who has access to it. A good example is how Apple tries to create a seamless user experience; in doing so, your personal data is backed up in their cloud and replicated across your devices. Much of that information is sensitive. It shows who we are, who we relate to, how healthy we are, how much money we have in our bank account, and much more.

When your information falls into the wrong hands, you can be exploited. Hackers can either steal money from you directly or block access to your information and demand a ransom for it. The so-called Ransomware Attacks are a recent example of this on an international scale.

How do hackers gain control over your information? In many cases they target the weakest link. That is usually not your

firewall or your anti-virus solution. It is you! Hackers will try to trick you into doing something that allows them to steal from or blackmail you. Tricks include:

- **PHISHING**
A technique most of you are already familiar with. Generic emails with malicious attachments or links to websites are sent to potential victims. Clicking any of these might infect your computer, tablet, or phone with a virus.
- **SPEAR-PHISHING**
This approach is more specific. You might be targeted because of where you live, your age and/or gender, your job, etc. Spear-phishing emails can appear to be coming from a trusted sender. You are more likely to click because the email will contain more personalized information.
- **WHALING**
This trick is even more targeted. You might be in a role that entails managing payments in our organization. Whaling emails will be carefully drafted and tie into your specific situation to convince you to take action. An email might look like it is from your boss, approving a payment but asking you to send to a different account number.

These techniques allow a hacker to target a lot of people with a good degree of success. In the past, it was relatively easy to spot suspicious emails because of their poor spelling and bad layout, but today's messages look much more professional and are much harder to detect.

HOW DO WE PROTECT OURSELVES FROM THESE FISHY ACTIVITIES? FOLLOW THESE FIVE STEPS TO AVOID BEING BAITED.

1. BE SKEPTICAL

Unless you are 100% sure that an email is legitimate, assume it is not. Do not open any attachments that came with it. Do not click any links.

2. DO NOT DISCLOSE ANY SENSITIVE INFORMATION TO ANYONE WHOSE IDENTITY YOU CANNOT VERIFY

Instead, if the email is from someone you know, reach out directly via phone or in person to verify the request is legitimate.

3. KEEP YOUR COMPUTERS, PHONES, TABLETS, AND OTHER ELECTRONIC EQUIPMENT UPDATED

Make sure to install all updates and security patches whenever they become available.

4. TAKE CONTROL AND EDUCATE YOURSELF

Read up on good information security practices. Use complex passwords that are different for every application/website. Ask for help if you have questions. Report suspicious activities.

5. BACK UP YOUR INFORMATION

Take action yourself! Also, be aware of who has access to your personal information, including information on backup media and paper.

Need Medical Care? Understand Your Options!

GET THE RIGHT CARE AT THE RIGHT COST

If it's serious, sudden, or severe:

For minor, mild, or moderate symptoms or conditions:



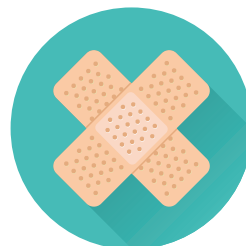
EMERGENCY ROOM



URGENT CARE CENTER



WALK-IN DOCTOR'S OFFICE



RETAIL HEALTH CLINIC



LIVEHEALTH ONLINE

AVERAGE WAIT TIME				
For non-emergencies: 4 hours	30 minutes	30 minutes	30 minutes	6 minutes
AVERAGE COST				
For non-emergencies: \$1,200	\$190	\$125	\$85	\$49

Go green. Go paperless. Go earth!



FIDELITY GOES GREEN!

As of June 15, 2017, your Fidelity 401(k) Account Statements are online.

Log on to www.401k.com and click Statements



GO PAPERLESS AT ANTHEM.COM

STEP 1: Visit anthem.com/register

STEP 2: Choose "Registration" and enter your info

STEP 3: Go to "Preferences" and choose email notifications



BE YOUR BEST IN TIMES OF STRESS

Complete the Calm Challenge
by **August 26**



Log in to **wellnessreliance.com** or see your HR representative for a paper version to join the StayWell Calm challenge.

WHO'S YOUR REASON?

Live well for those you love.



Don't forget...

**Earn 50
Wellness
Credits
by August
31, 2017.**

Log in to
wellness@reliance.com
for a complete list
of qualifying activities.

 **wellness@reliance**



American Metals Stays Moving

The American Metals location in Canby, OR enjoys group walks during lunch, jogs after work, or hikes on the weekends. Two events they've done so far this year were hosting a "Biggest Loser" competition and participating in the Shamrock Run 5K.

28 employees competed in the "Biggest Loser," held from January to March. Two people took the winning title – Wes Bass and Robert Falcone (pictured above), both in Inside Sales. Together, they lost a total of 18 pounds!

18 employees, including Garrett Weber, Inside Sales, and his girlfriend, completed the Shamrock Run 5K in Portland, OR, which took place on March 19, 2017. This event benefitted the Doernbecher Children's Hospital Foundation.

Congratulations to American Metals on your teamwork and staying healthy on and off the job!



Million Steps Challenge Spotlight



Roger Blevins, Leadman (pictured left), and Bob Darwin, Office Clerical (pictured right), at GH Metal Solutions, are currently participating in the Million Steps Challenge, but each achieved one million steps – in just three months!

From February to April, Roger averaged about 13,000 steps per day – that's 91,000 steps per week! Bob averaged 12,500 steps per day – that's 87,500 steps per week! They both surpassed the challenge goal of 85,000 steps per month four times over. Go to RELIANCEroots to read about how they made this big achievement with small lifestyle changes.

Congratulations, Roger and Bob, for literally stepping up!



INFRA-METALS

Infra-Metals Participates in Two 5Ks in April

The first 5K race was sponsored by the Bookin' for Lookin' Foundation on April 9, 2017. This foundation provides funds to support non-profit organizations conducting research for people with vision impairments and sight restoration.

The second 5K race was sponsored by Don't Stall, Just Call on April 22, 2017. This organization seeks to bring awareness and education about alcohol poisoning to high school and college students and their families. It was initiated by a woman who lost her 20-year old son to alcohol poisoning.

Everyone that participated enjoyed getting together to support great community causes and get some exercise in, too!

Read the full stories on RELIANCEroots: Go to the Wellness page under Employee Resources!

RELIANCE PRESIDENT'S CUP RECAP



The 63rd Annual Reliance President's Cup Golf Tournament was another success. Over 300 Reliance family members participated, flying in from across the country – as far away as Alaska! Congratulations to the 2017 winners:

- **President's Cup Champion**
Andrew Lafferty – National Specialty Alloys
- **Ladies Champion**
Madelaine Remigio – EMJ
- **Manager's Cup Winners**
Brian Bermingham, Steven Hale, Bryan Kretzmer, and Travis Moraine – Crest Steel

Log on to RELIANCEroots to view the full golf results.

Mark your calendars for the 64th Annual President's Cup – April 27-29, 2018!



Safety Stars Award Winners

Congratulations to Q2's Safety Stars awardees! Go to The Safety Dashboard under the My Spaces section on RELIANCEroots to read about each location's noteworthy safety achievements!



APRIL 2017 – FLEET

JOHN PALAGGI
SUGAR STEEL



MAY 2017 – SAFETY
PRECISION STRIP, INC.



JUNE 2017 – FLEET

BILL DYON
PHOENIX METALS



OUR EMPLOYEE DISCOUNT PROGRAM KEEPS GETTING BETTER!

NEW HORIZONS CONTEST | JUNE 15 – SEPTEMBER 15, 2017

1. Sign into RELIANCEroots at www.relianceroots.com
2. Click the Employee Resources tab, then Employee Discount Programs
3. Click on the *New Horizons Employee Contest* link on the right side of the page, under Announcements.
4. Follow the instructions, and have fun!

The first five names selected will win a New Horizons Microsoft Office, Adobe, or Business Skills class of their choice. The class must be taken within six months of notification. The next five selected names will win an HP Home Printer. One entry per person.





GH Metal Solutions Blood Drive



30 GH Metal Solutions employees participated in an onsite blood drive on March 29, 2017. GH Metals partnered with Blood Assurance, a Chattanooga-based organization which has supplied blood to local hospitals, since 2013. This is the company's 12th blood drive.

GH has two more blood drives scheduled this year, in June and November. What a great way to get involved in the community. Awesome job, GH Metals!

Serving the Homeless



Viking Materials in Minneapolis, MN, held its second "Sandwiches for the Homeless" event on April 13, 2017, and made over 600 sandwiches! They were delivered to Minneapolis Recreation Development, an organization dedicated to serving the local homeless community, vulnerable individuals, and disadvantaged youth. Viking also made a monetary contribution to MRD to help with delivery and distribution expenses.



Reliance Sponsors WfW Inaugural Gala



Reliance was a proud Red, White, and Blue Sponsor of Workshops for Warriors' Inaugural Gala, held on April 20, 2017, on board the historic USS Midway. Over 300 people were in attendance, including elected officials, military leadership, manufacturing industry leaders, VIP donors, supporters, WfW Alumni, the graduating Spring 2017 class, and more. As a special recognition of our sponsorship, Reliance was presented a US Navy Officer Sword, which was accepted by Jim Hoffman, our Executive Vice President & COO.

2017 Special Olympics Southern California Summer Games



In addition to being a Major Sponsor at the 2017 Summer Games, held on June 10 and 11 at Cal State Long Beach, Reliance was represented by a group of Los Angeles-area FOC employees and their families, who volunteered by assisting with meal services, keeping score for bocce ball, and cheering as Fans in the Stands. Everyone was truly inspired by the visible joy shining through the athletes.

Allen Hopper (pictured with Special Olympics athletes) from Corporate received a sponsorship award on behalf of Reliance.

Thank you to all volunteers for your support! Look out for future opportunities to participate as we continue our relationship with the Special Olympics.

Read the full stories on RELIANCEroots on the Community page under Employee News!

**Break a Sweat—
Without Breaking the Bank**



All employees of the Reliance Family of Companies now have access to the Active&Fit Direct™ program, which offers memberships to 8,000+ fitness centers nationwide for just \$25 a month (plus a one-time \$25 enrollment fee).

To learn more, visit RELIANCEroots.





Kudos to all employees who celebrated milestone anniversaries in the second quarter of 2017! Reliance would not be where we are today if it wasn't for you. It never gets old to say that we're the best in the business because we have the best people working for us. Thank you all very much for your decades of dedication!



20 YEARS OF SERVICE

- Nadeem Abbasi Reliance (RTS)
Robert Arlowe Metals USA
Julian Bijsmans Pacific Metal
Joseph Bolanos PDM Steel
Beverlea Bons Metals USA
Charles Buell Precision Strip
Francisco Camacho Metals USA
Xavier Chacon RMC Union City
Micky Chasteen Metals USA
Larry Chatman Sunbelt
Matthew Craft Precision Strip
Clinton Crawford Metals USA
Brian Crisp RMC Union City
John Davies Feralloy
Robert Davis Encore Metals
Tommy Duran MetalCenter
Sherman Durrow Siskin Steel
Valerie Ellis Metals USA
Arnulfo Esquivel Metals USA
Courtney Flemmings MetalCenter
Julian Flores PDM Steel
Richard Free Precision Strip
Angel Garcia Liebovich Bros.
Jeremy Gardiner PDM Steel
Joseph Gebhart Haskins Steel
George Gonzalez Metals USA
Mario Guilbault RMCL
Eric Hargraves Liebovich Bros.
Alex Harrell Feralloy
Kirby Harrison Delta Steel
Kelly Holdren Precision Strip
James Jenkins Precision Strip
Marilyn Katz Infra-Metals
Elizabeth Kuhn Feralloy
James Kuether Precision Strip
Jeremy La Plant Diamond Mfg
Terri Lazzaro Diamond Mfg
Douglas Lee RMC Union City
Donald Loomis Allegheny Steel
Greg Lopez Tube Service Co.
Harold Lovelady Phoenix Metals
Patricia Lukasiewicz Yarde Metals
Armando Mariscal RMC Union City
John Meyer Precision Strip
Adam Morse EMJ
Michael Mullaly RMC Union City
Brent Payne EMJ
Christopher Perkins EMJ
Domenic Prete RMCL
Geoffrey Primeau EMJ
Bernie Rees AMI
Paul Reynolds Delta Steel
Robert Rismiller Precision Strip
Brian Roby Precision Strip
Juan A. Rodriguez Indiana Pickling
Gary Rogers Phoenix Metals
Dennis Rouse Siskin Steel
Marcandre Roy RMCL
Jody Sadler Siskin Steel
Armando Sanchez AMI

- Matthew Sandblast Tube Service Co.
Steven Schatz Fox Metals
Robert Schlesinger Bralco Metals
Jason Schwartz Precision Strip
Karen Severing Liebovich Steel
William Taylor Metals USA
Brian Tenenbaum CCC Steel
Matthew Tibbs AMI
Joseph Utlej Chatham
Kenneth Wagner Precision Strip
Andrew Wallace Phoenix Metals
John Webster Yarde Metals
Jason White Diamond Mfg
Jerry Williamson RMC Union City

25 YEARS OF SERVICE

- Glen Adams EMJ
Jeff Alesson Diamond Mfg
Mark Borstnar Toma Metals
Augustine Castillo RMC Phoenix West
Matthew Colvin Precision Strip
Shawna Cronin Reliance (RTS)
James Curtin EMJ
Jeffrey Dicke Precision Strip
Kurt Dippold Precision Strip
Michael Drummond Metals USA
Lydia Enloe EMJ
Suellen Felix MetalCenter
Richard Fors Lampros Steel
Carol Garceau Viking Materials
Joseph Gifford Siskin Steel
Steven Grasser EMJ
Jeffery Haynes AMI
Shawn Holmes Liebovich Steel
Michael R. Kemp Feralloy
Barry Kirtley EMJ
James Krueger EMJ
Brian Lacey Reliance (Corp)
Michael Lane Infra-Metals
Karla Lewis Reliance (Corp)
Derek A. Logsdon Indiana Pickling
James Lord Diamond Mfg
Debbi McGuyer Pacific Metal
Scott Murphy NI Steel
Catherine Niblock Haskins Steel
Carol Pagel Metals USA
Mary Rathle Metals USA
Donald Sexton Siskin Steel
Anthony Striplin Metals USA
Jeffery Taylor EMJ
Jeffrey Vodraska EMJ
Daniel Walden Siskin Steel
Sharon Witmer Metals USA

30 YEARS OF SERVICE

- John Borkowski Diamond Mfg
Kenneth Brewer EMJ
Jeffrey Broerman Precision Strip
Barry Cade Siskin Steel
Donald Calkins Reliance (RTS)

- Brian Crane EMJ
Barry Epps Phoenix Metals
Patrick Farley EMJ
Gary Fortkamp Precision Strip
Robert Gavert EMJ
Richard Henke Feralloy
David Johnson SSA
Jeffrey Jones EMJ
Jeanguy Leduc RMCL
Solomon Legesse Reliance (RTS)
Robyn Montgomery Metals USA
Cynthia Nadeau Yarde Metals
Curtis Nelson American Metals
Ann Noriega RMC Union City
Christopher Obringer Precision Strip
Lyle Pearson EMJ
Steven Pleiman Precision Strip
Kevin Richardson EMJ
Rodney Riggs Metals USA
Robert Rose RMC Union City
John Ross EMJ
Donna Smith Steel Bar
Mark Stewart EMJ
Patricia Vader RMC San Antonio
Kurt Vollman EMJ
Thomas Walz EMJ
Gary Watkins Metals USA
Crystal Westfahl Tube Service Co.
Dale White Metals USA
Edward Winiewicz Diamond Mfg
Brett Yahl Precision Strip
Georges Youssef EMJ
Keith Zinn Diamond Mfg

35 YEARS OF SERVICE

- Steve Bates Reliance (Corp)
Nelson Burger Siskin Steel
Ronald Cartwright PDM Steel
Michael Fleck Precision Strip
Richard Harris Liebovich Steel
Deana Hlas Trident Metals
Gerald Huber Precision Strip
Harry Ligon Trident Metals
Mark Nenichka Diamond Mfg
Michael Orzech Yarde Metals

40 YEARS OF SERVICE

- James Bundrant Pacific Metal
Neal Cook McKey Perforating
Dorothy Degener Liebovich Bros.
Larry Garner Sr. Chatham
Brenda Janser Yarde Metals
James Myles Siskin Steel
Sharon Neumann RMC San Antonio
John Streeper EMJ

45 YEARS OF SERVICE

- Edward Haas Diamond Mfg
Paul Theod Pacific Metal