General Meeting 11/13/12

1. Gerdau
   1. Introduction
   2. Begun in 1901 in Brazil
   3. Arrived in US in 1999
   4. Consumer Market
      1. Brazil
      2. North America
      3. Latin America
      4. Specialty Steel
   5. One of the largest mini-mill steel producers and steel recyclers in North America
   6. Product Mix
      1. Infrastructure and Non0residential
         1. Rebar
         2. Fabricated
         3. Structural
      2. Industrial
         1. Merchants
         2. Wire rod
         3. Flat rolled
   7. Vision
      1. To be a global organization and a benchmark in any business we conduct
   8. Mission
      1. To create value for our customers, shareholders, employees and communities by operating as a sustainable steel business
   9. Values
      1. Be the customer choice
      2. Safety above all
      3. Respected, engaged, and fulfilled employees
      4. Pursuing excellence with simplicity
      5. Focus on results
      6. Integrity with all stakeholders
      7. Economic, social and environmental sustainability
         1. Recycling steel saves a lot of energy
   10. Map Program (Management Associate Program
       1. Goal is to develop future leaders of Gerdau
       2. Program gives participants the opportunity to understand the organization’s culture and environment through manufacturing projects and training activities
       3. Participants will develop important management competencies while adding value to the business
       4. After successful completion of the program, management associates will be considered for positions in roles like process engineer, general supervisor, or production manager
   11. Internship Program
       1. Offers on –the-job experience, organization orientation, and work assignments and projects that provide clear and targeted goals
       2. Senior management mentoring
       3. Performance evaluations focused on the work assignments and projects identified at the start of the internship
       4. Competitive wages offered
       5. Apply at [www.gerdau.com/longsteel](http://www.gerdau.com/longsteel)
   12. Gerdau-Wilton
       1. Groundbreaking Iowa Steel Mill Inc. -1973
       2. Has 269 employees and is projected to produce 240,000 tons of finished product and 265,000 billet tons in 2012
       3. New shredder
       4. Melt shop with furnace and caster
       5. Rolling mill
   13. Engaged work force
       1. Employee night at the ballpark
       2. Community relations and celebrations
          1. Ditch cleaning
          2. Environmental awareness
          3. Retirement celebration
          4. Elementary school junior achievement
          5. Volunteer firefighters