

Ranger Steel Celebrates Fiftieth Anniversary

Houston, TX, November 4, 2008 – Ranger Steel, the largest independent steel plate distributor in the United States, marks its fiftieth anniversary this week by reaching yet another milestone – five decades of continuous profitability. Founded in 1958 by Roy Whitley, Ranger remains family owned and operated with facilities in Houston, New Orleans, Tulsa and the Los Angeles Basin.

“Running a successful company is very important to me,” said Ranger Steel President Ron Whitley. “We created a niche in the supply chain by stocking and selling only one product – steel plate – a concept that had been tried on a limited basis. Ranger took this on with tremendous success, and it’s the stepping stone to what we are today.

“Some of our customers go back to the mid-1960s,” he added. “They’ve come to depend on Ranger. It’s not just a transaction when they buy plate from us, but a customer experience. Our sales folks are motivated to make sure customer service isn’t just a saying. It’s a priority. That’s why we’re still here after 50 years.”

Ranger Steel Milestones

- 1958 – Ranger is founded by Roy Whitley
- 1971 – Ron Whitley joins the company
- 1982 – Shifts focus to selling only steel plate
- 1984 – Ron Whitley is appointed president
- 1994 – A-514 and A-516 steel grades added to product line
- 1995 – Sales reach \$100 million or 215,000 tons
- 1996 – Achieves record sales of \$120 million or 251,000 tons
 - Moves to 23-acre steel yard at Port of Houston
 - Outsources all steel handling
- 2000 – Changes focus to domestic supplies from imports
- 2003 – Opens New Orleans location
 - Establishes international division
- 2004 – Revenues reach \$185 million on 217,000 tons
- 2006 – Tulsa distribution center opens
 - Ships 314,000 tons with revenue of \$269 million
- 2007 – Opens Southern California facility
 - Realizes sales of \$328 million or 384,000 tons

In the third year of its strategic five-year expansion plan, Ranger Steel has achieved 20-30% growth annually since 2003 and is on target to reach its goal of \$500 million in revenue and 400,000 tons of steel plate in 2008.

About Ranger Steel

Founded in 1958, Houston-based Ranger Steel is the largest privately owned steel plate distributor in the United States. Ranger’s strategically located distribution centers at the Port of Houston, New Orleans and Tulsa, Oklahoma, serve a wide variety of industries, including ship building, energy, transportation, vessel and heat exchanger, heavy plate

fabrication, commercial and industrial construction, and storage tanks. Visit Ranger at www.rangersteel.com.

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