Welcome to Charter Steel



AGENDA

Charter Manufacturing Overview

- History
- Ownership
- Brands

Charter Steel Overview

- Locations
- Products
- Steelmaking Process
- Your Team



CHARTER STEEL

WE ARE CHARTER





Watch the video to learn more about Charter Steel.

CHARTER MANUFACTURING

OVERVIEW



OUR HISTORY

FAMILY-OWNED SINCE 1936

Charter Manufacturing is a family-owned group of differentiated metals manufacturing businesses. For decades, we have adhered to a simple philosophy:

"Do something different and do it right to achieve the highest quality product."

We are fueled by a team of respected and dedicated employees committed to continuous improvement, and the Charter family thrives on the vibrant, entrepreneurial spirit within each of us.



MILESTONES

- 1922: Alfred Mellowes starts Milwaukee Lock Washer Company
- 1936: The Mellowes Family establishes Charter Wire
- 1948: The Mellowes Family establishes Milwaukee Wire Products
- 1978: John A. Mellowes establishes Charter Steel
- 2012: Charter acquires Wells Manufacturing (Charter Dura-Bar)
- 2021: Charter acquires Aarrowcast, Inc. (Charter Aarrowcast)
- 2024: Acquired Niles Iron & Metal



WHO WE ARE

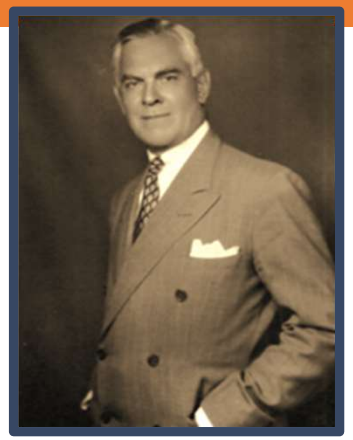
ONE FAMILY. ONE TEAM.

- Service-first mindset and approach
- Customers receive service-oriented products and solutions that support their growth
- Employees enjoy rewarding opportunities that empower their personal and professional success
- Pride in partnership can be seen in the longevity of employee and customer relationships
- We support the communities in which we live and work with stability and stewardship

It's our goal to provide value to everyone in our reach—this is **One Family. One Team.**

4TH GENERATION

FAMILY-OWNED COMPANY



ALFRED MELLOWES

1ST GENERATION



CHARLES MELLOWES

2ND GENERATION



JOHN A. MELLOWES

3RD GENERATION



JOHN W. MELLOWES

4TH GENERATION



CHARLES MELLOWES

4TH GENERATION

CHARTER MANUFACTURING FAMILY OF BUSINESSES

Charter Steel

Charter Wire

Charter Casting

Niles Iron & Metal



CHARTER STEEL

Charter Steel is a leading supplier of carbon and alloy special bar quality rod, wire and bar products, made from 90%+ recycled materials. Charter Steel is a leading producer of cold heading quality steels and the largest coil processor in North America.



CHARTER WIRE

Charter Wire is a leading cold rolled and forming manufacturer and a Tier 1 supplier of engineered shaped wire, cold finished bar and cold-headed and stamped components.



CHARTER CASTING

Charter Aarrowcast and Charter Dura-Bar combined in 2021 to form Charter's casting business, the world's largest producer of continuous cast iron bar stock and a leading innovative cast metal solutions provider.



NILES IRON & METAL

Niles Iron & Metal, acquired in 2024, is one of Northeast Ohio's largest scrap processing facilities, operating two recycling yards, handling ferrous metals and non-ferrous metals.

FAMILY OF BUSINESSES

Established 1936 • Mequon, Wisconsin • Privately Held – 4th Generation Family-Owned • ~2,300 Employees

STEEL PLATFORM

Carbon & Alloy SBQ Rod, Wire, Bar
Established 1978

LOCATIONS

Saukville, Wisconsin

Cleveland, Ohio

Fostoria, Ohio

IRON PLATFORM

Specialty Iron Bar
Established 1946

LOCATIONS

Woodstock, Illinois

Salisbury, North Carolina

York, Pennsylvania

Fort Worth, Texas

Gray & Ductile Iron Castings
Established 1977

LOCATION

Shawano, Wisconsin

SHAPING PLATFORM

Engineered Steel Shaped Wire - Established 1936
Tier I & II Automotive Supplier - Established 1948

LOCATION

Milwaukee, Wisconsin

RECYCLING PLATFORM

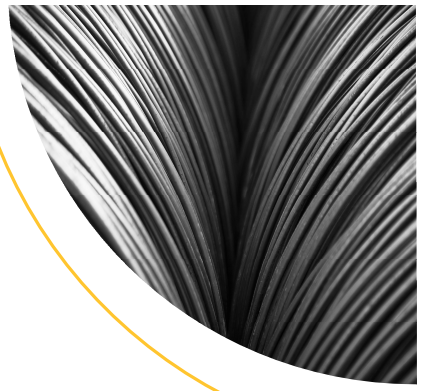
Ferrous & Non-Ferrous Scrap
Established 1917

LOCATION

Niles, Ohio

CHARTER STEEL

CHARTER STEEL OVERVIEW





CHARTER STEEL

Charter Steel is a carbon and alloy special bar quality (SBQ) rod, wire and bar producer.

Our customers benefit from industry-leading, high-quality steel solutions and in-house, value-added processing. Our customers know their dedicated Charter problem solvers will get them the right steel on time, and that confidence is why our average customer relationship lasts longer than 15 years.



~1,300
employees across three locations

CHARTER STEEL

LOCATIONS

Saukville, Wisconsin

Electric Arc Furnace (EAF) melt and roll, distribution and processing

Cleveland, Ohio

EAF melt and roll, and distribution

Fostoria, Ohio

Distribution and processing





KEY FACTS

- The largest coil processor in North America
- 1.3 million tons of steelmaking capacity
- North America's leading producer of cold heading quality steels
- 525,000 tons of coil processing capacity
- Non-destructive testing (NDT) of SBQ online Q3 2023

CHARTER STEEL

CAPABILITIES & PRODUCTS



STEELMAKING

- A carefully controlled blend of raw materials (often recycled) is continuously refined until the optimal chemistry and temperature are met
- Industry-leading electric arc furnace (EAF) steelmaking is energy-efficient while allowing for flexibility



COIL

- Diameters from 7/32” to 1-9/16”
- Available in Increments of 1/64”
- 4,400 lb. to 5,600 lb. coils
- Processing available: Clean/coat, draw, anneal, lube



SBQ

- Diameters from 3/4” to 3-1/4”
- Lengths from 12 ft. to 50 ft.
- 4,000 to 10,000 lb. bundles
- On-site capabilities: Straighten, ultrasonic testing, magnetic flux leakage testing (MFLT), including chamfer and bundling



LAB TESTING

- Before shipment, A2LA-accredited in-house lab certifies material in accordance with customer specifications
- Lab tests steel samples and engineers help customers troubleshoot problems and understand the efficiency of their products

QUALITIES AND APPLICATIONS

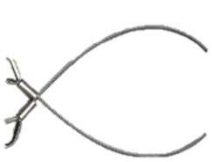
Sucker Rod | Industrial | High Carbon | Forging | Cold Heading | Suspension / Spring | Bearing | Aircraft

20% of Charter Steel Business
Primarily Construction

80% of Charter Steel Business
Primarily Mobile

HIGH CARBON:

- Bridge Cables
- Wire Rope
- Furniture and Bed Springs





COLD HEADING:

- Critical Fasteners and Components
- Auto, Construction, Heavy Truck etc.



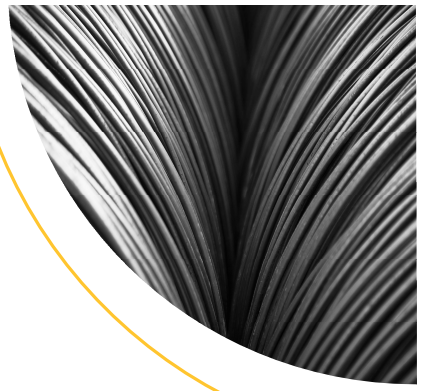
SUSPENSION SPRINGS:

- Automotive Suspension Springs
- Stabilizer, Sway and Track Bars



CHARTER STEEL

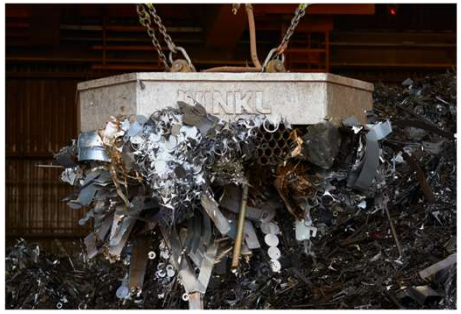
MELT & ROLL CONDENSED





CHARTER STEEL

STEELMAKING





- Scrap product and Alloy is melted, refined and degassed.
- Charter Steel is made up of ~90% recycled material





- Billets are cast, inspected and staged.
- Cleveland produces 7” square and Saukville produces 5” square.





- Billets are rolled to desired diameter, coiled and inspected.
- Process is monitored via computer to ensure quality.

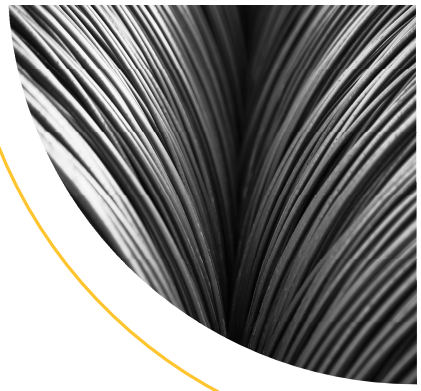




- Product is sent to processing (if required) to support customer needs
- Final product is inspected and shipped.

CHARTER STEEL

CHARTER STEEL DIFFERENCE

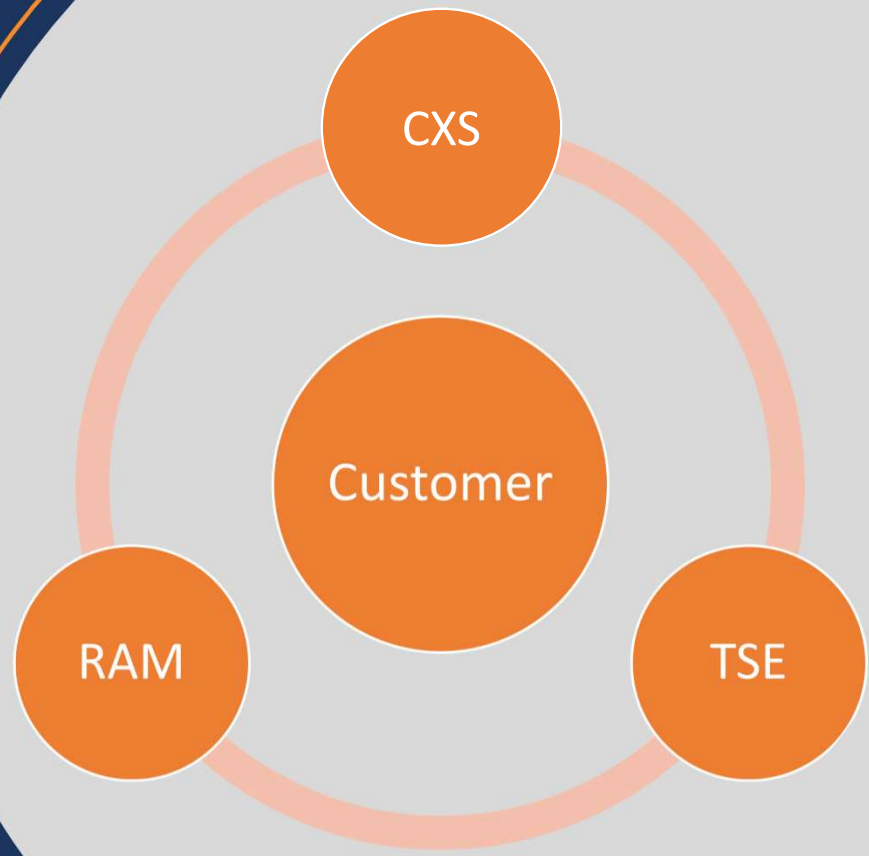




APPROACH TO PARTNERSHIP

THE CHARTER STEEL DIFFERENCE

- Every customer has a dedicated team to support their individual needs
  - RAM – Account management, pricing, forecasting
  - CXS – Ordering, Customer Service, logistical
  - TSE – Technical questions, material or process troubleshooting
- We believe developing relationships and getting to know your unique needs allow for us to provide a great experience
- The account services team is an extension of your team and work collaboratively behind the scenes



CHARTER STEEL

TECHNICAL CAPABILITIES

THE CHARTER STEEL DIFFERENCE

Material and Process Development

- Team of Technical Service Engineers supporting customers from trials to production
- Trials and development cycles prior to moving to production
- Customized product and processing to ensure optimal performance at your facility

Technical Lab

- Experienced technical lab staff with degreed metallurgists
- State of the art SEM / EDS / Failure Analysis capabilities
- Dedicated to servicing our customers on technical issues
- No North American lab analyzes more Cold Heading Quality Steel than Charter Steel



TRANSPARENT SUSTAINABILITY

THE CHARTER STEEL DIFFERENCE

- Through employee-led energy teams and green initiatives we're working toward a goal of 25% carbon emission reduction (currently at 15%) by 2030
- We continue to make enhancements to our steelmaking by investing in technologies to produce steel through a clean process, with the goal of reducing our carbon footprint each step of the way
- First ISO50001 certified steel mill
- Largest single site recycler in Wisconsin, producing steel out of ~90+% recycled material
- Solar Field in Saukville generates 30 million kWh of electricity per year



Read about Charter Steel's Commitment to Sustainability

CHARTER STEEL

Notable Projects



Paving the way to a 25% reduction

- **Scrap Preheat (Winner of US Department of Energy Award)**
  - Scrap is preheated prior to charge vs. being charged at ambient temperature
  - Reduced electricity consumption, ambient dust, preserved anode life and more
- **Charter Steel Solar Field**
  - Go live date of May 31, 2024
  - Provides 27 million kWh of electricity (equivalent of powering 3,700 homes per year)
- **Charter Steel Energy Teams**
  - Seven active teams at each plant reviewing data and identifying opportunities (big and small) to reduce energy consumption.



THE CHARTER STEEL DIFFERENCE



One-Stop Shop

We are a comprehensive steel coil and bar provider from green rod to fully processed steel.



Customer-Centric Approach

We work best when we collaborate with each other.



Dependable

Charter Steel provides consistent, high-quality steel, delivered on time to increase customer productivity.



Continuous Improvement DNA

We maintain a growth mindset while extensive service, operations and technical expertise deliver creative solutions.


CHARTER
STEEL
CHARTERSTEEL.COM