



**Congressional Steel Caucus  
Testimony of John Ferriola  
Chairman, Chief Executive Officer & President, Nucor Corporation  
March 21, 2018**

Chairmen Crawford and Bost, and Vice Chairman Visclosky, on behalf of our 25,000 teammates, I would like to thank you for this opportunity. I am John Ferriola, Chairman, CEO & President of Nucor Corporation. Nucor is the largest steel producer in the United States and North America's largest recycler.

I'll get straight to the point – *The President got it right*. By imposing tariffs on imported steel, President Trump is sending a strong message that dumping steel into our market will no longer be tolerated.

As you are well aware, global production overcapacity has caused a surge of unfairly traded steel imports into our market. The President recognized the devastating impact of these imports, taking bold action to initiate the 232 investigation. The Commerce Department rightfully concluded that imports threaten the ability of the domestic steel industry to supply our national defense and critical infrastructure needs. *We urge you to be vigilant against efforts to undermine the President's action.*

These tariffs will help level the playing field, and will lead to increased capacity utilization for domestic steelmakers. What will this mean for Nucor? For our teammates, more production means a heftier paycheck because of our performance-based compensation system. For our company, the tariffs will further enable us to keep doing what we have been doing for decades – invest in our teammates, our facilities and new technology. Over the last 9 years, we have invested a total of \$8 billion in acquisitions and capital investments to grow our company and product offerings.

For example, we recently announced that we will build two rebar “micro mills” in Florida and Missouri. Together, these projects represent a \$500 million investment and will create more than 500 jobs. In Chairman Crawford's district, we are getting ready to open our new specialty cold mill complex. This \$230 million investment will expand our capability to produce lighter-gauge, higher-strength sheet steel that automakers need to meet higher fuel economy standards.

The President's action will allow us to realize a return on our investments, and will help get the industry on a more sustainable path long-term. While the industry experienced improved financial results in 2017, after-tax profits still lag far behind most other manufacturing sectors. The financial results we achieved last year will only be sustainable by aggressively addressing unfairly traded imports, as the President is doing.

In conclusion, stronger trade enforcement coupled with tax reform are creating an attractive investment environment for steel. *We could see an even more dramatic boost if you work together to pass an infrastructure bill with strong Buy America provisions.*

We appreciate your leadership and the support that members of this Caucus have given to our industry. Our teammates and their families thank you. The President's decisive trade action and congressional leadership in enacting tax reform will ensure that the best days of the American steel industry are still to come.

Thank you.