

Read breaking news about Gerdau in the world. Enjoy!

### Highlights

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#### **Gerdau breaks sales record in 2011**

Gerdau ended 2011 with record consolidated shipments of 19.2 million metric tons, driven by increased demand for long steel in the Americas, especially in the markets of civil construction and industry. The sales volume reached in the year represents 10% growth on the commercial performance of the previous year. Consolidated shipments reached 4.7 million metric tons in the fourth quarter, which is an increase of 4% over the last three months of 2010.

With the increase in shipments, consolidated net revenue increased 16% in the fourth quarter against the same period last year, reaching R\$ 9.1 billion, and in 2011 reaching R\$ 35.4 billion. In the fourth quarter, consolidated steel production reached 4.7 million metric tons, which is an increase of 8% over the last three months of 2010. Consolidated steel production grew to 19.6 million metric tons for the year.

From October to December, the operating cash generation (EBITDA) went from R\$ 815 million in the fourth quarter of 2010 to R\$ 1 billion driven by the expansion of net revenue, while for the year it reached R\$ 4.7 billion. Fourth-quarter net profit reached R\$ 472 million, representing a 12% growth compared to the last three months of 2010, while the result for the year was R\$ 2.1 billion.

"We closed 2011 with good operational and financial performance evidenced by breaking the record in shipments, an adequate management of expenditures and comfortable levels of indebtedness even in the face of adversity resulting from the global economic slowdown and the European crisis. So, in the year that we celebrated 110 years of history, we consolidated a management style that is deeply committed to the economic, social and environmental sustainability of our business. Our challenge for 2012 is to continuously improve on our financial results and to do so, we will continuously invest more in order to keep being the company preferred by our customers, as well as to strive to reduce costs especially of the raw materials in our business," says Gerdau's CEO André B. Gerdau Johannpeter.

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#### **Gerdau supplies steel for the construction of one of the largest bridges in the world**

Gerdau supplied steel for the construction of the Rio Negro bridge, the second longest cable-stayed bridge in the world over a river. The structure is more than 3.5 km long over Rio Negro (Black River) and its extension is second only to the bridge over the Orinoco River in Venezuela. The construction process lasted three years and ten months and generated 3,400 jobs.



*The bridge connects the cities of Manaus and Iranduba in the State of Amazonas (Brazil)  
Photo: Chico Batata*

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### **Gerdau Sidenor researches a new type of steel for the automotive sector**

Gerdau Sidenor, Gerdau's special steel operation in Spain, is working on the research of new types of steel for the automotive industry. The aim of the project, called Confauto, is to seek alternatives that make it possible to reduce time and costs of production.

The technology being studied will make it possible to obtain parts with complex geometries in a single step, increasing productivity. The research also seeks to further optimize the continuous casting process and the choice of materials for the manufacturing of a special steel with superior quality.

The project has the collaboration of three research centers belonging to the Basque Network of Science, Technology, and Innovation: Sidenor I+D, CIE R&D, and Mondragón Gor Eskola Politekniko.

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### **Diacó and FUNDES launch a Distributors Development Program**

Diacó, Gerdau's long steel operation in Colombia, launched a Distributors Development Program to stimulate the competitiveness of small and medium companies in the steel supply chain. The program consists of training and consulting on topics related to quality, productivity, and entrepreneurship. The initiative is carried out in a partnership with FUNDES, a business solutions network to support micro, small, and medium companies in Latin America.

Gerdau believes that the growth and sustainability of a company are directly linked to building relations of mutual benefit with its chain of business, employees, and communities. Directed by the Gerdau Institute, which is responsible for Gerdau's social responsibility policies and guidelines, the company invests in developing clients and suppliers, creating shared value for its entire chain.



*The program started with the participation of 20 companies  
Photo: Germán Perez*

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### **Siderperu will grant 100 full scholarships for vocational training at the Technical School**

Technical School is a vocational training school for young people from low income families maintained by Siderperu, Gerdau's long steel operation in Peru, and it has opened registration for its fifth admissions contest. The educational program will provide 100 scholarships in mechanical maintenance and steel production to young people just finishing high school. During the courses they will have the opportunity to take practical classes at the plant where they will be able to apply their theoretical knowledge and get to know the processes, always supervised by Siderperu employees.

Directed by the Gerdau Institute, which is responsible for Gerdau's Social Responsibility policies and guidelines, the initiative is part of programs to encourage education and entrepreneurship developed by the plant's committee.

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### **Gerdau expands volunteer work around the world**

In 2011, Gerdau achieved 9,500 employees working as volunteers, which represents a 21% increase in the number of employees involved in social responsibility compared to the previous year. The Junior Achievement projects and the 5S Program in the Schools received the highest number of participants, totaling more than 1,500 volunteers.

The Gerdau Volunteer Program aims to raise awareness, educate, and recognize the participation of the company's employees in projects developed by Gerdau. The aim of the actions is to foster a culture of growth and care in individuals so that they can contribute to the sustainable development of communities in which the company operates.



*Volunteer employees of the Cotia unit (São Paulo)  
Photo: Gerdau Archive*

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### **Gerdau and Junior Achievement benefit more than 13,000 students in 2011**

Through a partnership between Gerdau and Junior Achievement, more than 13,000 students from 238 schools were benefited in 2011. The programs were offered in 26 Brazilian states as well as in Argentina, Uruguay, Peru, Colombia, Mexico, and the Dominican Republic with the participation of 595 volunteers. Junior Achievement is the largest and oldest organization of practical education in business, economics, and entrepreneurship in the world. In 2012, Gerdau will also begin to support this entity in the United States and Spain.

The partnership with Junior Achievement completed 17 years in 2011 and benefits young people in Brazil and Latin America through the participation of the Company's volunteers. The Gerdau Institute, which is responsible for the Company's Social Responsibility policies and guidelines, encourages the participation of employees in the programs it supports.



*Plant manager of Gerdau Água Funda, Renato Fontes  
Fujikake, was one of the participating volunteers  
Photo: Gerdau Archive*

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