



The UPM Market Informer

Monthly Market Intelligence for Customers of United Performance Metals

April 2014

AK Steel Announces Stainless Steel Price Increase

WEST CHESTER, OH MARCH 14—AK Steel reported that the company will increase prices for all of its stainless steel products, effective with shipments on April 1, 2014.

AK Steel said the increase will be achieved through a discount reduction of two percentage points. For all products priced using net prices, including automotive exhaust products, the increase will be achieved by adding \$.02 per pound to the existing prices.

Surcharges for the broad range of stainless steel products that AK Steel produces will remain in effect, and can be found under the Markets and Products section of the company's web site at www.aksteel.com.

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North American Stainless Announces Price Increase

GHENT, KY MARCH 13—Effective with shipments April 1, 2014; North American Stainless will increase prices for all Cold Roll grades in 200, 300, and 430 series. This will be achieved by reducing the discount by 2% points.

In addition, Automotive grade prices will increase by \$40.00/ton. According to the company, the increases are necessary to support further investment in the business. All applicable surcharges will remain in effect, as outlined on the company website www.northamericanstainless.com.

Outokumpu Stainless Americas Implements a Price Increase

MARCH 14—Effective with all shipments, April 1, 2014, Outokumpu Stainless Americas will implement the following price increase: All 200, 300, and 430 cold rolled stainless products discounts will be reduced 2 discount points. Please contact your Outokumpu Stainless Americas sales representative with any questions. www.outokumpu.com.



STEEL OUTPUT					
Week ended	Net tons in thousands	Capacity utilization	Week ended	Net tons in thousands	Capacity utilization
Jan. 5	1,756	72.6	April 6	1,858	77.6
Jan. 12	1,819	75.9	April 13	1,880	78.5
Jan. 19	1,824	76.1	April 20	1,858	77.6
Jan. 26	1,806	75.4	April 27	1,866	77.9
Feb. 2	1,801	75.2	May 4	1,884	78.6
Feb. 9	1,822	76.1	May 11	1,881	78.5
Feb. 16	1,814	75.7	May 18	1,904	79.5
Feb. 23	1,843	76.9	May 25	1,850	77.2
March 2	1,857	77.5	June 1	1,844	77.0
March 9	1,828	76.3	June 8	1,851	77.3
March 16	1,785	74.5	June 15	1,870	78.1
March 23	1,809	75.5	June 22	1,881	78.5
March 30	1,819	75.9	June 29	1,822	76.1
			July 6	1,876	78.3
			July 13	1,881	78.5
			July 20	1,904	79.5
			July 27	1,871	78.1
			Aug. 3	1,888	78.8
			Aug. 10	1,862	77.7
			Aug. 17	1,878	78.4
			Aug. 24	1,861	77.7
			Aug. 31	1,856	77.5
			Year to date	84,709	77.2
			Year ago to date*	87,639	77.8

STEEL PRODUCTION BY DISTRICTS			
	Aug. 31	Aug. 24	Aug. 17
Northeast	199	213	219
Great Lakes	628	604	617
Midwest	234	244	245
Southern	705	707	709
Western	90	93	88
Total	1,856	1,861	1,878

(in thousands of net tons)

Source: American Iron and Steel Institute. * Reflects AISI adjustments. Source: American Iron and Steel Institute.

US Raw Steel Production Slides 0.7 percent

AMM NEW YORK MARCH 19—U.S. raw steel output totaled an estimated 1,828,000 net tons last week, down 0.7 percent from 1,840,000 tons the previous week, as mills operated at an average capacity utilization rate of 76 percent.

In the corresponding week last year, mills produced 1,827,000 tons at an average capacity utilization rate of 76.2 percent, according to the American Iron and Steel Institute, Washington.

Stainless Scrap Driven Higher by LME Nickel

AMM, NEW YORK MARCH 18—Stainless steel scrap prices continued to rise across the austenitic grades this week thanks to steady demand and London Metal Exchange nickel prices that surpassed \$16,000 per tonne, market sources said.

AMM's broker/processor buying prices for Type 316 solids rose to \$2,105 to \$2,150 per gross ton from \$2,060 to \$2,105 per ton last week, 304 solids jumped to \$1,635 to \$1,680 per ton from \$1,590 to \$1,635 per ton and 304 turnings rose to \$1,455 to \$1,480 per ton from \$1,410 to \$1,455 per ton previously.

A revitalized LME nickel contract has maintained its momentum this week, with three-month metal closing the official session March 18 at \$16,125 per tonne (\$7.31 per pound), up 2.9 percent from \$15,675 per tonne (\$7.11 per pound) March 11 and breaking \$16,000 per tonne for the first time since April 12, 2013.

March Madness Customer Contest

The NCAA Men's Basketball tournament is underway. By the time you read this publication, we will be close to announcing the winners of a GoPro Hero 3 camera!

"What Is It?" Video Customer Contest

Our last round of **What Is It?** videos were so popular, that we have developed a new set of stumpers ready to test your stainless know-how! Be sure to tune into www.upmet.com. The videos will hit the airwaves mid-April.



What Does Manufacturing Mean to You?

The National Association of Manufacturers unveiled a new video that demonstrates the manufacturing industry's resurgence and the promise it holds for all Americans through a simple question, "What does manufacturing mean to you?"

For some, manufacturing means innovation, job creation and opportunity. According to a recent economic forecast, "manufacturing will grow faster than the overall U.S. economy" and is expected "to add 356,000 jobs in 2014, or an average of nearly 30,000 a month."

To view the two-minute video, go to <http://bit.ly/1gGrjBB>



Monthly Surcharge Update



Stainless Steel & Cobalt Alloy Surcharge Totals
December 2013 – April 2014
High Temp Surcharge Totals
December 2013 – June 2014

Grades	Dec	Jan	Feb	Mar	Apr	May	June
	12/1/13-12/31/13	1/1/14-1/31/14	2/1/14-2/28/14	3/1/14-3/31/14	4/1/14-4/30/14	5/1/14-5/31/14	6/1/14-6/30/14
15-5	0.5025	0.4955	0.5128	0.5123	0.5266	*	*
15-7	0.7172	0.7024	0.7244	0.7344	0.7639	*	*
17-4	0.4928	0.4868	0.5040	0.5033	0.5148	*	*
17-7	0.6126	0.5978	0.6181	0.6261	0.6632	*	*
18SR	0.2433	0.2498	0.2544	0.2541	0.2527	*	*
201	0.4684	0.4600	0.4758	0.4831	0.5070	*	*
301 7.0%	0.6128	0.6032	0.6189	0.6274	0.6626	*	*
302/304/304L	0.6626	0.6461	0.6677	0.6776	0.7194	*	*
304-8.5%	0.6883	0.6707	0.6931	0.7036	0.7481	*	*
305	0.8720	0.8468	0.8741	0.8895	0.9526	*	*
309	0.8954	0.8705	0.8981	0.9164	0.9802	*	*
310	1.2695	1.2291	1.2671	1.2958	1.3972	*	*
316/316L	0.9110	0.8886	0.9156	0.9318	0.9803	*	*
317L	1.0553	1.0300	1.0603	1.0820	1.1345	*	*
321	0.7071	0.6883	0.7111	0.7214	0.7684	*	*
330	1.8800	1.7851	1.8448	1.7870	1.8266	1.8655	1.8909
347	0.9745	0.9557	0.9785	0.9889	1.0359	*	*
400	3.6658	3.4901	3.5939	3.4585	3.5430	3.6136	3.6310
409/409 Mod	0.2015	0.2023	0.2116	0.2054	0.2033	*	*
410/410S	0.2068	0.2077	0.2171	0.2115	0.2095	*	*
430	0.2369	0.2381	0.2479	0.2462	0.2451	*	*
434	0.2964	0.2971	0.3080	0.3082	0.3059	*	*
439	0.2431	0.2444	0.2542	0.2533	0.2525	*	*
440A	0.2369	0.2381	0.2479	0.2462	0.2451	*	*
600	3.7647	3.5686	3.6869	3.5560	3.6308	3.7019	3.7546
601	3.2222	3.0618	3.1619	3.0568	3.1199	3.1826	3.2308
X750	4.3287	4.1380	4.2031	4.0761	4.1491	4.2186	4.2705
800H/HT	2.1500	2.1700	2.2000	2.2200	*	*	*
825	2.4526	2.3504	2.4213	2.3657	2.4057	2.4604	2.4856
2205	0.7873	0.7752	0.7976	0.8160	0.8392	*	*
Alloy 20	2.2192	2.1295	2.1587	2.1083	2.1462	2.1931	2.2135
Alloy 276	5.3333	5.1919	5.3137	5.2624	5.3036	5.4269	5.4587
Alloy 286	1.4632	1.3967	1.4402	1.4059	1.4342	1.4660	1.4787
Alloy 625	5.6655	5.5132	5.3979	5.3209	5.3725	5.4625	5.4996
Alloy 718	5.5731	5.4387	5.1700	5.0920	5.1423	5.2065	5.2420
Alloy HX	3.3578	3.2408	3.3331	3.2723	3.3091	3.3920	3.4314
Alloy 188	7.0800	6.9000	7.3400	7.7600	*	*	*
Alloy L-605	7.7200	7.5000	8.0500	8.5800	*	*	*
Alloy 263	4.7800	4.7500	5.0600	5.3500	*	*	*
2507	0.8377	0.8240	0.8477	0.8682	*	*	*

Thank you for choosing to receive United Performance Metals' monthly surcharge update and market trends. Want to see more? Send your news requests to kriswhite@upmet.com. View past issues of the UPM Market Informer by clicking here: <http://bit.ly/1haedRF>

Featured Customer - The Surly Anvil

Think the only time you'll see someone wearing medieval armour is at a renaissance festival? We know one UPM customer who may change your mind.

John Gruber creates custom armour forged from steel in his shop, The Surly Anvil, Key Largo, FL. John first began this line of work after experiencing an injury during a medieval style jousting tournament. He realized how critical it was to wear the proper equipment and decided to make it himself. What began as a weekend obsession has grown into a full time passion. Two years later, John has a steady following of fellow jousting enthusiasts eager to don their own armour, made by hand in his shop.

"My armour is built to fit the body as the body is; flowing and without straight or flat surfaces. I am proud to say that my armour is heated with a coal forge and shaped with hammers, stakes, and anvil."

Some of John's customers put their armour to the ultimate test in The Battle of Nations, an international historical medieval battles world championship. The Fifth Jubilee will be held in Croatia June 12-14. This is a full contact competition; no stage reenactment battles. Participants of the festival are ordinary people, teachers, managers, doctors, drivers, etc. who have a passion for the clashing of swords and the desire to win.

Whatever the use for his armour, John believes in crafting quality products that provide safety to the wearer in any arena. Visit Facebook to learn more about The Surly Anvil.

Service Spotlight - Laser Cutting

United Performance Metals' laser cutting capabilities allow us to save you time and money.

- ◆ Streamline your manufacturing process by receiving product that is ready to weld, form or bend.
- ◆ Reduce scrap by only paying for the metal you use.
- ◆ Increase profits by reducing the administrative burden of managing multiple sources - let us be your single source for material and cutting requirements.

Our in-house, state-of-the-art inspection and reverse engineering equipment ensures cut parts are delivered to your exact specifications. Have a part but not a drawing? Our reverse engineering capabilities can help.

For those customers requiring finishing options, UPM offers a Timesaver® high-production deburring machine. The end result is a high quality finished part that can move quickly into the next stage of production.

Mazak 4000 Watt Laser

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| ◆ Stainless Steel | ◆ Automated Sheet Loader/Unloader |
| ◆ 015" - 0.375" Thick | ◆ Max Sheet Size 60" x 120" |



LME Nickel
Settlement 30 Days - \$/LB



Cobalt 99.30%
FOB North America
6 Months - \$/LB



Titanium Ingot 6Al 4V
6 Months - \$/LB



LME Aluminum
Settlement 30 Days - \$/LB



SteelBenchmark Cold Rolled
USA - East of the Mississippi
6 Months - \$/LB

