

# The UPM Market Informer

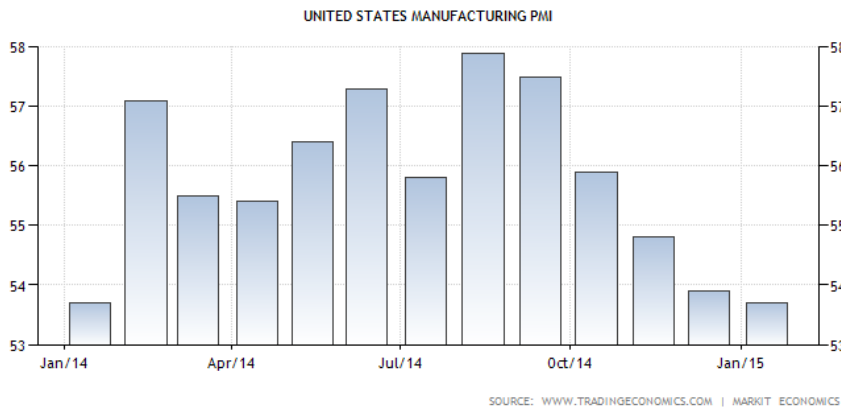
Monthly Market Intelligence for Customers of United Performance Metals

February 2015

## United States Manufacturing PMI

Manufacturing PMI in the United States decreased to 53.70 in January from 53.90 in December of 2014. Manufacturing PMI averaged 54.17 from 2012-2015.

*Manufacturing PMI in the United States is reported by the Markit Economics*



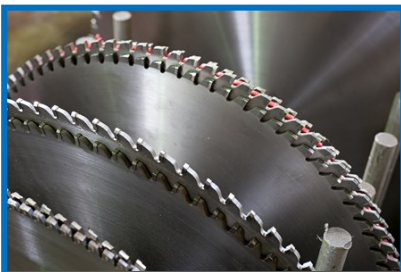
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## Product Feature: Machinable Advantages of PRODEC® Plate



PRODEC® machinable stainless steel offers significant benefits to manufacturers beginning with faster machining, allowing higher speeds and feeds of at least 25% with carbide tooling. PRODEC® 304P/304LP is a versatile, general purpose stainless steel with good resistance to atmospheric corrosion, to many organic and inorganic chemicals, and to foods and beverages. It has also been used in vacuum processing equipment and specialized instruments where high integrity is essential. PRODEC® 316/316L provides improved resistance to pitting and crevice corrosion in environments containing chlorides and other halides.



United Performance Metals' specialty division, Plus Ten Stainless of Benicia, California, is the largest PRODEC® Plate distributor on the West Coast. "We have found tremendous success with this product. It's absolutely sought-after in our market," remarked Todd Rhodes, president of Plus Ten Stainless. Plus Ten Stainless carries 304/304P and 316/316P in thickness of 3/16" up to 4". Plus Ten Stainless specializes in saw cut plate and uses carbide tipped blades under flood coolant to produce a better edge. For more information, contact Plus Ten Stainless at 707-745-4625. [www.plustenstainless.com](http://www.plustenstainless.com)

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## Aerospace Airframe Applications

United Performance Metals and Vulcanium Metals International stock materials with high strength-to-weight ratios and excellent corrosion resistance that is essential in the production of aerospace airframe parts.

| Type  | Part   | Material                             |
|---|--|--------------------------------------|
| <b>Fuselage</b>   | Aft Fuselage & Tail Cone                                       | Ti 6-2-4-2, 625                      |
|   | Cargo Access Doors   | Ti-6-4, 15-5 PH                      |
|   | Door Surrounds   | Ti 6-4, 15-5 PH                      |
|   | Fuselage Body Panel, Side Frames & Spars                       | Ti 6-4                               |
|   | Nose Gear Door   | Ti 6-4, 15-5 PH                      |
|   | Payload Adaptor Beams & Splices                                | Ti 6-4, 15-5 PH, 17-4 PH             |
|   | T-Chord  | Ti 6-4                               |
|   | Window Surrounds   | Ti 6-4                               |
|                        | Side of Body Cord  | Ti 6-4                               |
|   | Seat Tracks  | Ti 6-4                               |
|   | Scuff Plate & Skid Plate                                       | Ti 6-4                               |
|   | Vapor Barriers   | Ti 6-4                               |
| <b>Landing Gear</b>   | Piccolo Tubes  | Ti 6-4, 10-2-3, 15-5 PH              |
| <b>Nacelle &amp; Pylons</b>   | Fairing Strut & Primary Structure of Pylon                     | Ti 6-4, 15-5 PH                      |
|   | Nacelle  | Ti 6-4, Ti 6-2-4-2, CP Ti            |
| <b>Empennage</b><br> | HTP Center Joint   | Ti 6-4                               |
|   | Spars  | Ti 6-4                               |
|   | Vertical Stabilizer  | Ti 6-4                               |
|   | Tail   | Ti 6-4                               |
| <b>Wings</b><br>     | Wing Panels & Flap Track                                       | Ti 6-4, 15-5 PH                      |
|   | Vapor Barriers   | Ti 6-4                               |
|   | Heat Shield  | Ti 6-4                               |
|   | Leading Edge   | Ti 6-4                               |
|   | Ailerons, Flap Bracket, Trailing Edge, Trunions & Spars & Ribs | Ti 6-4                               |
| <b>Wing Box</b>   | Wingbox & Body Fairing   | Ti 6-4<br>15-5 PH                    |
| <b>Universal Applications</b>   | Fasteners, Brackets & Fittings & Clips,                        | Ti 6-4                               |
|   | Engine Yolks, Cruciform, Flap & Slat Tracks, Fuel Lines        | Ti 6-4, 10-2-3                       |
|   | Ducting  | Ti 6-4, CP Ti<br>625, 718, 321, A286 |
|   | Tube & Fittings  | Ti6-4, CP Ti                         |



Stainless Steel & Cobalt Alloy Surcharge Totals  
 October 2014—January 2015  
 High Temp Surcharge Totals  
 October 2014—March 2015

| Grades       | Nov    | Dec    | Jan    | Feb    | Mar    | Apr    |
|--------------|--------|--------|--------|--------|--------|--------|
| 15-5         | 0.5532 | 0.5183 | 0.5320 | 0.5028 | *      | *      |
| 15-7         | 0.8214 | 0.7521 | 0.7738 | 0.7309 | *      | *      |
| 17-4         | 0.5375 | 0.5059 | 0.5164 | 0.4898 | *      | *      |
| 17-7         | 0.7196 | 0.6637 | 0.6989 | 0.6477 | *      | *      |
| 18SR         | 0.2599 | 0.2451 | 0.0833 | 0.2445 | *      | *      |
| 201          | 0.5407 | 0.5024 | 0.5233 | 0.4928 | *      | *      |
| 301 7.0%     | 0.7176 | 0.6632 | 0.7377 | 0.6462 | *      | *      |
| 302/304/304L | 0.7818 | 0.7216 | 0.7607 | 0.7038 | *      | *      |
| 304-8.5%     | 0.8139 | 0.7507 | 0.7923 | 0.7319 | *      | *      |
| 305          | 1.0427 | 0.9596 | 1.0185 | 0.9334 | *      | *      |
| 309          | 1.0718 | 0.9893 | 1.0481 | 0.9630 | *      | *      |
| 310          | 1.5376 | 1.4156 | 1.5089 | 1.3741 | *      | *      |
| 316/316L     | 1.0626 | 0.9738 | 1.0127 | 0.9449 | *      | *      |
| 317L         | 1.2280 | 1.1254 | 1.1641 | 1.0909 | *      | *      |
| 321          | 0.8373 | 0.7712 | 0.8152 | 0.7514 | *      | *      |
| 347          | 1.1048 | 1.0388 | 1.0828 | 1.0190 | *      | *      |
| 409/409 Mod  | 0.2079 | 0.1919 | 0.1918 | 0.1916 | *      | *      |
| 410/410S     | 0.2143 | 0.1986 | 0.1984 | 0.1982 | *      | *      |
| 430          | 0.2518 | 0.2368 | 0.2365 | 0.2363 | *      | *      |
| 434          | 0.3152 | 0.2939 | 0.2898 | 0.2908 | *      | *      |
| 439          | 0.2597 | 0.2448 | 0.2445 | 0.2443 | *      | *      |
| 440A         | 0.2518 | 0.2368 | 0.2365 | 0.2363 | *      | *      |
| 2205         | 0.8947 | 0.8254 | 0.8358 | 0.8033 | *      | *      |
| 2507         | 0.9572 | 0.8838 | *      | *      | *      | *      |
| 20           | 3.1711 | 3.0855 | 2.9699 | 2.4911 | 2.4627 | 2.4885 |
| 263          | 6.5976 | 6.6404 | 6.4026 | 5.4841 | 5.3508 | 5.3868 |
| 276          | 7.5358 | 7.3927 | 7.0490 | 5.9081 | 5.8131 | 5.8284 |
| A286         | 2.1594 | 2.0983 | 2.0213 | 1.6852 | 1.6621 | 1.6857 |
| 330          | 2.8115 | 2.7233 | 2.6309 | 2.1918 | 2.1727 | 2.2115 |
| 400          | 5.2890 | 5.1104 | 4.9206 | 4.1084 | 4.0801 | 4.1106 |
| 600          | 5.6638 | 5.4787 | 5.2848 | 4.3779 | 4.3518 | 4.4342 |
| 601          | 4.7999 | 4.6488 | 4.4904 | 3.7453 | 3.7231 | 3.7898 |
| 625          | 7.3493 | 7.2024 | 6.9453 | 5.9882 | 5.9282 | 5.9674 |
| 718          | 6.6878 | 6.5603 | 6.3880 | 5.6714 | 5.6361 | 5.6828 |
| X-750        | 6.1274 | 5.9474 | 5.7590 | 4.8771 | 4.8517 | 4.9317 |
| 800H/HT      | 2.5391 | 2.4627 | 2.3826 | 1.9994 | 1.9814 | 2.0148 |
| 825          | 3.6146 | 3.5173 | 3.3765 | 2.8085 | 2.7751 | 2.8056 |
| HX           | 4.9650 | 4.8538 | 4.6281 | 3.8182 | 3.7574 | 3.7827 |
| 188          | 7.6000 | 7.5000 | 7.6000 | *      | *      | *      |
| L-605        | 8.2700 | 8.1400 | 8.2700 | *      | *      | *      |

\*Surcharge currently not available

## Rig Count Overview & Summary Count Source: Baker Hughes

| Area           | Last Count       | Count | Change from Last Year |
|----------------|------------------|-------|-----------------------|
| U.S.           | January 23, 2014 | 1633  | -144                  |
| Canada         | January 23, 2014 | 432   | -158                  |
| Gulf of Mexico | January 23, 2014 | 53    | -3                    |

| U.S. Breakout Information | Last Count | Change from Last Year |
|---------------------------|------------|-----------------------|
| Oil                       | 1317       | -99                   |
| Gas                       | 316        | -40                   |
| Miscellaneous             | 0          | -5                    |



## UPM Houston Division Grows

United Performance Metals' Houston, TX facility has grown its breadth of inventory, processing equipment, and staff. "Growing our business by focusing on the needs of the southwest region resulted in a very positive outcome for us in the marketplace," remarked Annette Tiesman, Executive Vice President and General Manager of United Performance Metals.

The southwestern branch expanded its inventory of nickel plate offerings and added processing capabilities that include a plate shear and a second high definition plasma table. These additions

support the Houston division's ability to extend same or next day service along with a wide range of products - processed and delivered to customers' exact specifications.

In order to be highly responsive to customer requests, the company added to their staff roster with Archie Sombillo, Joe Goins and Robin Hungerman, who joined the sales team as regional account managers, and Melissa Hawkins and Rhonda Schrader, who joined the inside sales team.

United Performance Metals complete inventory of specialty flat rolled product and associated processing capabilities can be viewed online at [www.upmet.com](http://www.upmet.com).

## Titanium Surcharge update

| Titanium Alloy    | Standard Surcharge |        |        |
|-------------------|--------------------|--------|--------|
|                   | Bar                | Billet | Flat   |
| ATI 6-4 Alloy     | \$5.18             | \$4.72 | \$5.18 |
| ATI 6-4 ELI Alloy | \$5.18             | \$4.72 | \$5.18 |
| ATI CP Grade 1    | \$4.96             | \$4.52 | \$4.96 |
| ATI CP Grade 2    | \$3.70             | \$3.37 | \$3.70 |
| ATI CP Grade 4    | \$3.70             | \$3.37 | \$3.70 |



### Mill Lead Times

Stainless cold rolled - 8-10 weeks  
Nickel cold rolled - 15 weeks

Stainless plate - 8 weeks  
Nickel plate - 10 weeks