

The UPM Market Informer

Monthly Market Intelligence for Customers of United Performance Metals

October 2014

North American Stainless price Announcement

Effective with shipments October 1, 2014, North American Stainless will increase prices for Cold Roll grades in 200, 300, and 430 series. This will be achieved by reducing the functional discount by 2% points and the applicable polish discounts by 10% for Standard #4 finish and 20% for Appliance finish.

In addition, all Hot Roll Plate Products and Automotive Grades will increase by \$40.00/ton.

Source—North American Stainless 8.21.14

In This Issue

- Mill Price Announcements
- Metal Bellows Applications
- Metal Buyers White Paper
- October Surcharges
- Industry Trends/Events



Metal Bellows Applications

United Performance Metals provides the ready-to-weld materials your business requires. We provide good, clean edges, free of inclusions. Whether your industry is automotive, industrial or aerospace, we stock the materials you need for your application.

Type	Material	Definition	Industry/Application
Accumulator	316L, Inconel, Titanium, C276	Store the potential energy of liquid or gas and smooth out pulsations	Aerospace, Industrial Gases, Oil & Gas, Sub-Sea Controls, Fluid Management
Actuator	304, 347, 316L, Titanium, HX, Inconel	Transfer pressure or temperature into linear motion or apply force	Hydraulic systems, Pneumatic Cylinders, Sensors
Compensator	316L, Titanium	Compensates for feedback or changes in pressure or temperature	Aerospace, Cryogenics
Expansion Joint	304L, 316L, 321, 347, Inconel	Flexible connector allows for temperature related structural changes	Engine Exhaust, Turbo, Boiler, Silencer, Turbine
Lifter Bellow	347, 316L	Transport or hoisting system for processing equipment	Semiconductor, Automation, Photo Voltaic
Mechanical Feed	321, 347, 316L	Flexible seal allowing movement of a tool within pressure environment	Semiconductor, Cryogenics, Automation, Pumps
Mechanical Seal	316L, Inconel, C276	Running seal between two parts reducing radial runout or flush	Oil & Gas, Petrochemical, Water, Pharmaceutical
Vibrations Dampening	347, 316L	Isolates vibrations between a shaft and ring	Semiconductor, Cryogenics, Oil & Gas, Exhaust Dampening

Metal Matters; A Metal Buyers Guide to Industry Terminology

Feeling bogged down by a mountain of industry terminology? Overwhelmed by cryptic purchase requests full of specs, approvals and unrecognizable jargon? We're passing you the "Cliff Notes" on buying metal. This white paper explains materials, processes, quality standards and certification terms that may come across your desk every day. We've even thrown in acronyms for some of the industry associations so you can further your research. Sign up to receive your free copy of this white paper at <http://bit.ly/1nXsNlr>



Metal Matters
A Metal Buyer's Guide to
Industry Terminology

Mill Lead Times

Stainless Cold-Rolled—17 Weeks
Stainless Plate—8 Weeks
Nickel Cold-Rolled—14 Weeks
Nickel Plate—12 Weeks

ATI Flat Rolled Products Revises Price Announcement

NATRONA HEIGHTS PA, August 26—ATI Flat Rolled Products revised the August 4, 2014 price increase announcement to be effective with shipments beginning on September 29, 2014. This price action increases base-selling prices for cold-rolled sheet and strip, cold-rolled tubular quality sheet and strip and Precision Rolled Strip® Products for 200 and 300 series grades and ATI 430™. This price increase is achieved by reducing the functional discount by two percentage points.

Grade base prices will remain per the June 2, 2014 Base Price Schedule. In addition, ATI Flat Rolled Products will increase the following:

- Base selling prices for continuous-mill-plate (CMP), hot-rolled sheet and strip, hot-rolled tubular quality sheet and strip and Plate Mill Plate products by \$0.02/lb. for all grades.
- Base selling prices for all emission control alloys by \$0.20/lb.
- Polish prices for all grades by reducing the effective polish discounts by 10 percentage points.

US Raw Steel Production Edges 0.2% Lower

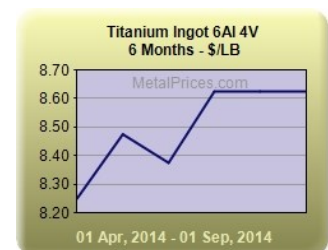
NEW YORK, September 16—U.S. raw steel output totaled an estimated 1,882,000 net tons, down 0.2 percent from the previous week, as mills operated at an average capacity utilization rate of 78.2 percent.

Mills have produced 67,875,000 tons so far this year, with an average capacity utilization rate of 77.2 percent, up 0.7 percent from 67,425,000 tons at an average capacity utilization rate of 77.0 percent in the same period last year.

Source—AMM



View past issues of the
UPM Market Informer:
<http://bit.ly/1haedRF>





Stainless Steel & Cobalt Alloy Surcharge Totals
 June 2014—October 2014
 High Temp Surcharge Totals
 June 2014—December 2014

Grades	June	July	Aug	Sep	Oct	Nov	Dec
	6/1/14-6/30/14	7/1/14-7/31/14	8/1/14-8/31/14	9/1/14-9/30/14	10/1/14-10/31/14	11/1/14-11/30/14	12/1/14-12/31/14
15-5	0.6058	0.6052	0.6118	0.6070	0.6055	*	*
15-7	0.9955	1.0218	0.9897	0.9781	0.9654	*	*
17-4	0.5828	0.5829	0.5899	0.5859	0.5844	*	*
17-7	0.8239	0.8191	0.8249	0.8142	0.8130	*	*
18SR	0.2599	0.2612	0.2656	0.2671	0.2681	*	*
201	0.6048	0.6024	0.6061	0.5995	0.5992	*	*
301 7.0%	0.8186	0.8143	0.8207	0.8102	0.8090	*	*
302/304/304L	0.8967	0.8914	0.8979	0.8858	0.8845	*	*
304-8.5%	0.9360	0.9302	0.9369	0.9240	0.9225	*	*
305	1.2144	1.2051	1.2139	1.1952	1.1926	*	*
309	1.2420	1.2332	1.2424	1.2240	1.2216	*	*
310	1.8068	1.7910	1.8047	1.7745	1.7701	*	*
316/316L	1.2857	1.3088	1.2789	1.2614	1.2479	*	*
317L	1.5039	1.5417	1.4938	1.4740	1.4544	*	*
321	0.9669	0.9603	0.9673	0.9535	0.9518	*	*
347	1.2343	1.2277	1.2347	1.2209	1.2192	*	*
409/409 Mod	0.2119	0.2136	0.2146	0.2156	0.2162	*	*
410/410S	0.2181	0.2200	0.2211	0.2221	0.2228	*	*
430	0.2536	0.2563	0.2577	0.2591	0.2601	*	*
434	0.3466	0.3609	0.3483	0.3490	0.3457	*	*
439	0.2610	0.2638	0.2654	0.2669	0.2679	*	*
440A	0.2536	0.2563	0.2577	0.2591	0.2601	*	*
2205	1.0870	1.1314	1.0803	1.0706	1.0530	*	*
2507	1.1612	1.2031	1.1529	*	*	*	*
20	2.2135	2.4739	2.8367	3.2596	3.1115	3.1711	3.0855
263	7.0300	6.8500	7.0800	7.0800	*	*	*
276	5.4587	5.9637	6.8695	7.8477	7.6392	7.5358	7.3927
A286	1.4787	1.6712	1.9258	2.2204	2.1120	2.1594	2.0983
330	1.8909	2.1641	2.4900	2.8812	2.7194	2.8115	2.7233
400	3.6310	4.0596	4.6484	5.3889	5.0800	5.2890	5.1104
600	3.7546	4.3286	5.0014	5.8135	5.4747	5.6638	5.4787
601	3.2308	3.7007	4.2528	4.9206	4.6434	4.7999	4.6488
625	5.4996	5.9898	6.7366	7.5714	7.3307	7.3493	7.2024
718	5.2420	5.6504	6.1958	6.8286	6.6058	6.6878	6.5603
X-750	4.2705	4.8286	5.4828	6.2727	5.9433	6.1274	5.9474
800H/HT	3.1900	3.0400	3.1500	3.0600	*	*	*
825	2.4856	2.7938	3.2283	3.7283	3.5613	3.6146	3.5173
HX	3.4314	3.8272	4.4625	5.1582	4.9729	4.9650	4.8538
188	8.2900	8.1700	8.5500	8.5800	*	*	*
L-605	8.6800	8.6200	9.0700	9.2000	*	*	*

LME, Soft Demand Sap Stainless Scrap Prices

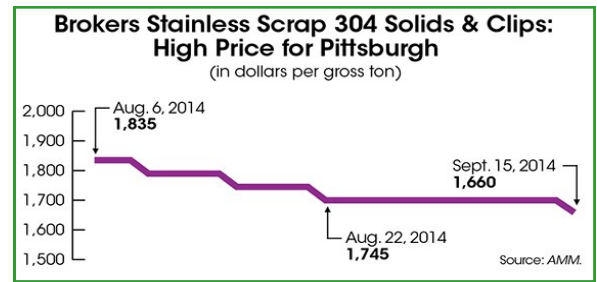
NEW YORK September 23—Stainless scrap prices have plummeted this week in the wake of primary nickel's slide, with market participants noting widespread pessimism of end-user demand that also has driven numbers down.

AMM's assessment of stainless scrap broker/dealer prices fell Sept. 22 with Type 316 solids declining to \$2,220 to \$2,270 per gross ton from \$2,350 to \$2,395 last week. Type 304 solids at \$1,525 to \$1,570 per ton, down from \$1,615 to \$1,660 previously; Type 304 turnings at \$1,345 to \$1,390 per ton, down from \$1,480 to \$1,500; Type 430 bundles at \$495 to \$540 per ton, down from \$515 to \$560; and Type 409 turnings at \$290 to \$335 per ton, down from \$330 to \$340.

Suppliers also reported lower buying numbers, leading AMM to lower its dealer buying price assessment to 68 to 70 cents per pound for Type 316 solids, down 3 cents per pound, Type 304 solids down 2 cents, Type 304 turnings down 2 cents.

The fall in stainless scrap prices followed a sharp decline in London Metal Exchange nickel prices, which have tumbled over the past week after increased skepticism of a potential ban on nickel ore exports by the Philippines. LME's three-month nickel contract closed the official session September 22 at \$17,175 per tonne, down 6.4% from \$18,350 per tonne a week earlier but rebounded slightly September 23 to \$17,250 per tonne (\$7.82 per pound).

Source—AMM



Baker Hughes Rig Count

HOUSTON, September 8—The international rig count for August 2014 was 1,339, down 43 from the 1,382 counted in July 2014, and up 72 from the 1,267 counted in August 2013. The international offshore rig count for August 2014 was 315, down 21 from the 336 counted in July 2014, and up 6 from the 309 counted in August 2013. The average U.S. rig count for August 2014 was 1,904, up 28 from the 1,876 counted in July 2014, and up 123 from the 1,781 counted in August 2013. Source—Baker Hughes Inc.



U.S. Service Center Activity

ROLLING MEADOWS, September 17—U.S. service center steel shipments in August 2014 increased by a small amount from August 2013. Steel product inventories increased 13.5% from August a year ago. In August, U.S. service center shipments of aluminum products increased by 1.6% from the same month in 2013. Inventories of aluminum products increased 15.0% from August a year ago. Source—MSCI

Titanium 2014

CHICAGO—The International Titanium Association held the 30th anniversary of the Titanium Conference and Exhibition at the Hilton, Chicago, IL September 21-24. The annual Titanium conference attracts procurement, titanium producers, distributors, analysts, designers and fabricators in the industry's global supply chain. Vulcanium Metals International participated in the exhibition with great success. Learn more about their products and services at www.vulcanium.com.

