

SMU Community Chat

June 10, 2020

Starting at 11 AM Eastern

John Packard, President & CEO of Steel Market Update

James Banker, Executive Vice President of NLMK USA



SteelMarketUpdate.com/Blog/SMU-Community-Chat-Webinars



An interactive and immersive experience, including the exhibition and networking

As the world faces an unprecedented challenge, and COVID-19 makes large gatherings in person impractical, we want to provide what SMU always has: high quality information and discussion; and an opportunity to connect with your peers - to network and do business.

We are pleased to announce the SMU Steel Summit will go ahead this year - as a virtual conference - to ensure the health and wellbeing of all participants. The dates remain the same, to coincide with the start of planning and negotiation season.



We are pleased to announce the 2nd annual [SMU NexGen Leadership Award](#), sponsored by the Steel Manufacturers Association. The Award is designed to recognize and celebrate the excellence of emerging leaders within the greater steel community.

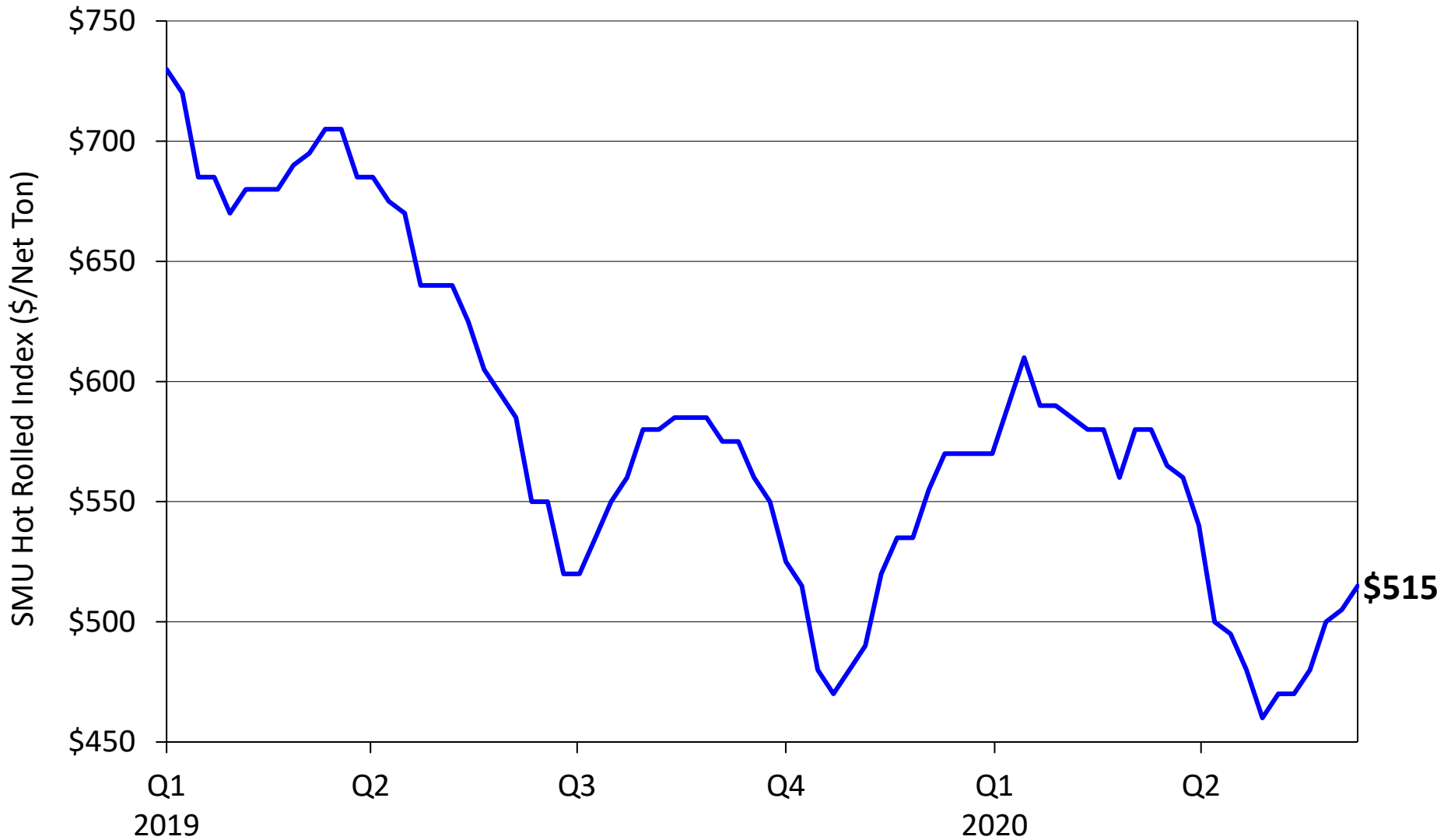
SMU is dedicated to helping businesses recruit, train and retain the next generation of talent. Any young motivated employee under the age of 35 who is currently employed by an organization that utilizes carbon steel as part of its core business function is eligible for this award.

This is a great opportunity to shine the light on the hard work of the people in your organization, and celebrate it with the greater steel industry.




The winner will get: a mentorship day with **Chuck Schmitt, President of SSAB Americas**; a free pass to a SMU Steel 101 Workshops; and a free pass to the next SMU Steel Summit.

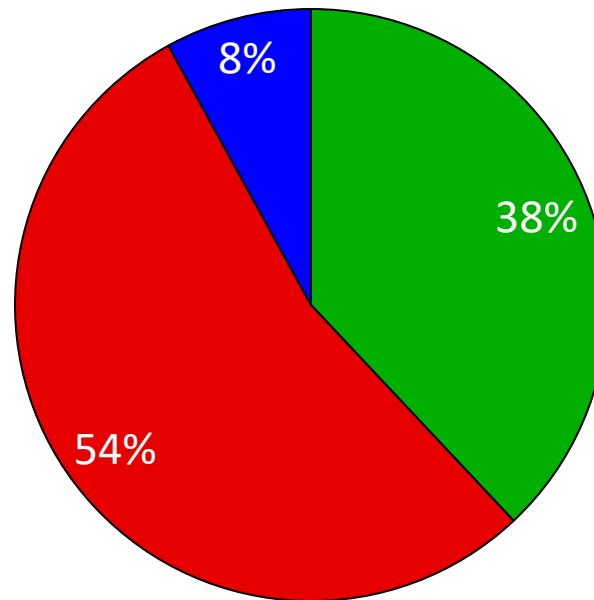
Nomination details will be announced by SMU in the coming days.

SMU Hot Rolled Price Index



Prices have risen modestly since the mills first began raising prices.
Do you think prices will continue to rise over the next 60 days,
will they stall or will they begin to move lower?

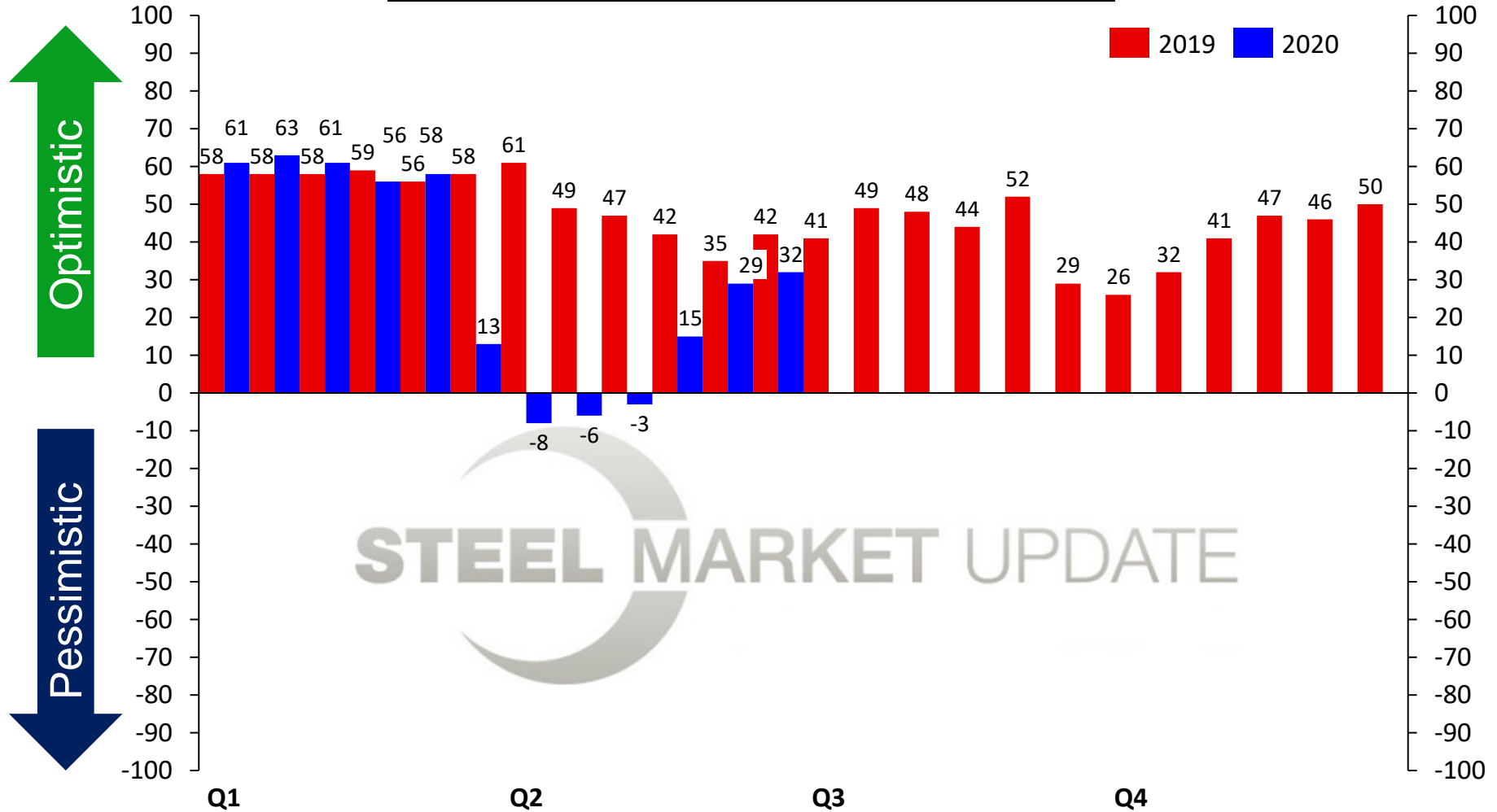
-  Prices will continue to rise
-  Prices will stall at current levels
-  Prices will begin to slide



SMU Buyers Sentiment Index

Up 3 points to +32

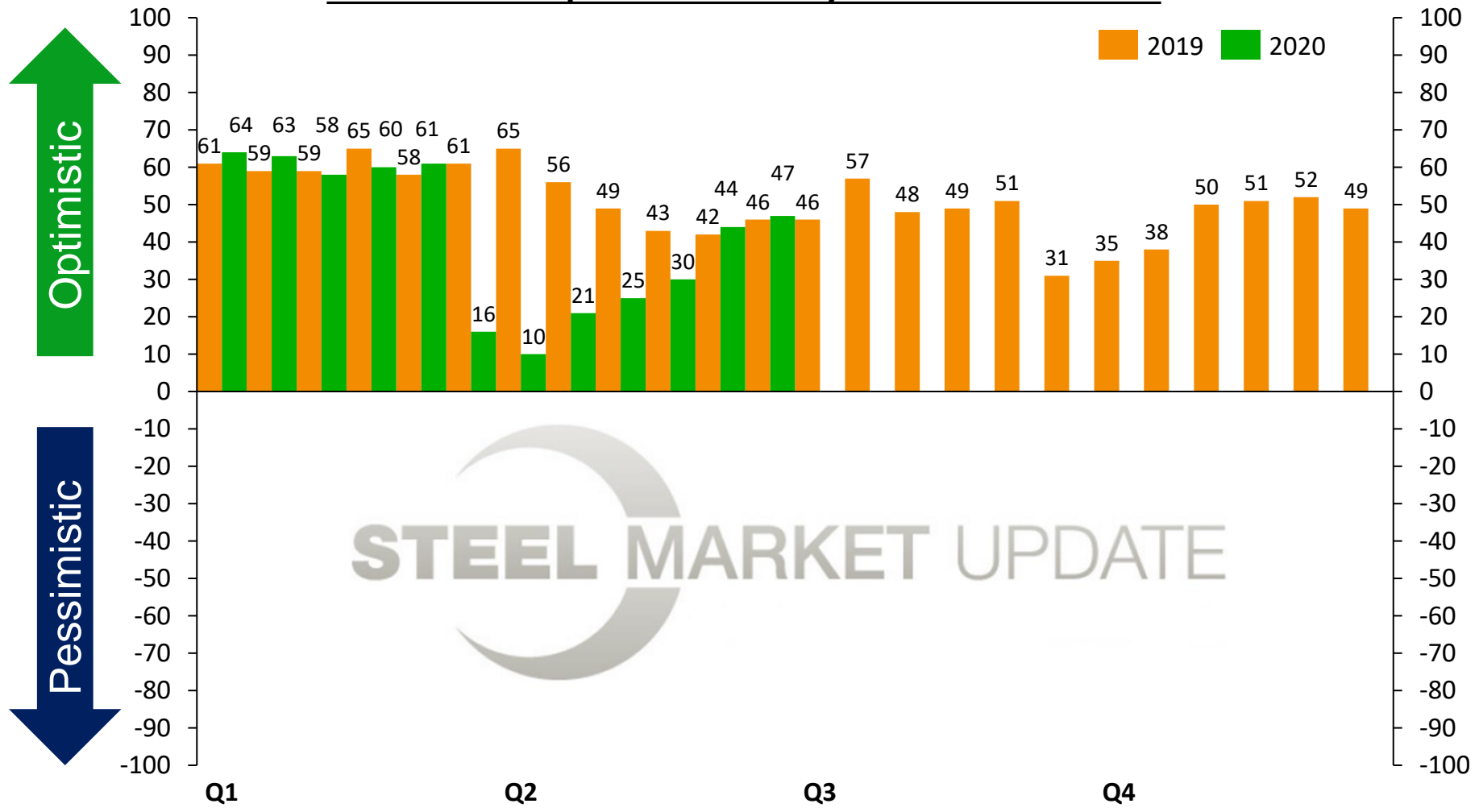
Steel Market Update Buyers Sentiment Index



SMU Future Buyers Sentiment Index

Up 3 points to +47

Steel Market Update Future Buyers Sentiment Index



Nucor Galvanized Extras Comparison

Nucor Galvanized Coating Extras Comparison

Thickness, Inches		Old extras effective Oct. 5, 2019			New extras effective July 11, 2020			Change		
From	To	G30	G60	G90	G30	G60	G90	G30	G60	G90
0.1010	0.1300	\$1.00	\$1.50	\$2.00	\$0.75	\$1.25	\$1.75	-\$0.25	-\$0.25	-\$0.25
0.0810	0.1009	\$1.00	\$1.75	\$2.50	\$1.00	\$1.50	\$2.00	\$0.00	-\$0.25	-\$0.50
0.0550	0.0809	\$1.50	\$2.50	\$3.50	\$1.25	\$2.00	\$3.00	-\$0.25	-\$0.50	-\$0.50
0.0400	0.0549	\$1.75	\$3.25	\$4.50	\$1.50	\$2.75	\$4.00	-\$0.25	-\$0.50	-\$0.50
0.0330	0.0399	\$2.25	\$3.75	\$5.50	\$1.75	\$3.25	\$4.75	-\$0.50	-\$0.50	-\$0.75
0.0280	0.0329	\$2.50	\$4.50	\$6.50	\$2.00	\$3.75	\$5.50	-\$0.50	-\$0.75	-\$1.00
0.0250	0.0279	\$2.75	\$5.00	\$7.25	\$2.25	\$4.25	\$6.00	-\$0.50	-\$0.75	-\$1.25
0.0220	0.0249	\$3.00	\$5.50	\$8.00	\$2.50	\$4.75	\$6.75	-\$0.50	-\$0.75	-\$1.25
0.0180	0.0219	\$3.50	\$6.75	\$9.75	\$3.00	\$5.50	\$8.25	-\$0.50	-\$1.25	-\$1.50
0.0150	0.0179	\$4.25	\$8.00	\$11.75	\$3.50	\$6.75	\$9.75	-\$0.75	-\$1.25	-\$2.00
0.0120	0.0149	-	\$9.75	\$14.50	-	\$8.25	\$12.00	-	-\$1.50	-\$2.50

SDI Galvanized Extras Comparison

Steel Dynamics Galvanized Coating Extras Comparison										
Min. Thickness "		Old extras effective Oct. 1, 2018			New extras effective July 6, 2020			Change		
Under	Thru	G30	G60	G90	G30	G60	G90	G30	G60	G90
0.1600	0.1300	\$1.00	\$1.50	\$2.05	\$0.70	\$1.10	\$1.45	-\$0.30	-\$0.40	-\$0.60
0.1300	0.1000	\$1.50	\$2.10	\$2.80	\$1.10	\$1.50	\$2.00	-\$0.40	-\$0.60	-\$0.80
0.1000	0.0840	\$1.70	\$2.15	\$3.30	\$1.20	\$1.55	\$2.30	-\$0.50	-\$0.60	-\$1.00
0.0840	0.0700	\$1.75	\$2.95	\$4.20	\$1.25	\$2.10	\$3.00	-\$0.50	-\$0.85	-\$1.20
0.0700	0.0540	\$2.20	\$3.75	\$5.30	\$1.60	\$2.65	\$3.80	-\$0.60	-\$1.10	-\$1.50
0.0540	0.0440	\$2.70	\$3.85	\$5.60	\$1.90	\$2.75	\$4.00	-\$0.80	-\$1.10	-\$1.60
0.0440	0.0360	\$3.05	\$4.55	\$6.65	\$2.15	\$3.25	\$4.75	-\$0.90	-\$1.30	-\$1.90
0.0360	0.0320	\$3.40	\$5.20	\$7.50	\$2.40	\$3.70	\$5.30	-\$1.00	-\$1.50	-\$2.20
0.0320	0.0280	\$3.65	\$5.25	\$7.70	\$2.55	\$3.75	\$5.70	-\$1.10	-\$1.50	-\$2.00
0.0280	0.0250	\$4.00	\$5.95	\$8.85	\$2.80	\$4.25	\$6.25	-\$1.20	-\$1.70	-\$2.60
0.0250	0.0220	\$4.35	\$6.65	\$9.85	\$3.05	\$4.75	\$7.25	-\$1.30	-\$1.90	-\$2.60
0.0220	0.0200	\$5.30	\$7.70	\$11.60	\$3.80	\$5.50	\$8.20	-\$1.50	-\$2.20	-\$3.40
0.0200	0.0180	\$5.60	\$8.55	\$12.85	\$4.00	\$6.05	\$9.15	-\$1.60	-\$2.50	-\$3.70
0.0180	0.0160	\$6.05	\$9.50	\$13.70	\$4.25	\$6.70	\$9.70	-\$1.80	-\$2.80	-\$4.00
0.0160	0.0150	\$6.45	\$9.70	\$14.50	\$4.55	\$6.90	\$10.50	-\$1.90	-\$2.80	-\$4.00
0.0150	0.0140	\$7.65	\$11.60	\$16.85	\$5.45	\$8.20	\$11.95	-\$2.20	-\$3.40	-\$4.90
0.0140	0.0130	\$8.05	\$11.95	\$18.25	\$5.75	\$8.45	\$12.95	-\$2.30	-\$3.50	-\$5.30
0.0130	0.0120	\$8.70	\$12.75	\$19.35	\$6.20	\$9.05	\$13.75	-\$2.50	-\$3.70	-\$5.60

James Banker - NLMK

James Banker is Executive Vice President, NLMK USA. He joined the company in 2009 as Executive Vice President, Commercial, after having served as President of MISA Metals/Southwestern Ohio Steel.

From 1980 to 2003, Mr. Banker worked at Armco Kansas City Works and its successor company AK Steel. Most recently he held the position of Vice President, Commercial. Prior to this appointment, Mr. Banker was promoted through a series of sales and product development positions that include Vice President of Operations, Vice President of Sales and Marketing and General Manager of Sales. Mr. Banker started at Armco as a commercial management trainee in 1980.

Mr. Banker holds an AB degree cum laude from Harvard College (1979). He is active in Metals Service Center Institute, North American Steel Alliance, and serves on the board of the Association of Cold Rolled Strip Steel Producers.



[SteelMarketUpdate.com/blog/SMU-Community-Chat-Webinars](https://www.steelmarketupdate.com/blog/SMU-Community-Chat-Webinars)



Annual New York Steel Briefing

Join us for our upcoming webinar, featuring the outlook for steel and how to manage through volatile markets.

CRU New York Steel Briefing

Tuesday 23 June
10:00 - 11:00 AM EST

View the agenda and register at
www.crugroup.com

Speakers



Guest speaker,
The CME Group



Chris Houlden
Head of Steel



Josh Spoore
Principal Analyst



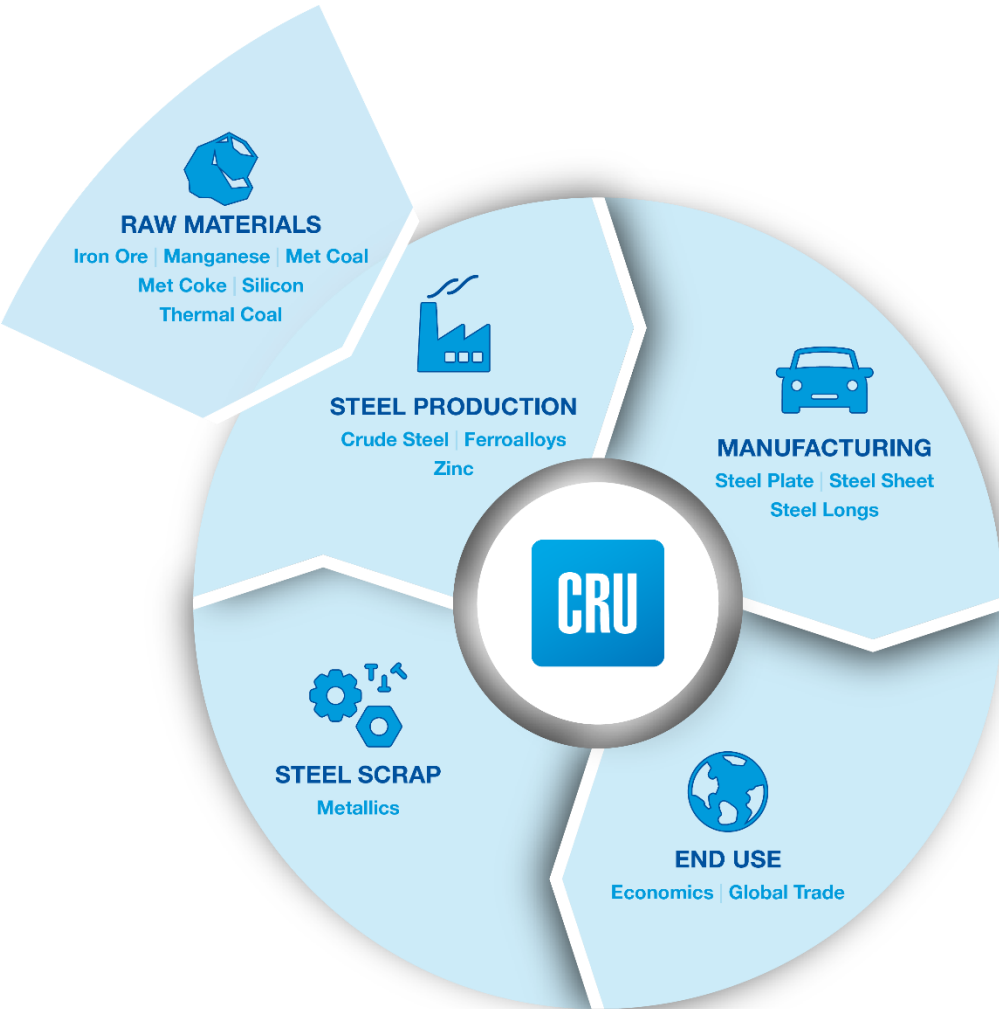
Ryan McKinley
Senior Analyst



Anissa Chabib
Economist

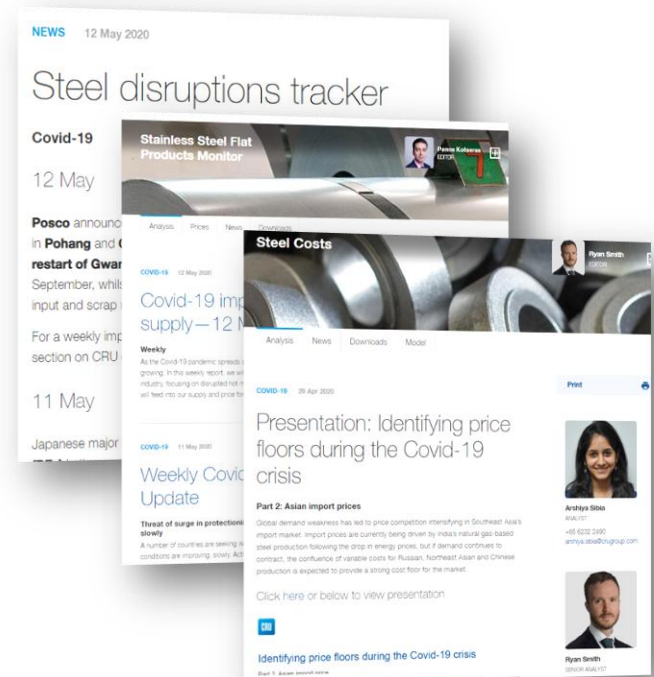
Questions about steel costs or analysis? Contact us at americas@crugroup.com

CRU SUPPORTS STEEL



Your market intelligence solution across the entire supply chain.

PRICES • ANALYSIS • FORECASTS • COSTS • CONSULTING



[Learn more](#)



Get in touch for more information or a demo

Thank You

Thank you for attending our SMU Community Chat Webinar.

A special thank you to Mr. Banker for his participation in today's community chat.

Our next webinar will be **Wednesday, June 17th at 11 AM ET.**

To contact John Packard – John@SteelMarketUpdate.com

For information about subscribing to SMU contact Paige Mayhair at Paige@SteelMarketUpdate.com

Stay safe and stay tuned to Steel Market Update.



STEEL MARKET UPDATE

part of the  Group

When you need answers... www.SteelMarketUpdate.com