

SMU Community Chat

July 15, 2020

Starting at 11 AM Eastern

John Packard, President & CEO of Steel Market Update

Andre Marshall, President and Founder of Crunch Risk, LLC



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

On Wednesday, July 22nd Steel Market Update founder and CEO will provide details regarding the results from our latest flat rolled and plate steel survey.

We will also discuss the results of the just completed analysis of service center shipments, inventories and steel on order and what we believe our results means for the market.

John Packard has 43 years of experience in the industry, with 31 of those years as an active seller of flat rolled steel.



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

SMU Steel Summit 2020
VIRTUAL CONFERENCE
August 24-26, 2020

EXHIBIT HALL ↓



SMU Steel Summit 2020
VIRTUAL CONFERENCE
August 24-26, 2020

SMU Steel Summit 2020
VIRTUAL CONFERENCE
August 24-26, 2020

THEATER ↓

Upcoming Sessions (British Summer Time)

6:00 - 6:40 Jul 22

Energy Cable Leadership Panel: Energy Cable in the Recovery

[RSVP](#)



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.

Steel Mill CEOs

David Burritt, U.S. Steel
Mark Millett, Steel Dynamics
Leon Topalian, Nucor
Lourenco Goncalves, Cleveland-Cliffs/AK Steel
Maximo Vedoya, Ternium

Economists & Analysts

Dr. Alan Beaulieu, ITR Economics
John Anton, IHS Markit
Timna Tanners, Bank of America
Paul Lowrey, Steel Research Associates
Ken Simonson, Associated General Contractors
Steven Brown, Fitch Ratings
Ryan Smith, CRU
Chris Houlden, CRU
Josh Spoores, CRU

Steel Buyers

Tom Valvo, MiTek
Frank Ruane, Olympic Steel
Steve Sukup, Sukup Manufacturing

Industry Experts

Rick Preckel, Preston Pipe
Michael Setterdahl, GFG Alliance
Philip Bell, Steel Manufacturers Association
Jose Gasca, Mettrading International AG
Ryan McKinley, CRU
Lewis Leibowitz, The Law Offices of Lewis E. Leibowitz

Special Program on Youth and the Industry

Ryan Avery, AveryToday, Inc.
Todd Leebow, Majestic Steel
Jim Vincent, Big Ass Fans
David Everett, Hamline University

Special Program on 2020 Presidential & Congressional Elections

Dr. David Schultz, Hamline University,
University of Minnesota Law School

Your Host

John Packard, Steel Market Update

Steel Summit Attending Companies

3GM Steel	Brock Grain Systems (a division of CTB, Inc)	Heating and Cooling Products
3VC Consulting LLC	Carlisle Construction Materials	Heidtman Steel*
AADG, Inc.	Caterpillar Mexico S. de R.L. de C.V.	Hirsh Industries, LLC*
A. B. Martin Roofing Supply, LLC*	Central Steel & Wire	Honda Of America
Acero Prime*	Chore Time (a division of CTB, Inc)	HSM – HS MetalWorks*
ALCOS Machinery*	Cleveland Steel Container	Illinois Tool Works (ITW)*
Alliance Steel*	Cleveland Cliffs/AK Steel	Imperial Manufacturing Group*
Alro Steel*	CME*	International Mill
Ameristar Perimeter Security	Conklin Metal Industries, Inc.*	ITR Economics
Andes Coil Processors*	Crowe LLP*	JFE Shoji Trade America Inc.*
Andritz ASKO	CRU*	Kenwal*
AOC Metal Works	Daikin*	Klauer Manufacturing Company*
ArcelorMittal	Deutsche Bank*	Klein Steel
Arcosa	Deutsche Bank Securities Inc.	Komatsu Mining Corp.
Arrowhead Steel	Doosan Bobcat*	Laminar Metals
ASSA ABLOY*	Dux Manufacturing	Leeco Steel LLC
Associated General Contractors	Dynamic Metals Inc.*	Lennox International*
AveryToday, Inc.	Emerson Electric Co.*	Liberty House Group
Bank of America Merrill Lynch*	EXANE SA London Branch	Linde
Beaver Steel Services, Inc.	FCA US LLC	Lozier Corporation
Berg Steel Pipe Corporation*	Felux*	Luminus Management
Big Ass Fans*	Feralloy Corporation*	Magic Coil*
Big River Steel*	Ferrous Metal Products	Magic Coil Products*
Bilstein Cold Rolled Steel	Fitch Ratings	Majestic Steel USA
BlueScope Steel Americas*	G&W Products, LLC	Material Sciences Corporation*
Bloom Engineering	General Stamping & Metalworks*	McNeilus Steel Inc.*
BMO Harris Bank*	Goldman Sachs*	Medtrade Inc.*
BofA Securities		Metontec Limited

* denotes those companies sending more than one attendee

Steel Summit Attending Companies

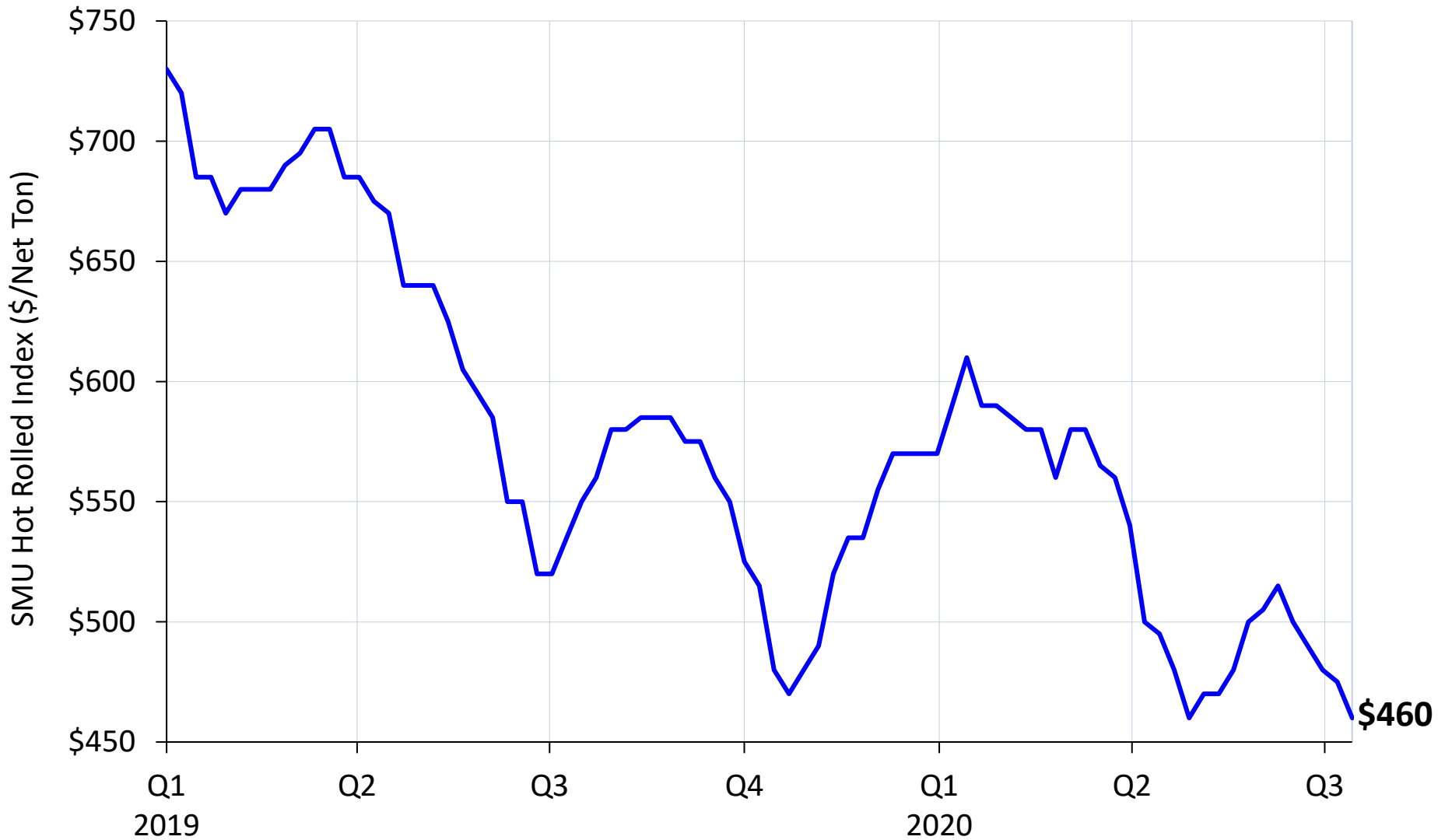
Metal Edge Partners LLC
Metal Supermarkets Service Company
Mettrading International AG
Mid West Materials*
Midwest Pipe & Steel, Inc
Mill Steel Company*
MISA
MiTek Inc.
Mitsui Steel Inc*
Mittal Steel
Mobius Risk Group, LLC*
Morrison Products
MSCI
New Process Steel*
NLMK USA
North American Steel Alliance
North Shore Steel*
North Star Bluescope Steel*
Northview Advisors
Nucor Corporation*
Nucor / Republic Conduit
Nucor Steel
Olympic Steel
O'Neal Steel, Inc.*
Optima Steel International, LLC.
Oshkosh Corporation*

Pacific Metals Trading Inc.*
Paragon Steel*
Phillips 66
Phoenix Steel Service, Inc.
Ports America
POSCO America
Preston Pipe
Priefert Manufacturing*
Quality Edge
Railroad Friction Products Corp
Red Bud Industries*
Reibus International*
Reliance Steel and Aluminum
Rio Tinto Services Inc.
Rocky Mountain Institute
Russel Metals
Ryerson Steel*
Ryerson Holding Corporation*
Samuel, Son & Co.*
Sector 3 Appraisals Inc.
SES, LLC*
Shivom Jay Steels International, LLC
Southwark Metal
SSAB
Steel and Pipe Supply
Steel Manufacturers Association (SMA)

Steel Research Associates
Steel Technologies*
Steel Warehouse Co., Inc.
Stelco
Sukup Manufacturing
Superior Steel Supply, LLC
Ternium Mexico, S.A. de C.V.
Ternium USA, Inc*
The Law Office of Lewis E. Leibowitz
Timpfe, Inc.*
Tokusen USA, Inc.
Triad Metals
Trinity Industries*
TrueNorth Steel
U.S. Geological Survey
United States Steel Corporation
University of Minnesota
University of Washington
Valmont Inc.*
Vicwest Building Products
Wallner Expac Inc.
Westman Steel Industries
Weyland GmbH
Whirlpool Corp.
Zeeco Metals Inc.




** denotes those companies sending more than one attendee*

SMU Hot Rolled Price Index

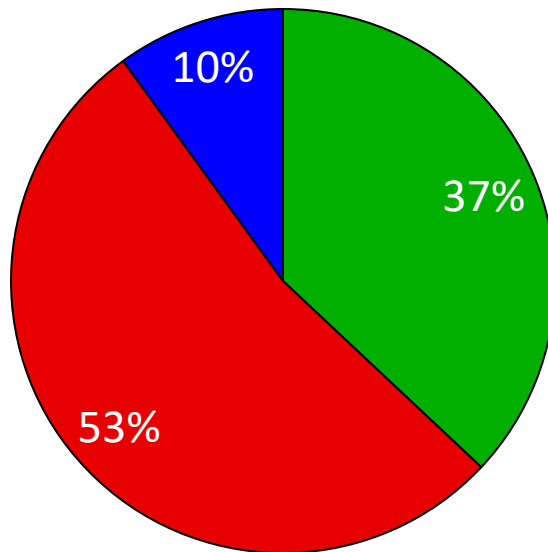


Steel Prices

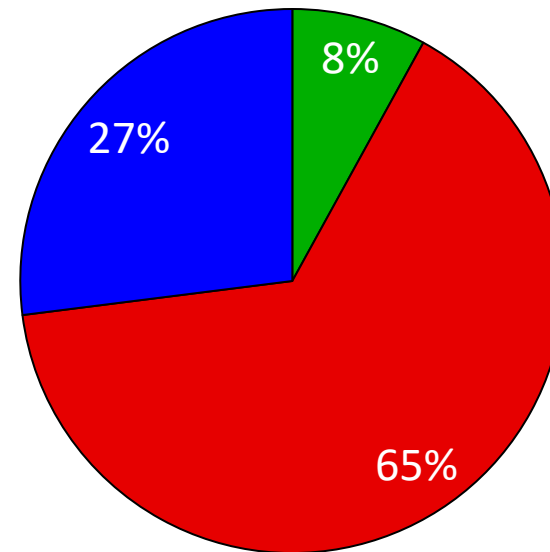
Steel prices seem to have stalled, and begun to fall back on flat rolled.
Where do you see prices heading over the next 30 days?

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

June 26, 2020



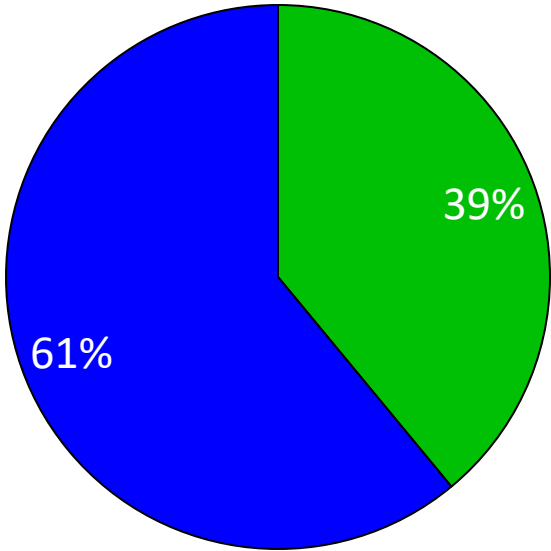
July 10, 2020



Economic Pause Necessary?

Are you, or your company, concerned about the rising numbers of COVID-19 cases in the south and southwest, and do you think another "pause" in the economy will be necessary?

Yes No

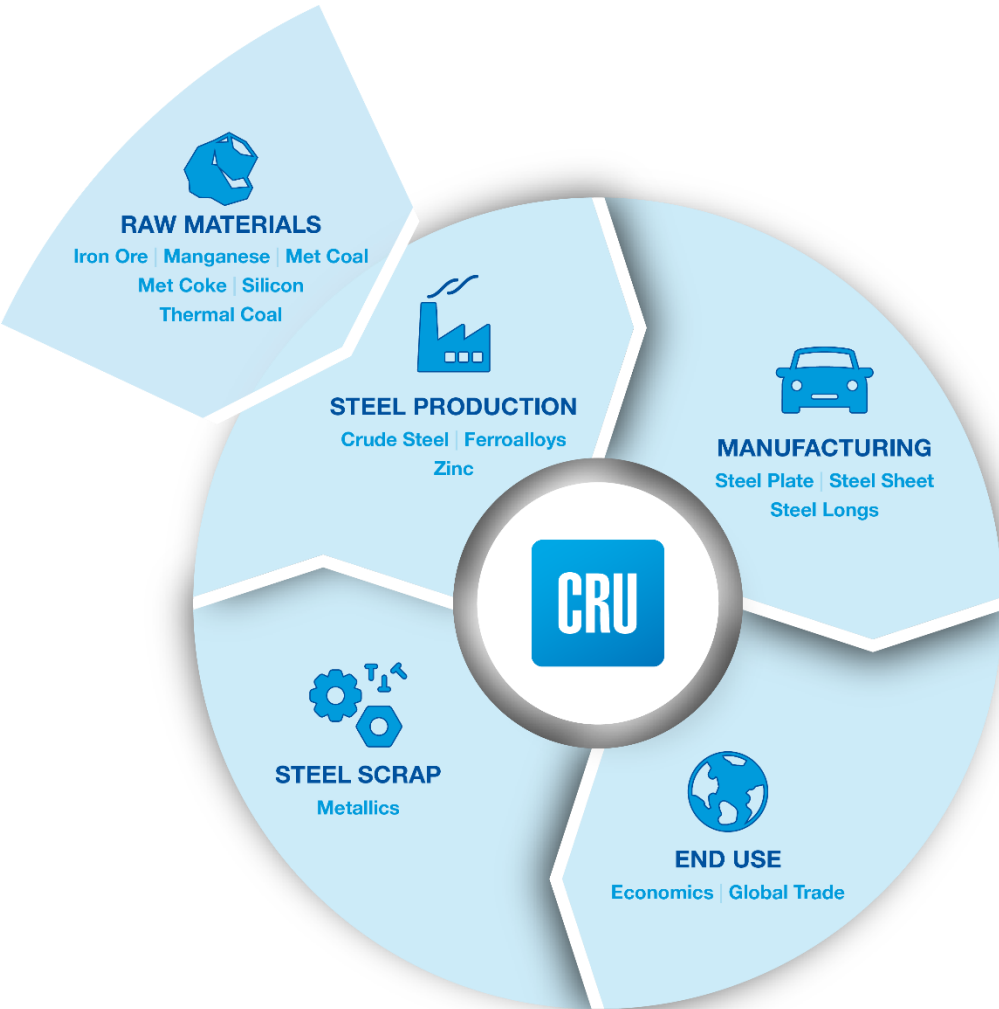


Andre Marshall is the President and Founder of Crunch Risk, LLC. Andre has over 25 years of commodity trading and financial risk management experience. Prior to forming Crunch Risk in 2005, Andre helped start Koch Supply & Trading's metals trading business, primarily responsible for the development of the client franchise. Andre is the instructor for Steel Market Update's Managing Price Risk workshops. Crunch Risk is licensed with the NFA as an Introducing Broker and Andre also holds a Series 3 license



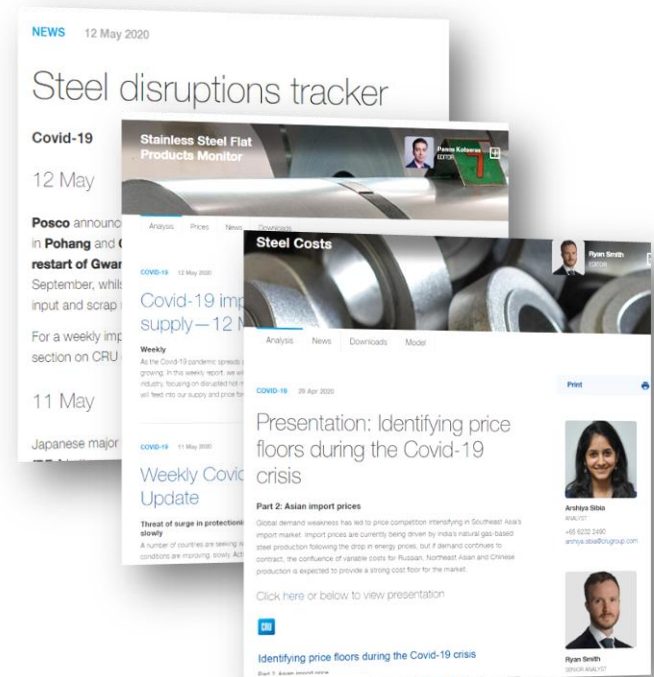
SteelMarketUpdate.com/blog/SMU-Community-Chat-Webinars

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. Marshall for his participation in today's community chat.

Our next webinar will be **Wednesday, July 22nd at 11 AM ET.**

To contact John Packard – John@SteelMarketUpdate.com

To contact Andre Marshall – Andre.Marshall@crunchrisk.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