

SMU Community Chat

April 28, 2021

Starting at 11 AM Eastern

Michael Cowden, Steel Market Update

Chris Shipp, VP Purchasing Priefert Manufacturing



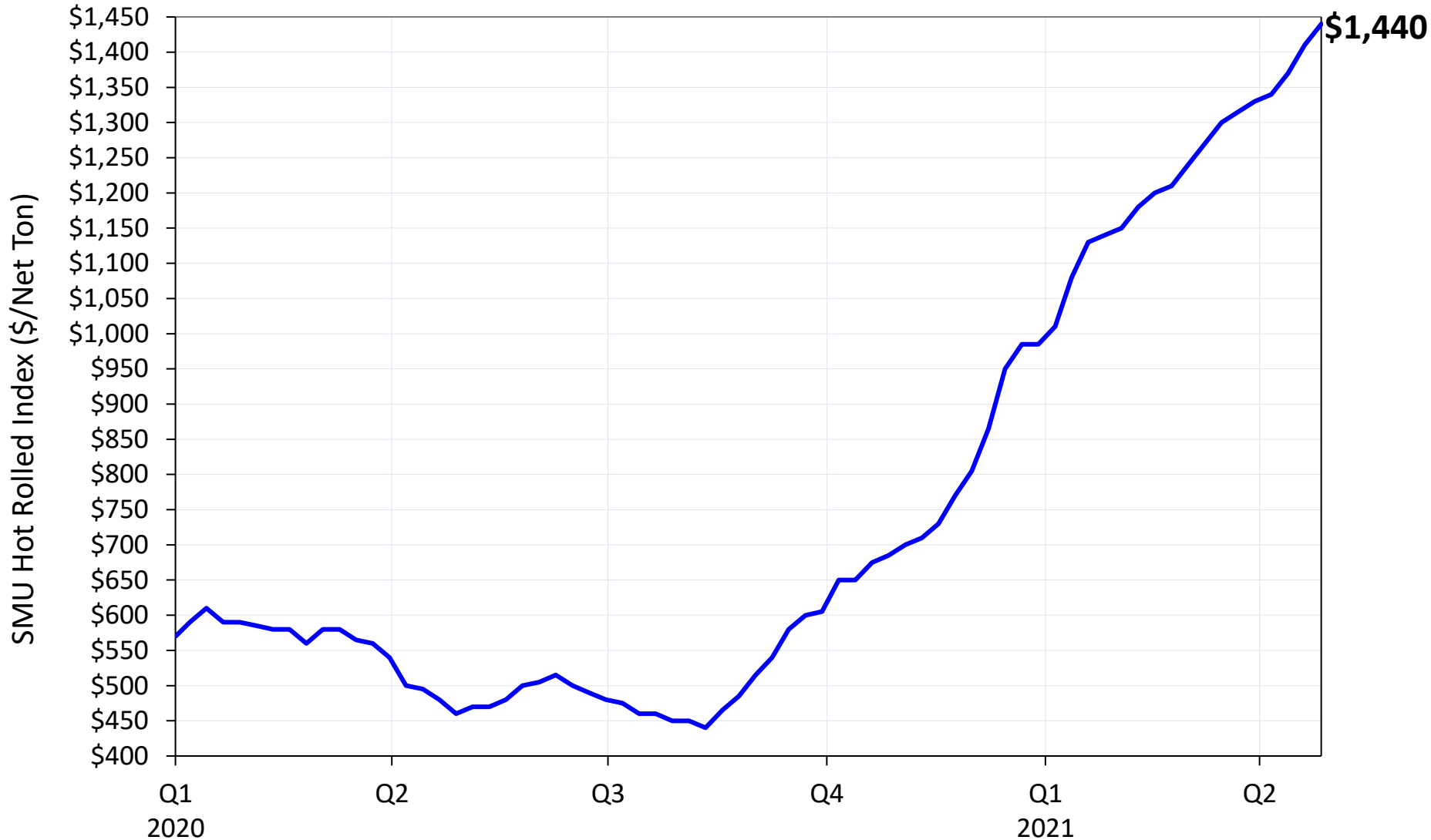
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2021 Steel Market Update Events

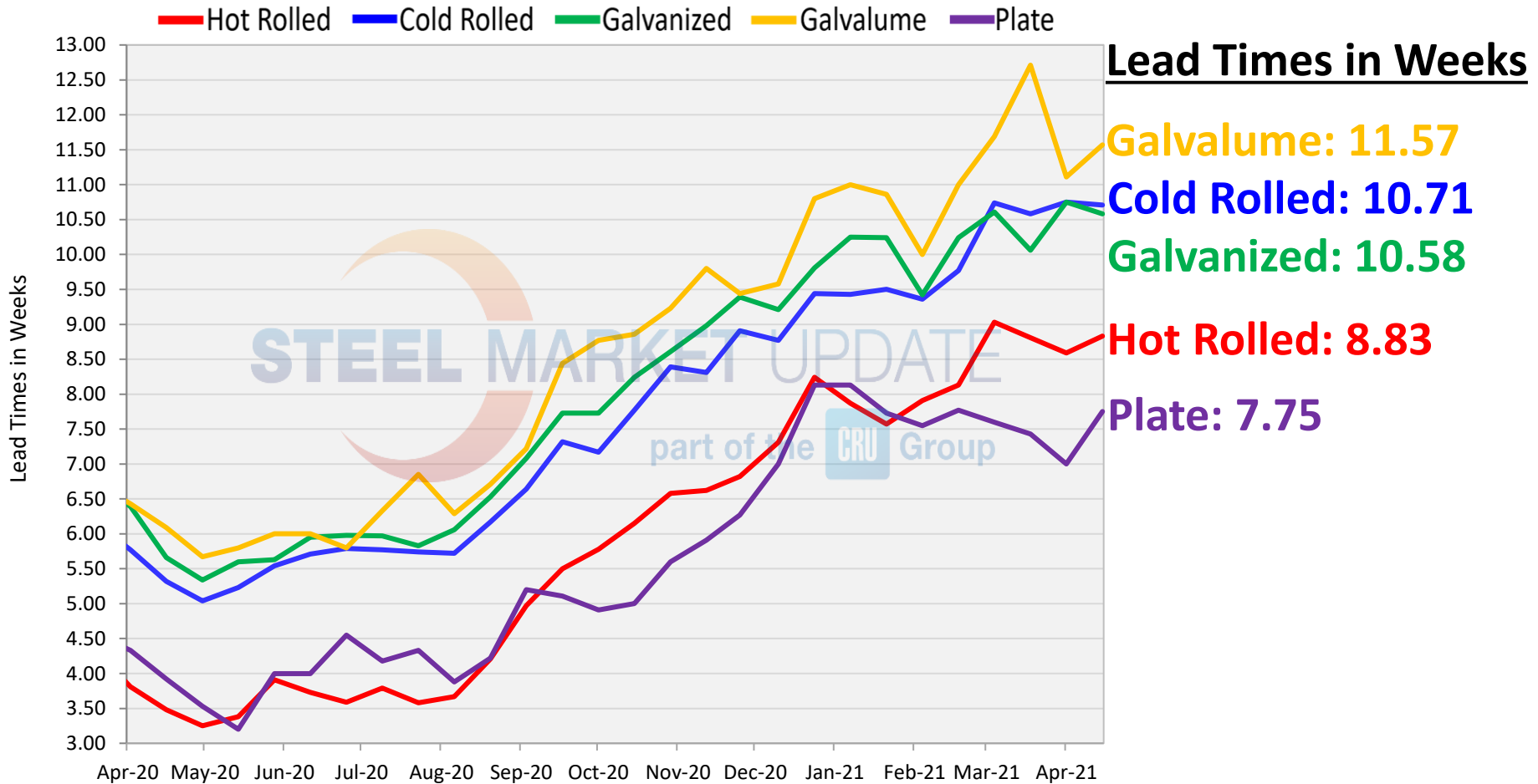
Date	Conference	Status	Venue
May 11-12	Steel 101	Virtual	Online
June 2-3	Steel Hedging 101	Virtual	Online
July 14	Galvanized Hedging	Virtual	Online
July 20-21	Steel 101	Virtual	Online
August 3-4	Steel Hedging 201	Virtual	Online
August 23-25	SMU Steel Summit	Live	Georgia International Convention Center
September TBD	Steel 201	Virtual	Online

If you would like more information about any of our workshops, you may visit SteelMarketUpdate.com/Events or e-mail our team at Events@SteelMarketUpdate.com

SMU Hot Rolled Price Average

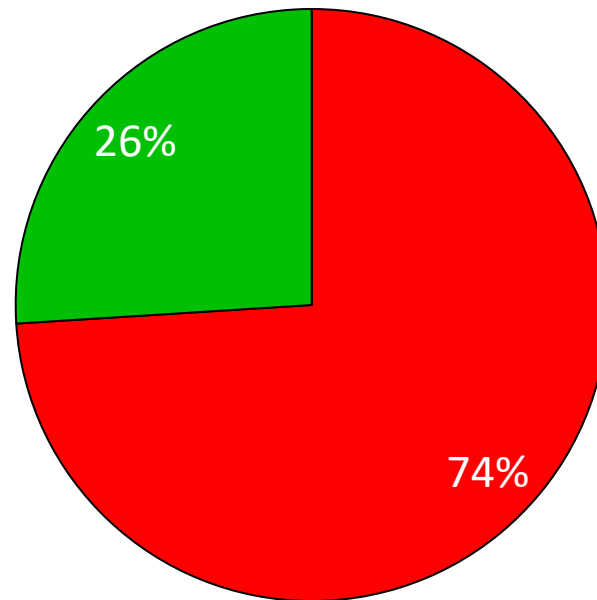


Mill Lead Times



Are you having difficulty securing the trucks, trains or ships necessary to move your steel?

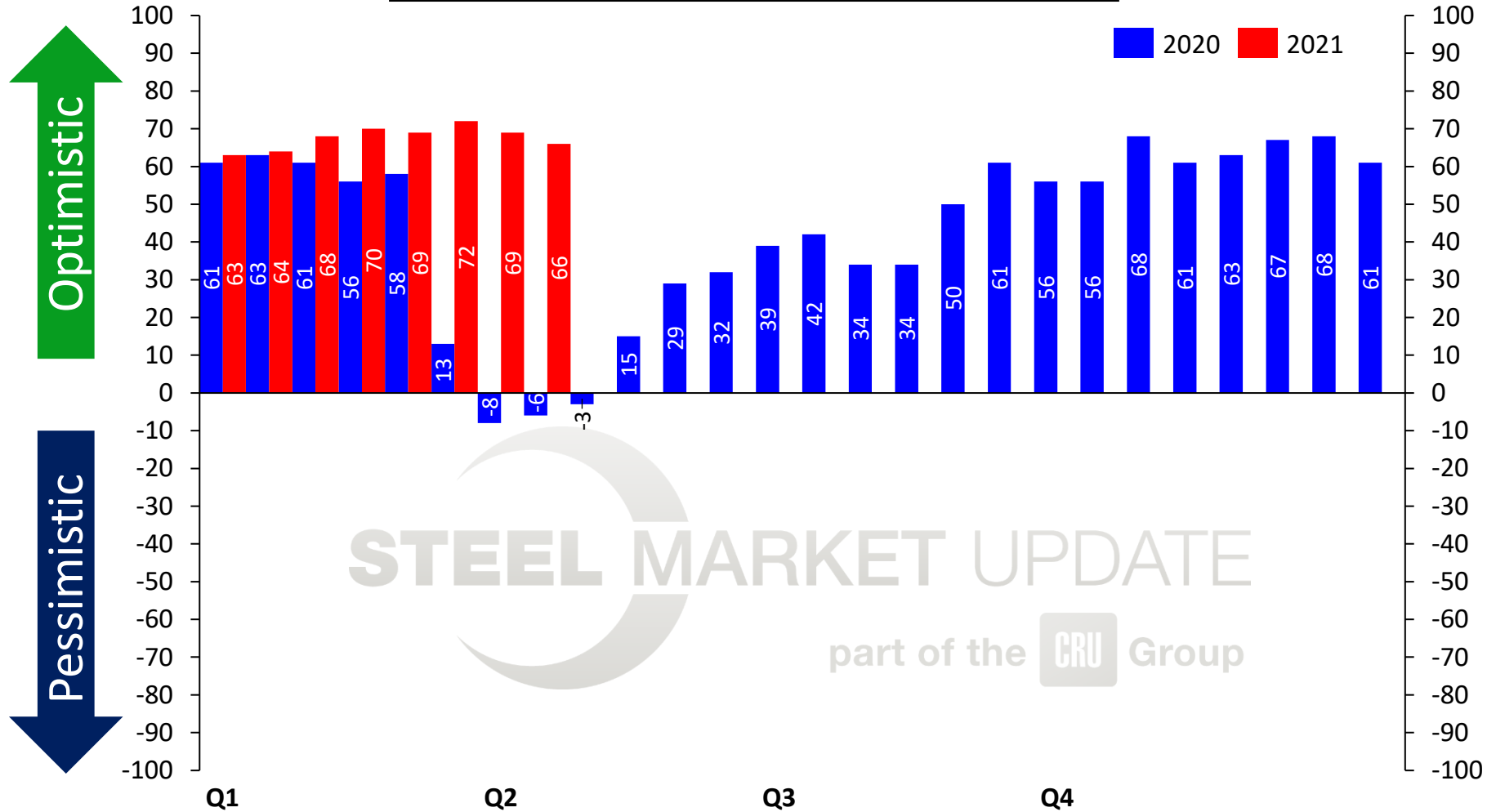
Yes No



SMU Buyers Sentiment Index

Down 3 points to +66

Steel Market Update Buyers Sentiment Index

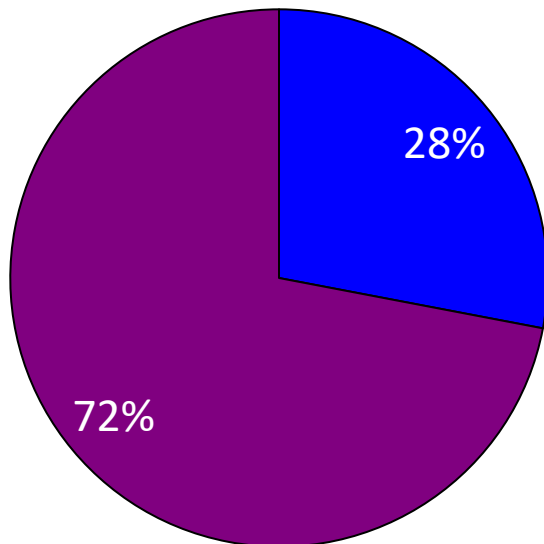


Tipping Point?

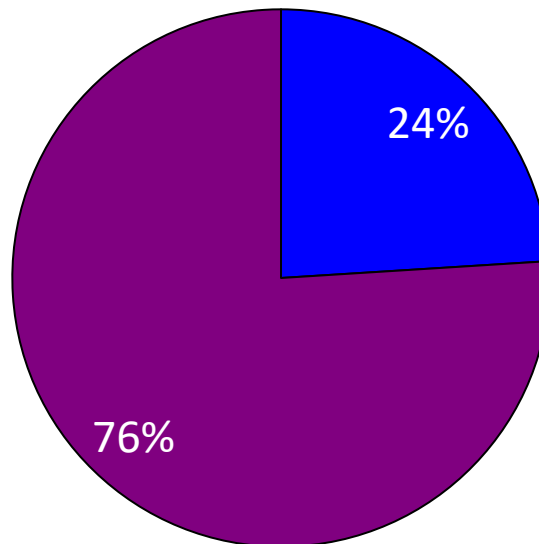
Have you seen any indications that record-high steel prices might be near a tipping point?

Yes No

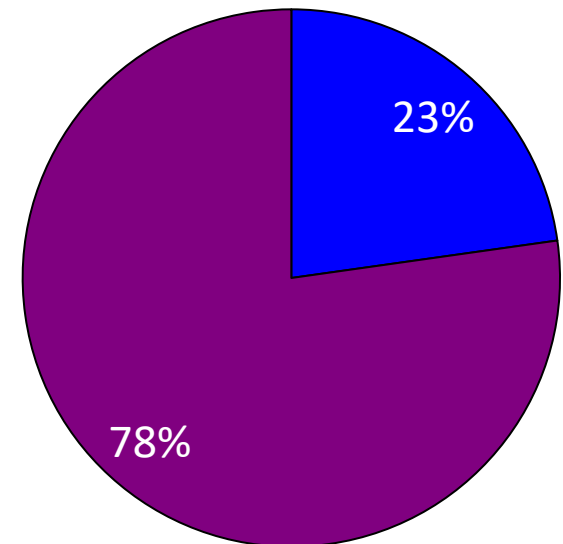
March 18, 2021



April 1, 2021



April 15, 2021

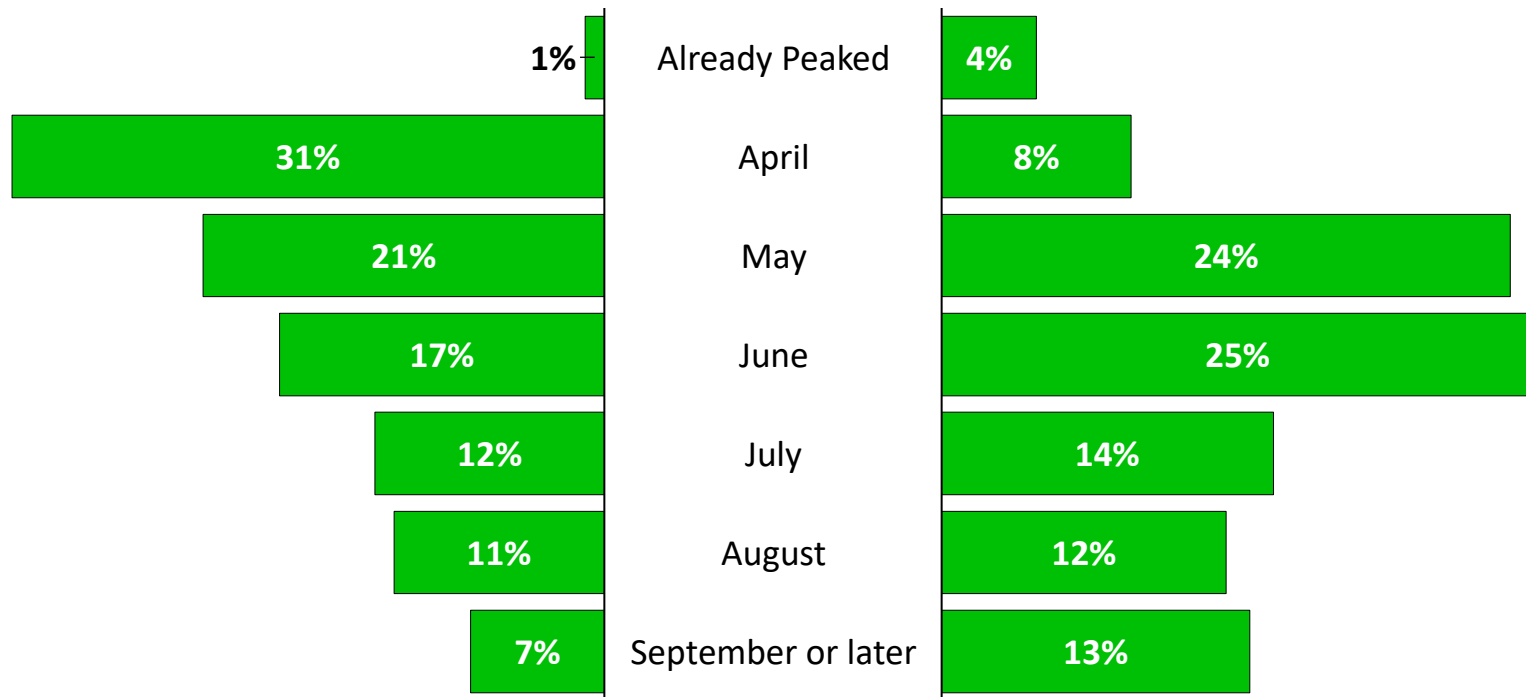


When Will Prices Peak?

When do you see prices peaking?

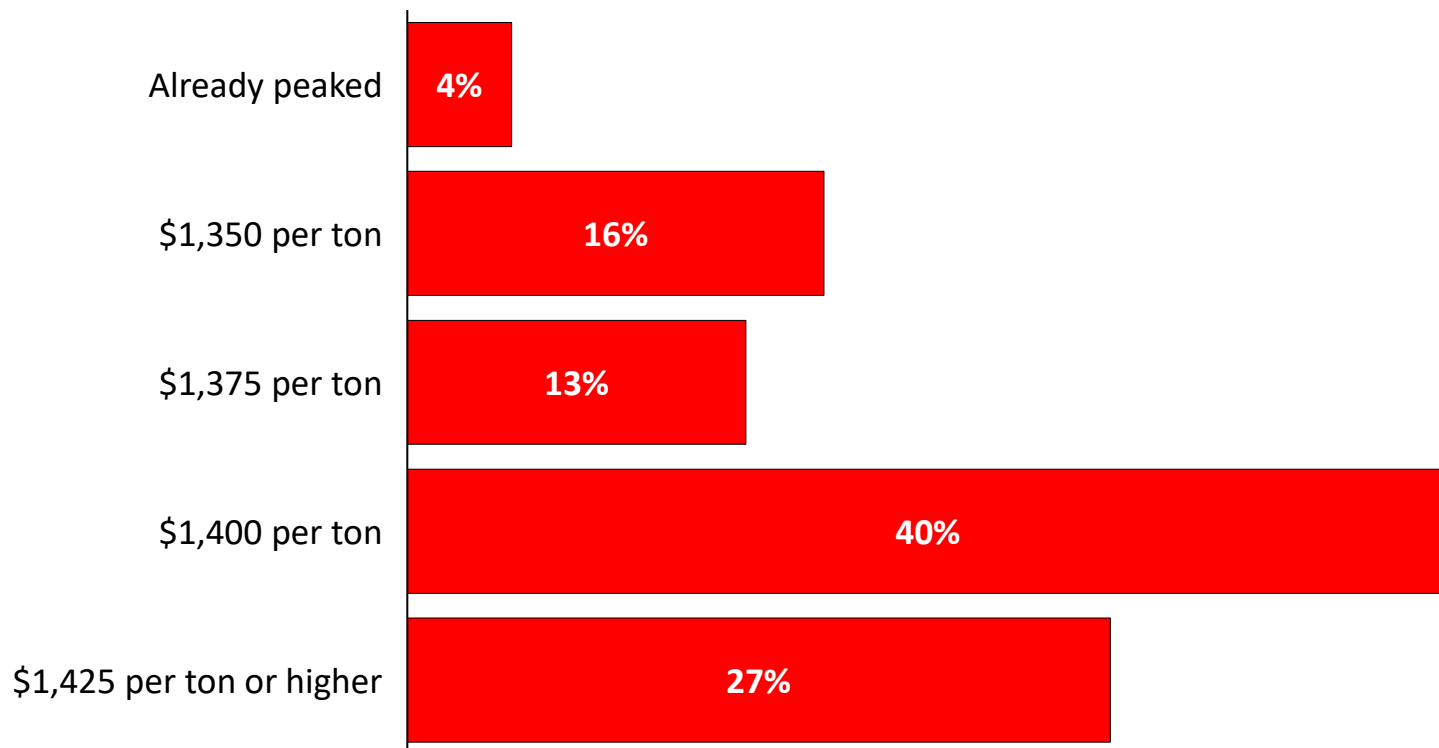
April 1, 2021

April 15, 2021



HRC Price Peak

Hot rolled coil prices now average \$1,340* per ton.
Where do you think HRC prices will peak?



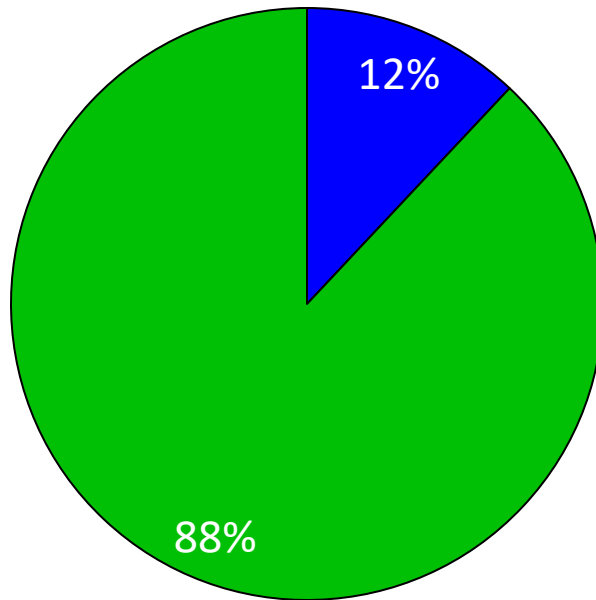
* As of Monday, April 12, 2021; the latest SMU HR average is \$1,370 per ton

Regional Price Variances

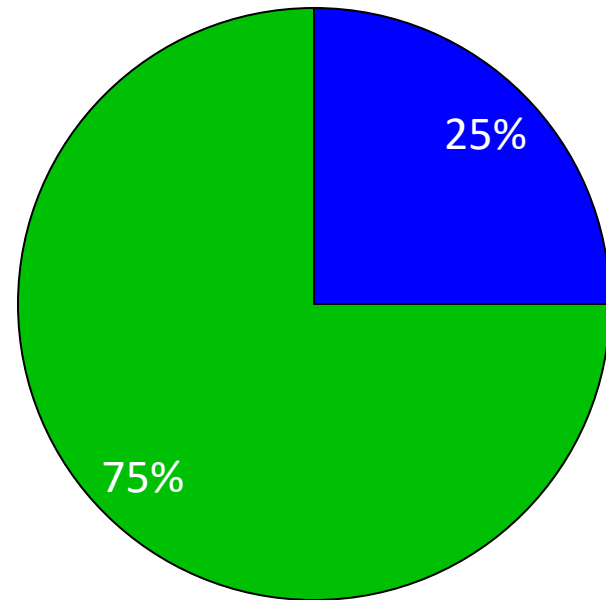
Are you seeing any variance in fob prices between mills in the north and those in the south?

 Yes  No

April 1, 2021



April 15, 2021

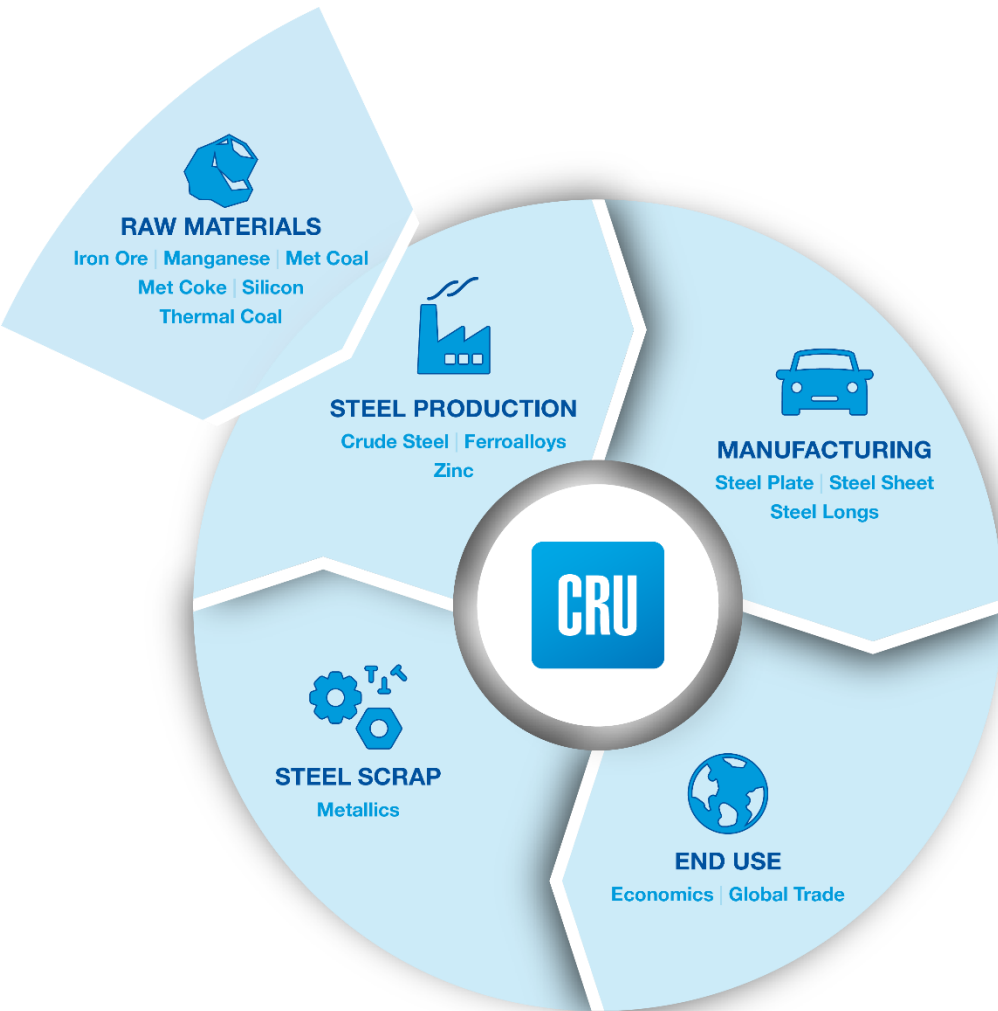




Chris Shipp is currently Vice President of Supply Chain at Priefert Manufacturing/Priefert Steel with a primary role of procuring over 150,000 tons per year. Born and raised in Texarkana TX he joined the U.S. Navy in 1988, serving for 22 years in Special Operations as a Cryptologic Technician. Deploying on submarines the majority of his career, he led over 28 missions supporting the Global War on Terrorism and other combat military operations. He retired from the U.S. Navy in 2010, and moved to back to East Texas. He started working for Priefert as a Purchasing Agent, and progressed to Director of Procurement, General Manager, Vice President of Sales/Priefert Steel, and his current position as Vice President of Supply Chain.

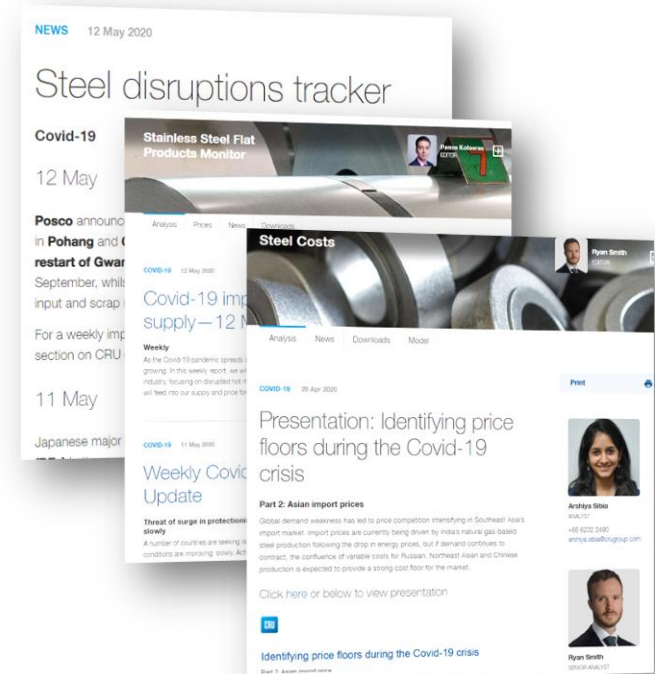
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Thank You

Thank you for attending our SMU Community Chat Webinar.

To contact Michael Cowden – Michael@SteelMarketUpdate.com

To contact Chris Shipp – cshipp@priefert.com

Stay safe and stay tuned to Steel Market Update.



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