

# SMU Community Chat

February 9, 2022

Starting at 11 AM Eastern

Michael Cowden, Steel Market Update

Todd Leebow, Majestic Steel



[SteelMarketUpdate.com/Blog/SMU-Community-Chat-Webinars](https://SteelMarketUpdate.com/Blog/SMU-Community-Chat-Webinars)

# Steel Market Update



SMU Newsletter developed for active buyers & sellers of flat rolled steel.

**Prices – Momentum – Trends – Analysis – with a guarantee**

For more information visit [www.SteelMarketUpdate.com](http://www.SteelMarketUpdate.com)

# Upcoming SMU Events

Date	Event	Status	Venue
<b>February 14-15</b>	SMU Introduction to Steel Hedging Workshop	<b>Live</b>	Marriott Waterside Hotel Tampa, Florida
<b>February 14-16</b>	Tampa Steel Conference	<b>Live</b>	Marriott Waterside Hotel Tampa, Florida
<b>April 26-27</b>	SMU Introduction to Steel Hedging Workshop	<b>Virtual</b>	Online
<b>August 22-24</b>	SMU Steel Summit Conference	<b>Live</b>	Georgia International Convention Center, Atlanta, Georgia

If you would like more information about any of our workshops, you may visit [SteelMarketUpdate.com/Events](https://SteelMarketUpdate.com/Events) or e-mail our team at [Events@SteelMarketUpdate.com](mailto:Events@SteelMarketUpdate.com)



Steel 101 Workshop, Severstal Dearborn 2012

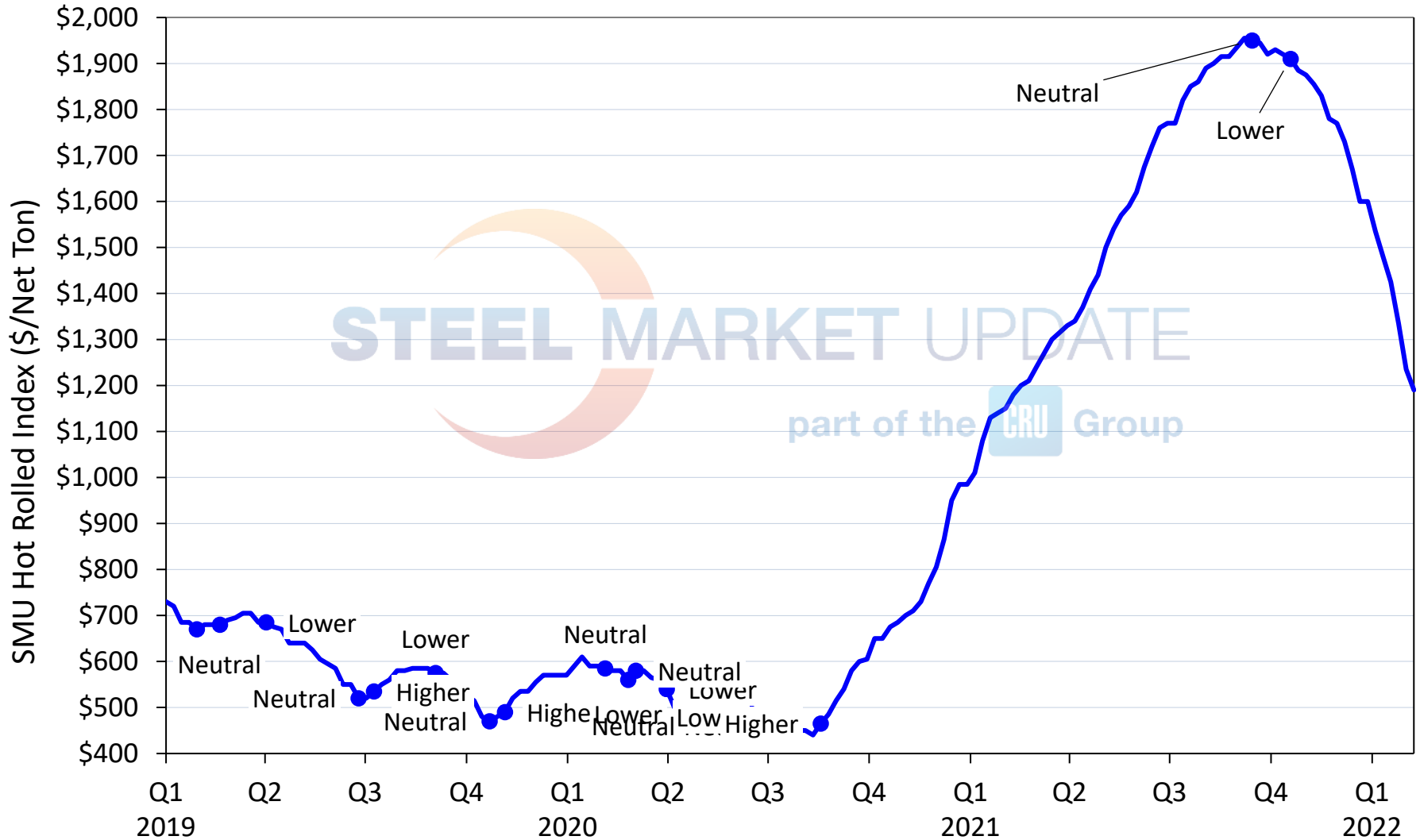
Our goal is to provide quality information to the flat rolled steel industry.

We invite over 500 companies to participate in our surveys.

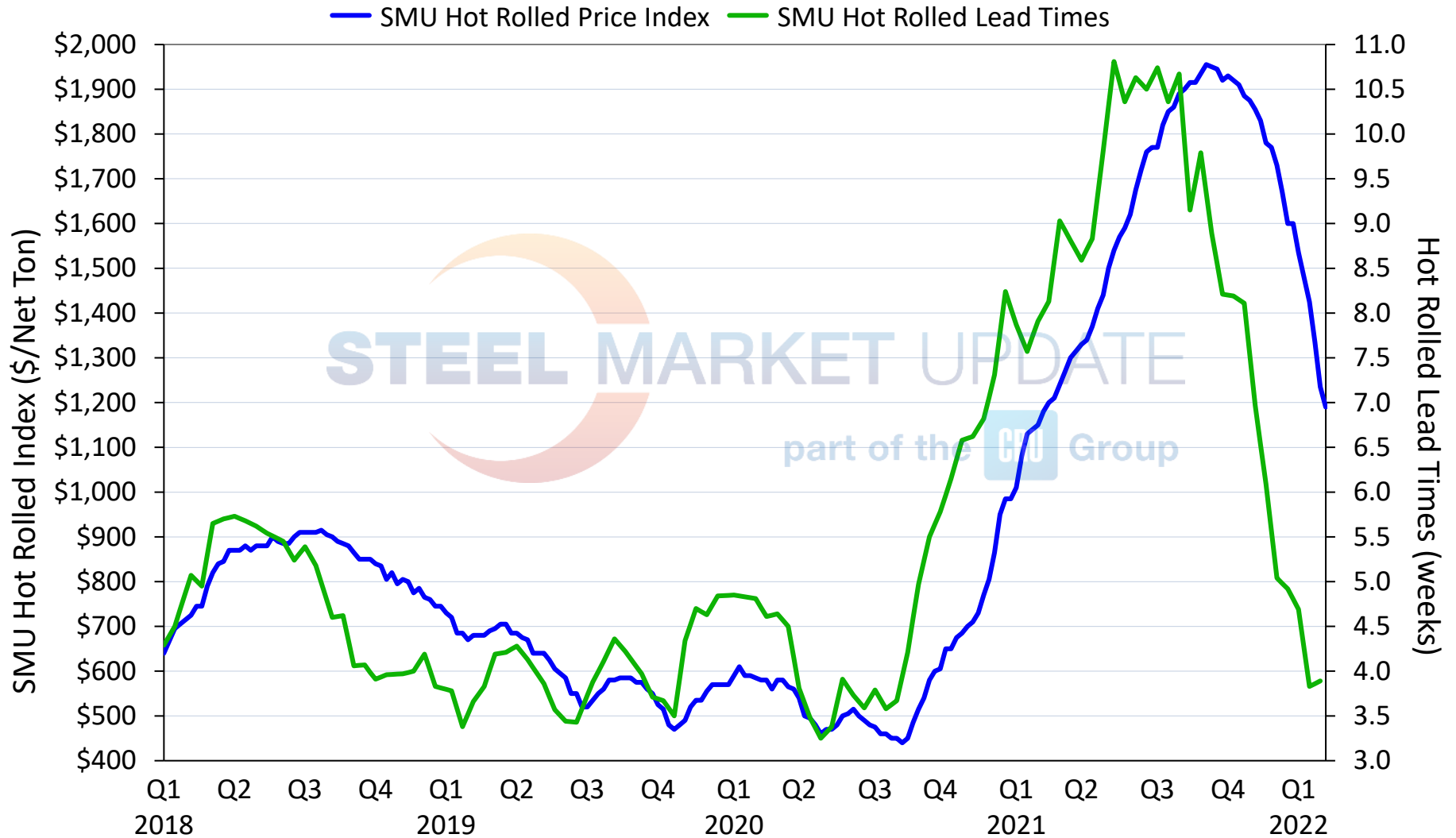
Normal response rate is 100-150 individuals on any one survey.

All responses are kept confidential and are never attributed to the individual or company responding.

# SMU Price Momentum Indicator History

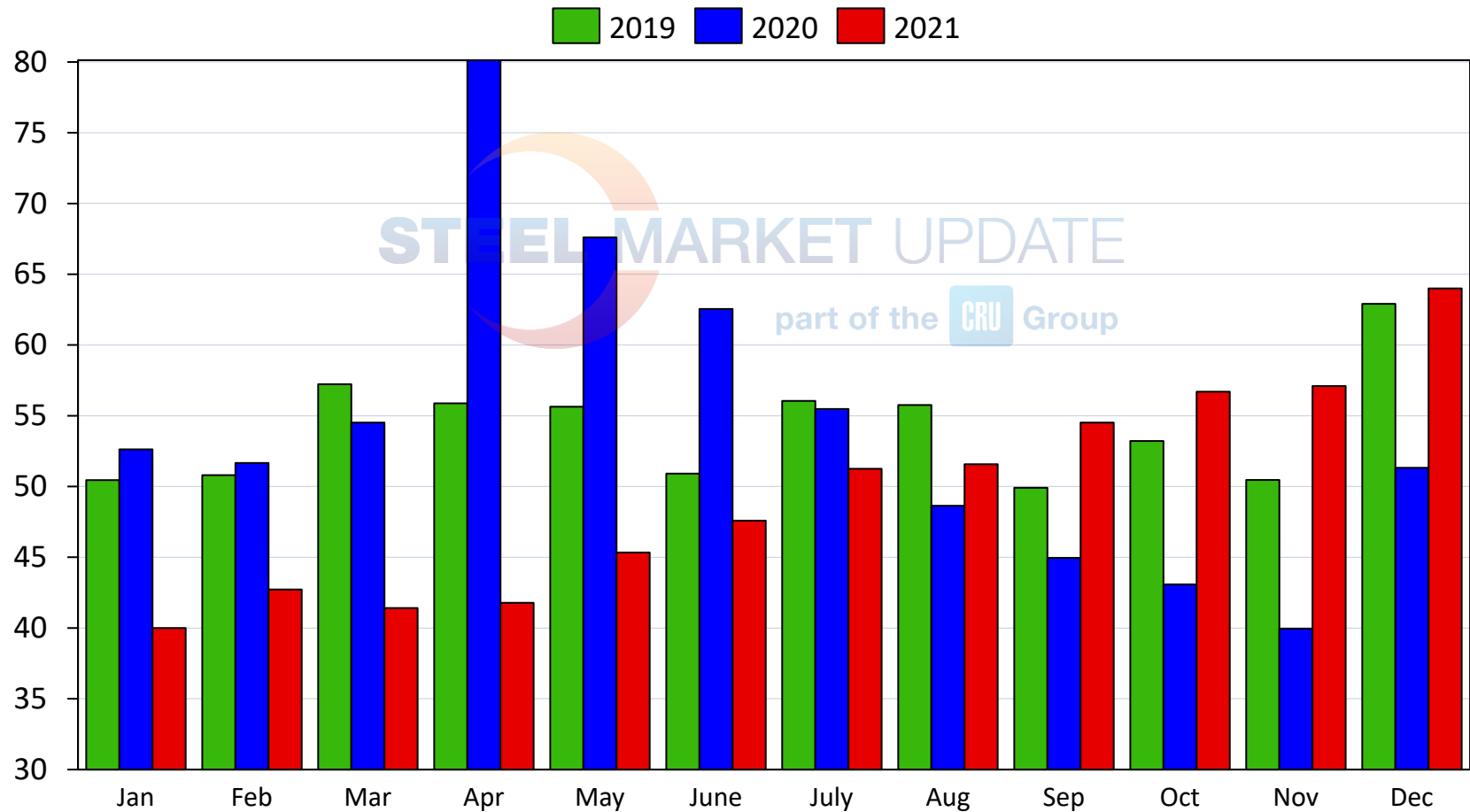


# SMU Hot Rolled Index vs Lead Times

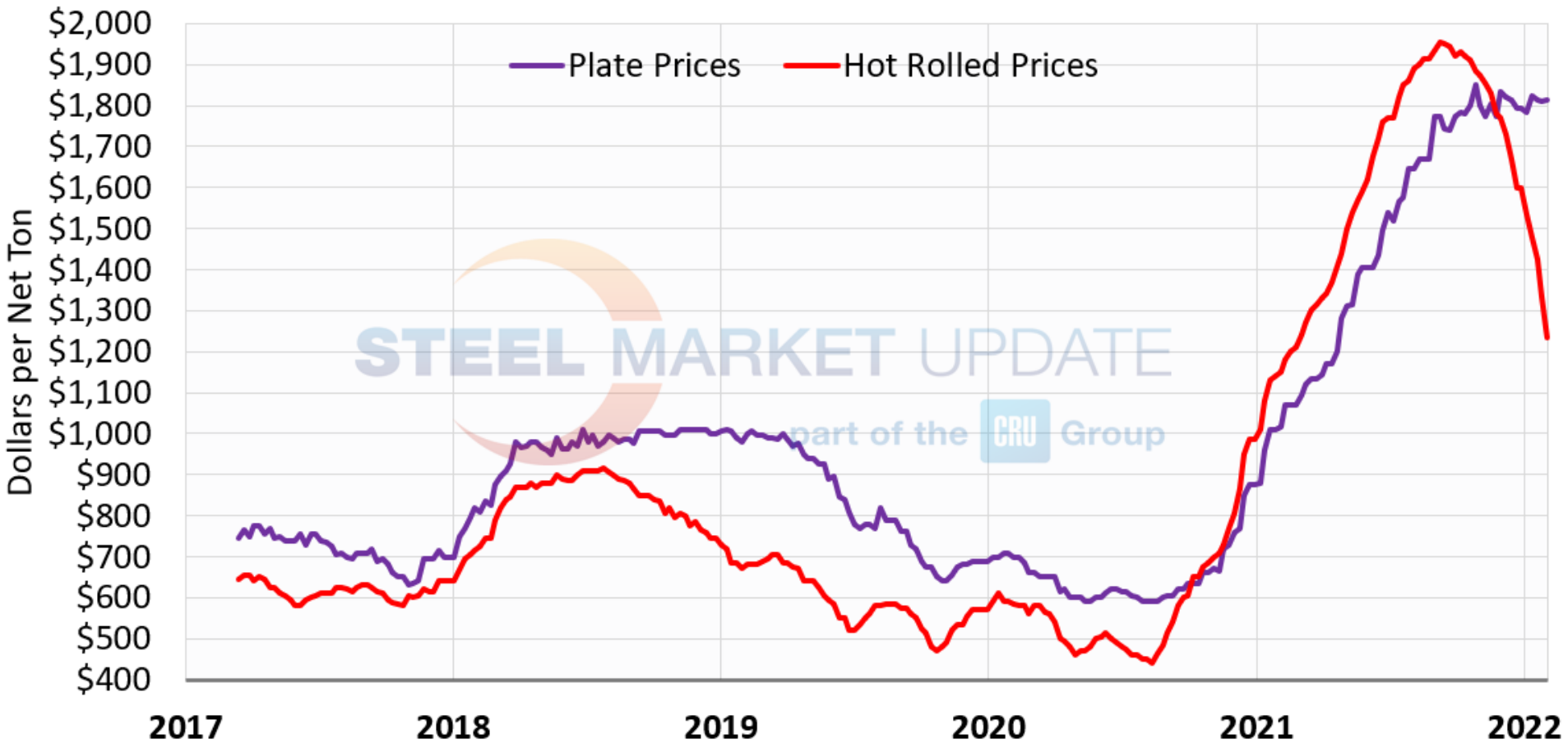


# Service Center Inventories

## Shipping Days of Supply – Flat Rolled

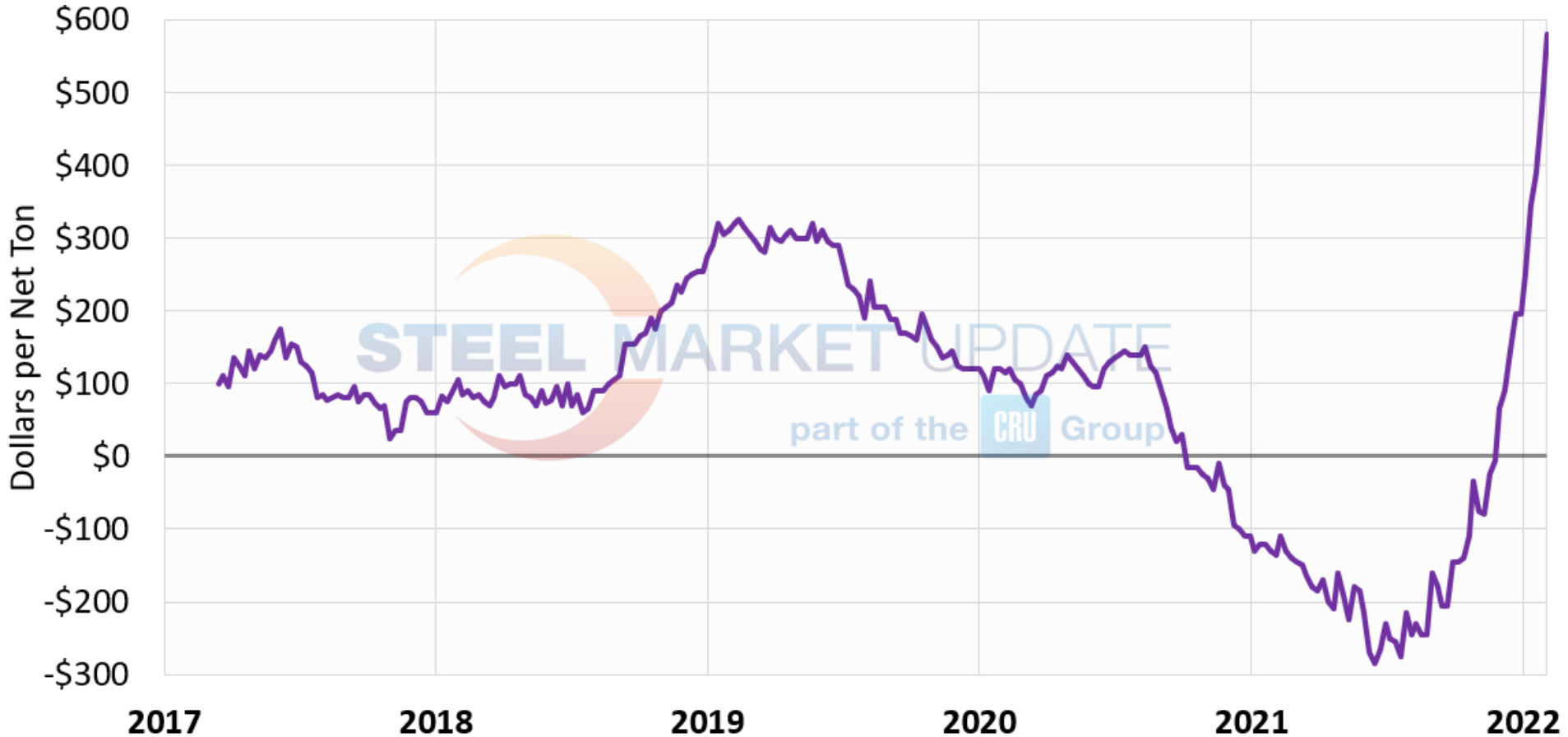


# HRC vs Plate Prices



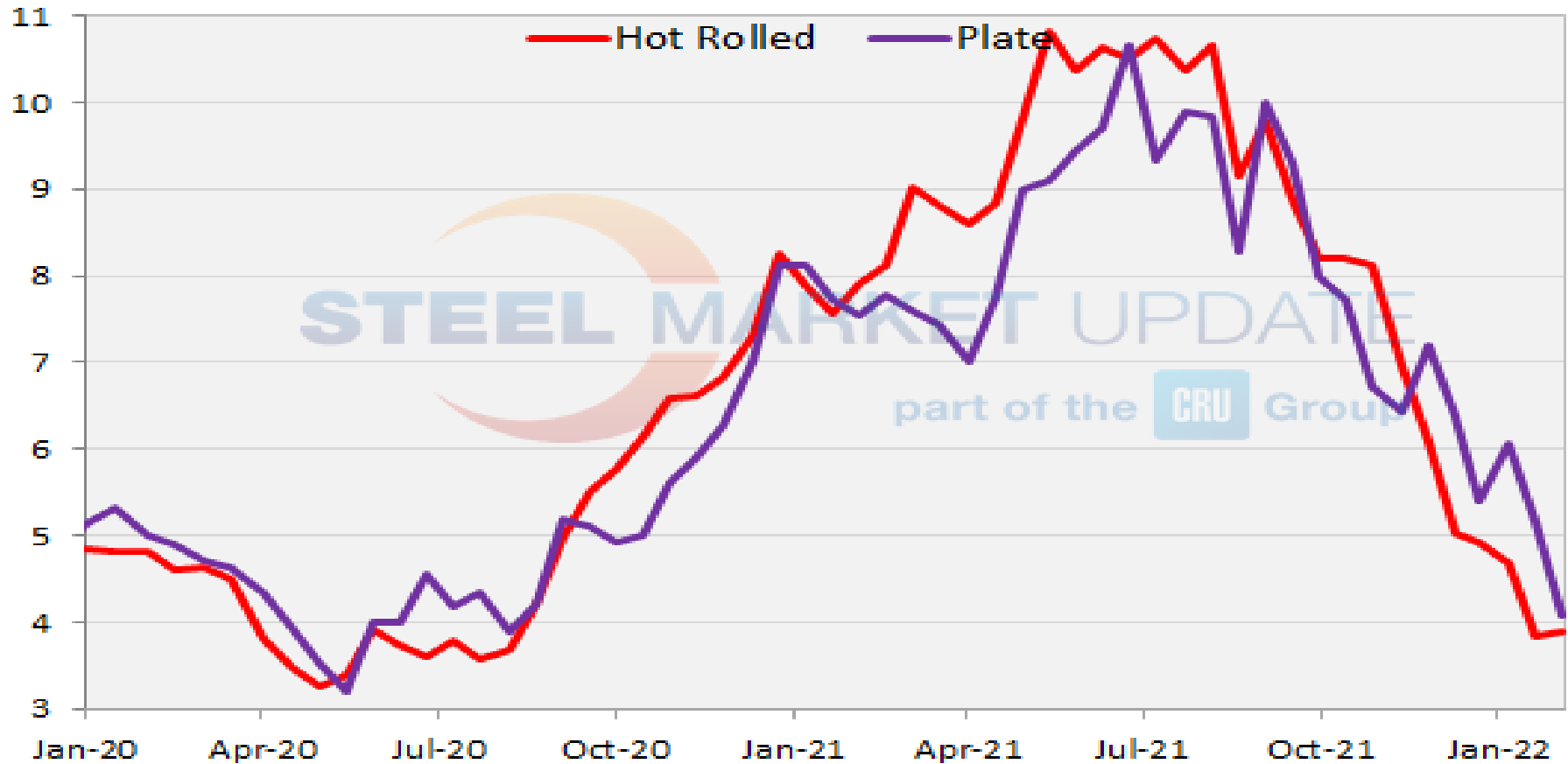


# HRC-Plate Spreads



# HRC vs Plate Lead Times

## Steel Market Update Lead Times Comparison





**Todd Leebow** began his career at Majestic in 2007 in supply chain management and led the company through a family generational transition with a vision of growth and innovation. Since becoming CEO in 2012, Todd has built a culture of innovation through attracting talent and developing technology to optimize the customer experience at Majestic.

Leebow was born and raised in Northeast Ohio. Following his graduation from Orange public schools in Cleveland, he studied business and entrepreneurship at the University of Miami, in Florida. He is an active leader in the domestic steel industry and a philanthropist in the Cleveland area, recognized as a 2019 recipient of the *Values-in-Action Foundation's Sam Miller Goodness Award* for contributions and service to the Ronald McDonald House of Cleveland.

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

# Thank You

Thank you for attending our SMU Community Chat. And a special thank you to Mr. Leebow for his participation today.

To contact Michael Cowden: [Michael@SteelMarketUpdate.com](mailto:Michael@SteelMarketUpdate.com)

To contact Todd Leebow, please reach out to Majestic Steel USA Chief Marketing Officer Katie Mitchell at [KMitchell@MajesticSteel.com](mailto:KMitchell@MajesticSteel.com)

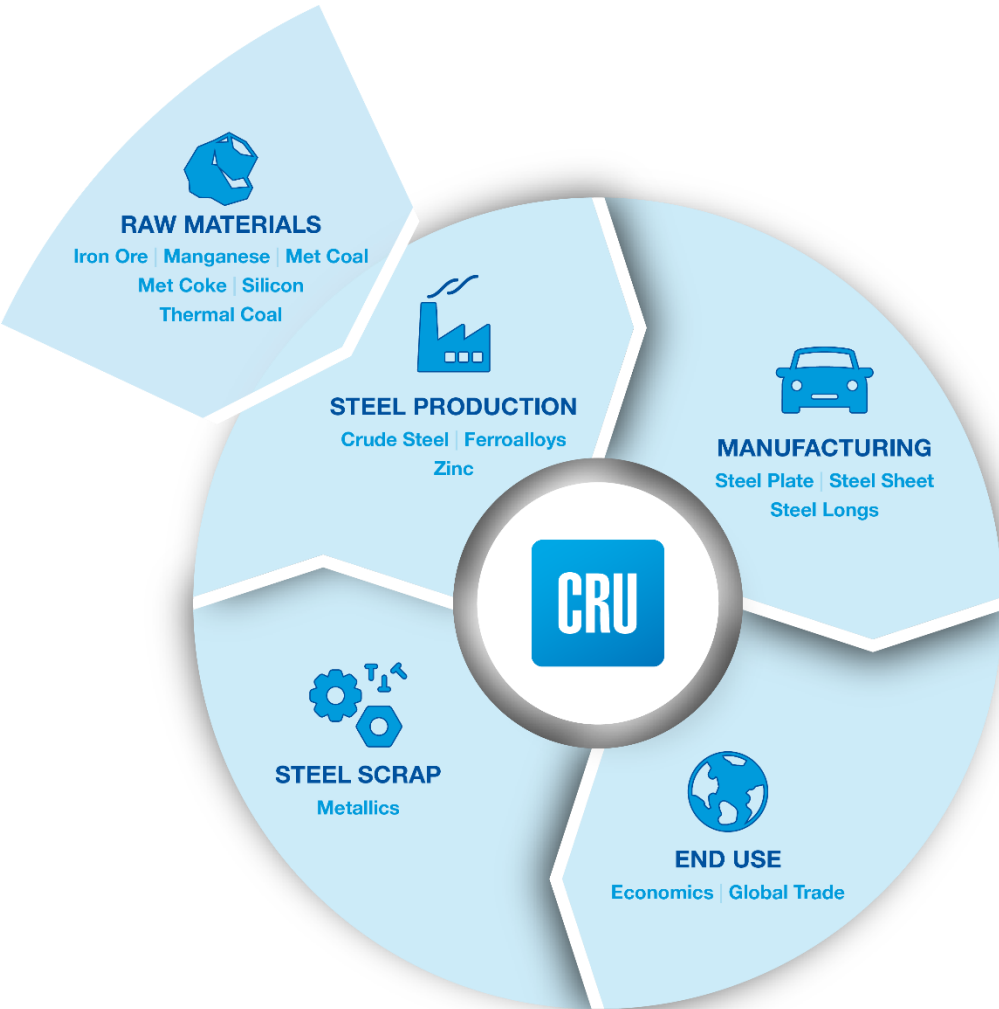
For information about subscribing to SMU, contact Paige Mayhair: [Paige@SteelMarketUpdate.com](mailto:Paige@SteelMarketUpdate.com)

To participate in our survey contact Brett Linton: [Brett@SteelMarketUpdate.com](mailto:Brett@SteelMarketUpdate.com)

To become a data provider for our service center inventory report, contact Estelle Tran: [Estelle.Tran@CRUGroup.com](mailto:Estelle.Tran@CRUGroup.com)

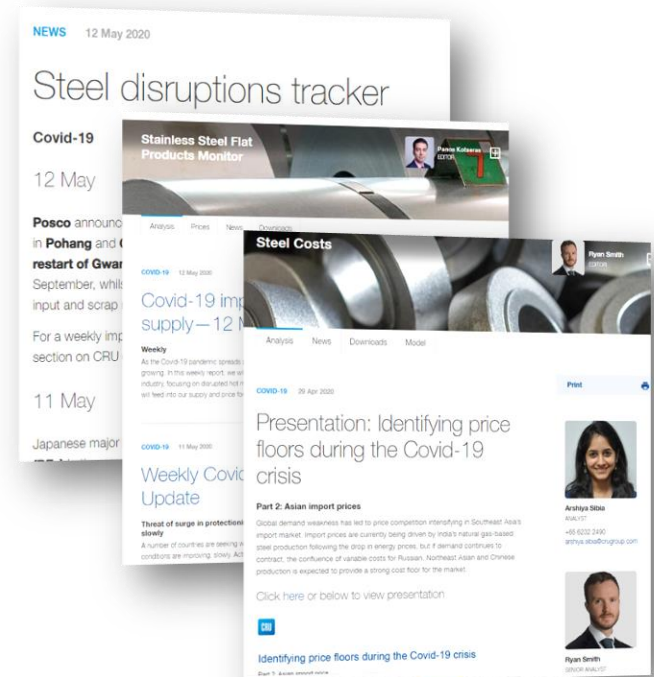
Stay safe and stay tuned to Steel Market Update!

# 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

The logo features a stylized circular element on the left, composed of two curved segments. The top segment is orange and the bottom segment is red, meeting at a central point. The text 'STEEL MARKET UPDATE' is written in a bold, white, sans-serif font across the middle of the image, with the circular logo partially overlapping the word 'STEEL'.

# STEEL MARKET UPDATE

part of the  Group

When you need answers... [www.SteelMarketUpdate.com](http://www.SteelMarketUpdate.com)