



Community Chat With Alomga CEO Michael Garcia

Nov. 29, 2023 | Michael Cowden, Managing Editor



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SMU developed its newsletter for active buyers and sellers of flat-rolled steel.

Prices | Momentum | Sentiment | Trends | Analysis

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Upcoming Events

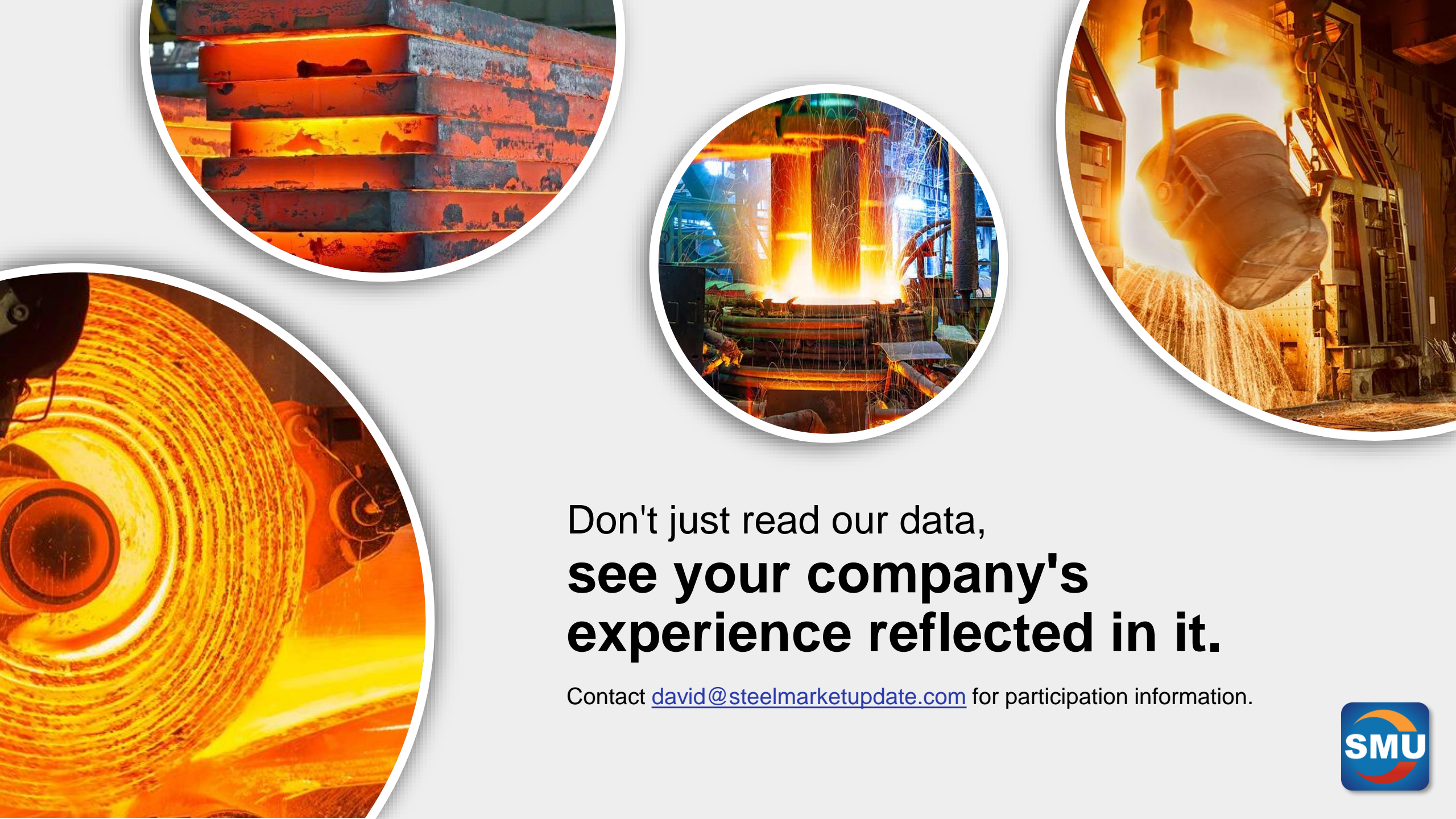


35th Tampa Steel Conference 2024
January 28-30, 2024 | Tampa, Fla.
JW Marriott Tampa Water Street



SMU Steel Summit 2024
August 26-28, 2024 | Atlanta, Ga.
Georgia International Convention Center

For more information about our workshops and conferences visit:
tampasteelconference.com or e-mail us at events@steelmarketupdate.com



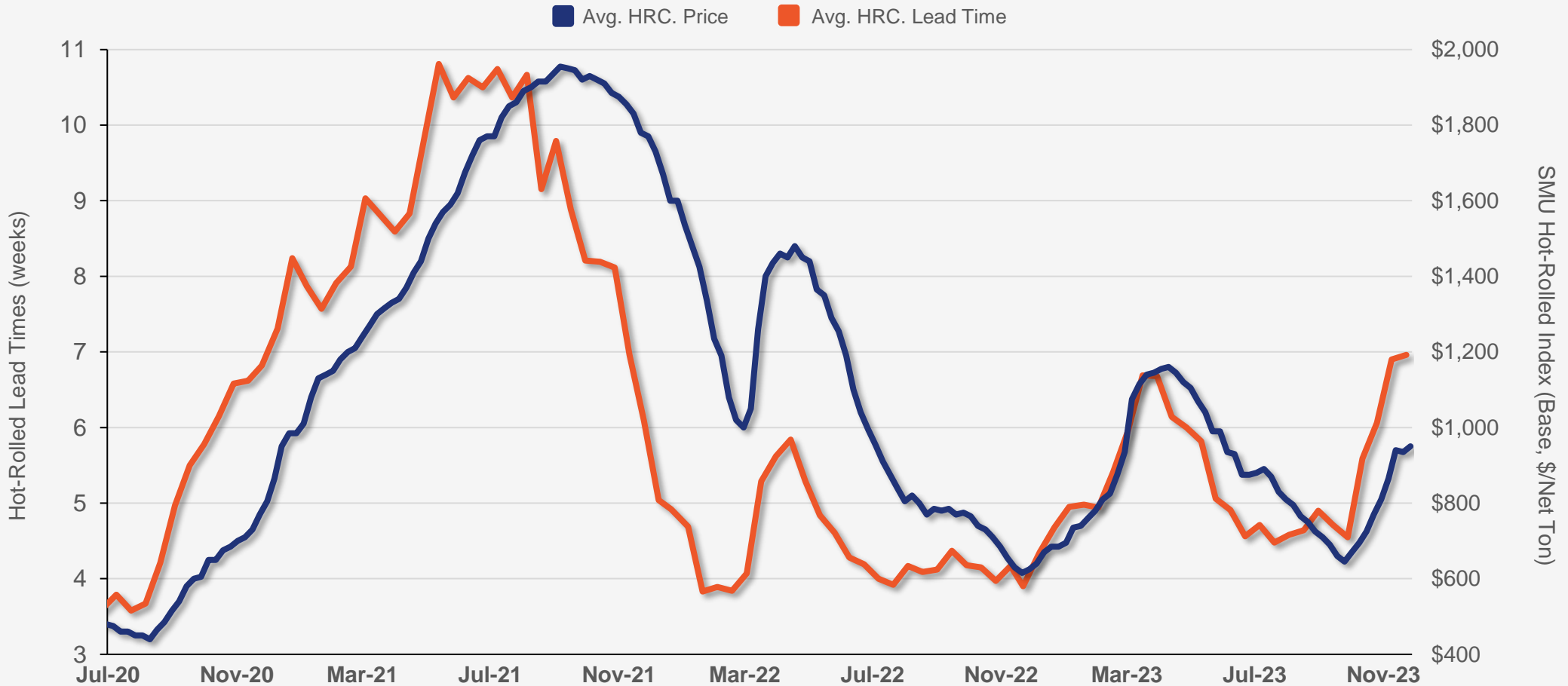
Don't just read our data,
**see your company's
experience reflected in it.**

Contact david@steelmarketupdate.com for participation information.



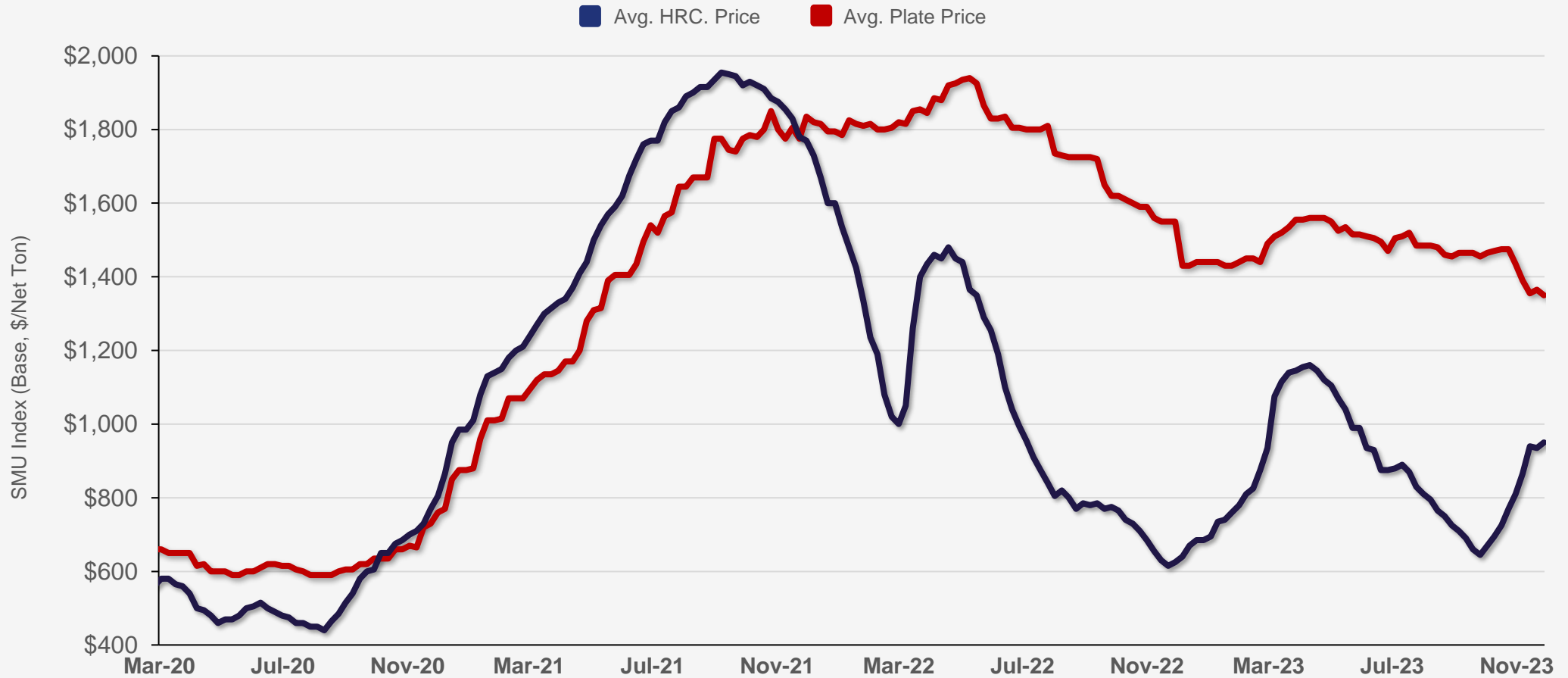
Hot-Rolled Steel Prices vs. Lead Times

SMU's hot-rolled steel prices and lead times, with data through Nov. 28, 2023.



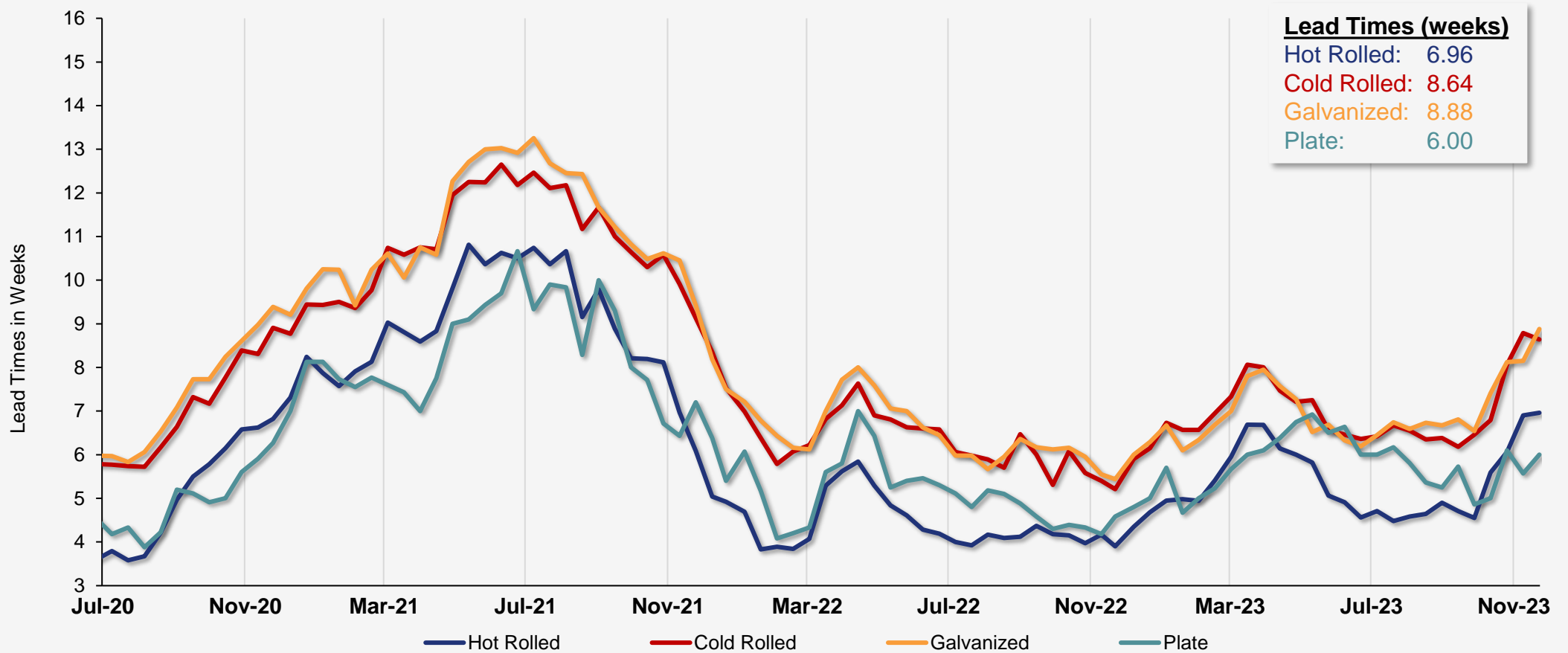
Hot-Rolled Steel vs. Plate

SMU's hot-rolled steel and plate prices, with data through Nov. 28, 2023.



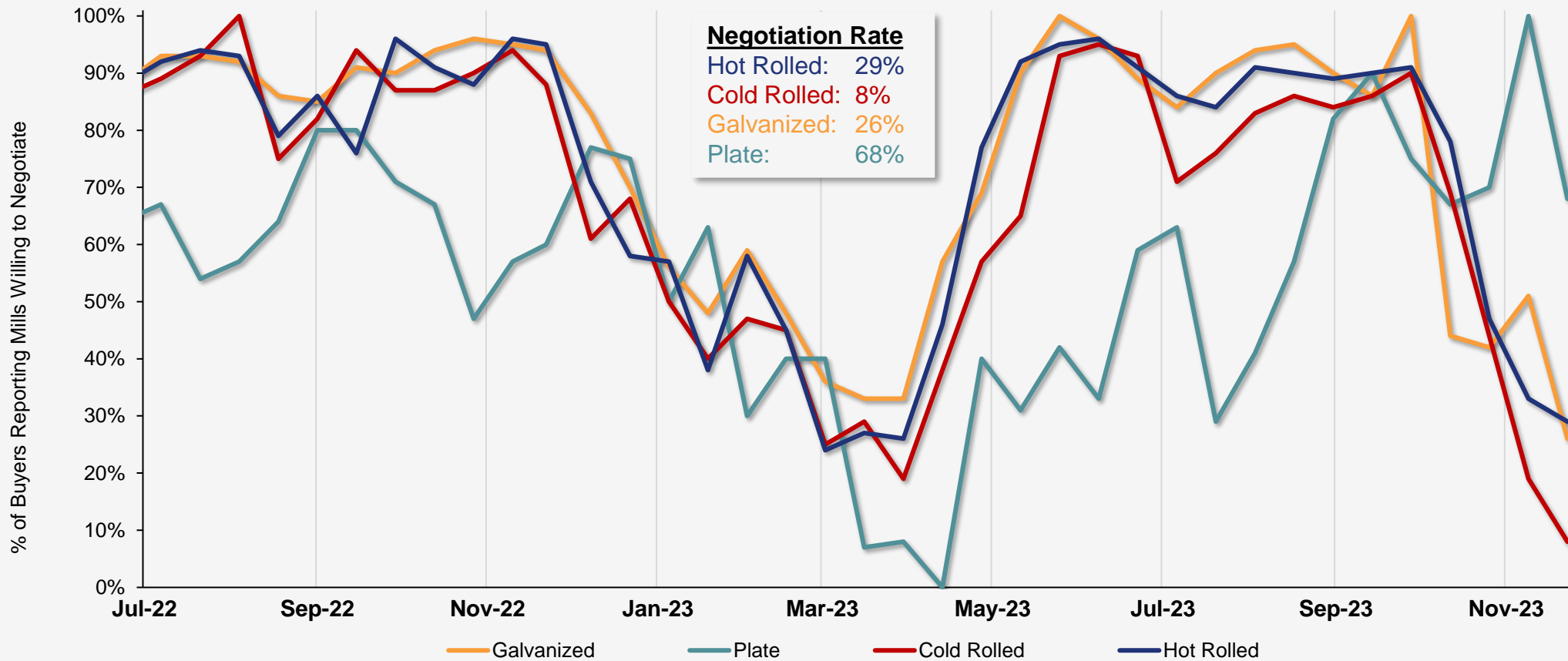
Steel Mill Lead Times by Product

SMU lead times on new steel orders by product through Nov. 22, 2023.



Steel Mill Negotiations

SMU's price negotiations on new steel orders by product through Nov. 22, 2023.



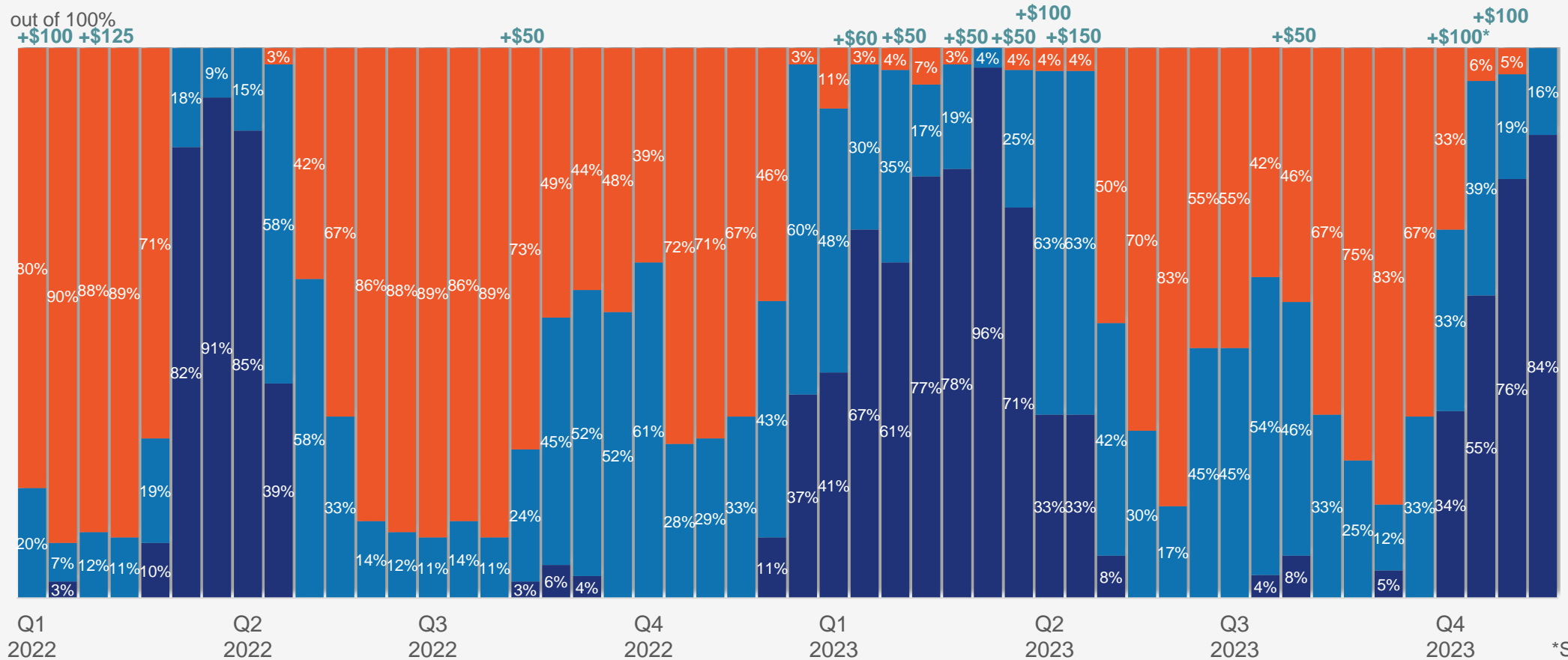
Service Center View of Selling Prices

Service Centers

Compared to two weeks ago, how is your company handling spot pricing to your customers?

Historical Nucor flat rolled price increase announcements

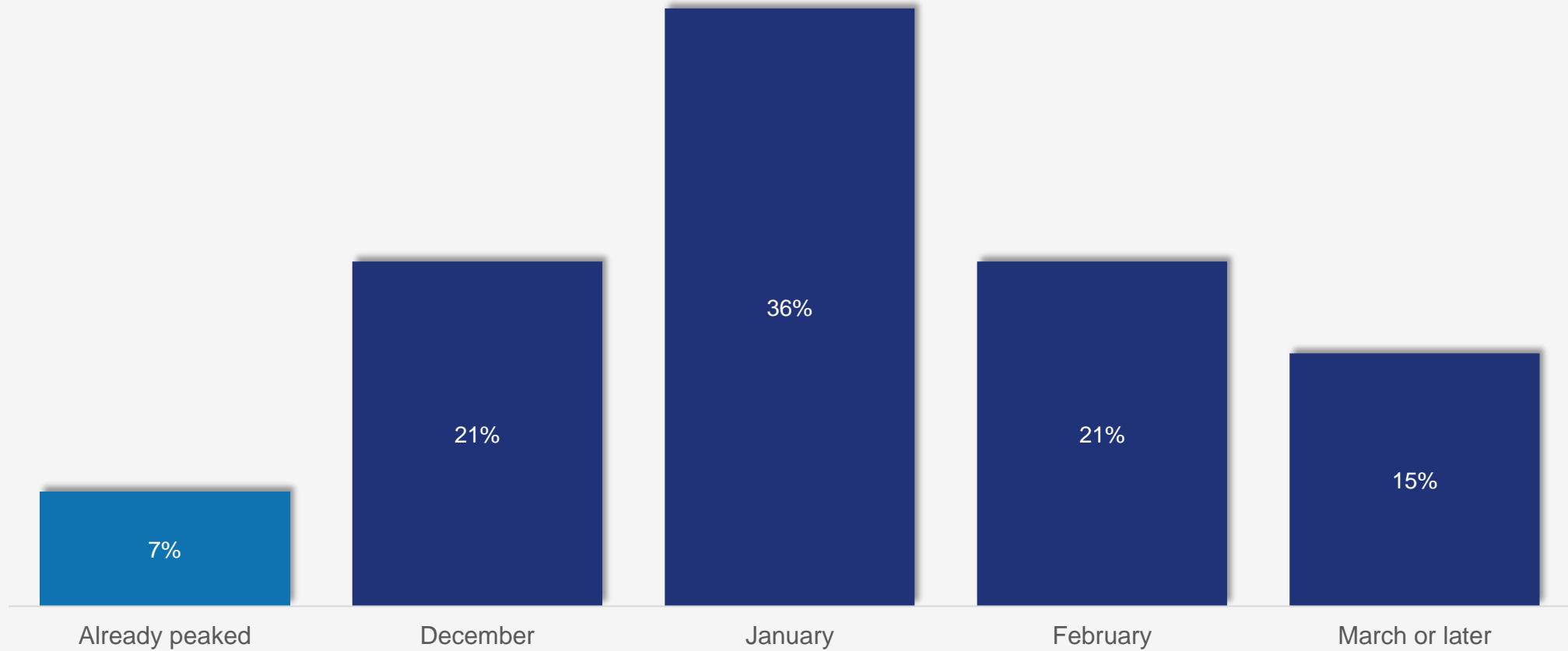
■ We are raising prices
 ■ We are keeping prices the same
 ■ We are lowering prices



*SMU assumption

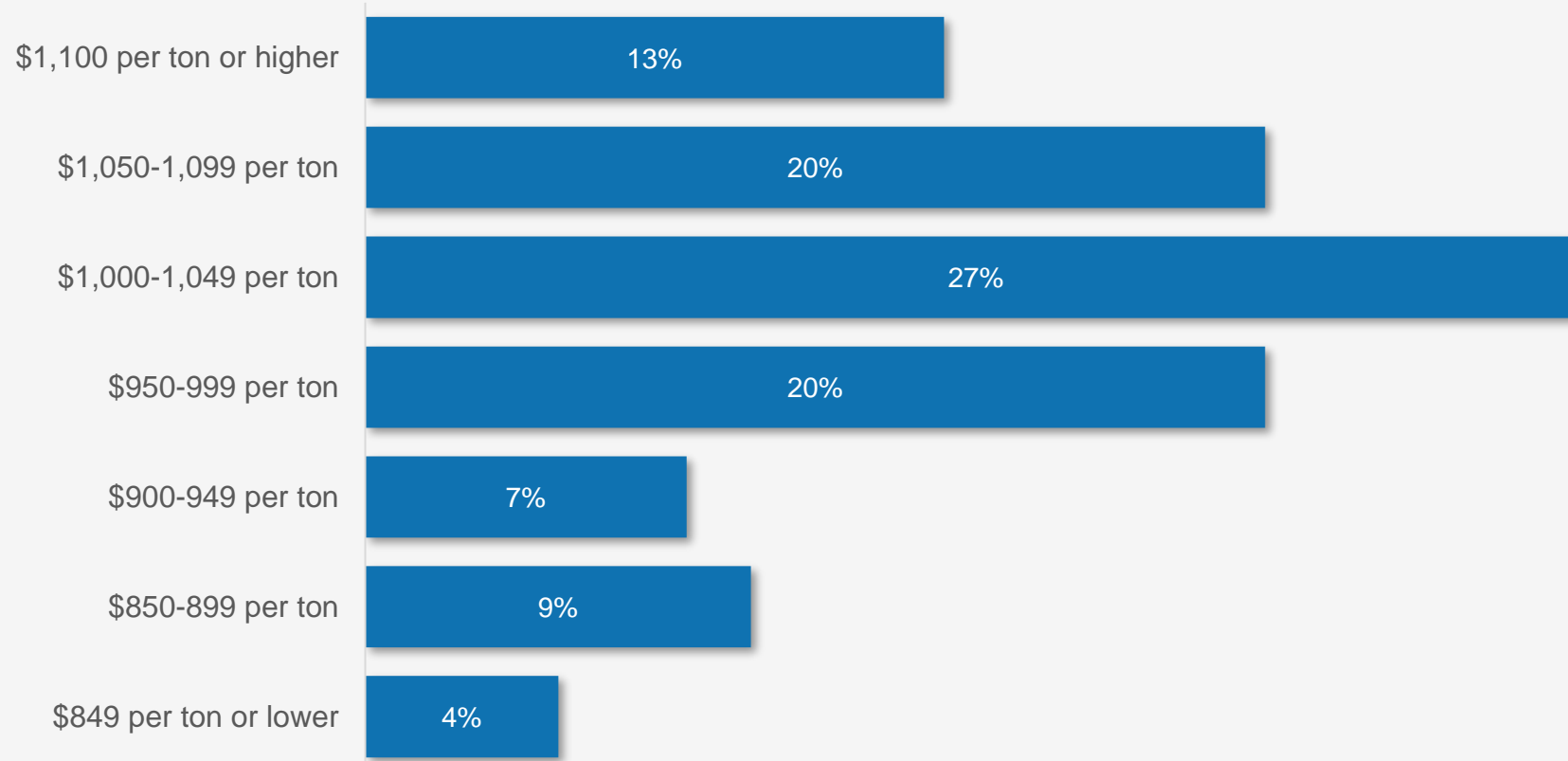
Hot Rolled Inflection Point

When do you think steel prices will peak?



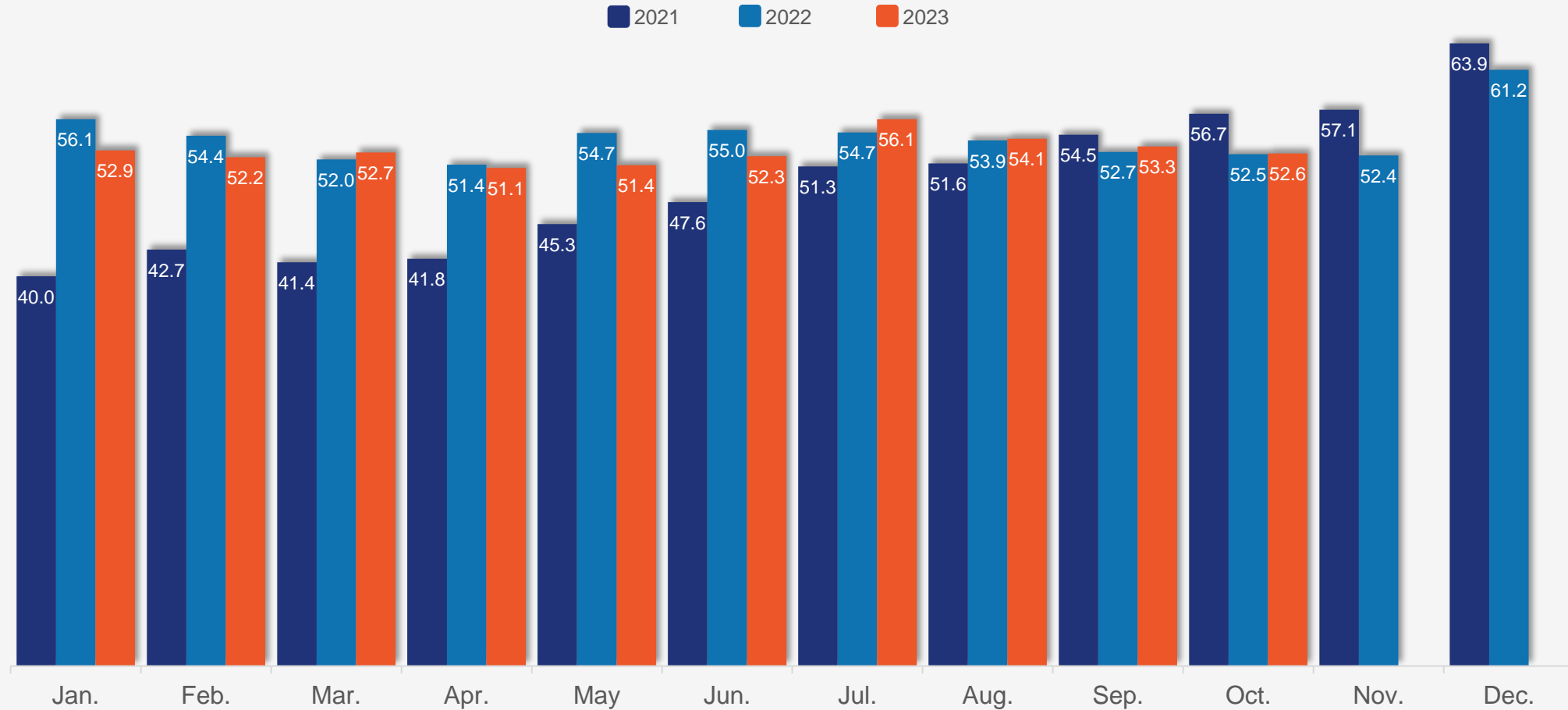
Future Hot Rolled Prices

Where do you think HRC prices will be in two months?



Service Center Inventories

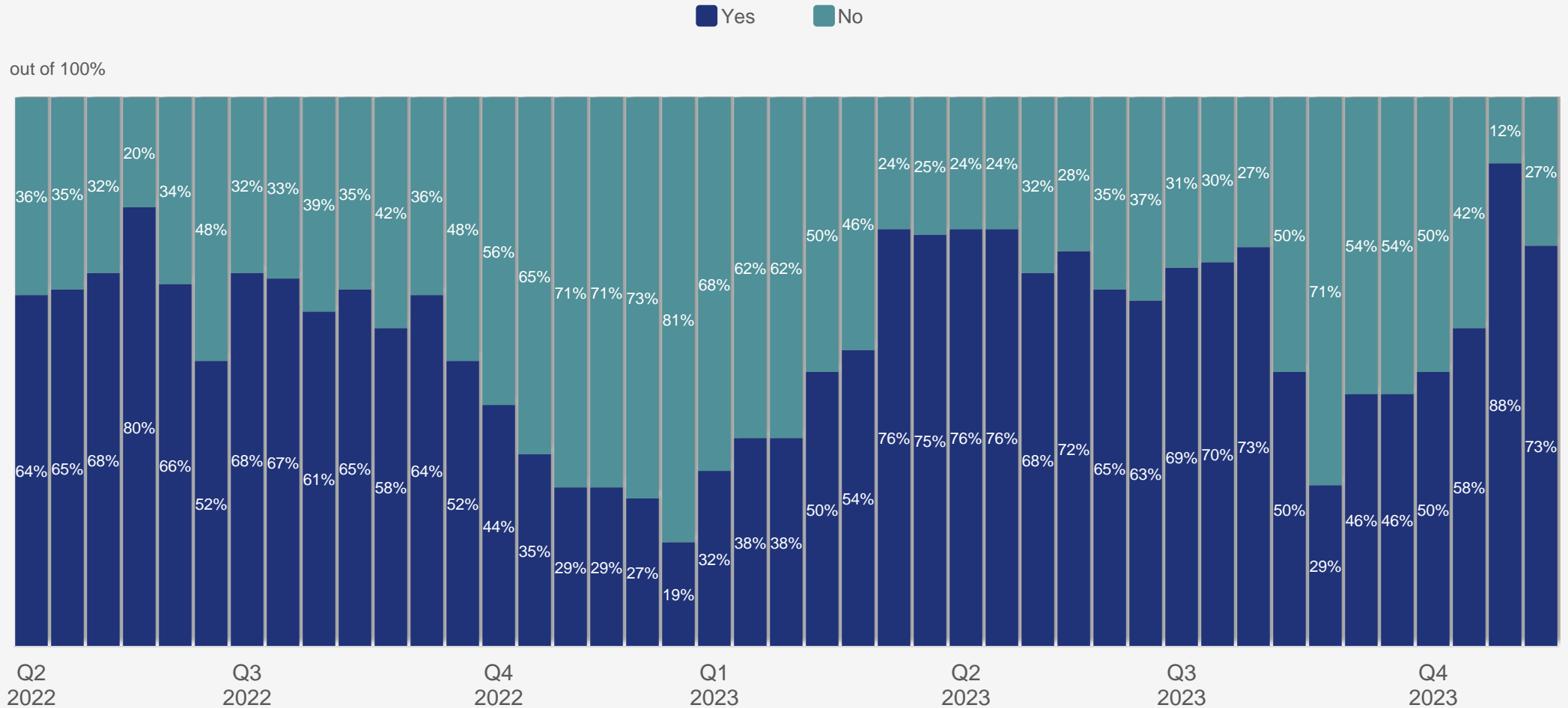
SMU's flat rolled product shipping days of supply, with data through October 2023.



Foreign Steel Competitiveness History

Service Centers

Are your foreign steel suppliers quoting you competitive prices for new orders for future delivery?

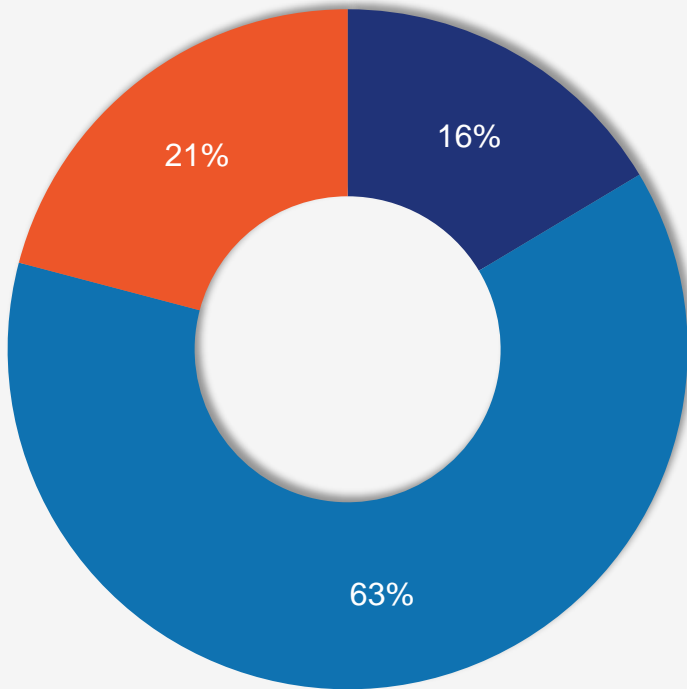


Business Forecasts

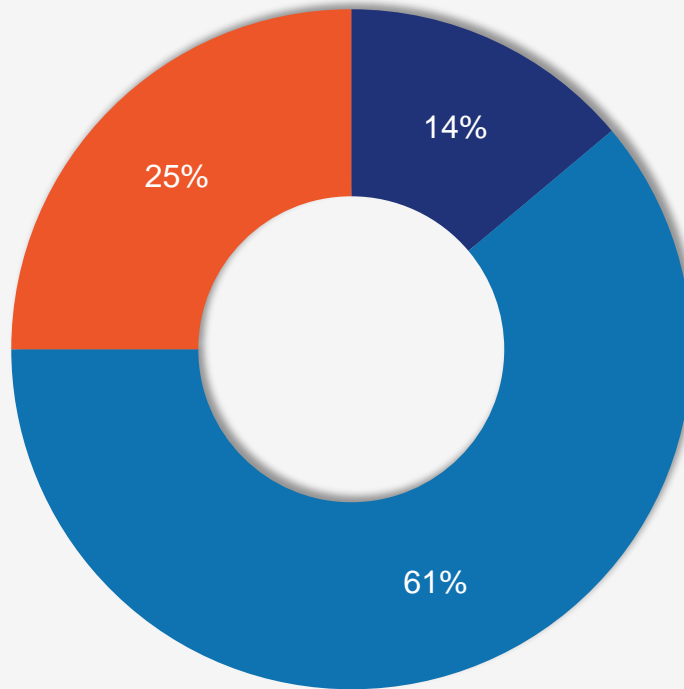
How will your company perform this month compared to your forecast?

■ We will exceed forecast
 ■ We will meet forecast
 ■ We will not meet forecast

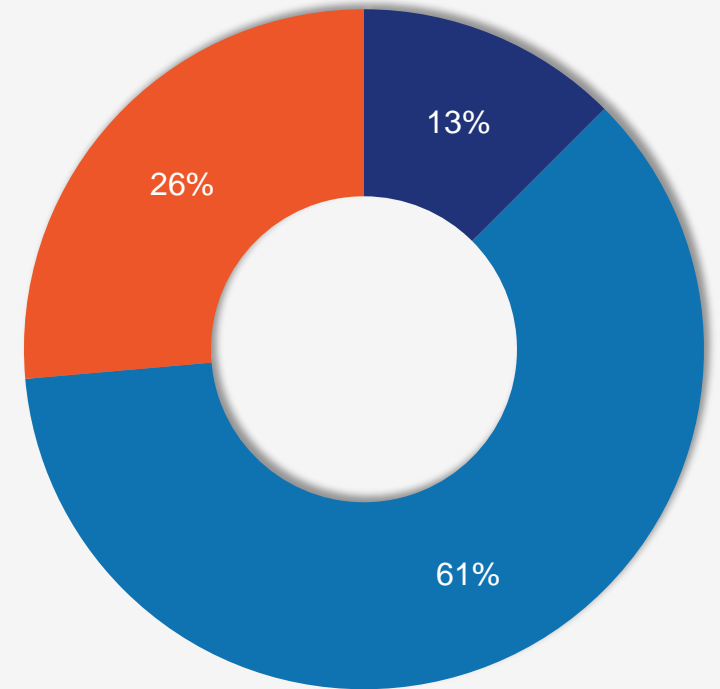
Sept. 27, 2023



Oct. 25, 2023



Nov. 22, 2023



Michael Garcia



Michael Garcia was appointed Chief Executive Officer of Algoma Steel Inc. in June 2022. Before joining Algoma, Mr. Garcia gained more than 30 years of international management experience in steel, pulp & paper, and aluminum.

Most recently, Mr. Garcia spent seven years at Domtar Corp. as President of the Pulp and Paper Division and before that, three years at Evraz-Highveld Steel & Vanadium in South Africa where he served as Chief Executive Officer. Earlier in his career, Mr. Garcia spent eight years at Alcoa in multiple roles, most recently as Vice President of Sales and Marketing of Alcoa Asia. Previously he served five years in the United States Army as an Armor officer with the Third Armored Cavalry Regiment and is a veteran of Operation Desert Storm.

He currently serves on the board of Alliant Energy Inc., a public utility holding company. Mr. Garcia holds a computer science degree from the United States Military Academy at West Point, NY, and an MBA from Harvard Business School.



Thank You

Thanks for listening!

For information on subscribing to SMU, contact Lindsey Fox: lindsey@steelmarketupdate.com

To participate in our survey, contact David Schollaert: david@steelmarketupdate.com

To contact Michael Cowden: michael@steelmarketupdate.com

Stay safe and stay tuned to Steel Market Update!