



CRU

SMU flat rolled market trends analysis

May 20-22, 2024, market survey results

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Where the *steel* community
comes together.

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

Prices | Momentum | Sentiment | Trends | Analysis

For more information visit www.steelmarketupdate.com

SMU flat rolled market trends analysis



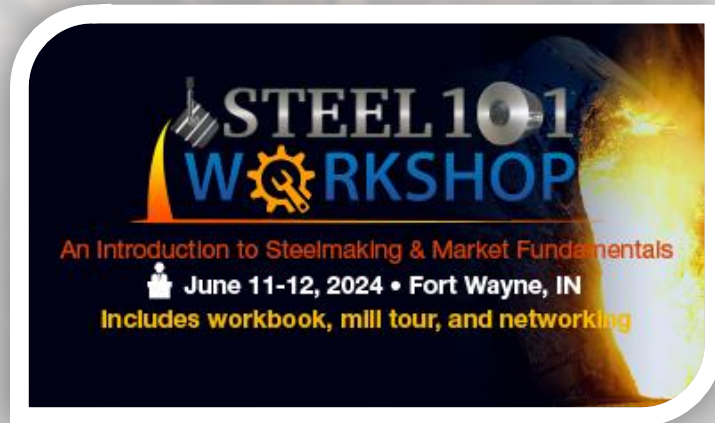
Our goal is to provide quality information to the flat-rolled steel industry.

Our survey is by invitation only. We ask companies, mostly in manufacturing and distribution, to participate.

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

To become a data provider, contact:
david@steelmarketupdate.com.

Upcoming events



Live Steel 101 Workshop

June 11-12, 2024 | Fort Wayne, Ind.

Mill tour of Steel Dynamics Butler



SMU Steel Summit 2024

August 26-28, 2024 | Atlanta

Georgia International Convention Center

For more information about our workshops and conferences visit:
www.steelmarketupdate.com/events-and-training/ or e-mail our team at events@steelmarketupdate.com.



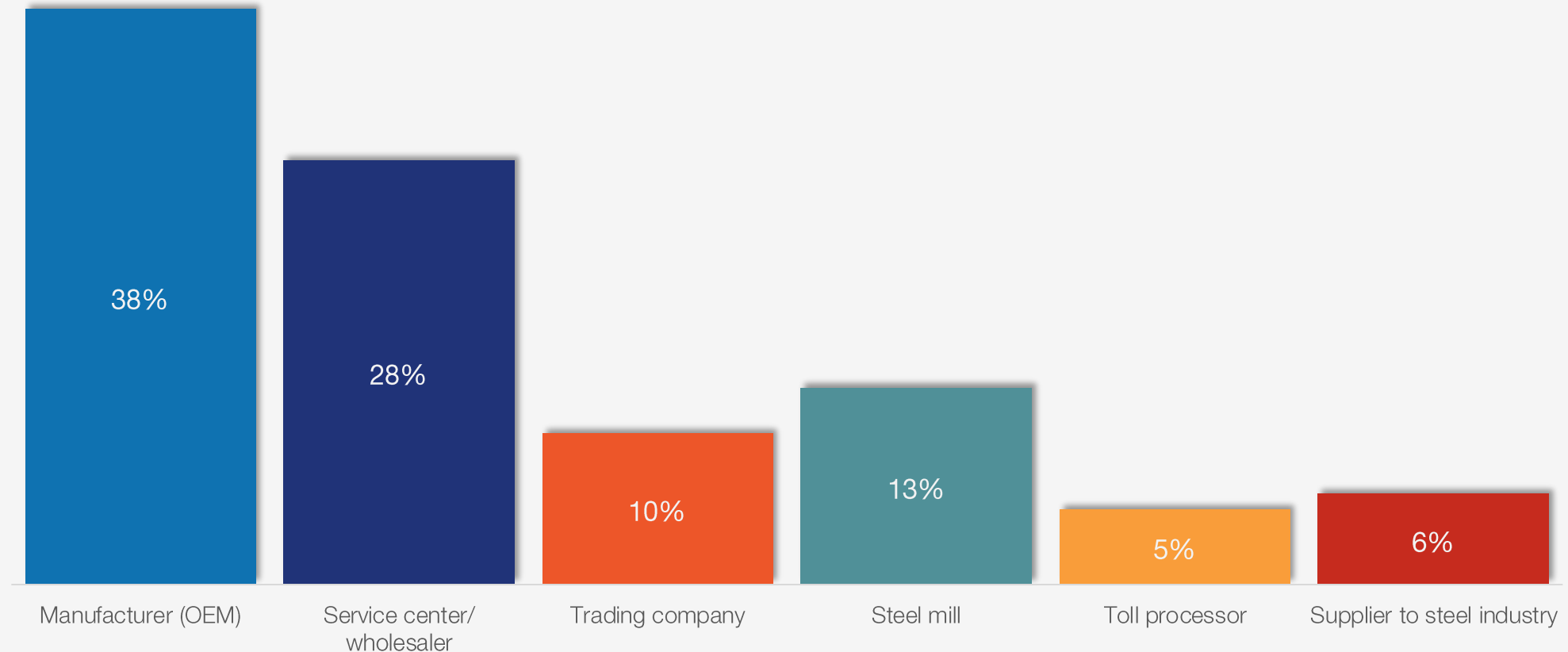
Don't just read our data,
**see your company's
experience reflected in it.**

Contact david@steelmarketupdate.com for participation information.



Survey participants

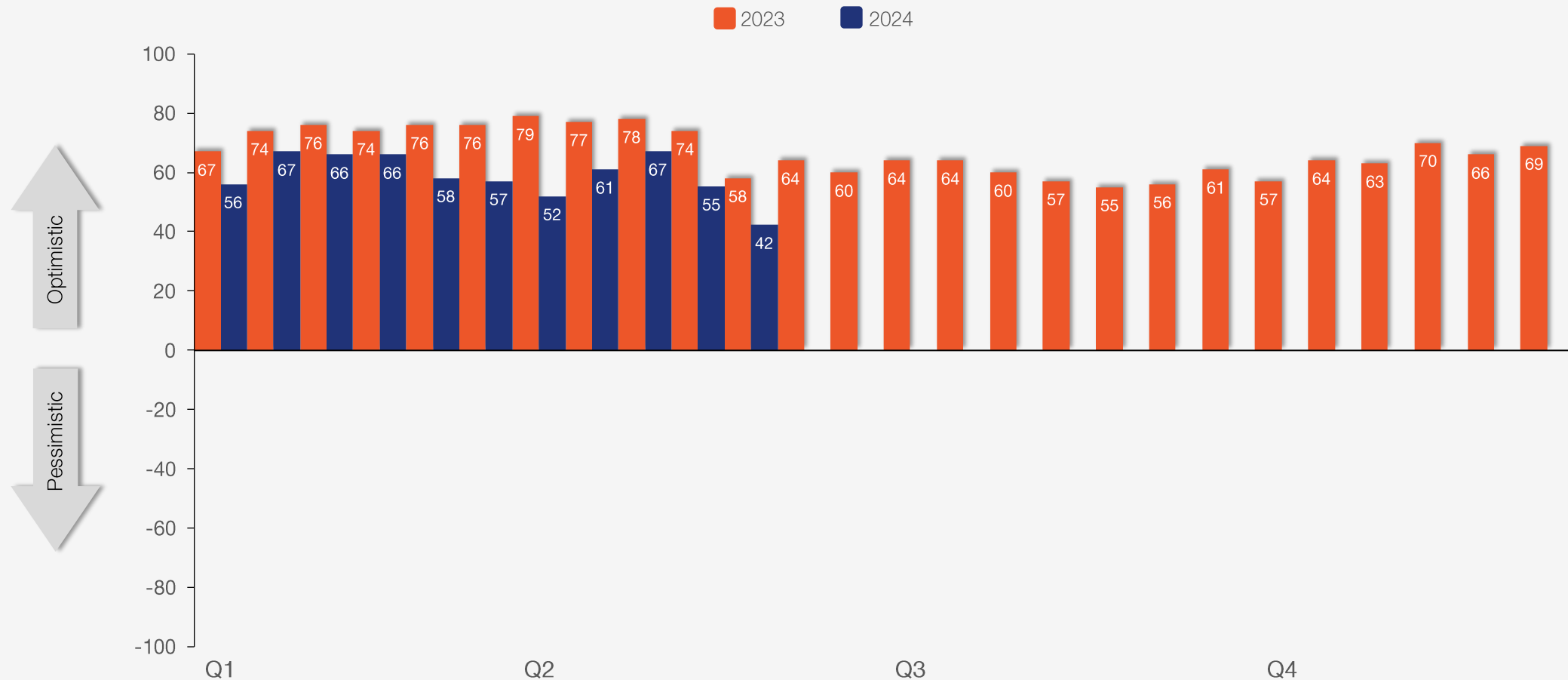
Our survey is by invitation only. Over 1,000 companies, mostly in the manufacturing or distribution industries, are asked to participate. Here are the percentages of participation in this week's survey by market sector.



Steel buyers' sentiment

Down 13 points to +42

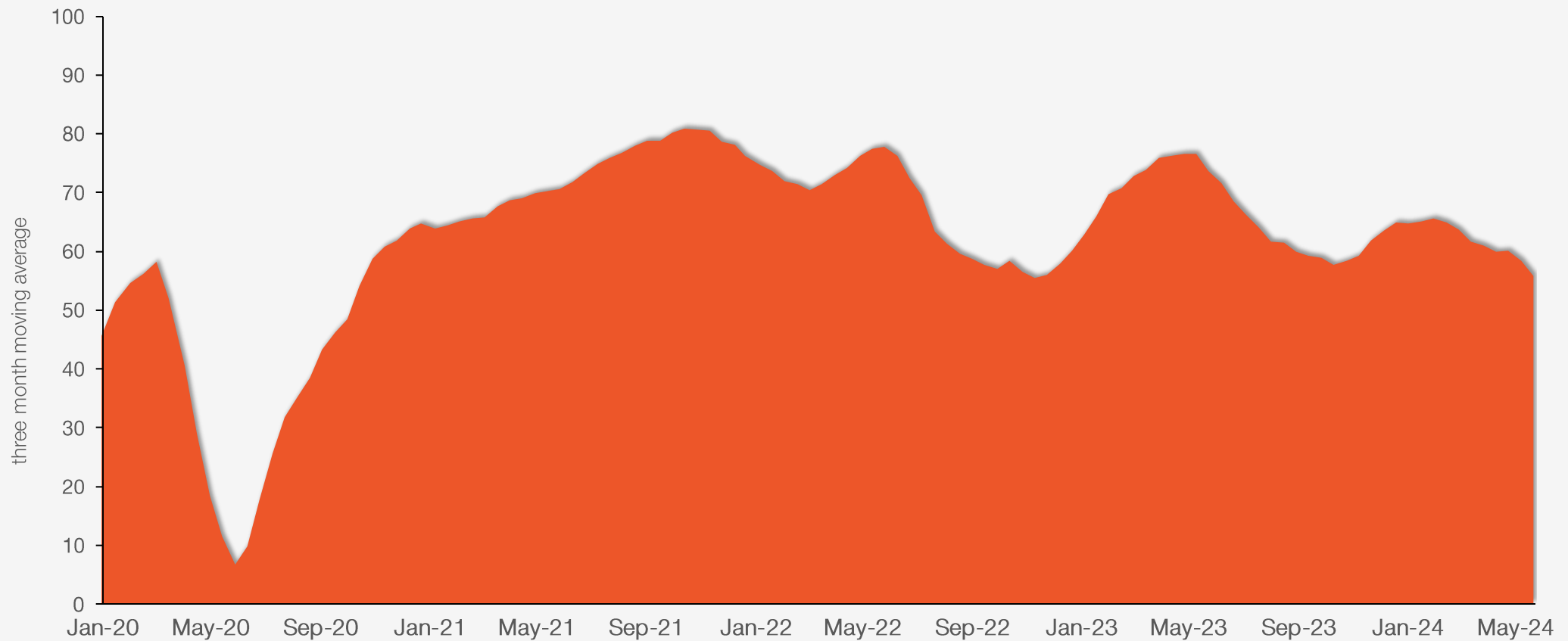
SMU's current steel buyers' sentiment index, with data through May 22, 2024.



Steel buyers' sentiment

Three-month moving average at +55.77

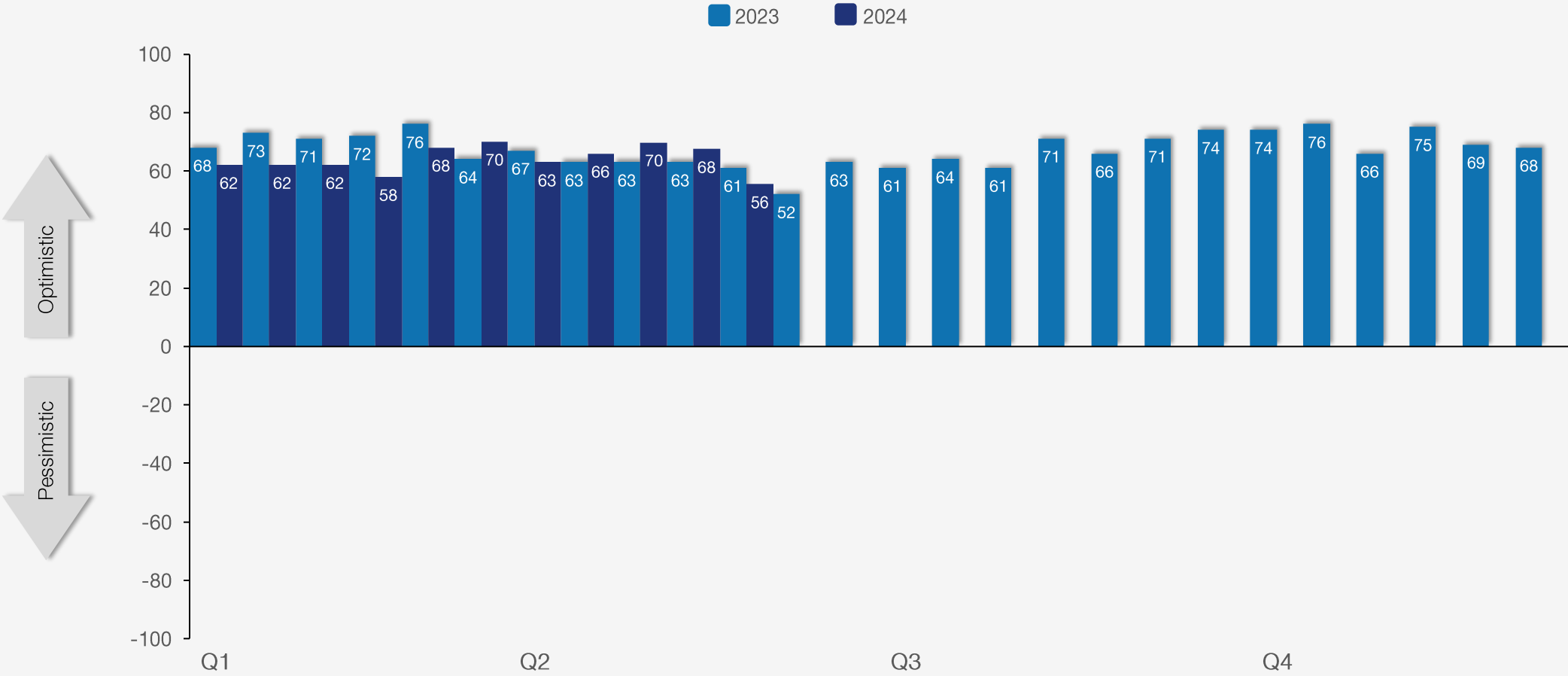
SMU's current 3MMA steel buyers' sentiment index, with data through May 22, 2024.



Steel buyers' future sentiment

Down 12 points to +56

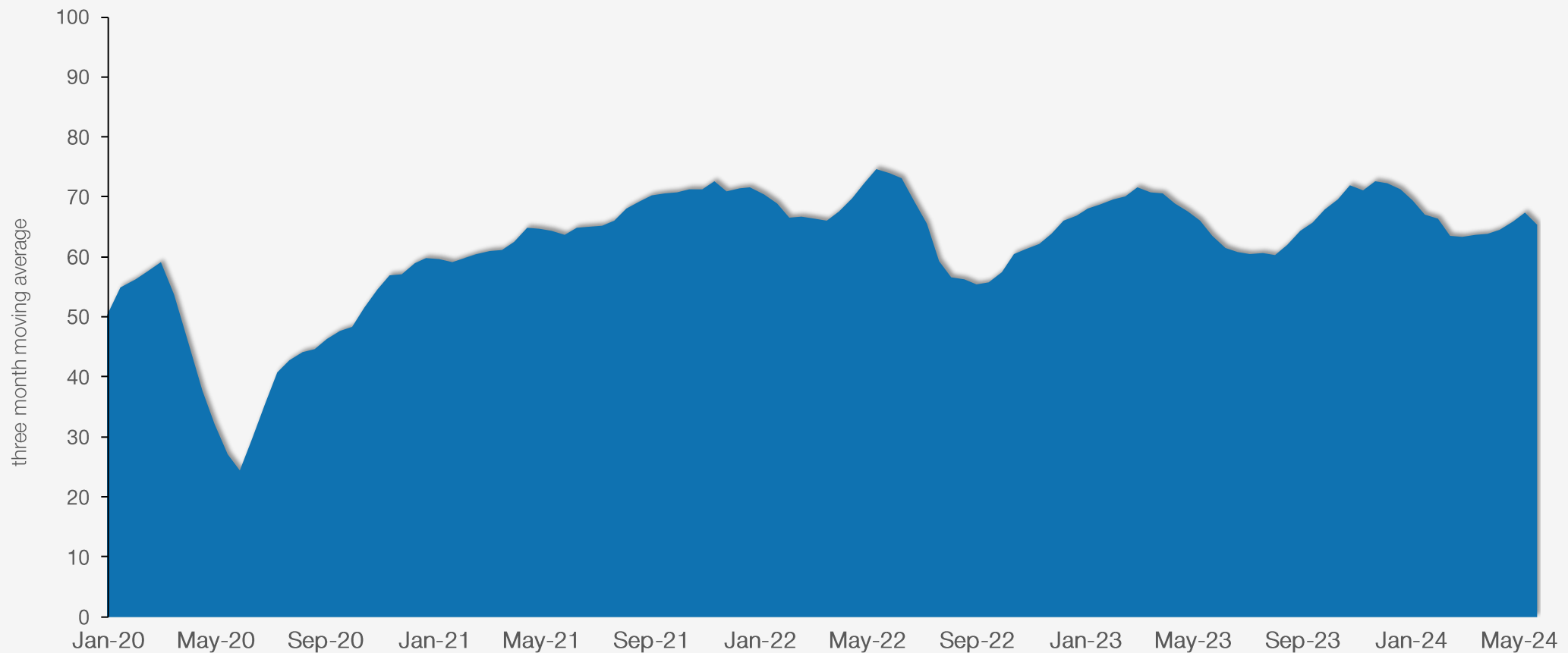
SMU's future steel buyers' sentiment index, with data through May 22, 2024.



Steel buyers' future sentiment

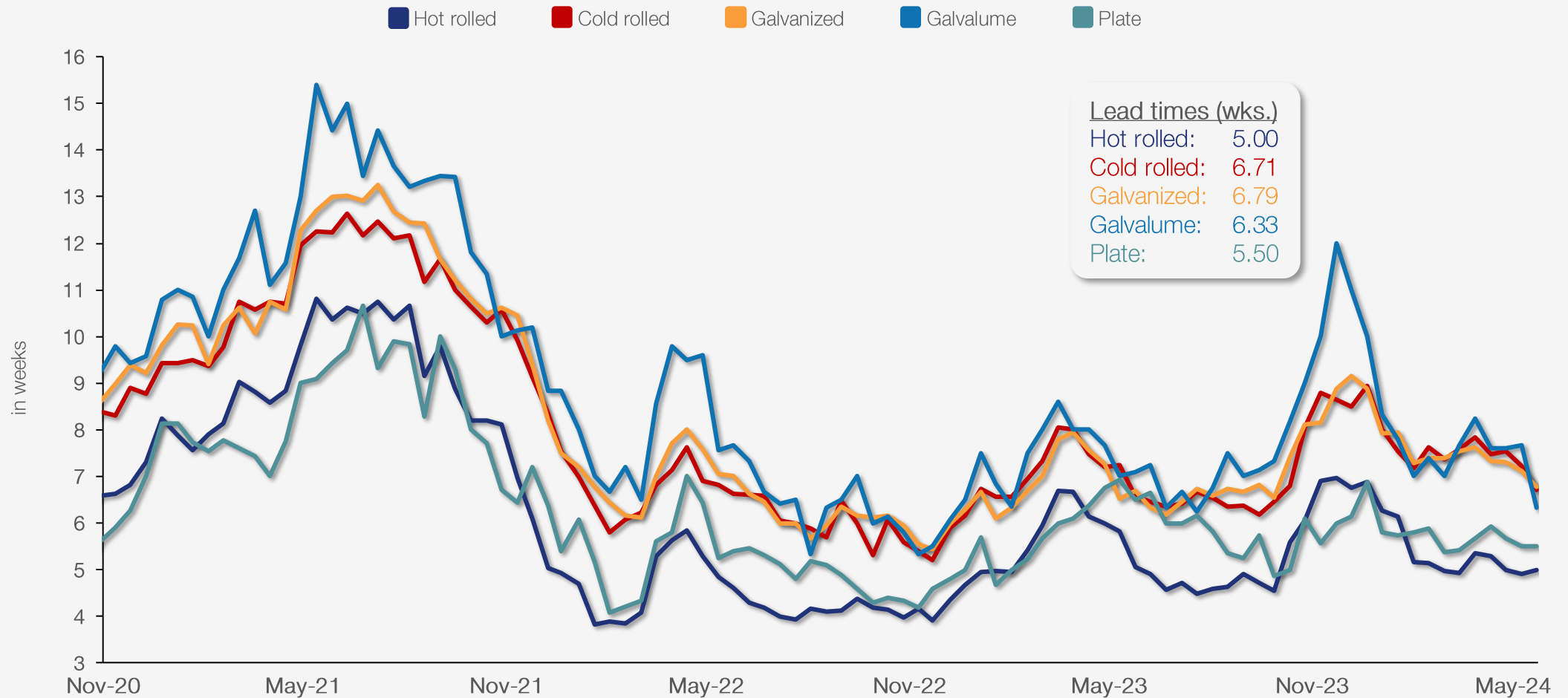
Three-month moving average at +65.31

SMU's future 3MMA steel buyers' sentiment index, with data through May 22, 2024.



Steel mill lead times by product

SMU lead times on new steel orders by product through May 22, 2024.

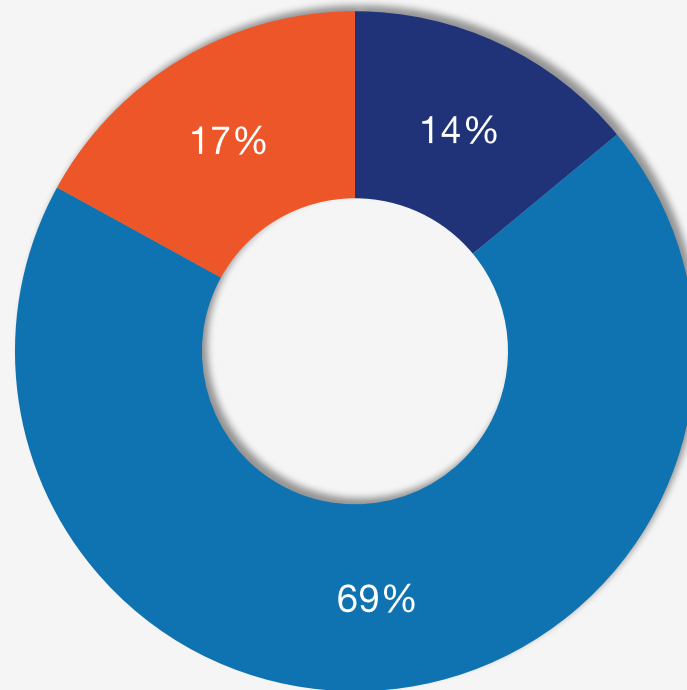


Direction of steel mill lead times

Two months from now, will lead times be extending, flat, or contracting?

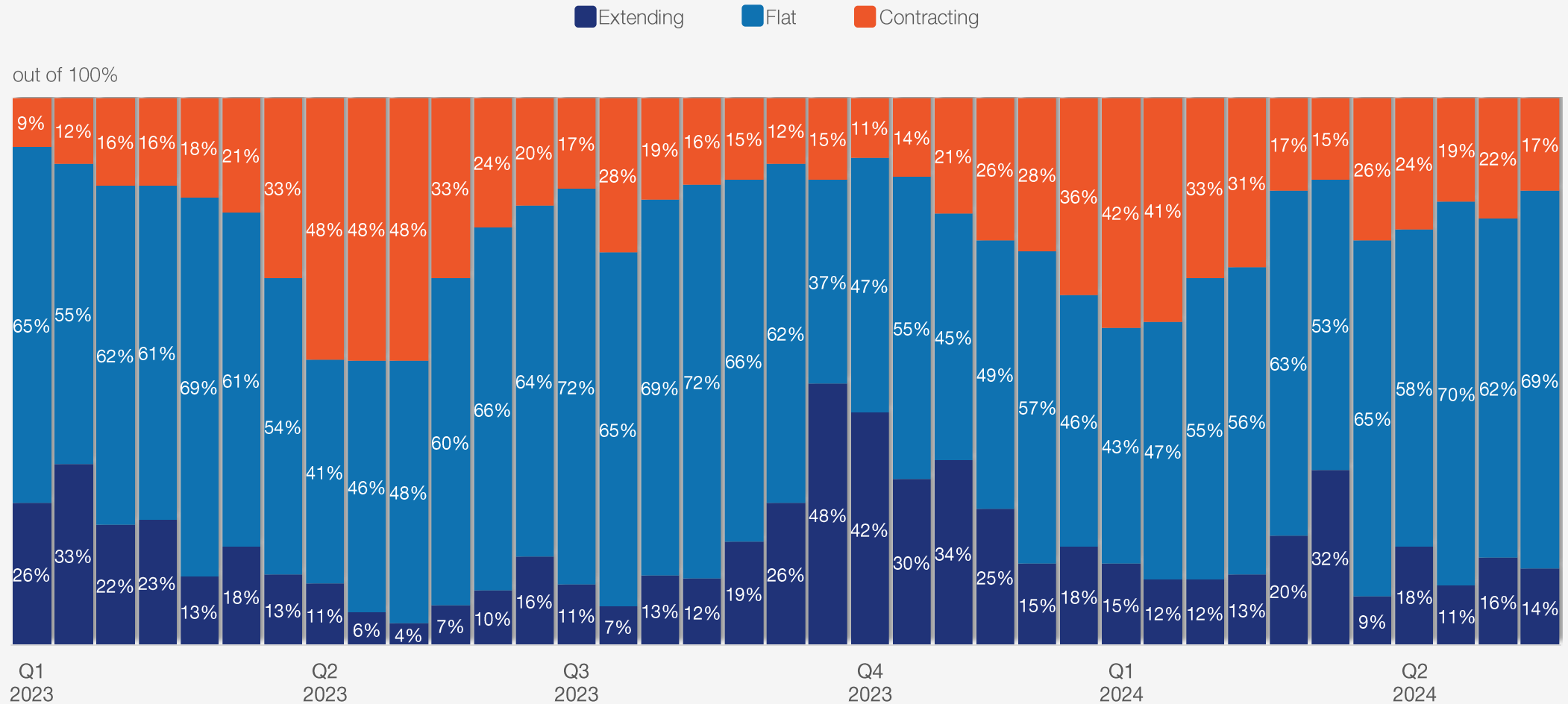
■ Extending ■ Flat ■ Contracting

May 22, 2024



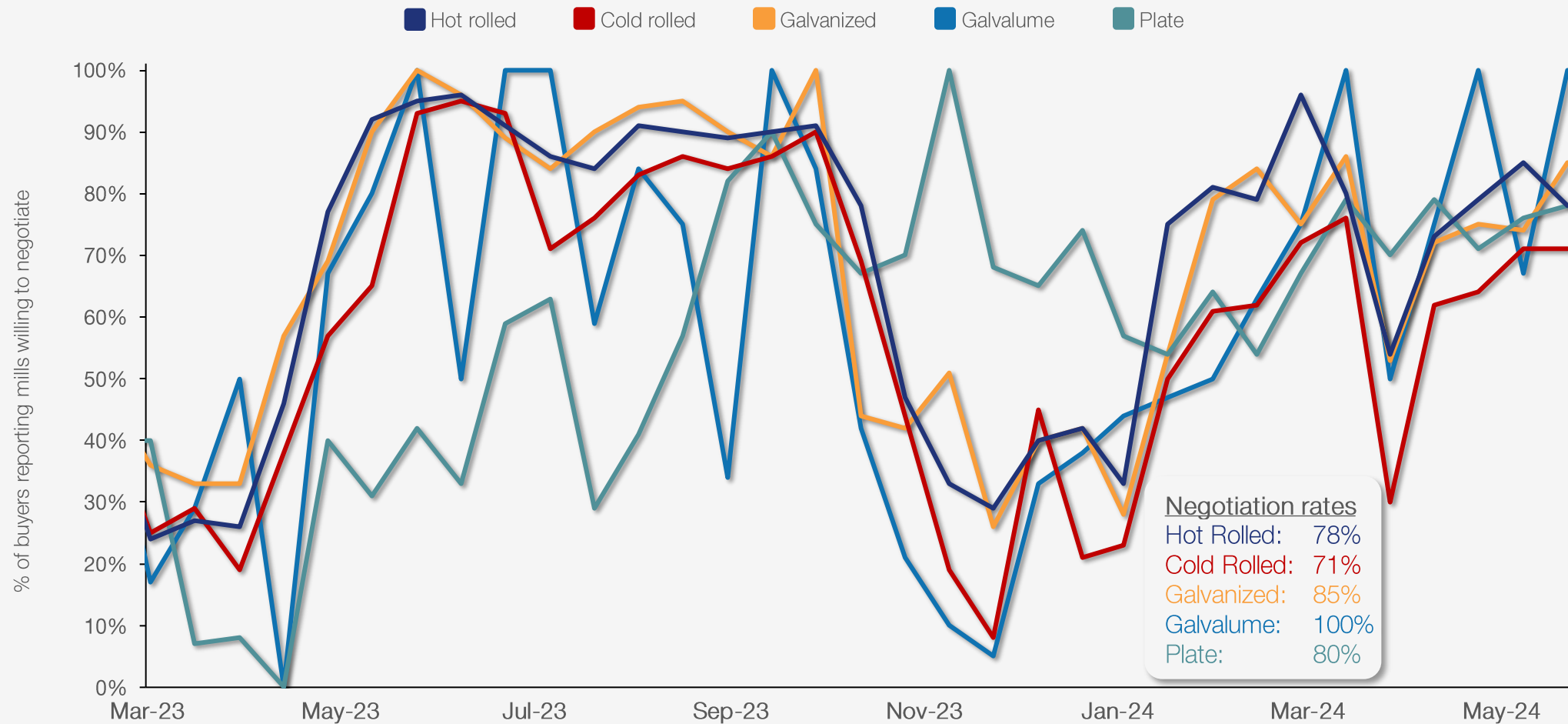
Direction of steel mill lead times history

Two months from now, will lead times be extending, flat, or contracting?



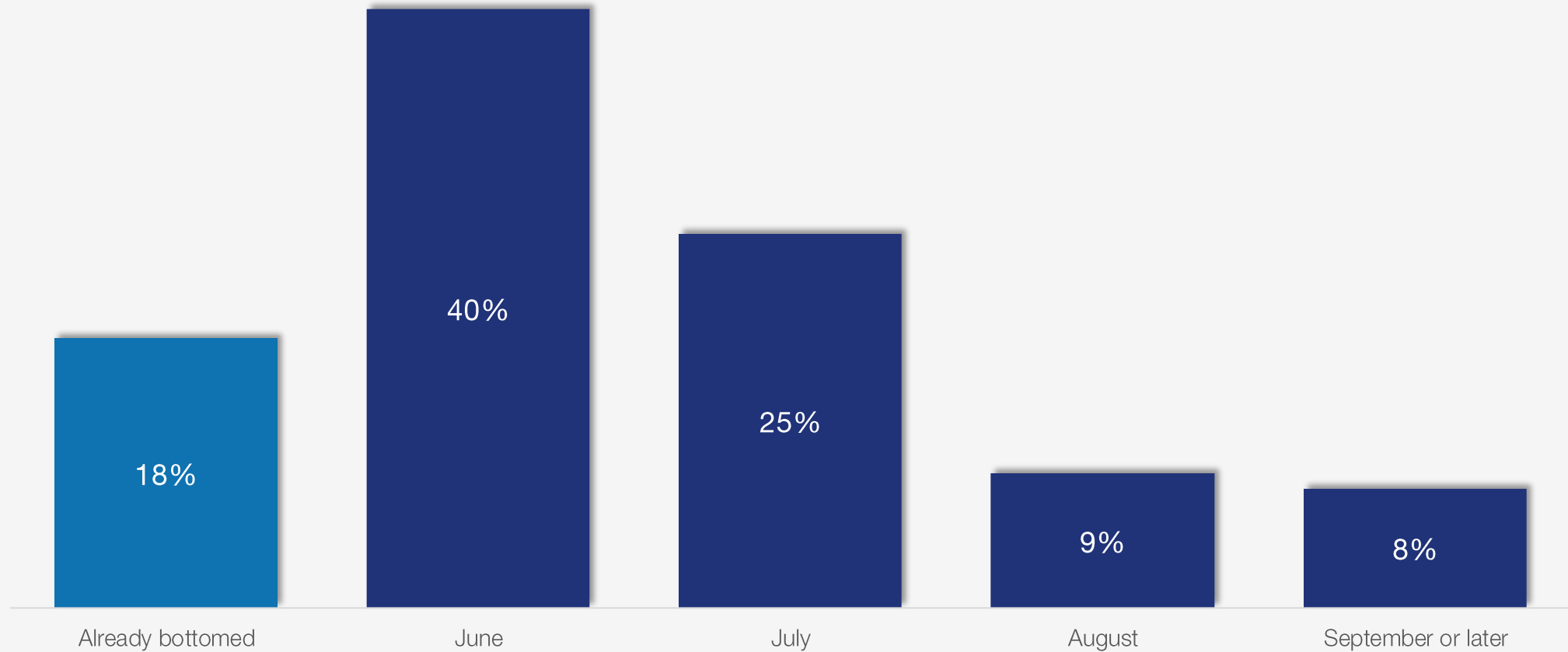
Steel mill negotiations

SMU's price negotiations on new steel orders by product through May 22, 2024.



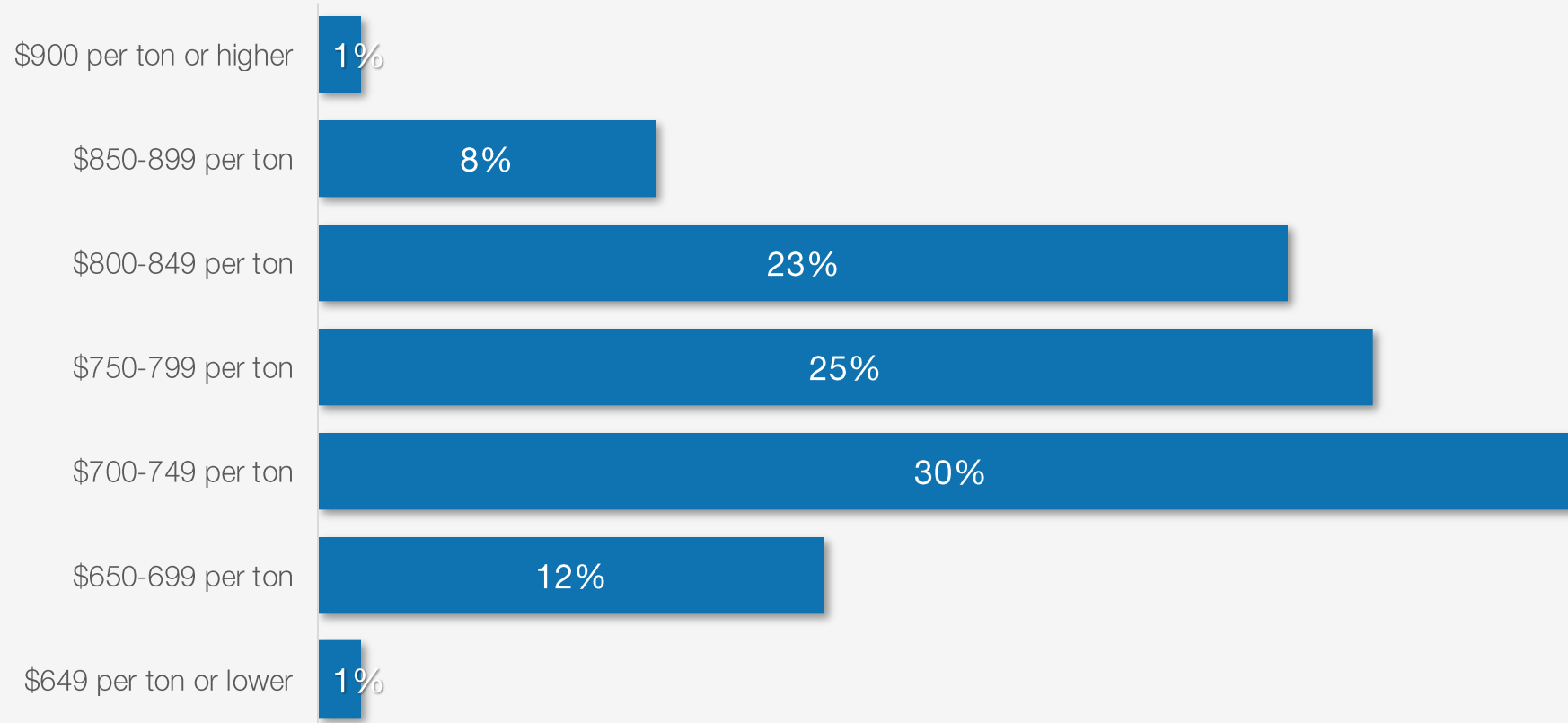
Hot rolled inflection point

When do you think steel prices will bottom?



Future hot rolled prices

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

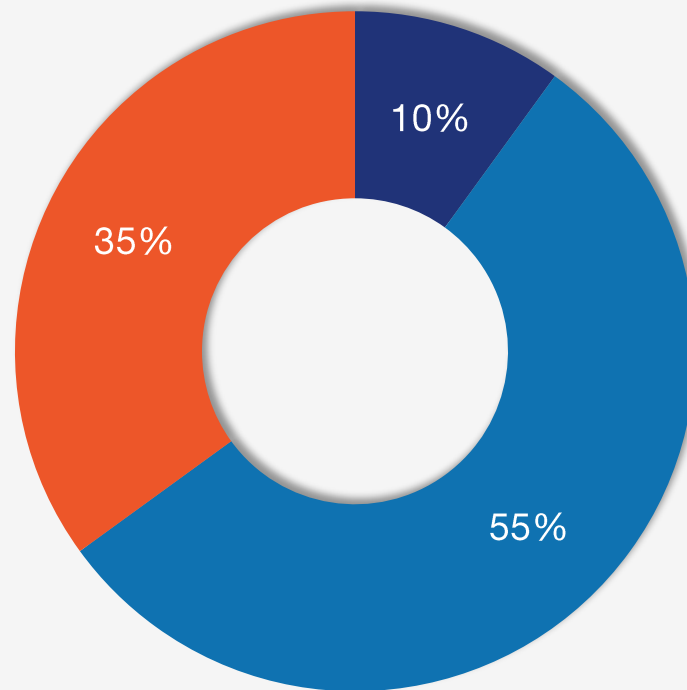


June scrap

Prime scrap prices in June will be:

■ Up
■ Sideways
■ Down

May 22, 2024

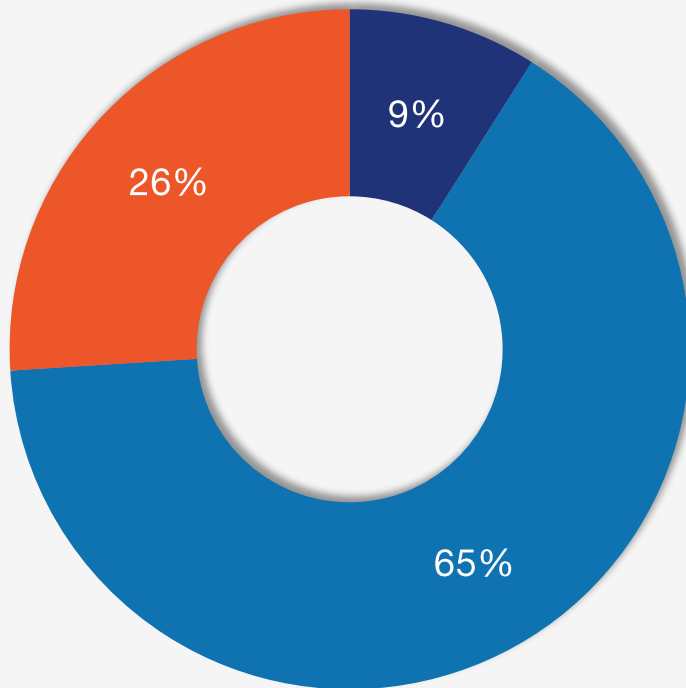


Business forecasts

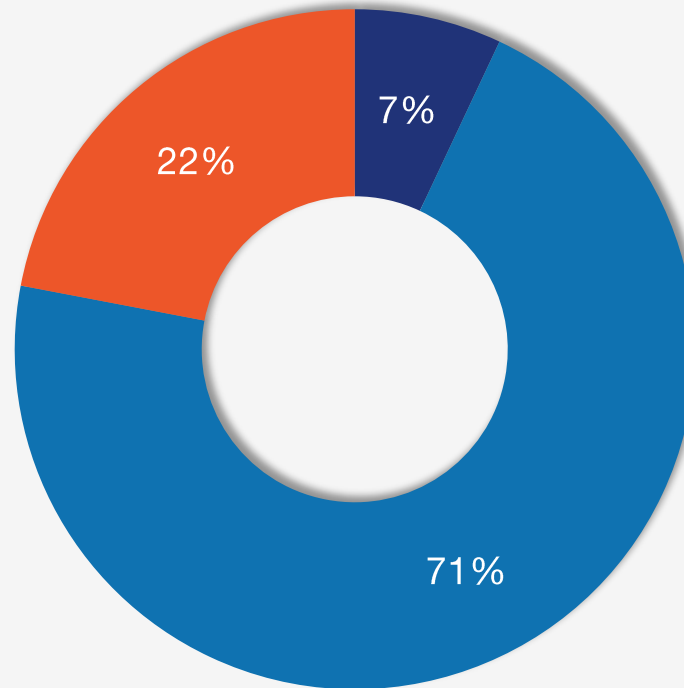
How will your company perform this month compared to your forecast?

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

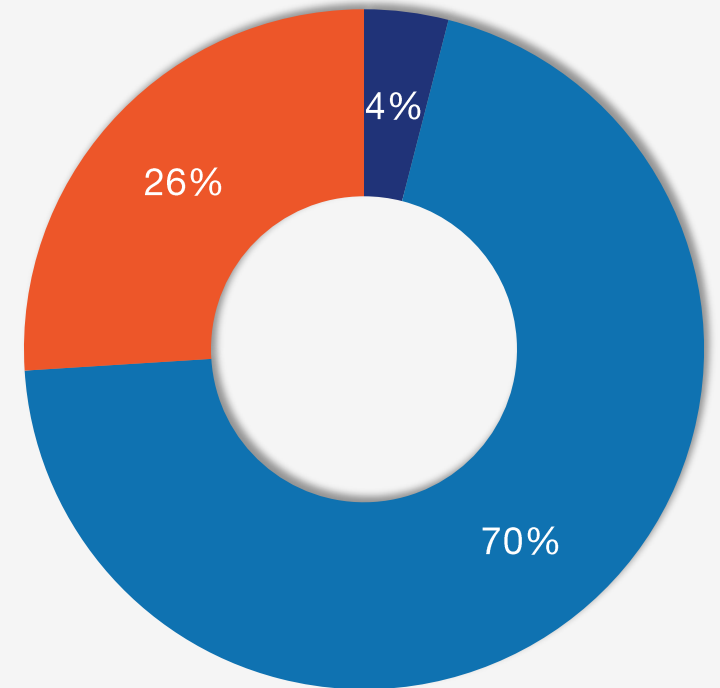
March 27, 2024



April 24, 2024

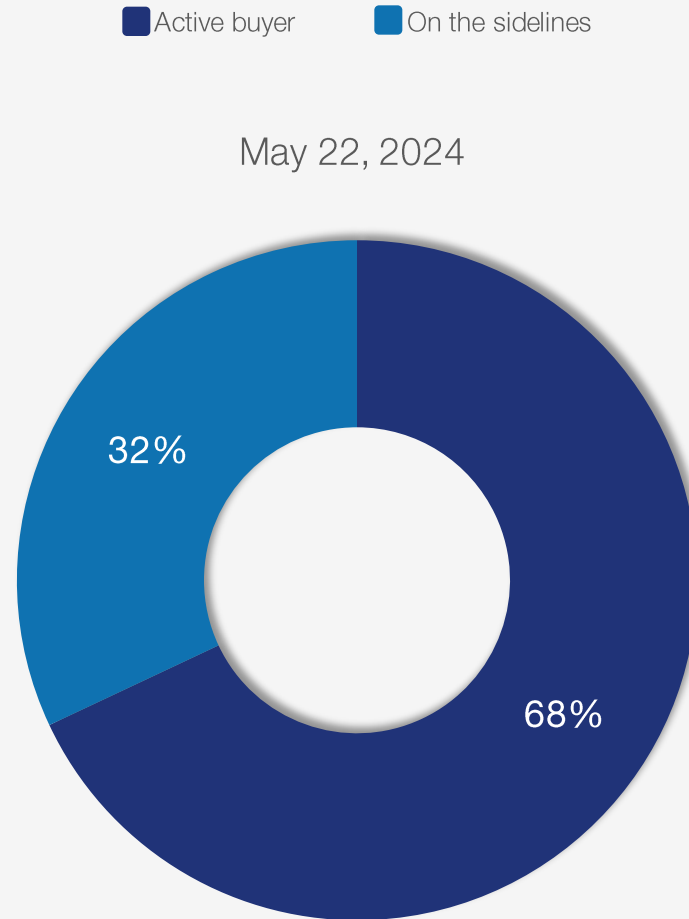


May 22, 2024



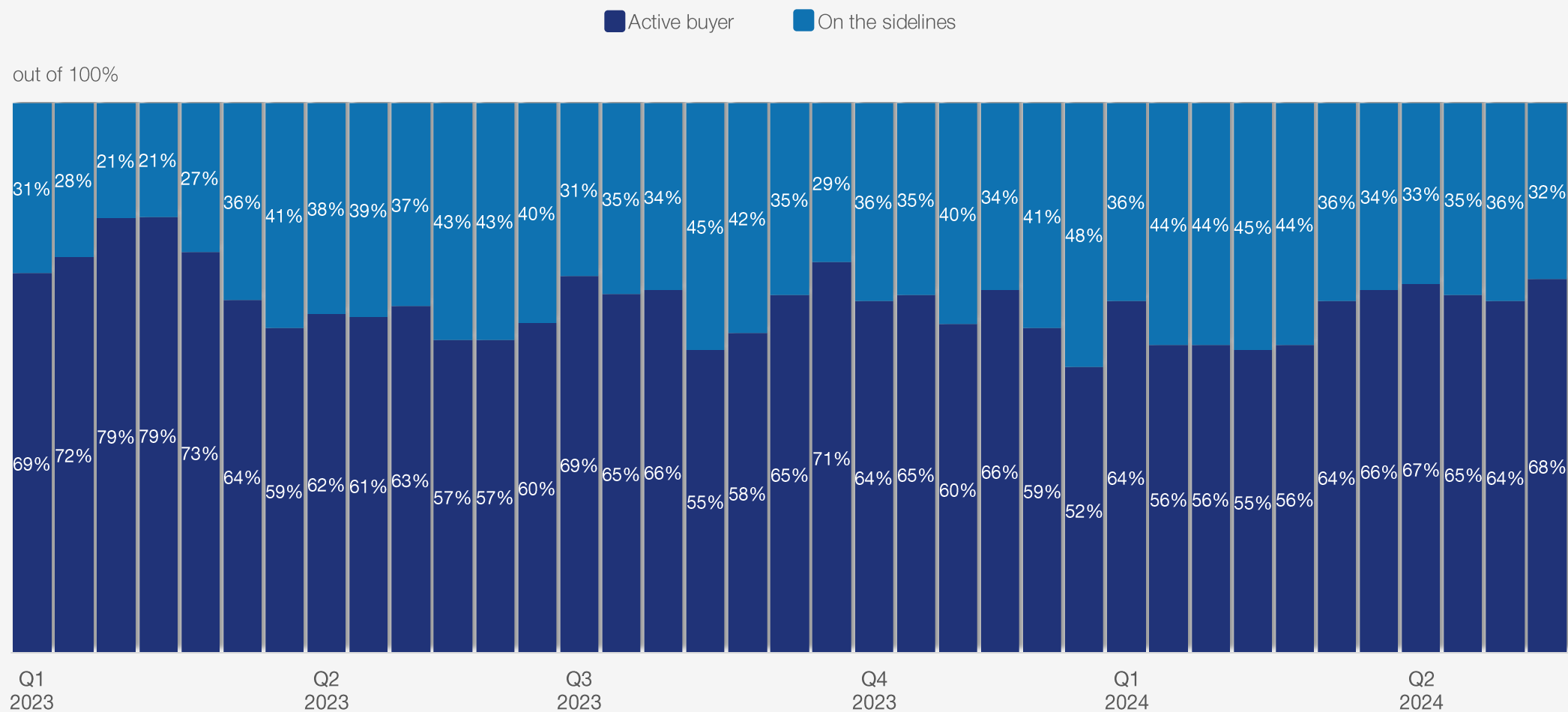
Staying on the sidelines?

Are you an active buyer or on the sidelines?



Staying on the sidelines history

Are you an active buyer or on the sidelines?

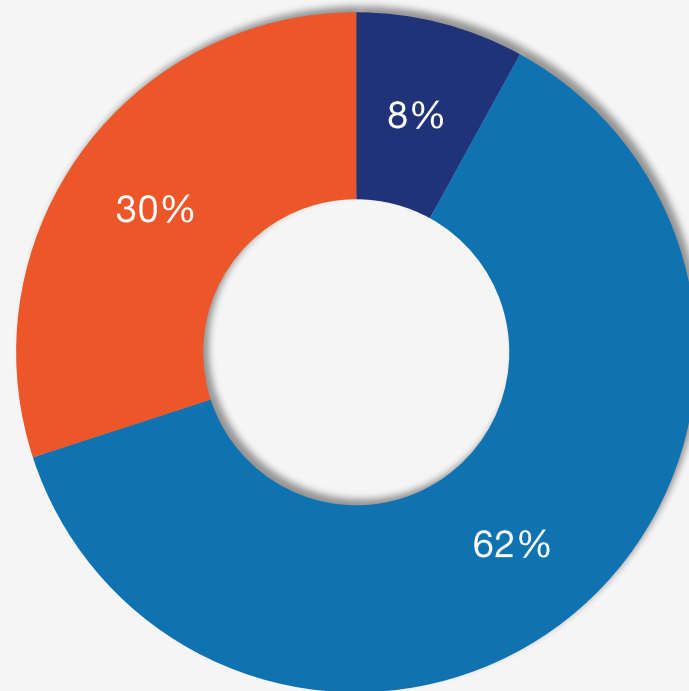


Overall demand

How is demand for your products?

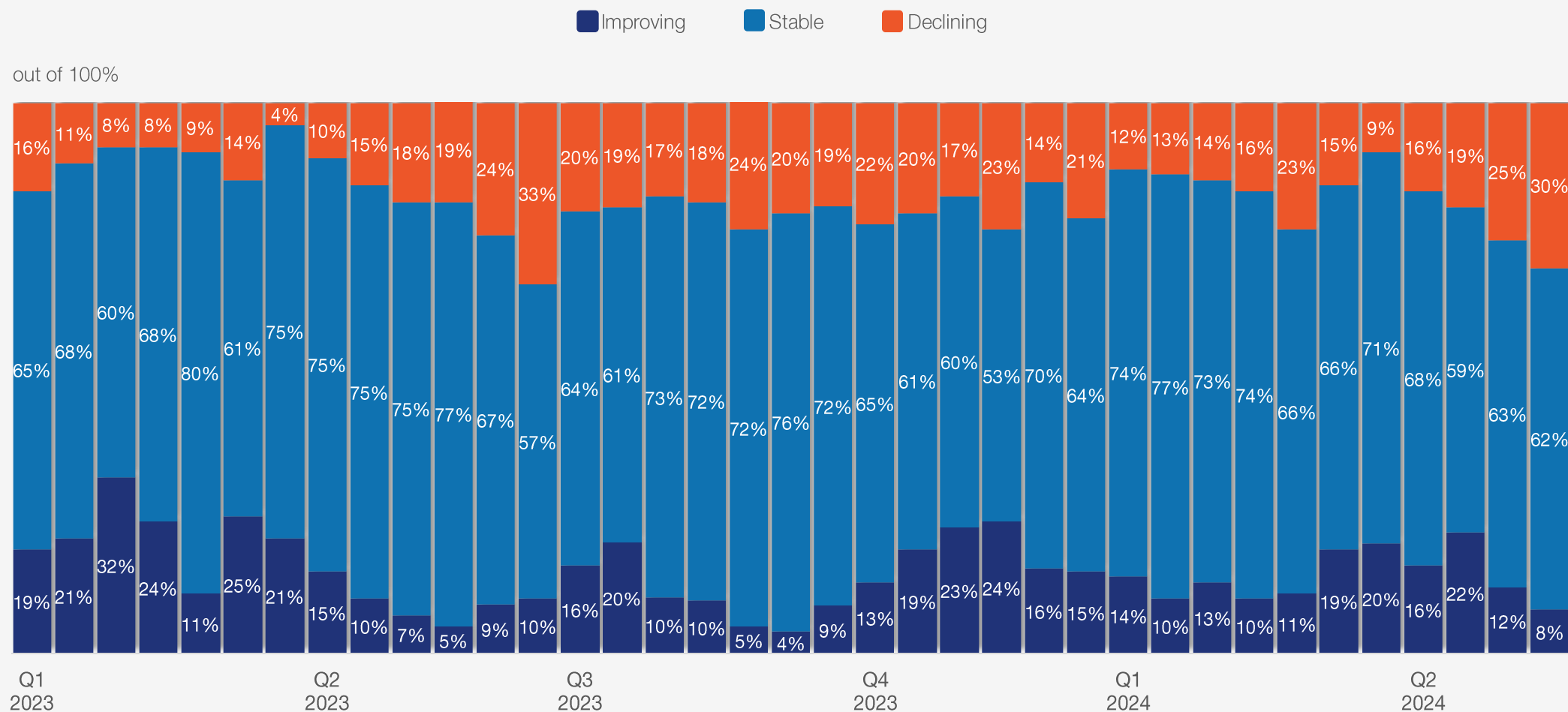
■ Improving ■ Stable ■ Declining

May 22, 2024



Overall demand history

How is demand for your products?



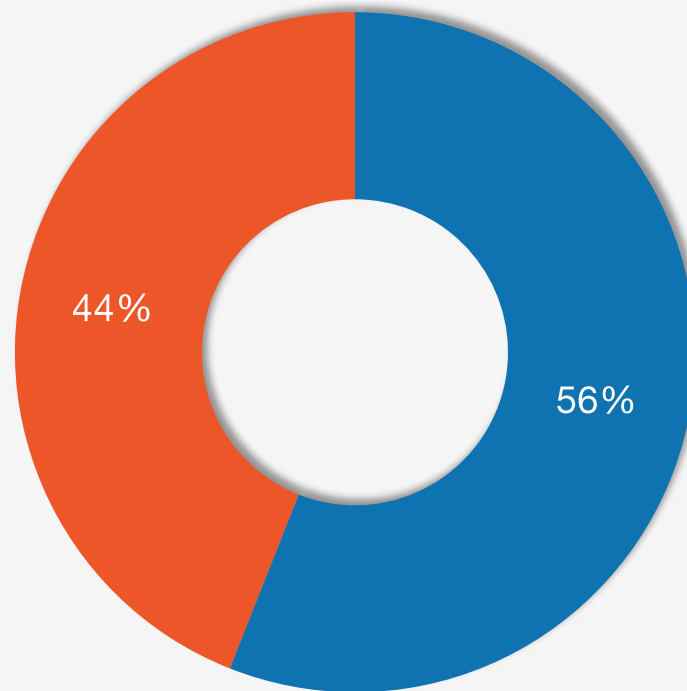
Manufacturer purchases

Manufacturers

Is your company buying more, less, or the same amount of flat-rolled steel compared to one year ago?

■ More ■ Same ■ Less

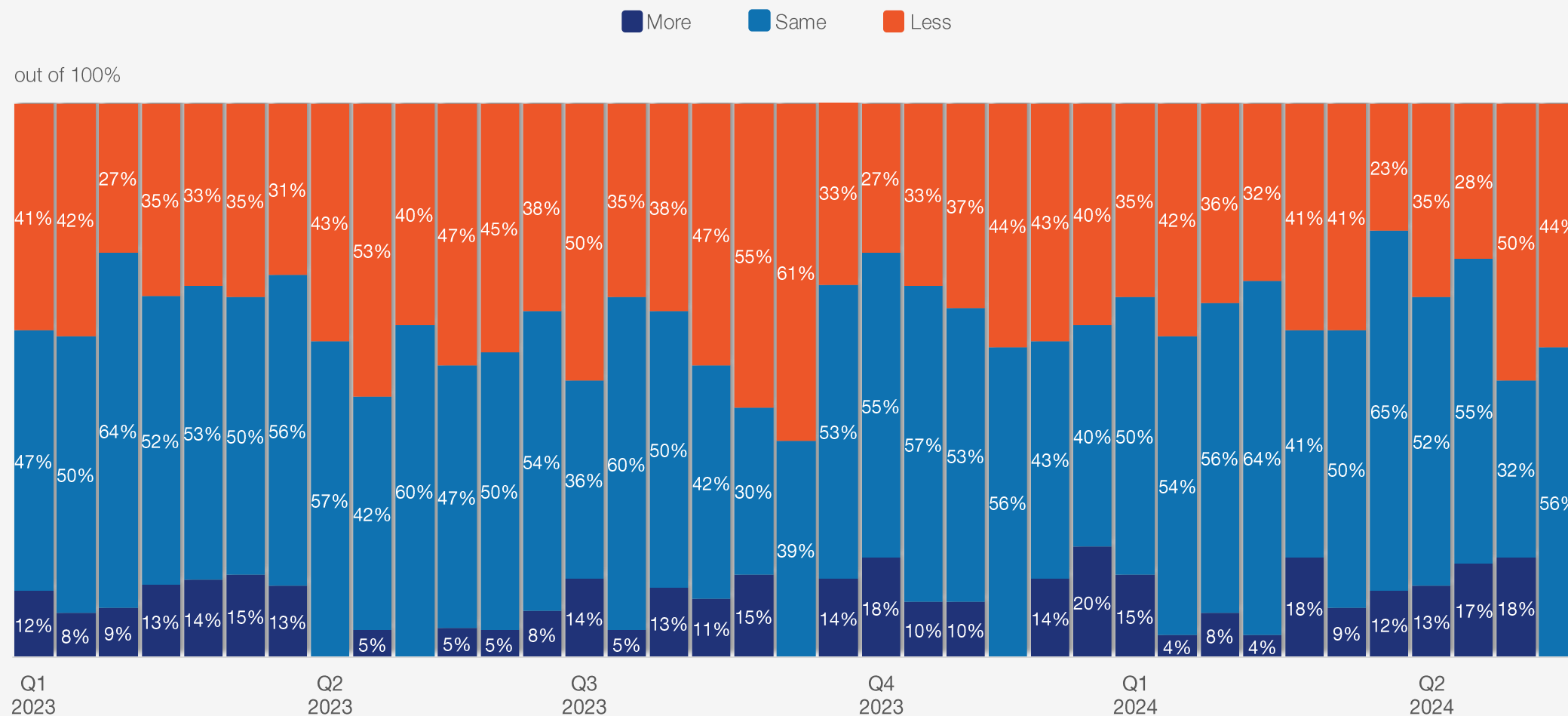
May 22, 2024



Manufacturer purchases history

Manufacturers

Is your company buying more, less, or the same amount of flat-rolled steel compared to one year ago?



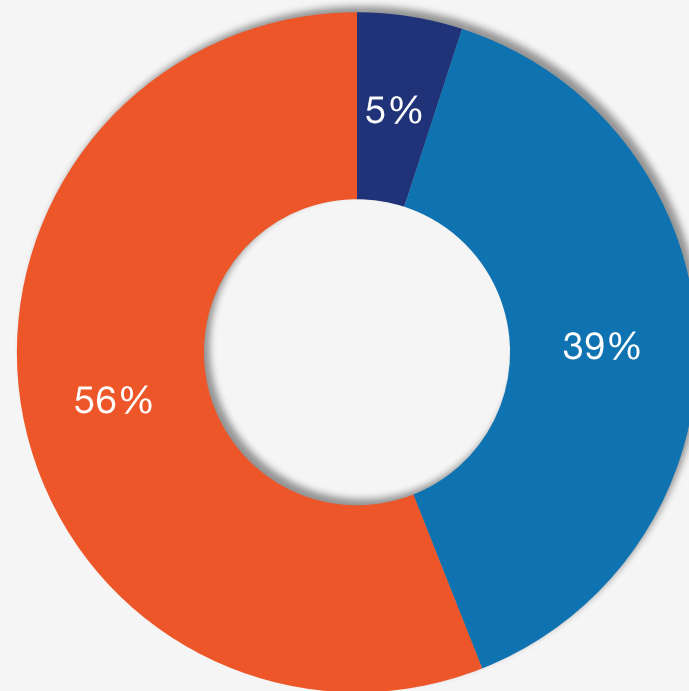
Service center releases

Service centers

How do you see your customer releases (demand) for your products compared to one year ago?

■ Releasing more steel
■ Releasing the same amount of steel
■ Releasing less steel

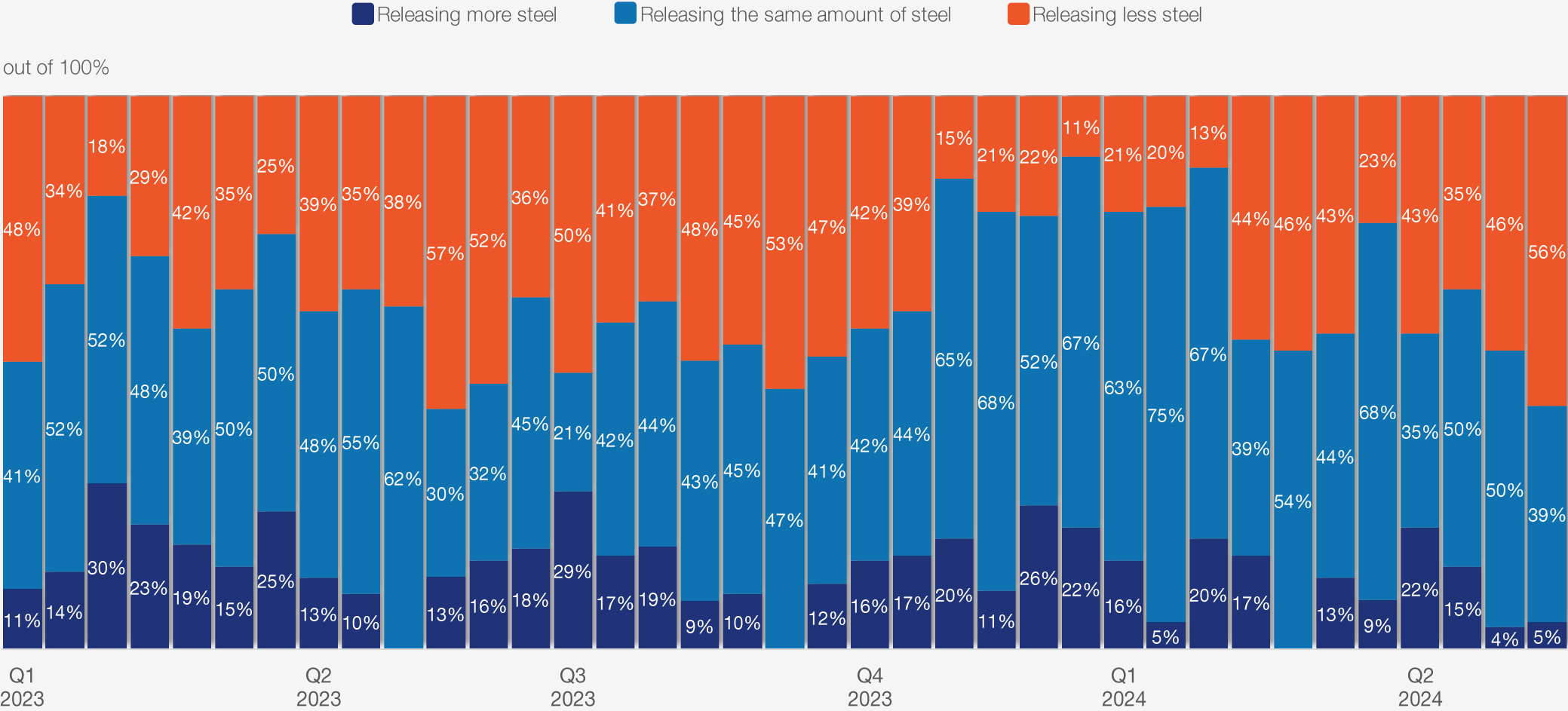
May 22, 2024



Service center releases history

Service centers

How do you see your customer releases (demand) for your products compared to one year ago?



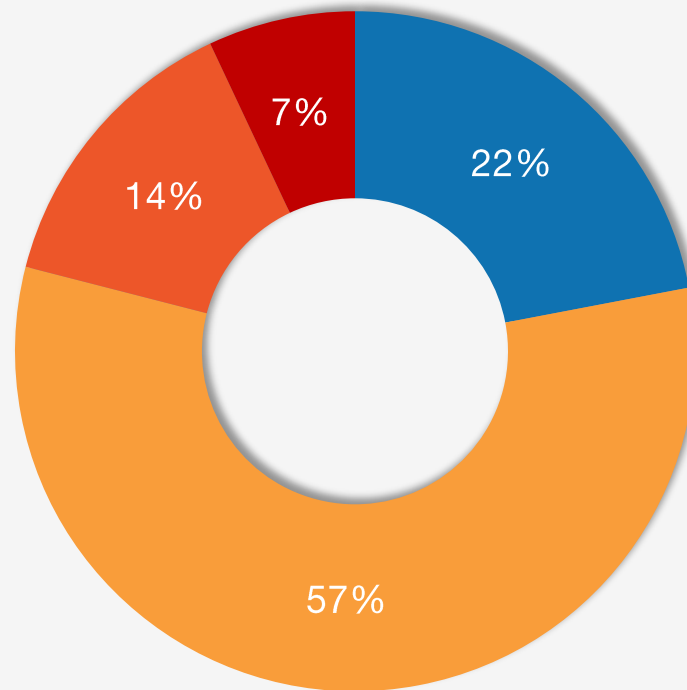
Manufacturer demand

Manufacturers

Demand for your products will _____ over the next three months based on current order flows.

■ Increase substantially
■ Increase marginally
■ Remain the same
■ Decline marginally
■ Decline substantially

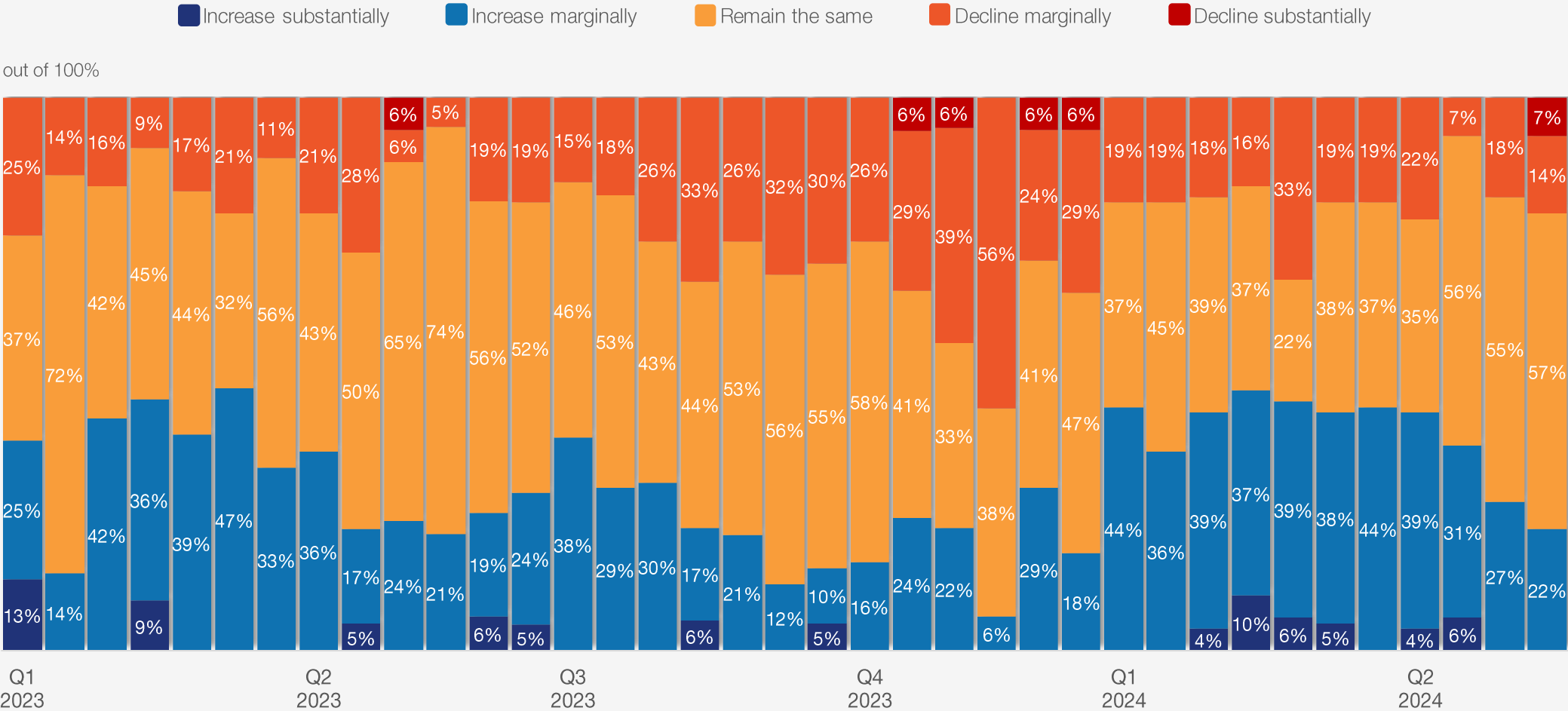
May 22, 2024



Manufacturer demand history

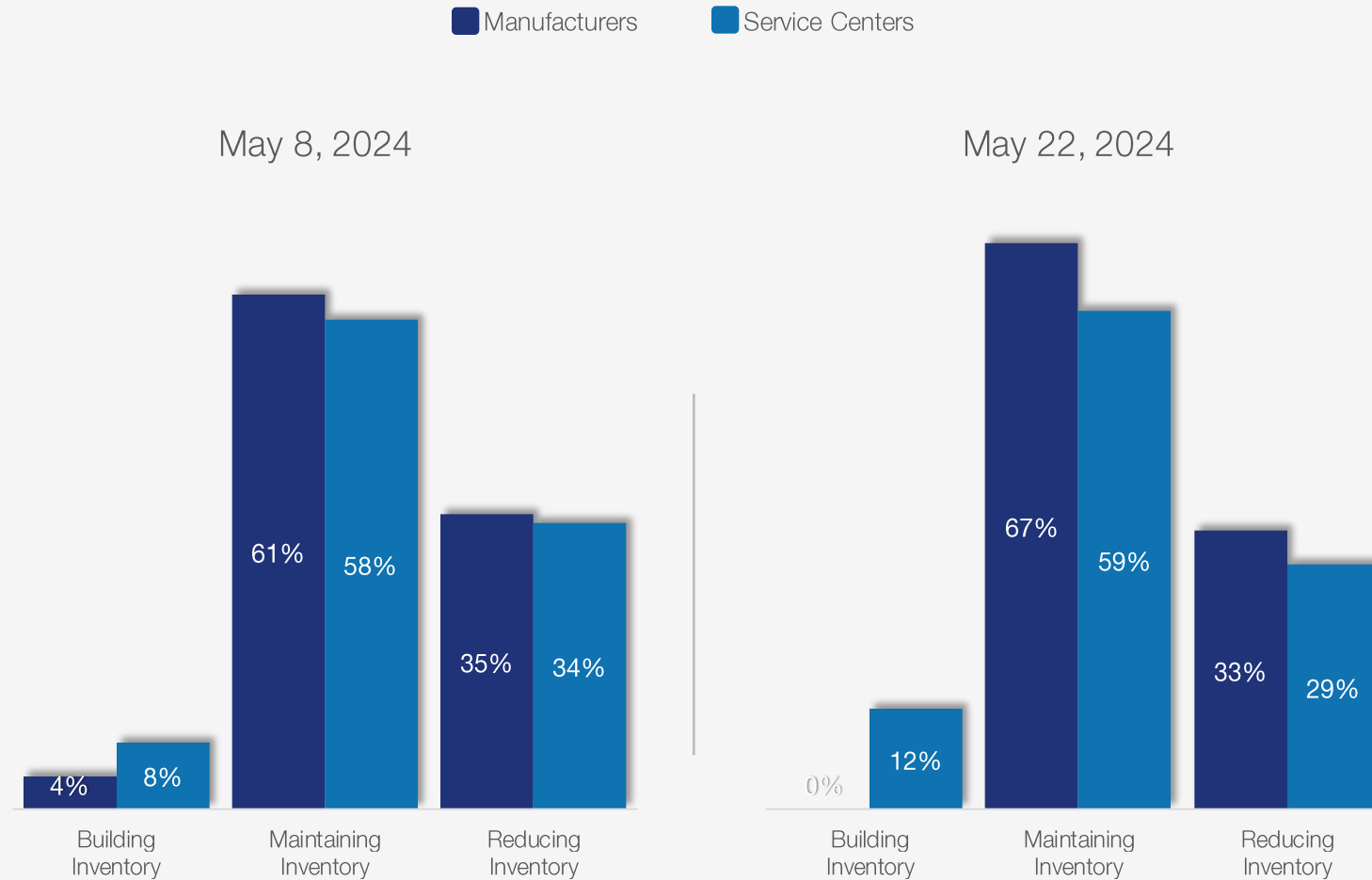
Manufacturers

Demand for your products will _____ over the next three months based on current order flows.



Manufacturer and service center inventory buying patterns

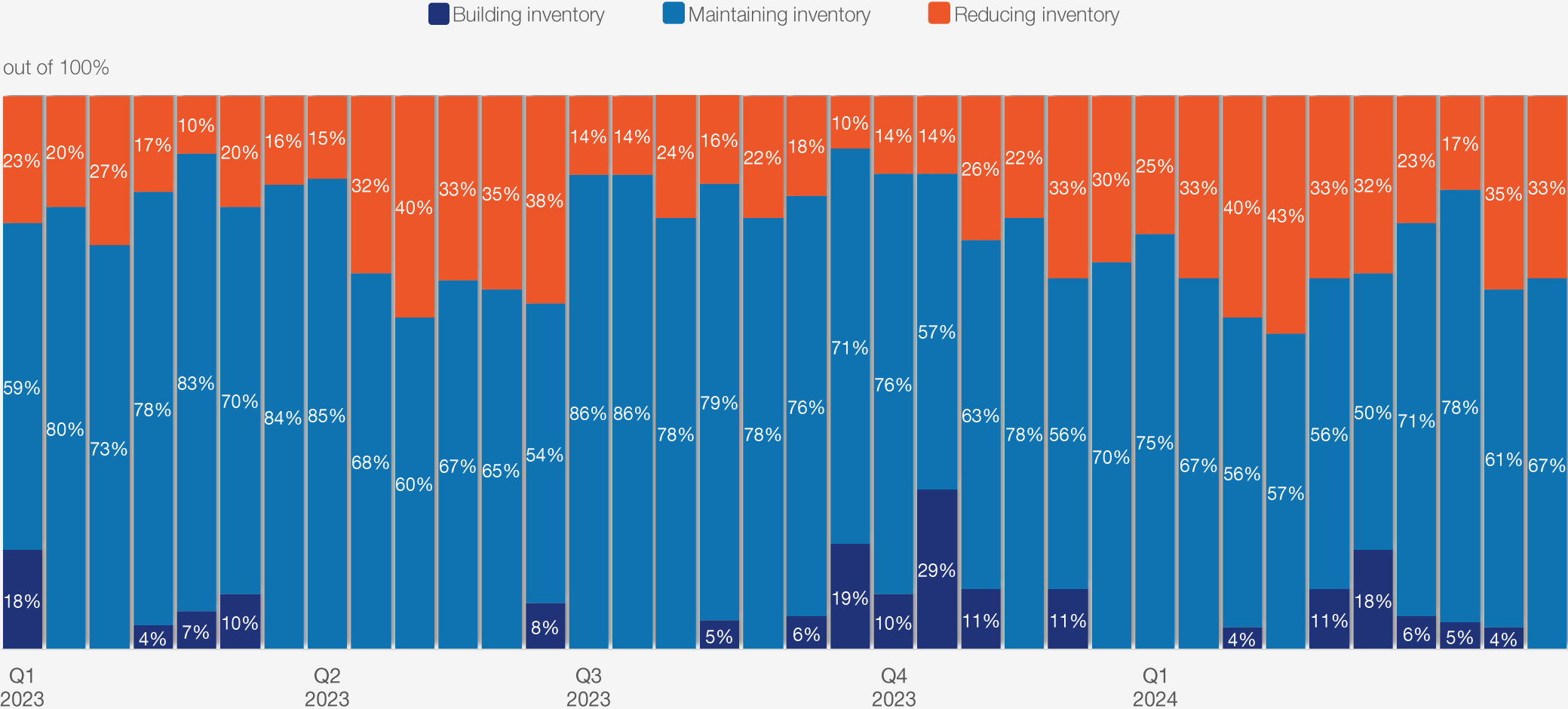
Is your company building, reducing, or maintaining its flat-rolled steel inventory?



Manufacturer inventory buying history

Manufacturers

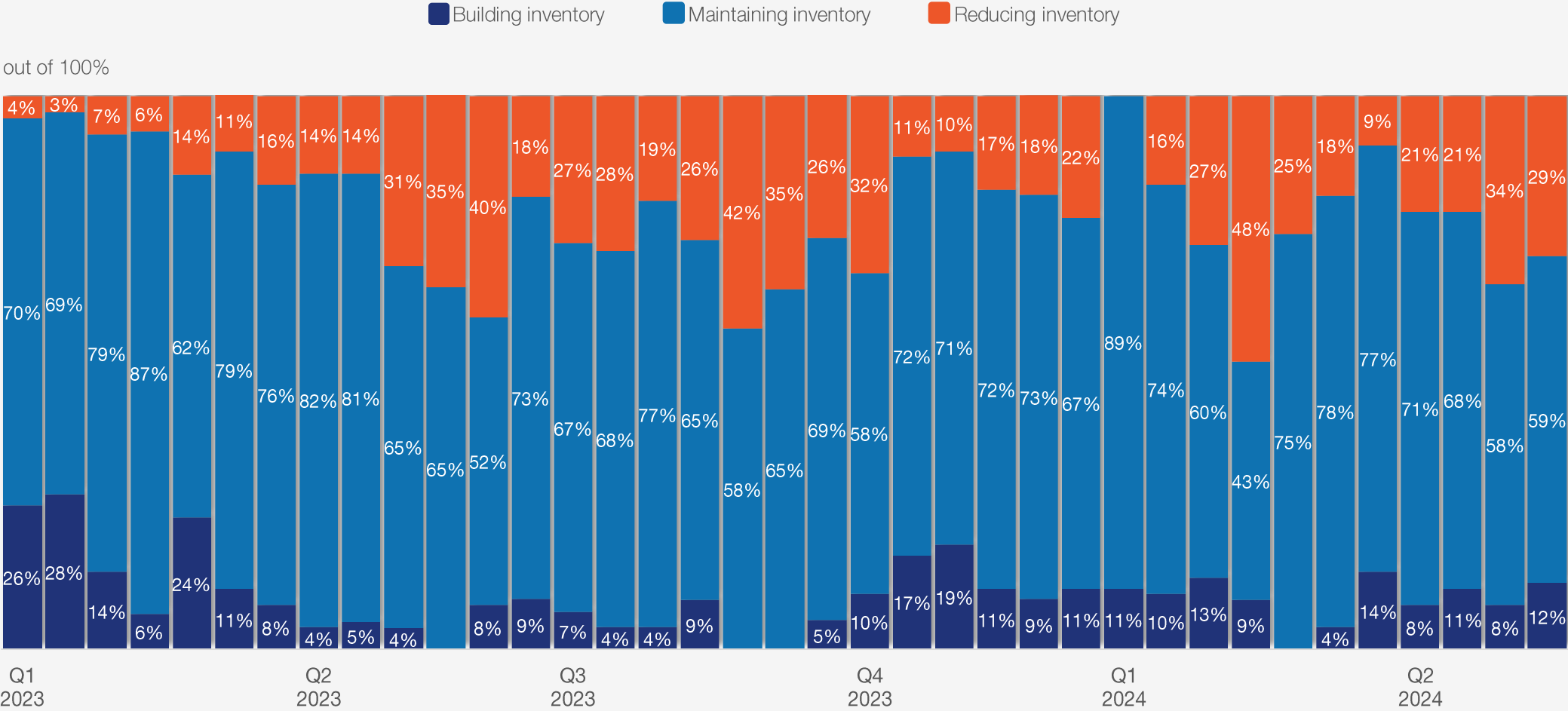
Is your company building, reducing, or maintaining its flat-rolled steel inventory?



Service center inventory buying history

Service centers

Is your company building, reducing, or maintaining its flat-rolled steel inventory?



Manufacturers' view of service center selling prices

Manufacturers

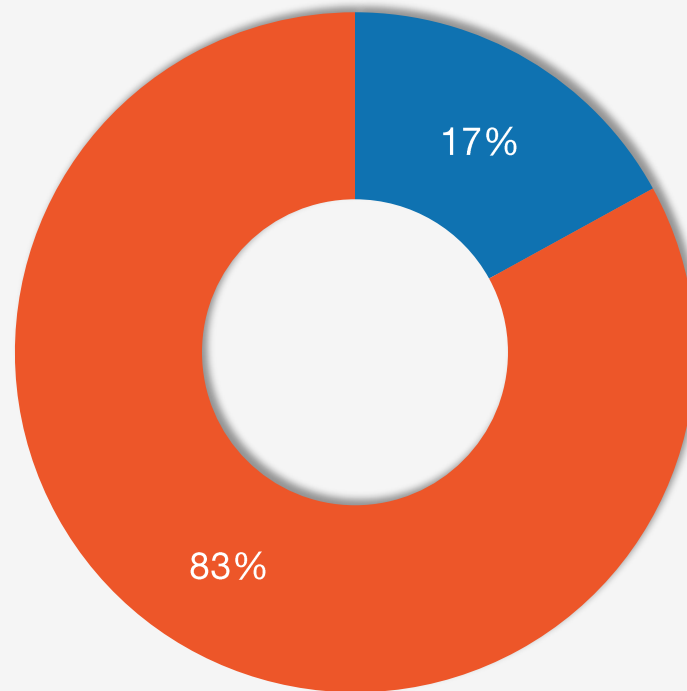
Which comment do you feel is representative of service center pricing right now compared to two weeks ago?

☐ We see prices increasing from our service centers

☐ We see stable prices from our service centers

☐ We see prices decreasing from our service centers

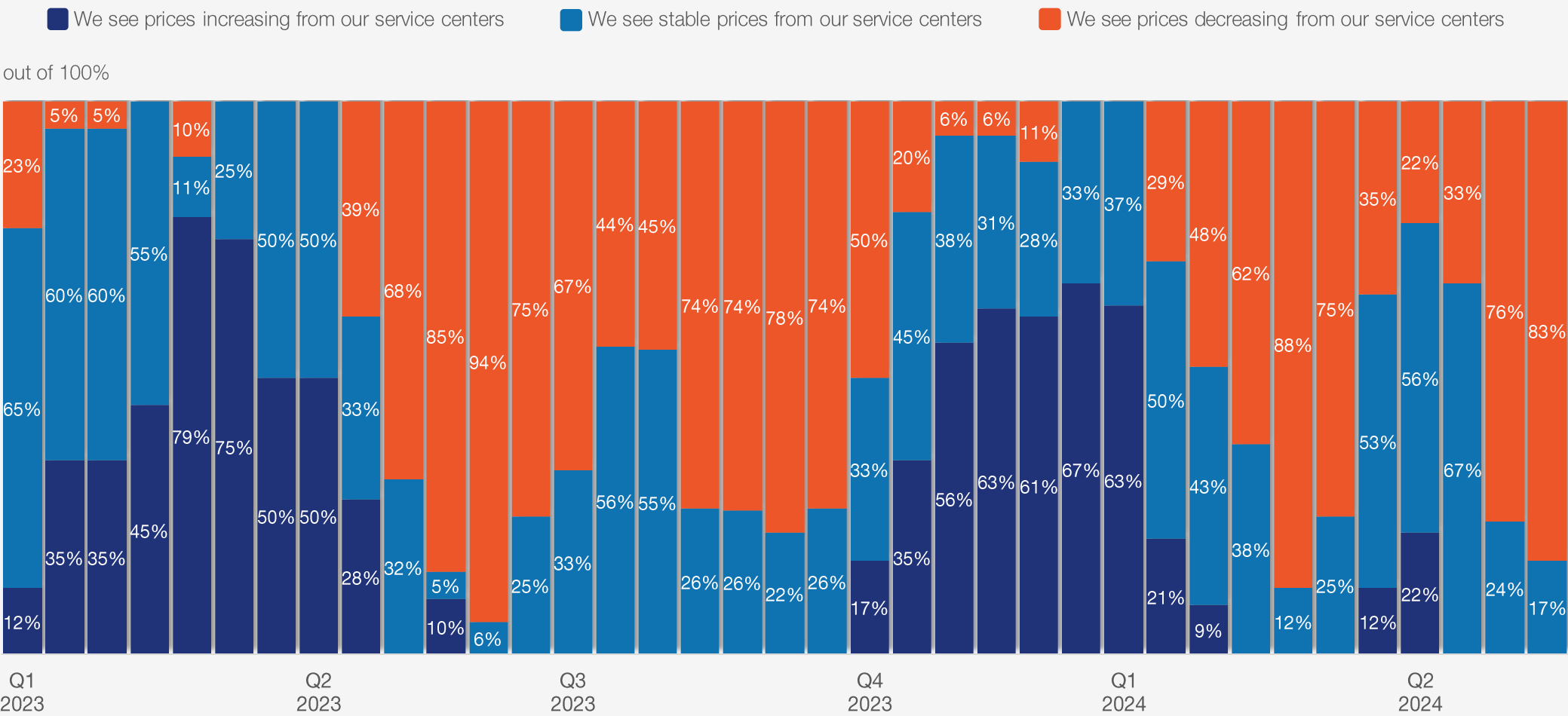
May 22, 2024



Manufacturers' view of service center selling prices history

Manufacturers

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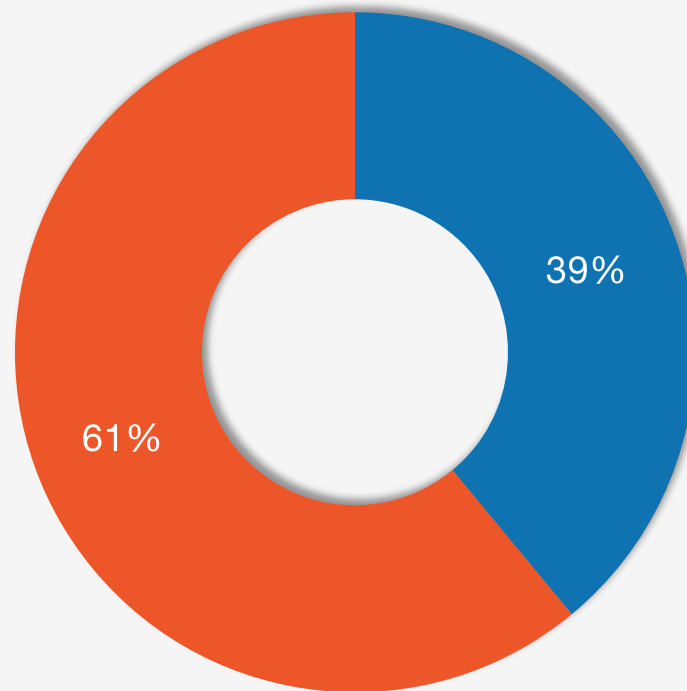
Service center view of selling prices

Service centers

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

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

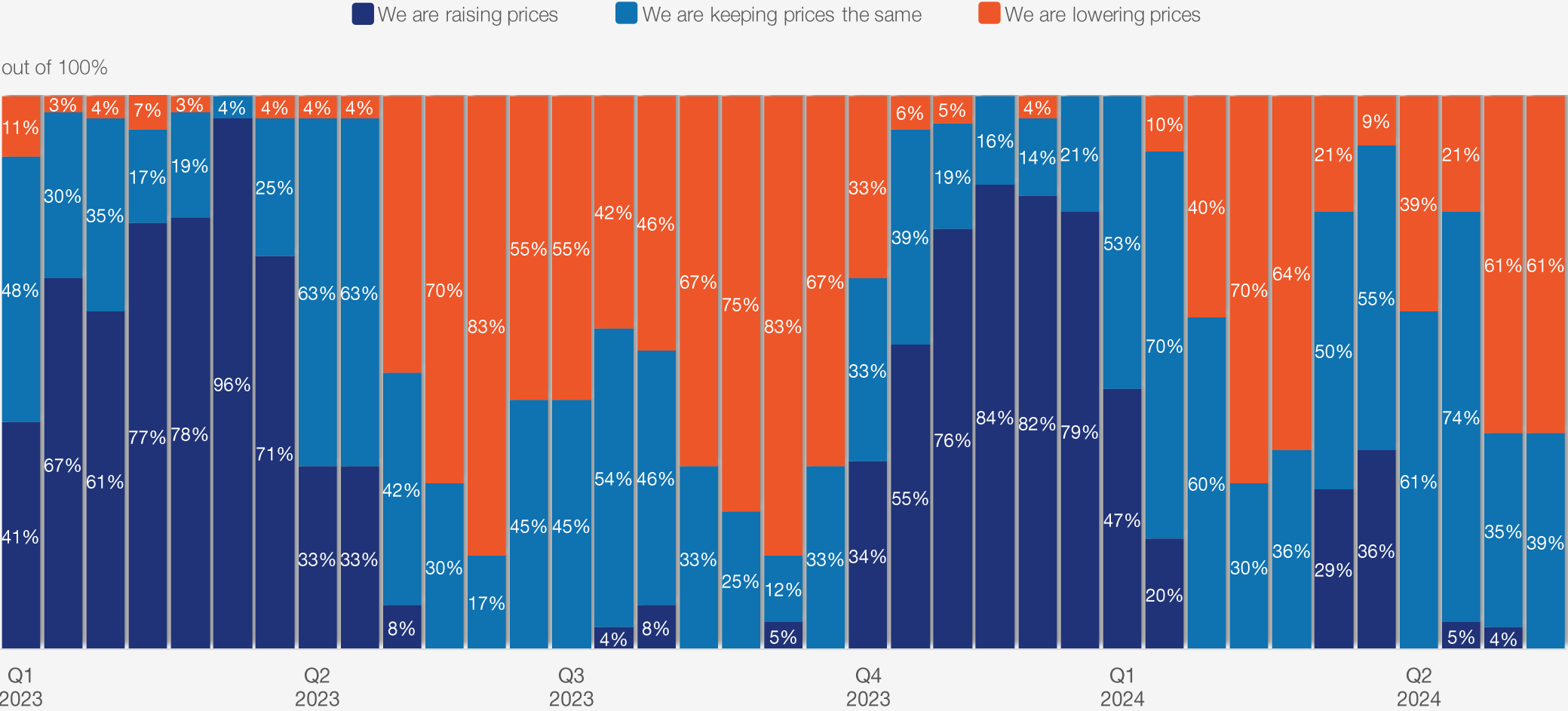
May 22, 2024



Service center view of selling prices history

Service centers

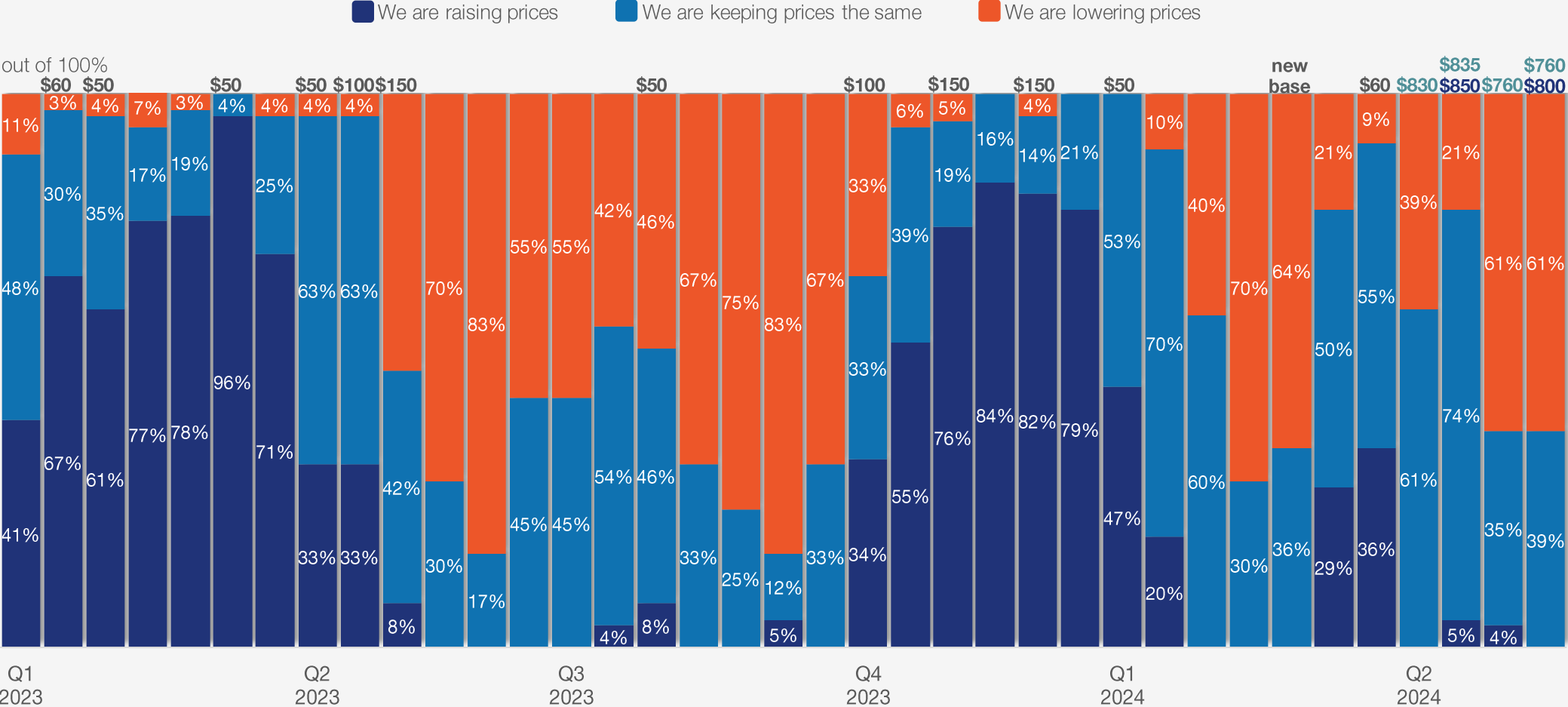
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Service center view of selling prices history

Service centers

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



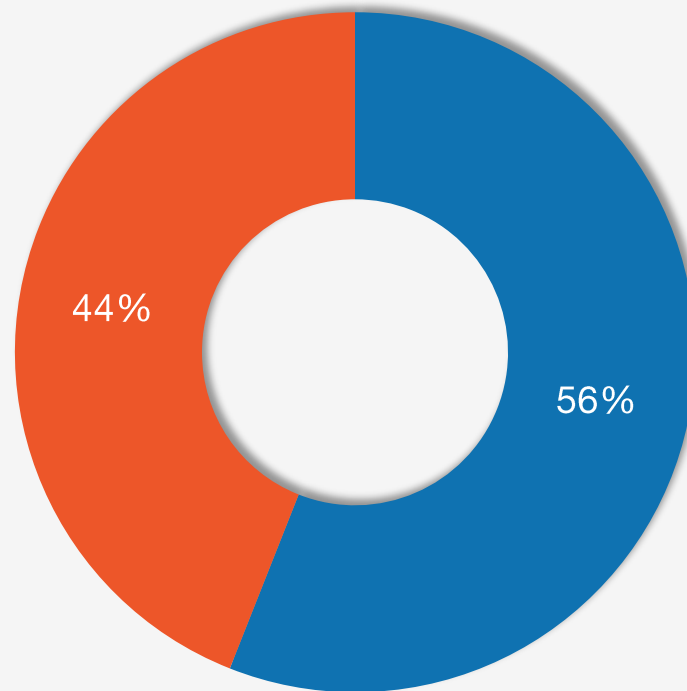
Service centers on manufacturer orders

Service centers

Are your manufacturing customers increasing orders, keeping them the same, or reducing orders?

■ Our mfg. customers are increasing orders
 ■ Our mfg. customers are maintaining orders
 ■ Our mfg. customers are reducing orders

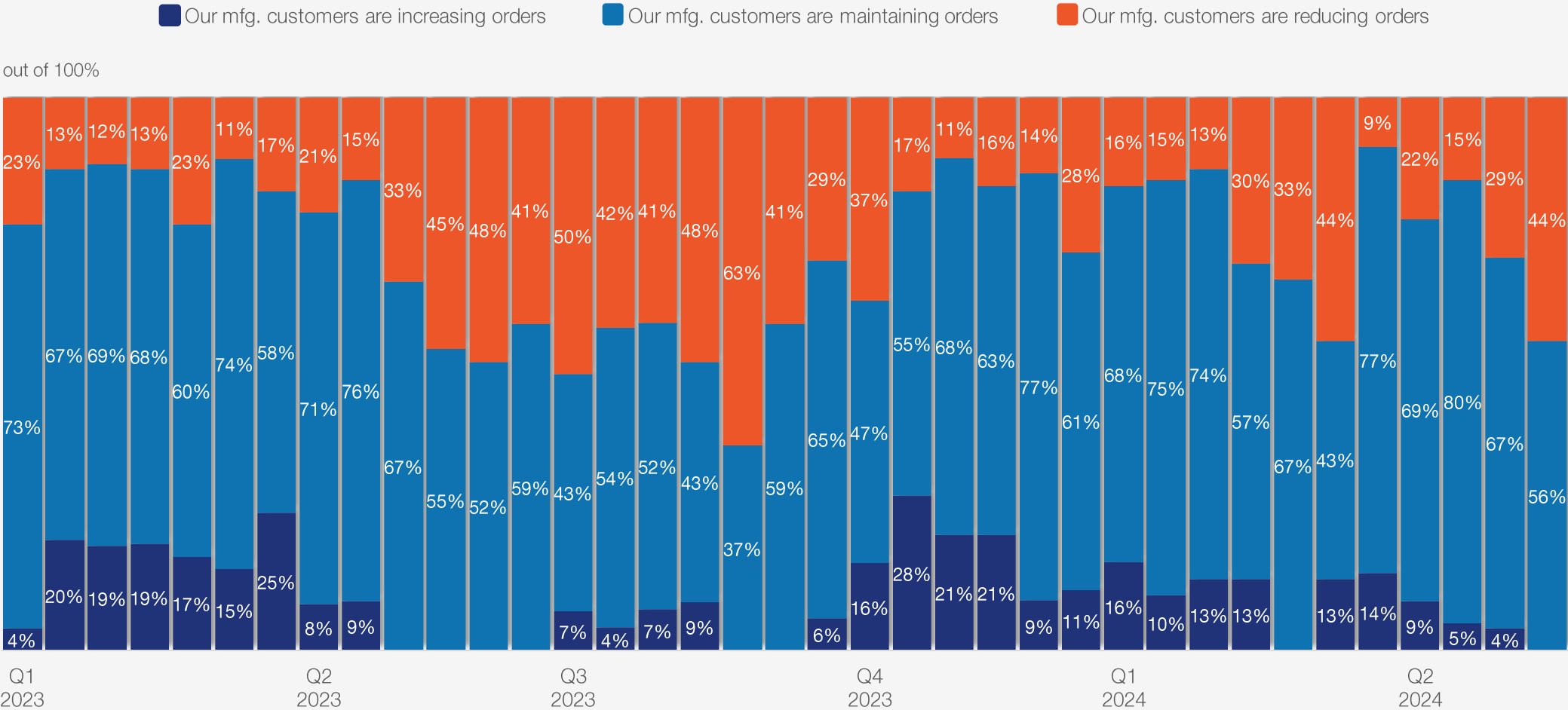
May 22, 2024



Service centers on manufacturer orders

Service centers

Are your manufacturing customers increasing orders, keeping them the same, or reducing orders?

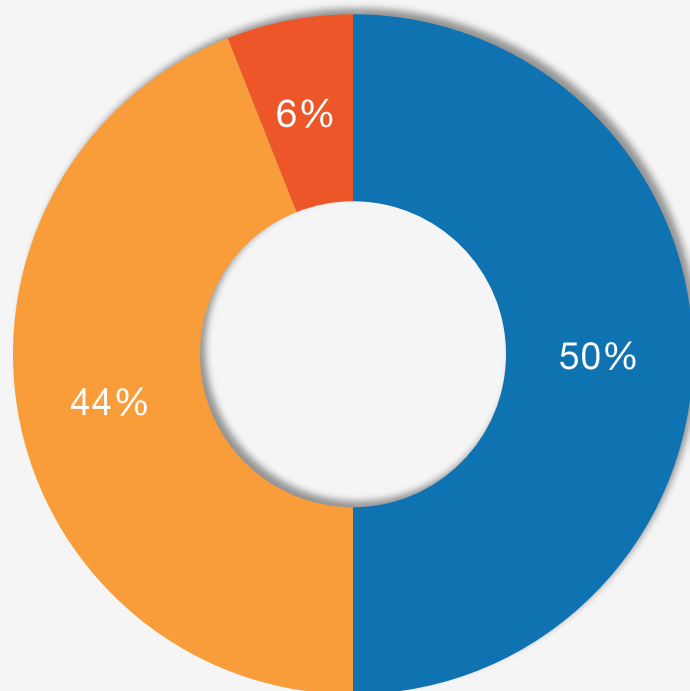


Buyers' view of mill lead times

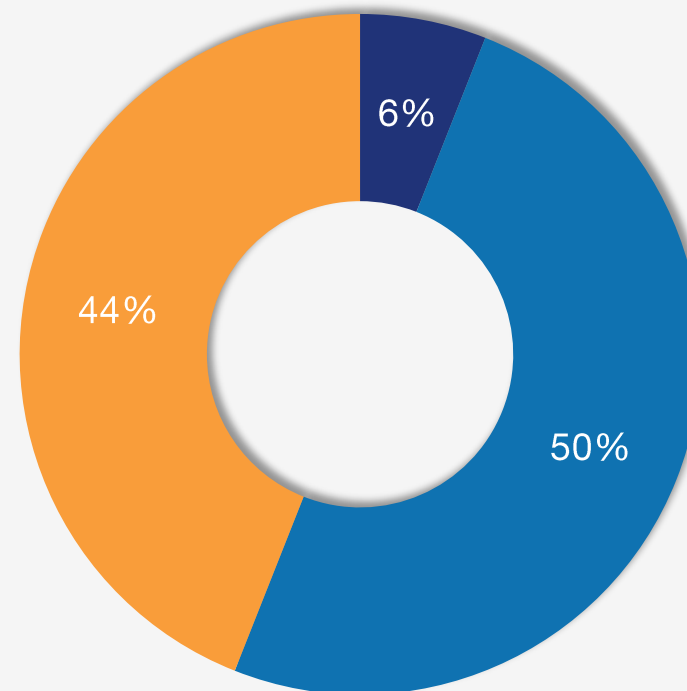
How would you describe domestic mill lead times for new orders placed right now?

Extremely short
Shorter than normal
Normal
Slightly longer than normal
Highly extended

Manufacturers



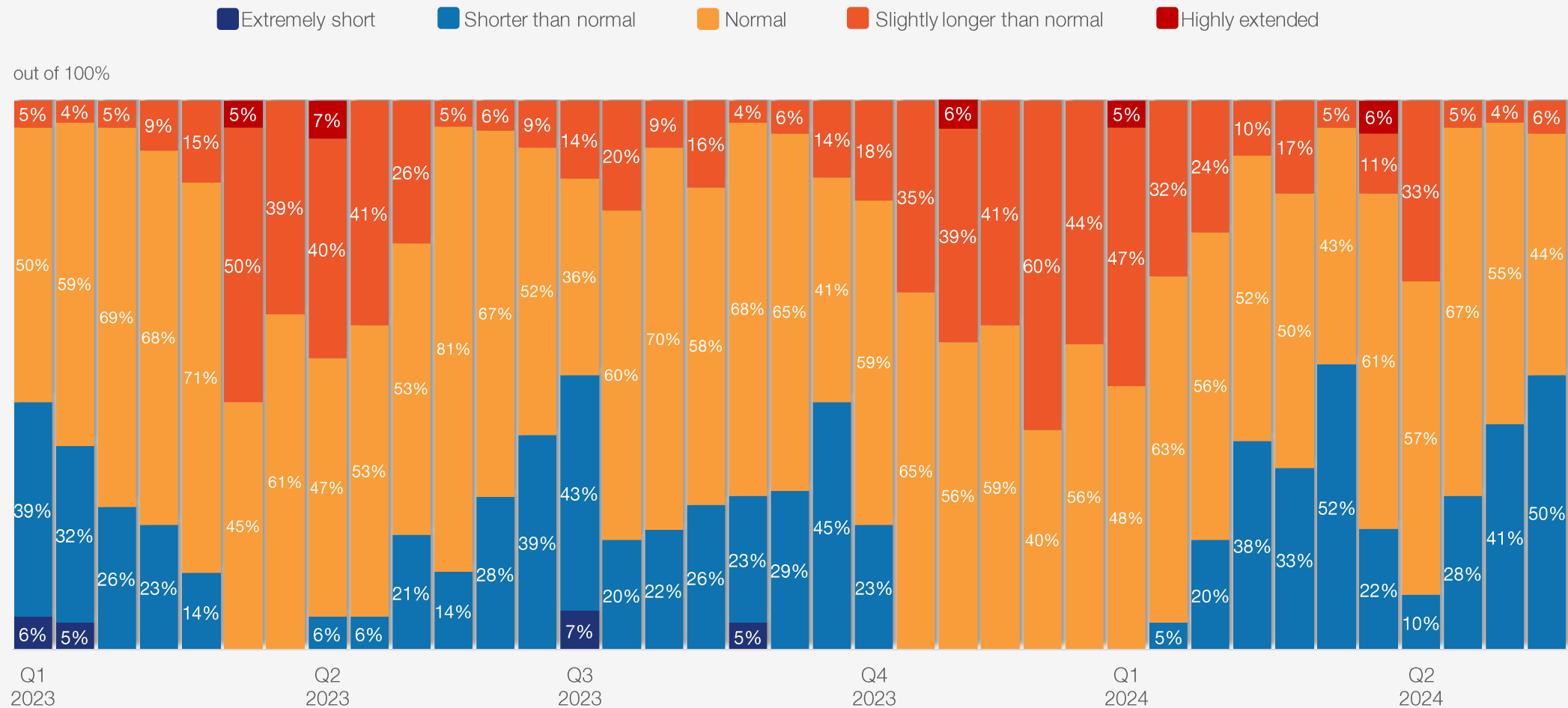
Service centers



Buyers' view of mill lead times history

Manufacturers

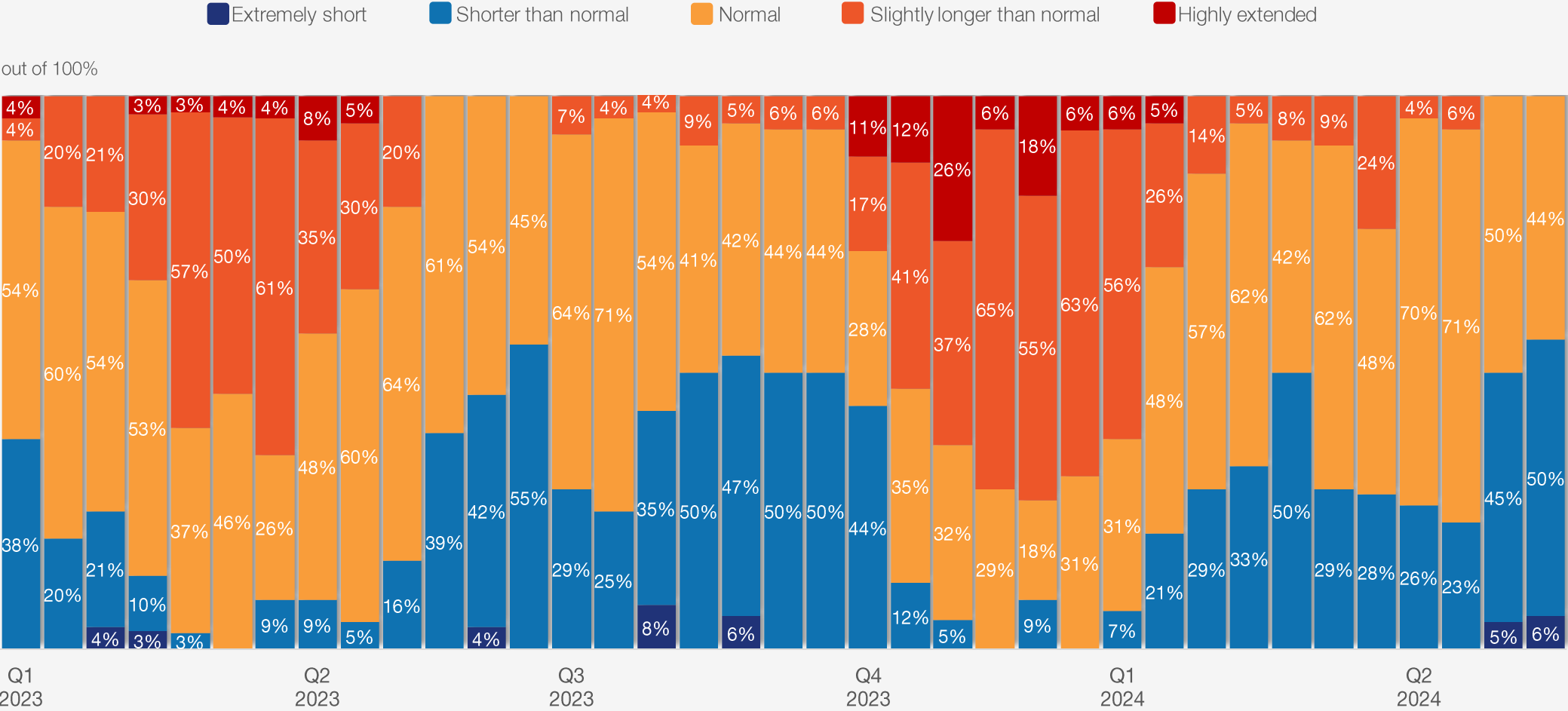
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Buyers' view of mill lead times history

Service centers

How would you describe domestic mill lead times for new orders placed right now?

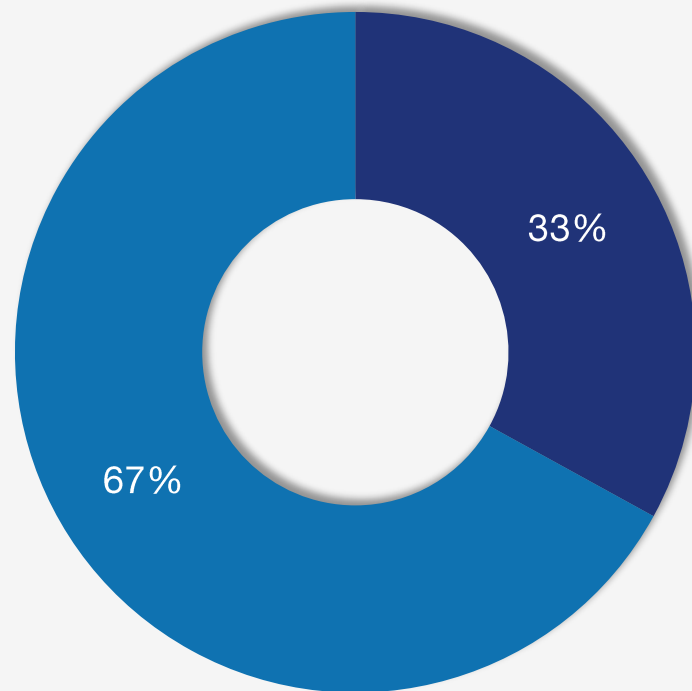


Foreign steel purchases

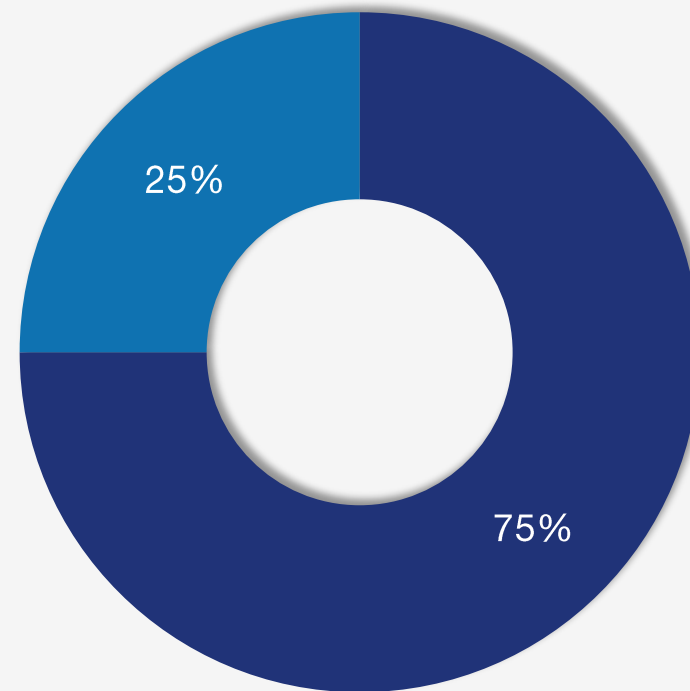
Does your company buy foreign (offshore) steel?

■ Yes ■ No

Manufacturers



Service centers

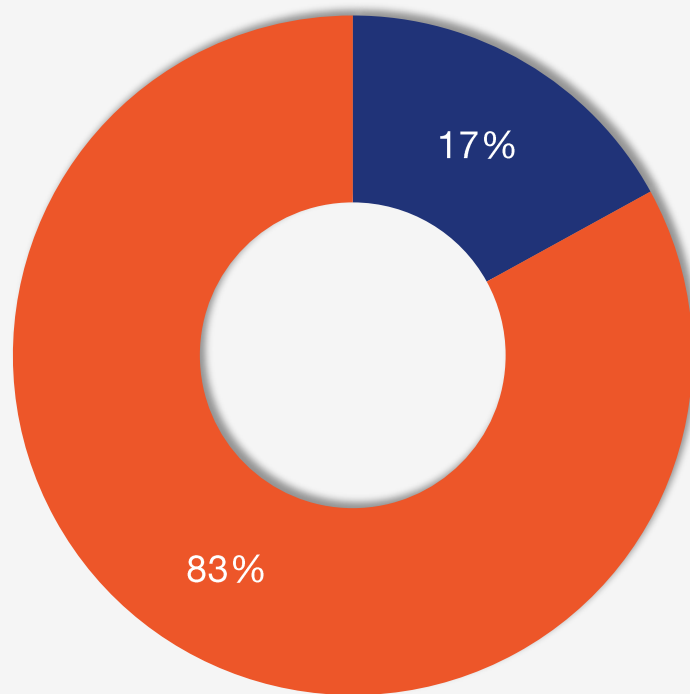


New foreign steel orders

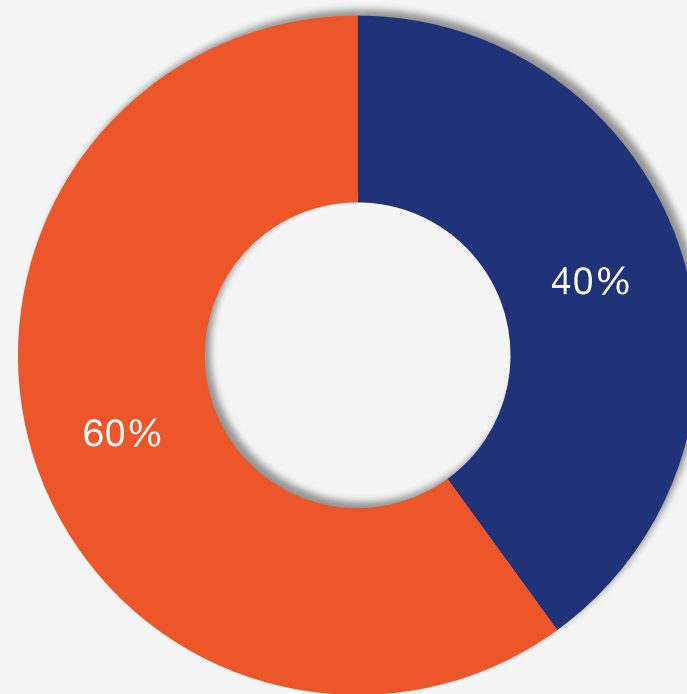
Are you buying new orders of foreign steel for future delivery?

■ Yes ■ No

Manufacturers



Service centers

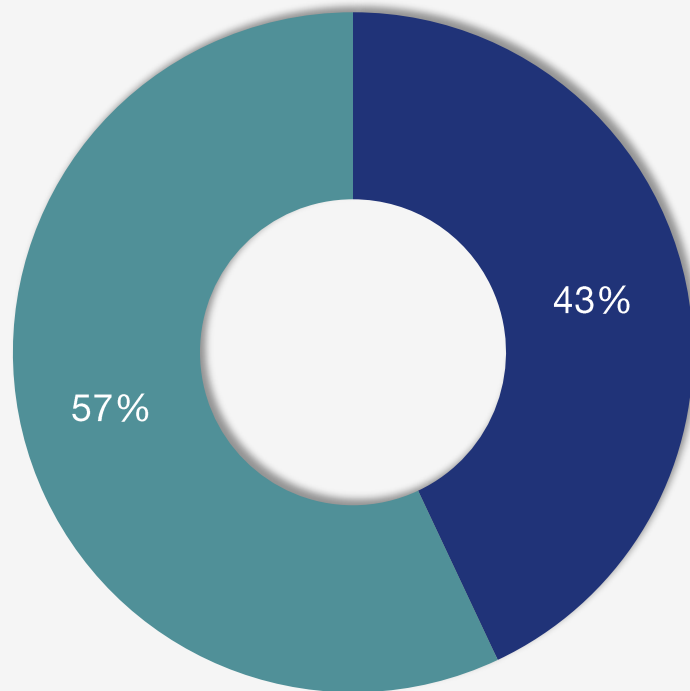


Foreign steel competitiveness

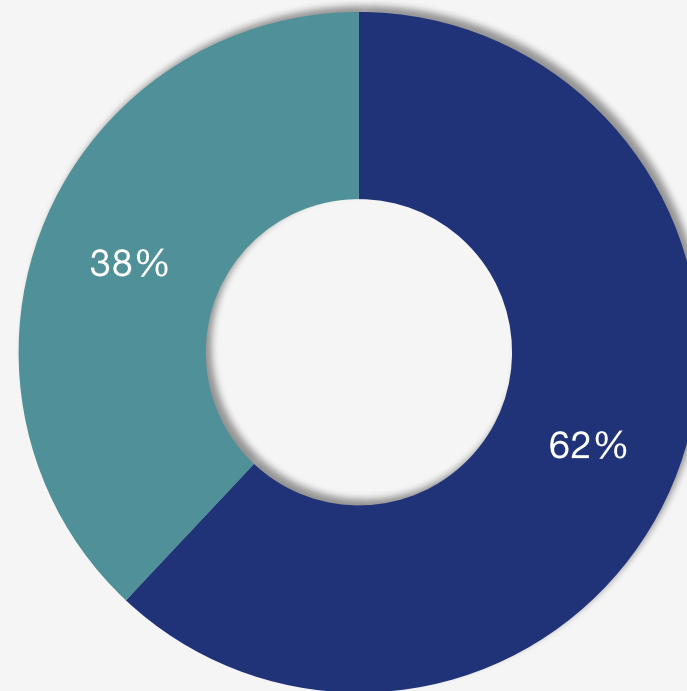
Are your foreign steel suppliers quoting you competitive prices for new orders for future delivery?

■ Yes ■ No

Manufacturers



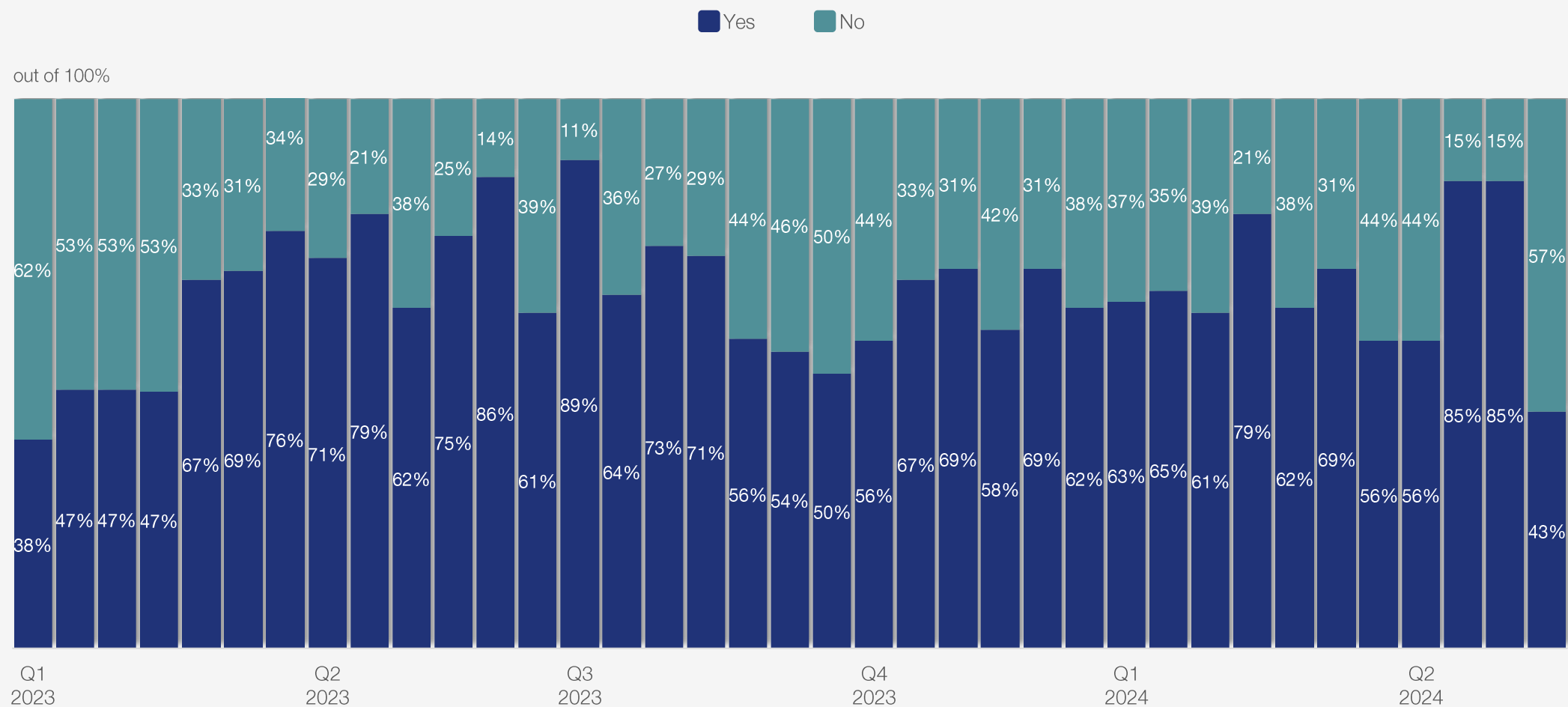
Service centers



Foreign steel competitiveness

Manufacturers

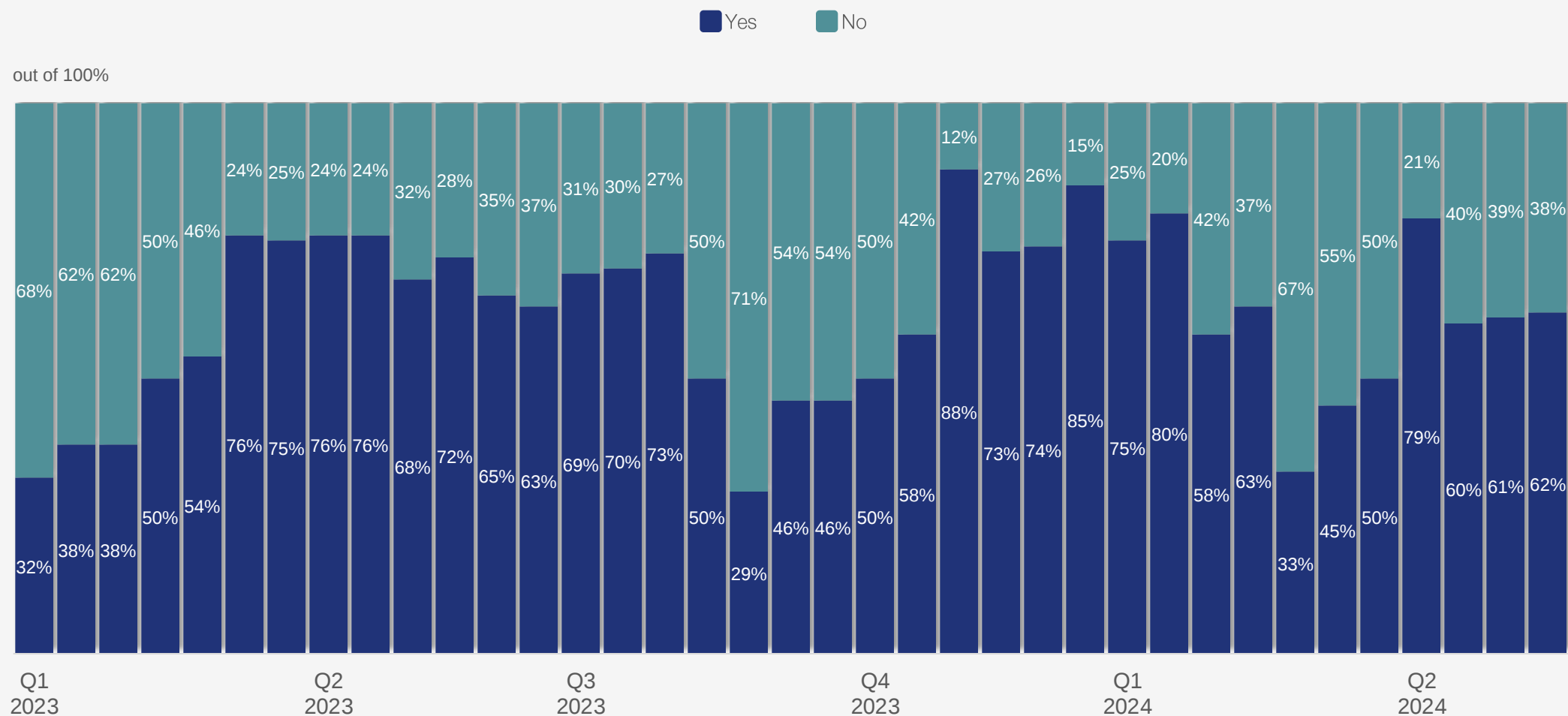
Are your foreign steel suppliers quoting you competitive prices for new orders for future delivery?



Foreign steel competitiveness

Service centers

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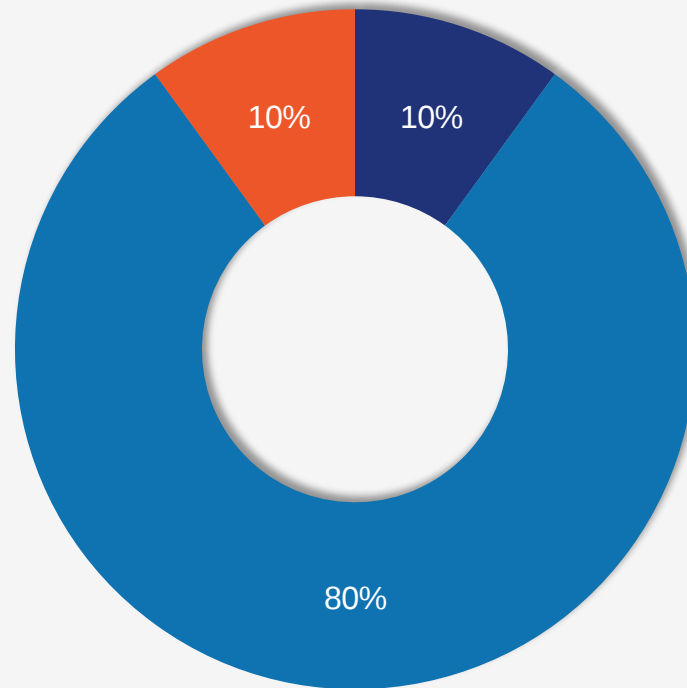


Steel mills

Is the current order book at your mill better or worse than last month?*

■ Better
■ Same
■ Worse

May 22, 2024



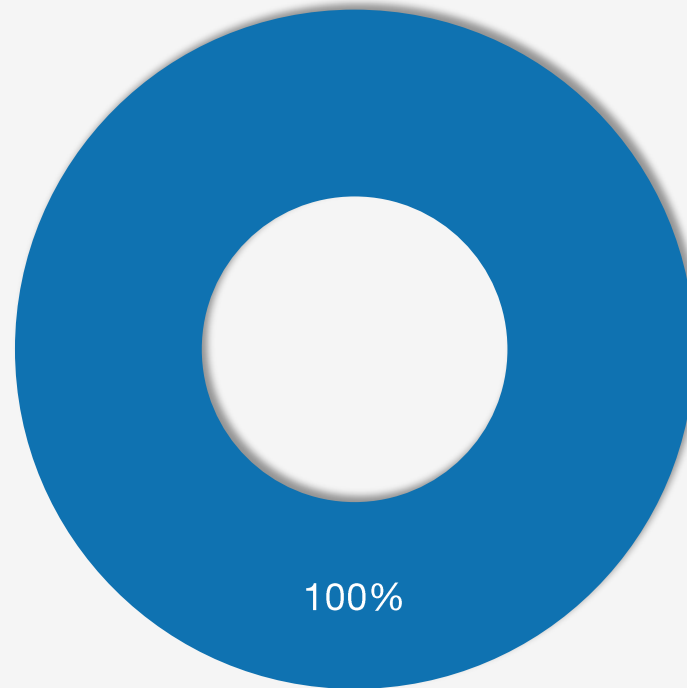
*Limited number of responses to this question

Trading companies

Are you seeing an increase or decrease in orders from your North American buyers?*

■ Increase ■ Decrease

May 22, 2024



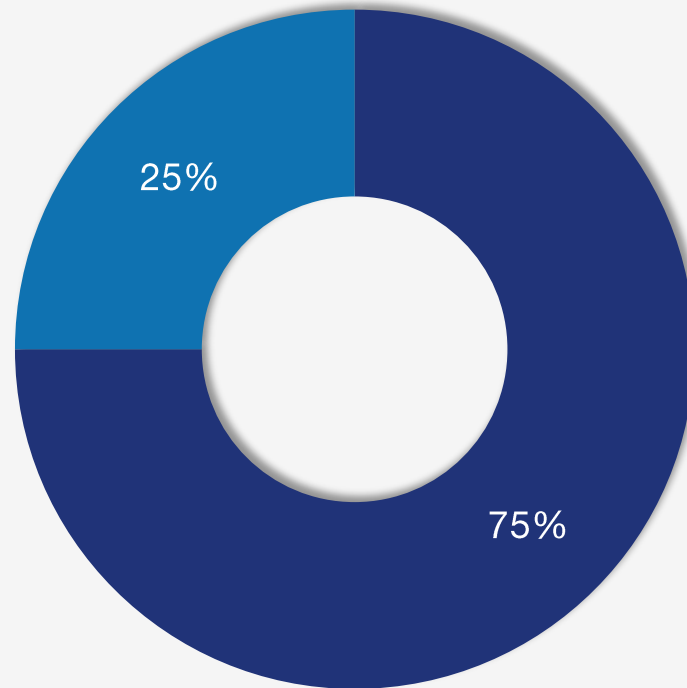
*Limited number of responses to this question

Trading companies

Are foreign products attractive to US buyers?*

■ Yes ■ No

May 22, 2024

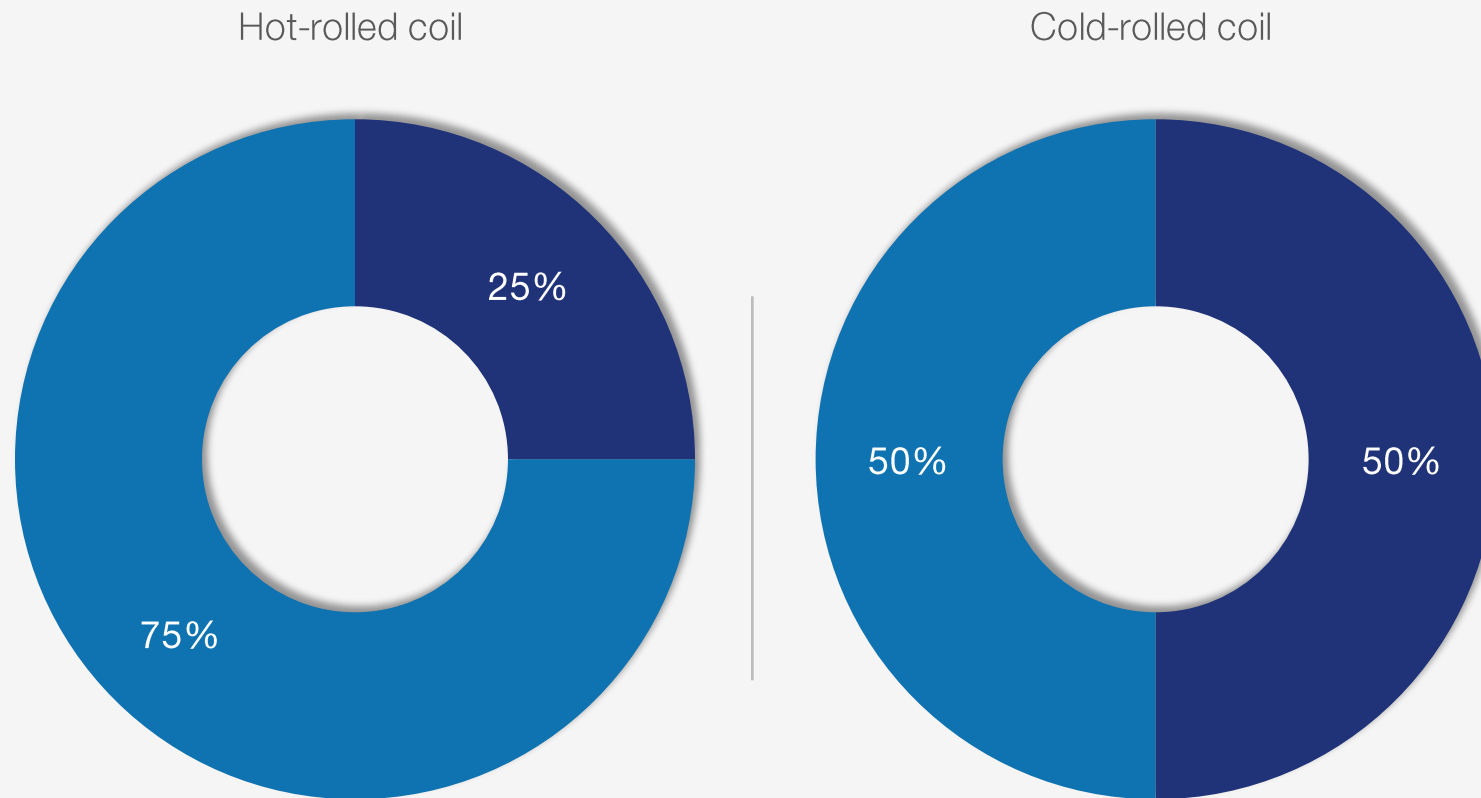


*Limited number of responses to this question

Trading companies on hot rolled and cold rolled

Are you able to offer pricing that attracts buyers right now?*

■ Yes ■ No

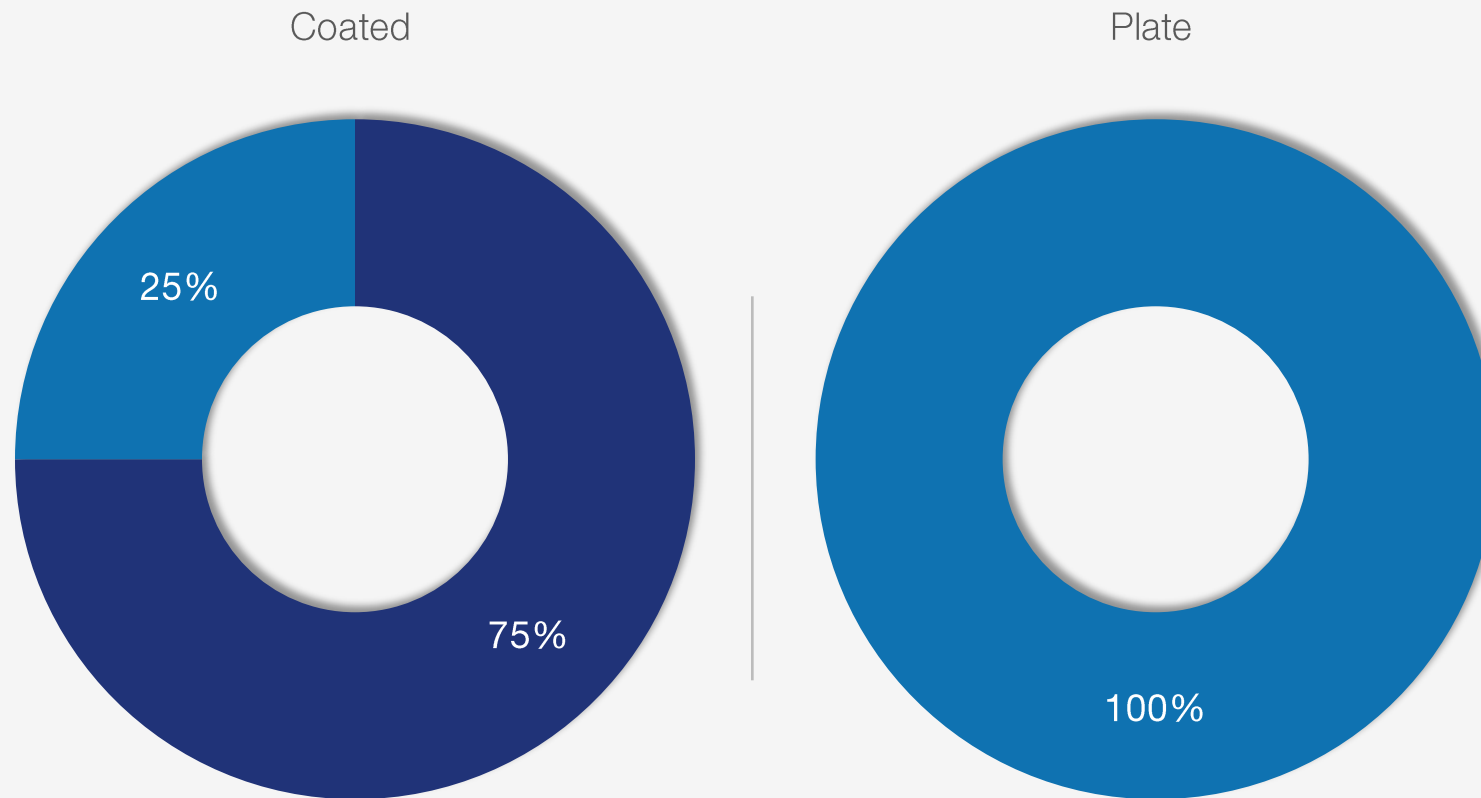


*Limited number of responses to this question

Trading companies on coated and plate products

Are you able to offer pricing that attracts buyers right now?*

■ Yes ■ No



*Limited number of responses to this question

Questions?

If you have any questions regarding the information presented here, please get in touch with us at info@steelmarketupdate.com.

We always appreciate referrals. Tell your friends, suppliers, and customers to sign up for a free trial. Contact luis.corona@crugroup.com



When you need answers...
www.steelmarketupdate.com

Look for our next survey on June 7, 2024

If you would like to participate in our survey, please contact david@steelmarketupdate.com

