



**Steel Market** Update   
Community Chat

*Featuring:*

**Anton Posner**

CEO

Mercury Resources

*May 14, 2026 // Michael Cowden, Editor-in-Chief*

## Newsletter and editorial



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Editor-in-Chief



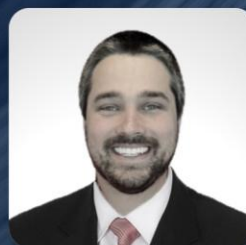
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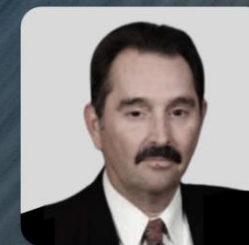
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Sr. Account Exec.



**Natalie Klaas**  
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Sales Dec. Exec.

# UPCOMING events



## Steel 101 Workshop

*Corpus Christi, Texas // May 19-20, 2026*

An introduction to steelmaking and market fundamentals // *Tour of SDI Sinton*



## Steel Summit 2026

*Atlanta // Aug. 24-26, 2026*

North America's largest gathering of the flat-rolled steel industry at the *Georgia International Convention Center*



## Steel 101 Workshop

*Columbus, Miss. // Oct. 19-20, 2026*

An introduction to steelmaking and market fundamentals // *Tour of SDI Columbus*

For more information about our workshops and conferences visit:

[www.steelmarketupdate.com/events-and-training/](http://www.steelmarketupdate.com/events-and-training/) or e-mail our team at [events@steelmarketupdate.com](mailto:events@steelmarketupdate.com)

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experience reflected in it.**

Contact [david.schollaert@crugroup.com](mailto:david.schollaert@crugroup.com) for participation information.





Lutnick: USMCA could be replaced by separate deals with Mexico and Canada

**Final Thoughts: Steel is (quietly) partying like it's 2021**

SMU Price Ranges: Availability trumps price as spot market squeeze tightens

USS and USW convene ahead of formal contract negotiations

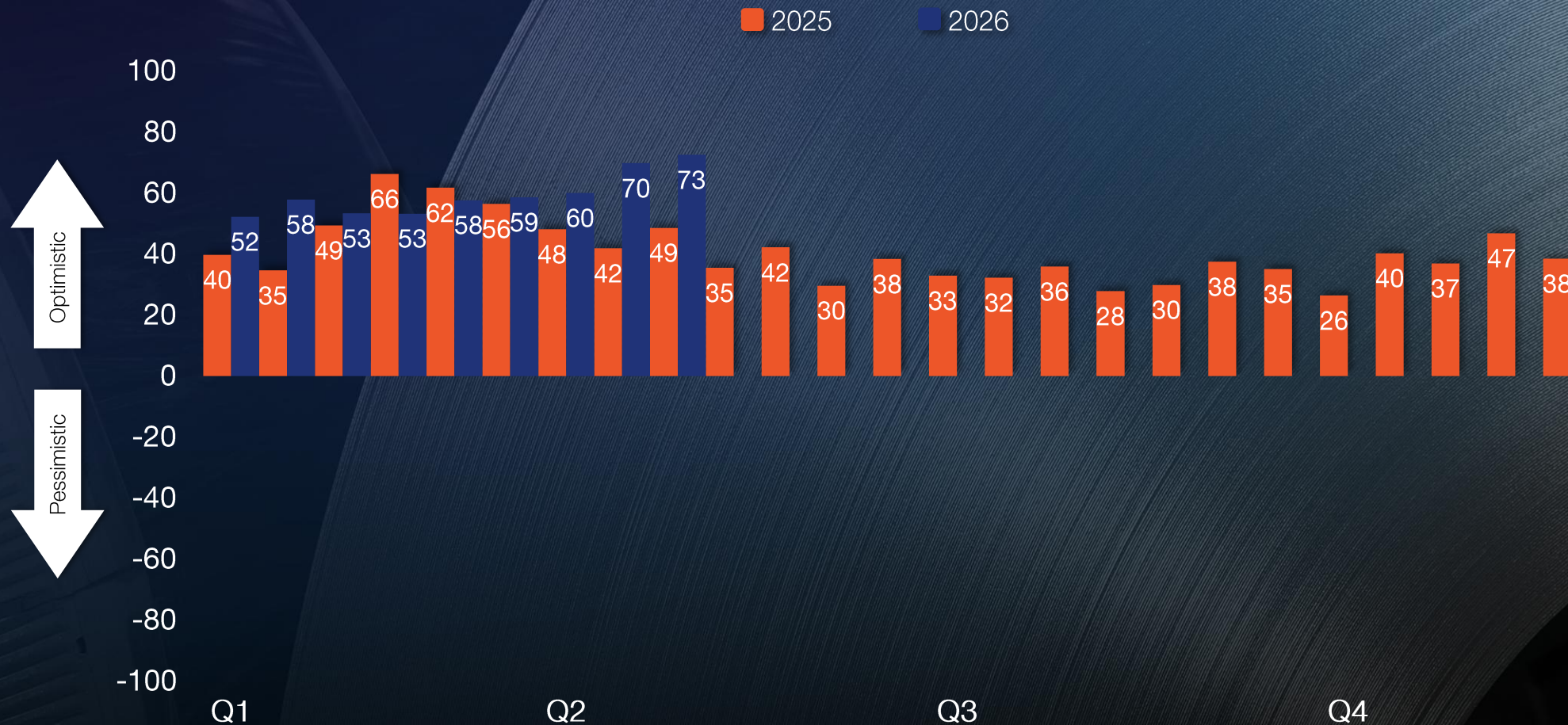
Steel Dynamics adjusts coating extras higher

AMU: Aluminum stocks to stay in red, prices to stay high as Iran war continues

# Steel buyers' sentiment

## *Up three points to +73*

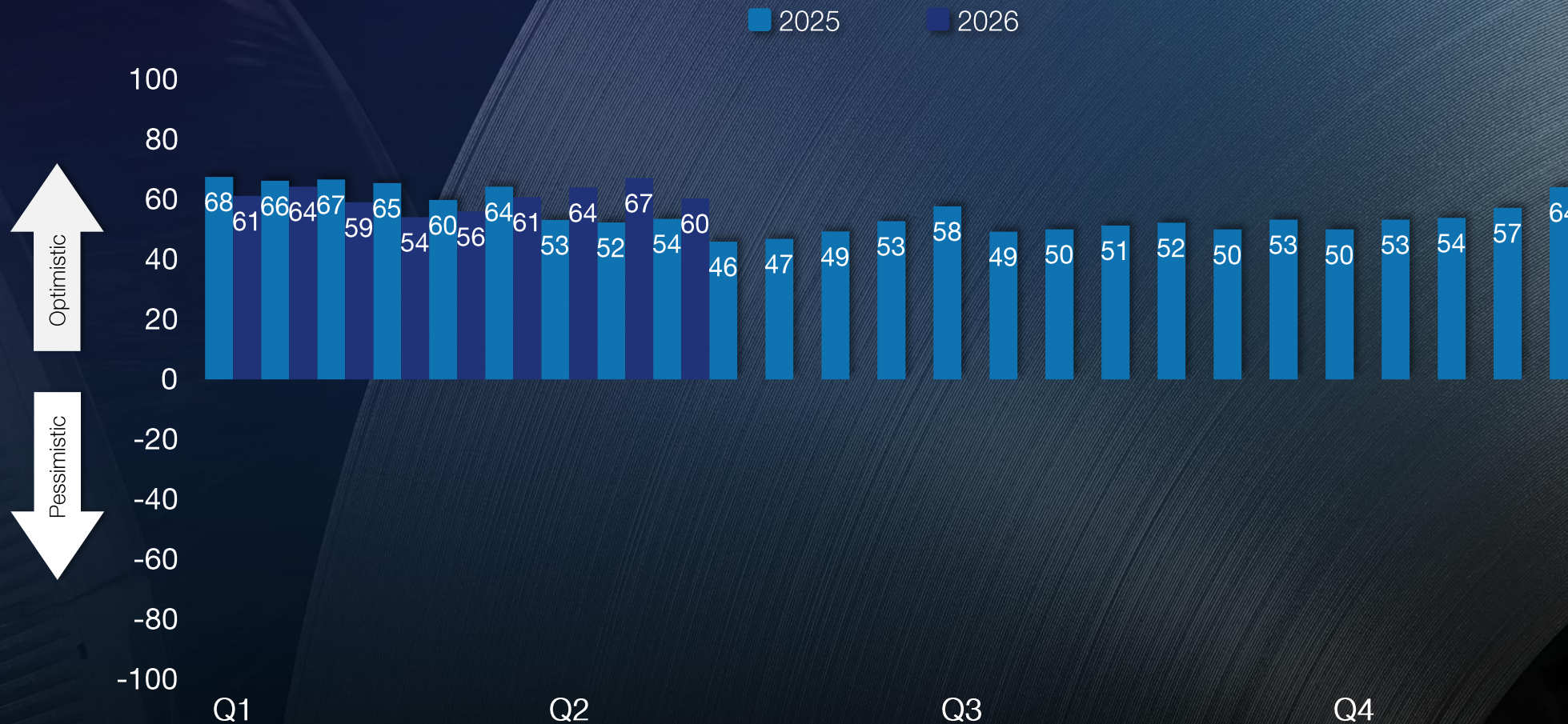
SMU's current steel buyers' sentiment index, with data through April 29, 2026.



# Steel buyers' future sentiment

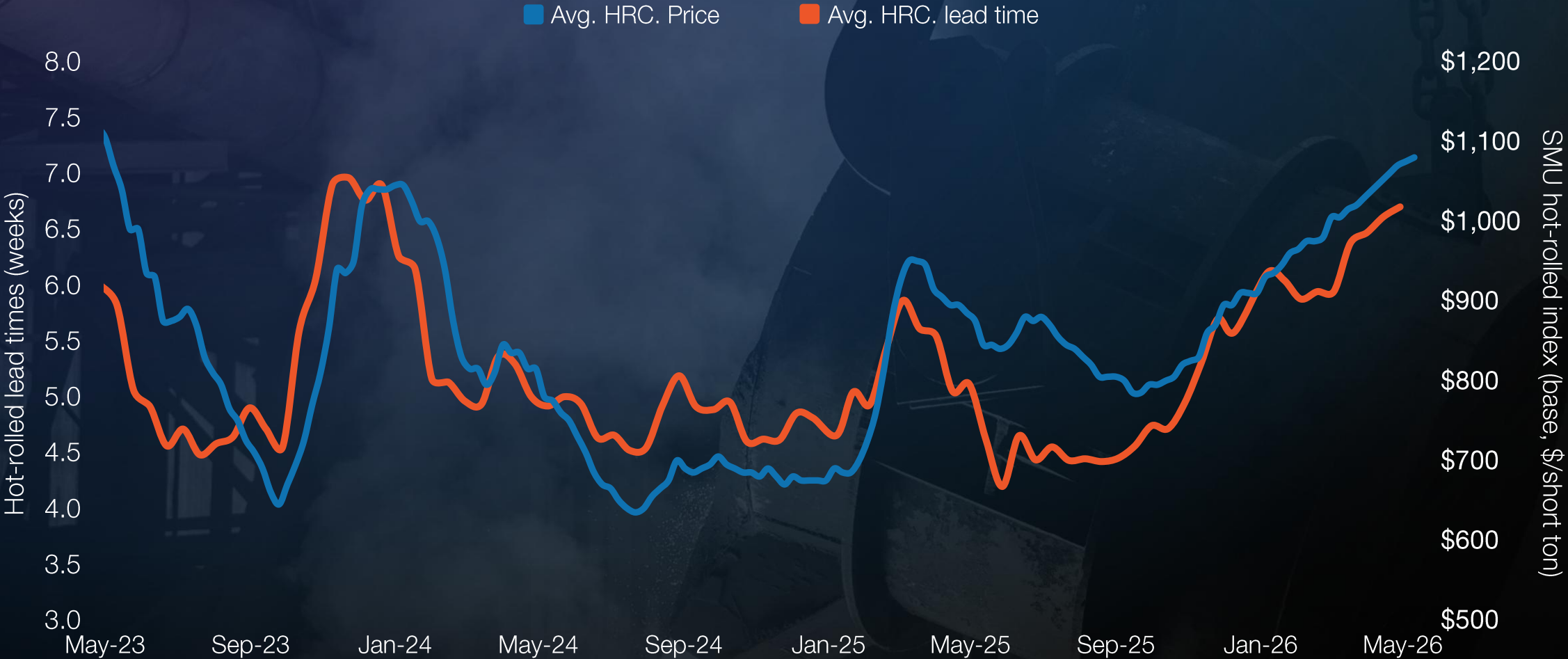
## *Down seven points to +60*

SMU's future steel buyers' sentiment index, with data through April 29, 2026.



# Hot-rolled steel prices vs. lead times

SMU's hot-rolled steel prices and lead times, with data through May 12, 2026.



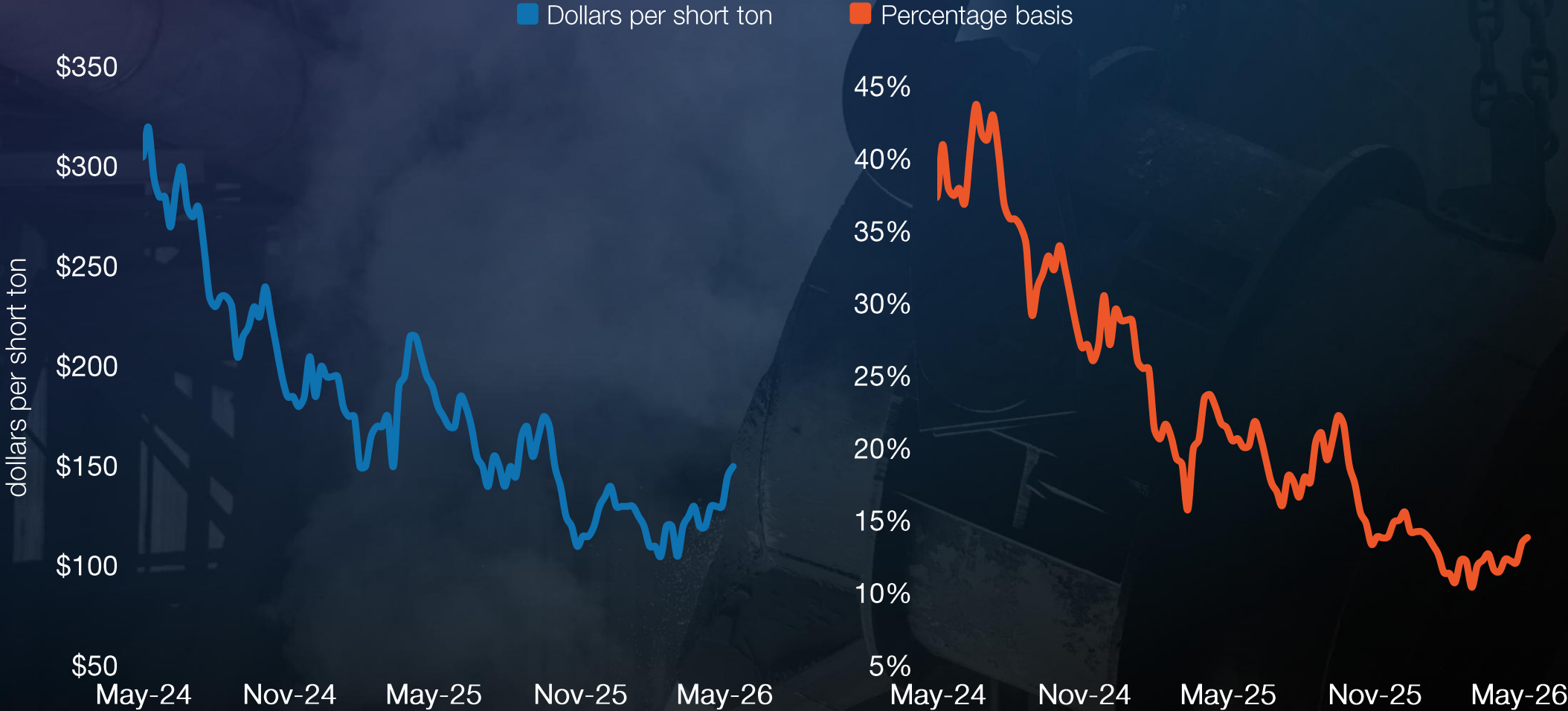
# Galvanized steel prices vs. lead times

SMU's galvanized steel prices and lead times, with data through May 12, 2026.



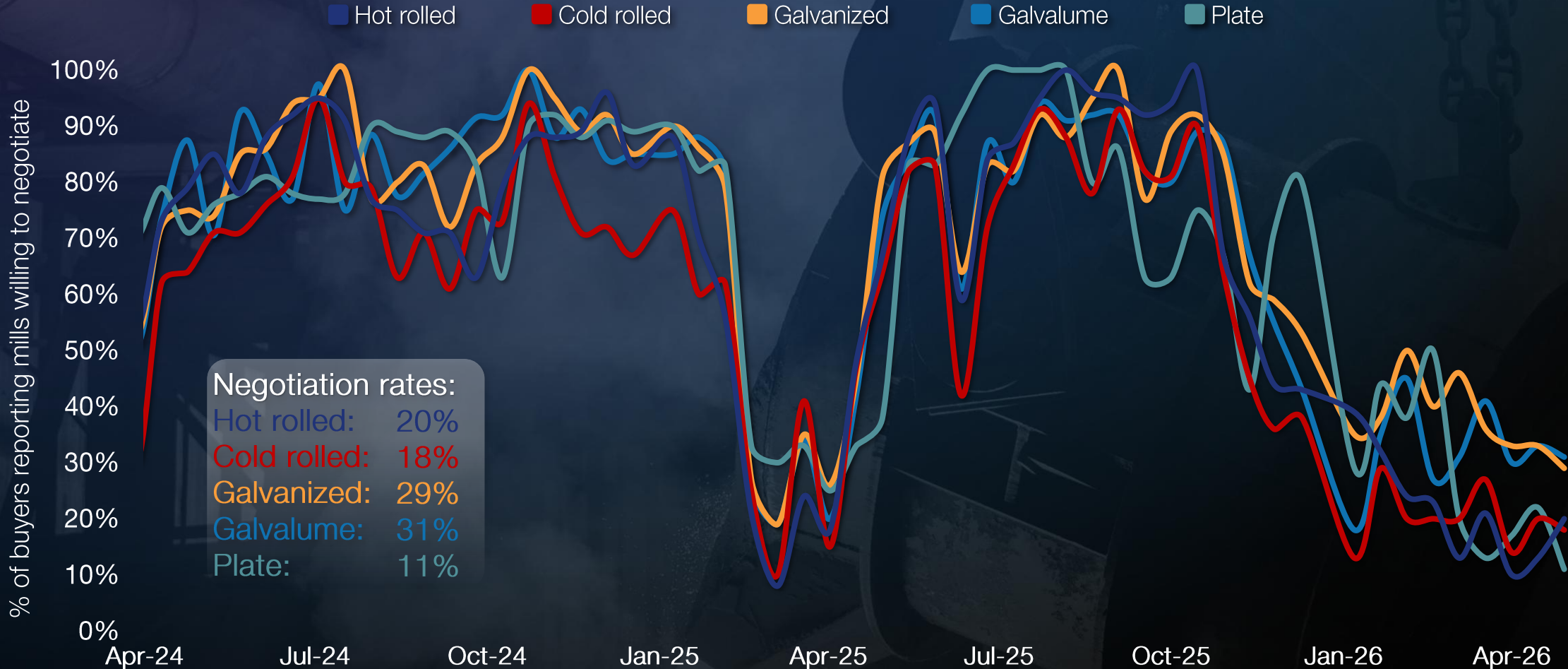
# Galvanized premium over hot-rolled

SMU's galvanized (base) price premium over hot-rolled, with data through May 12, 2026.



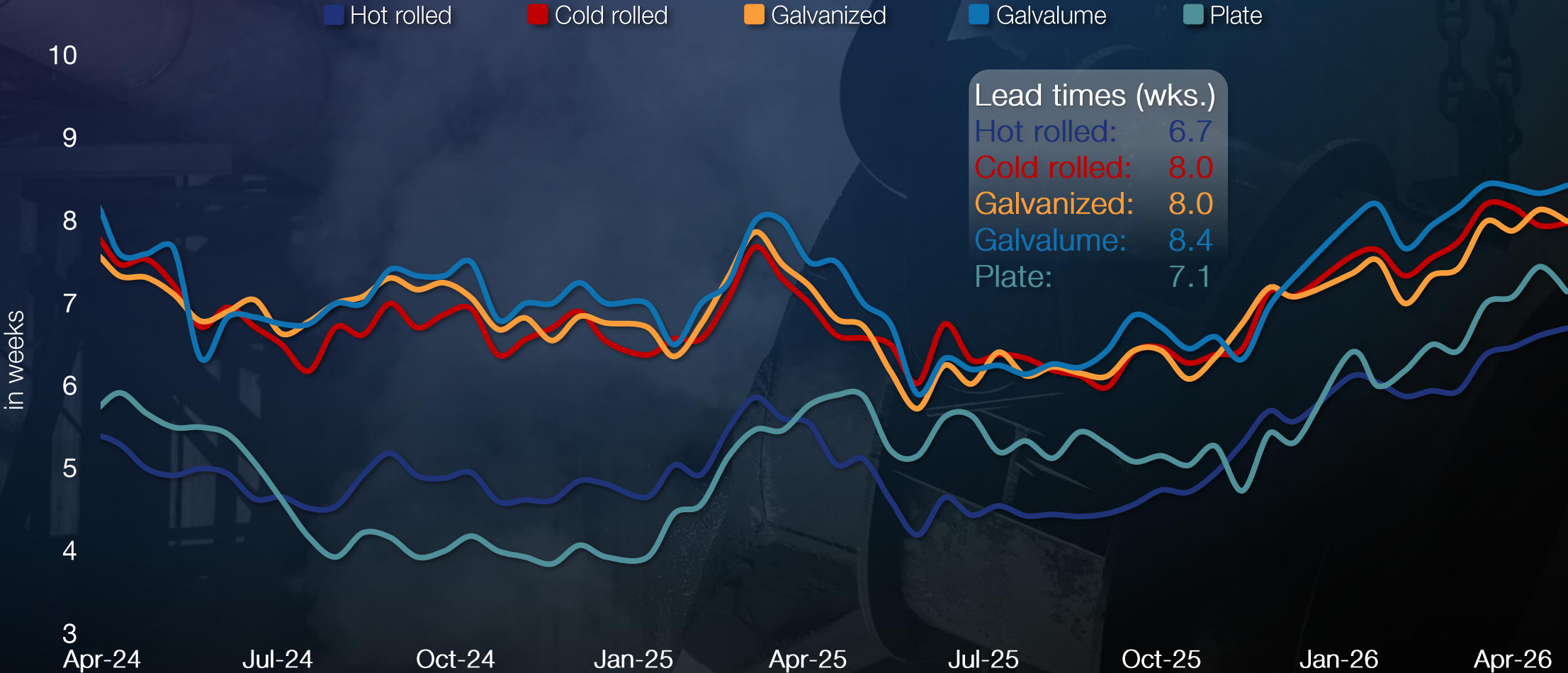
# Steel mill negotiations

SMU's price negotiations on new steel orders by product through April 29, 2026.



# Steel mill lead times by product

SMU lead times on new steel orders by product through April 29, 2026.

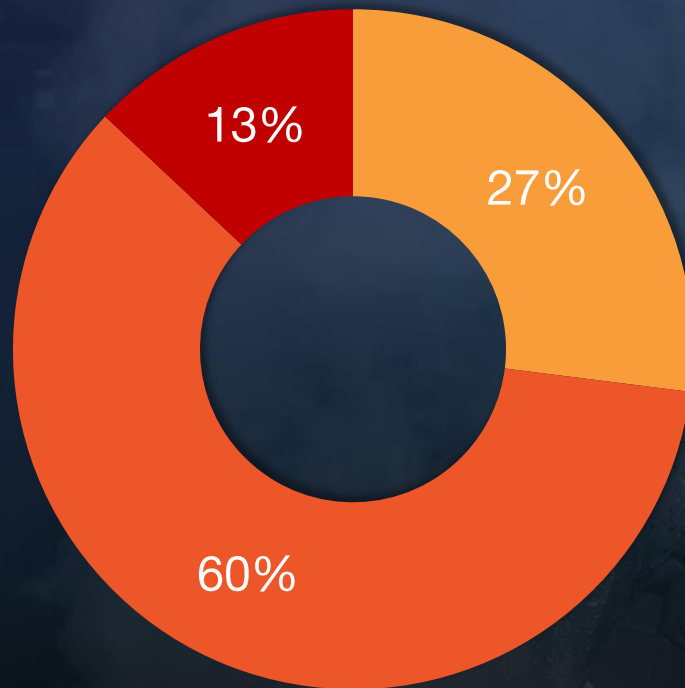


# Buyers' view of mill lead times

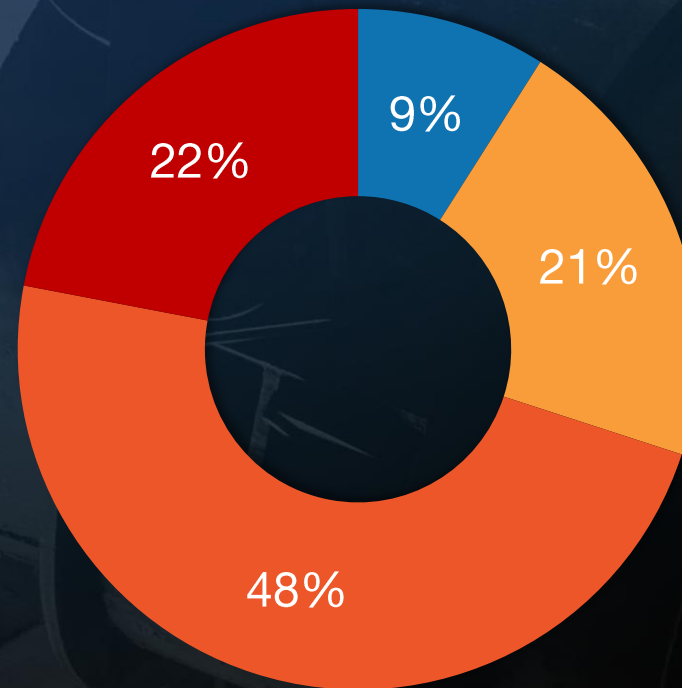
How would you describe domestic mill lead times for new orders placed right now?

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

Manufacturers



Service centers

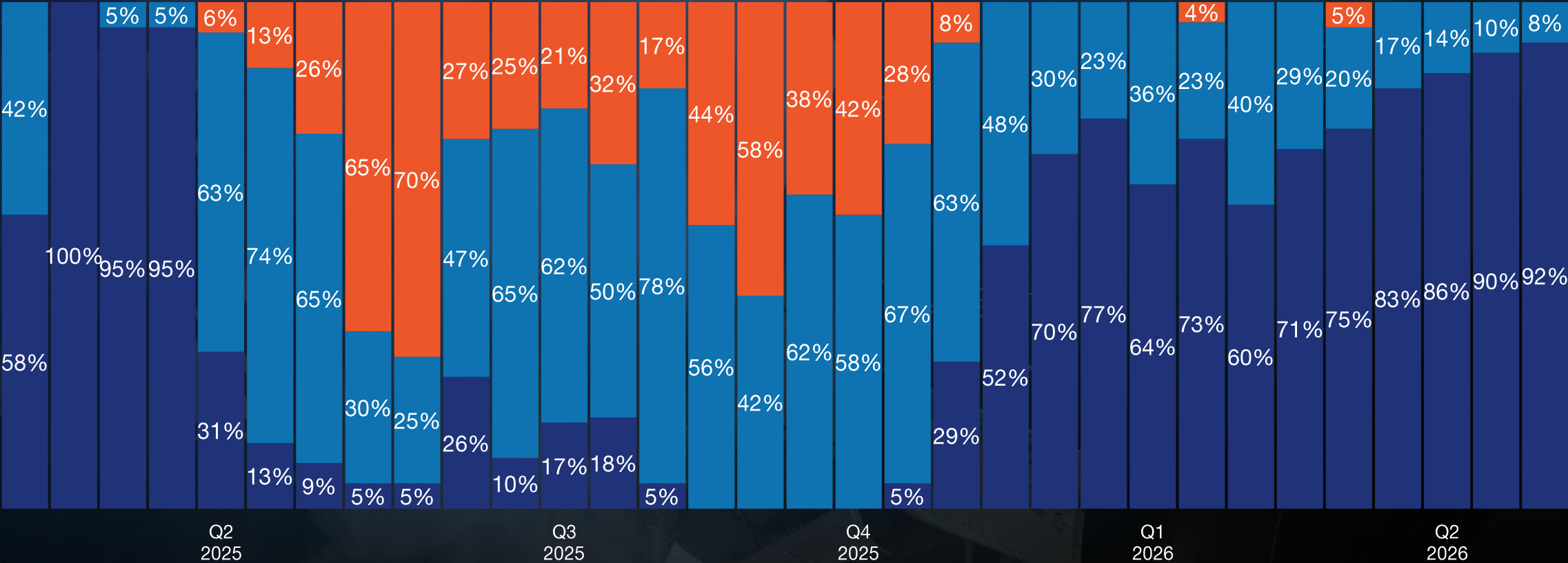


# Service center view of selling prices history

## Service centers

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

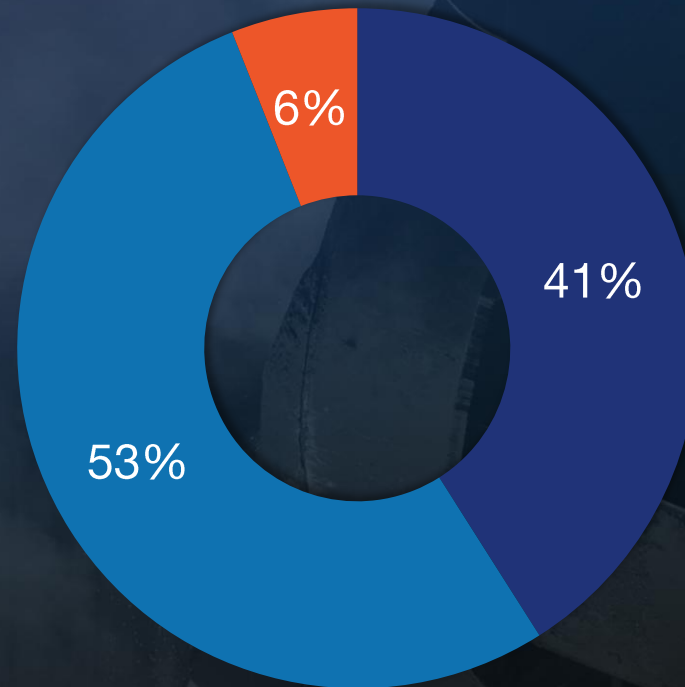
■ We are raising prices    
 ■ We are keeping prices the same    
 ■ We are lowering prices



# Overall demand

How is demand for your products?

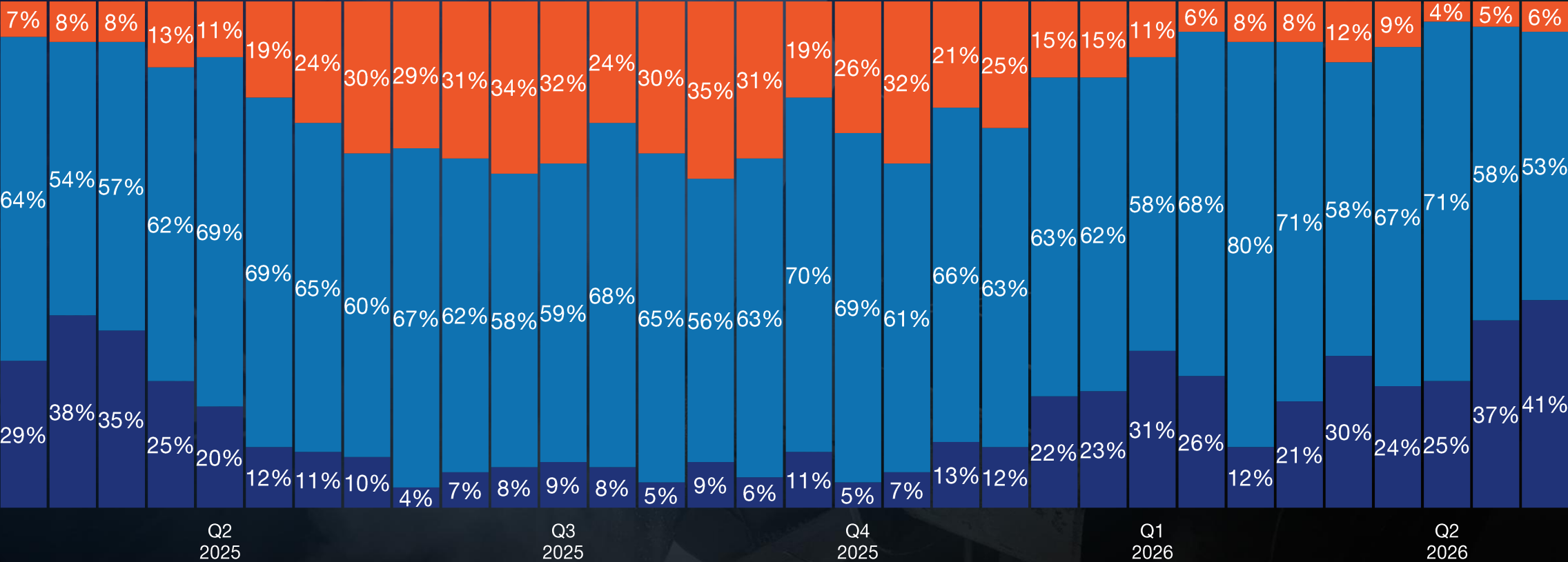
Improving Stable Declining



# Overall demand history

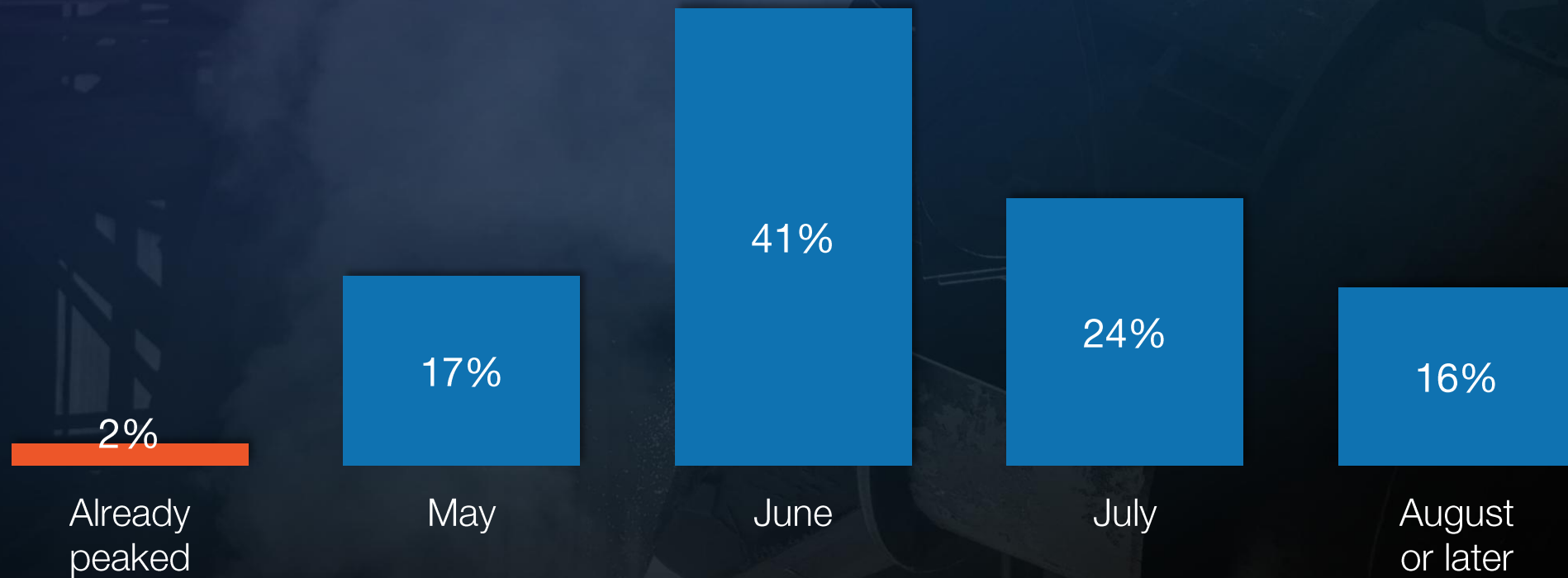
How is demand for your products?

Improving Stable Declining



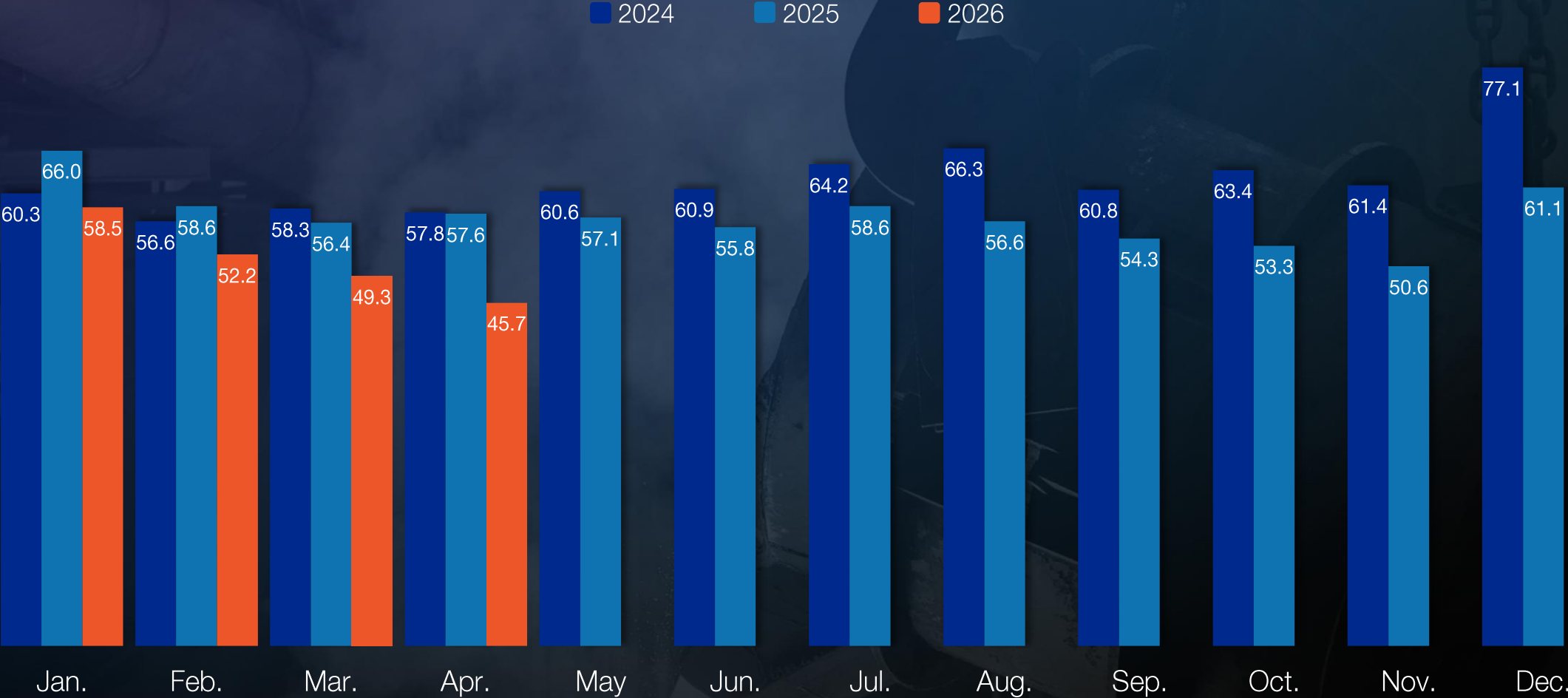
# Hot rolled inflection point

When do you think steel prices will peak?



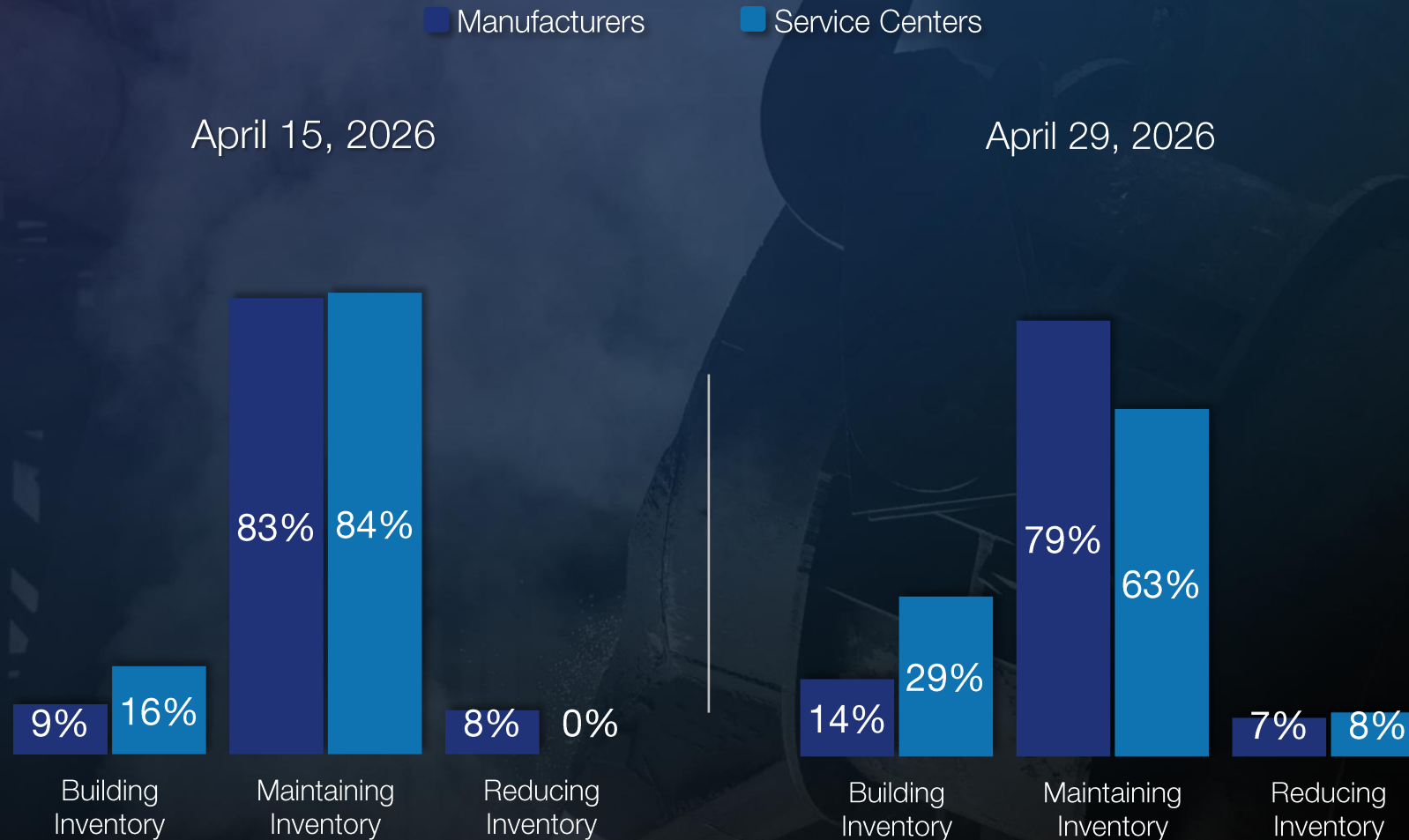
# Service center inventories history

SMU's flat rolled product shipping days of supply, with data through April 2026.



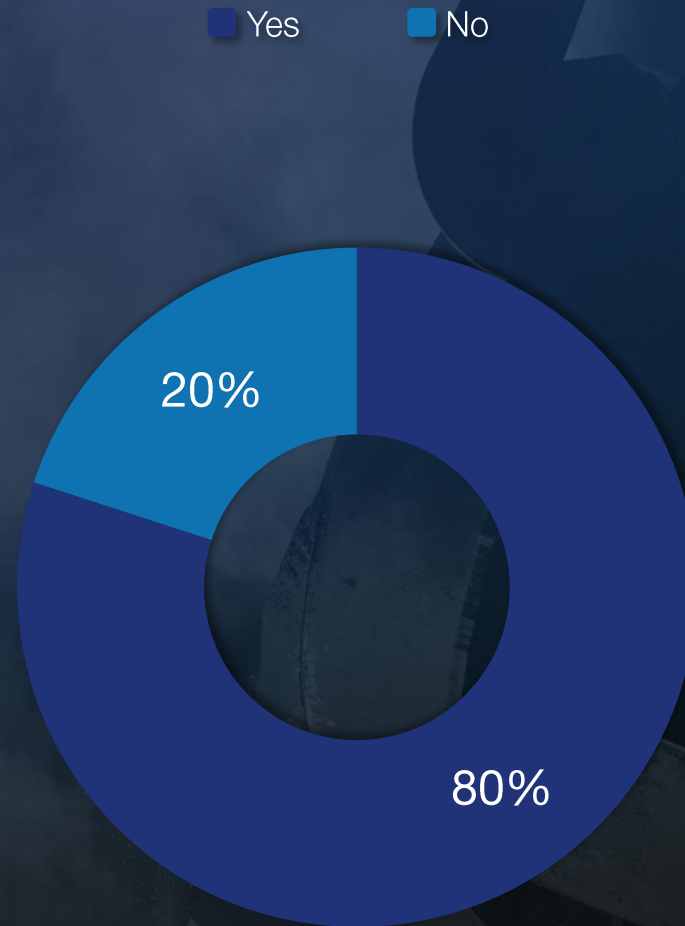
# Manufacturer and service center inventory buying patterns

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



# Trading companies

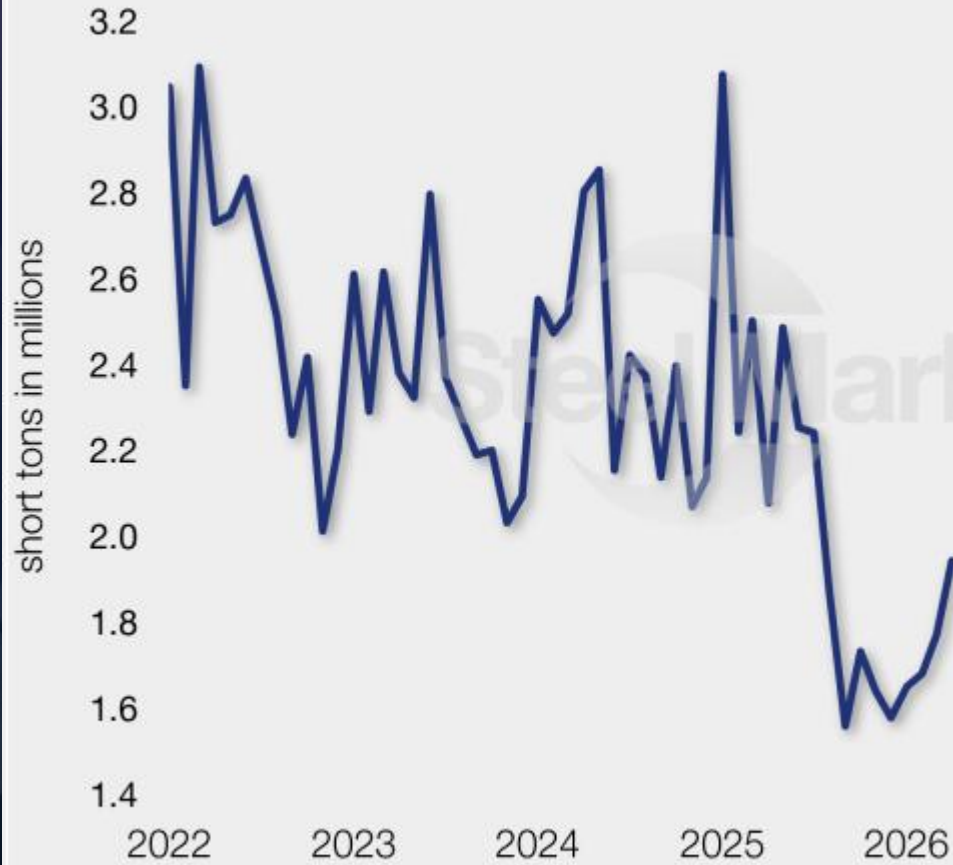
Are foreign products attractive to US buyers?\*



# Imports up from historic lows

## Total US steel imports

Monthly figures through April 2026 license data



Source: US Department of Commerce

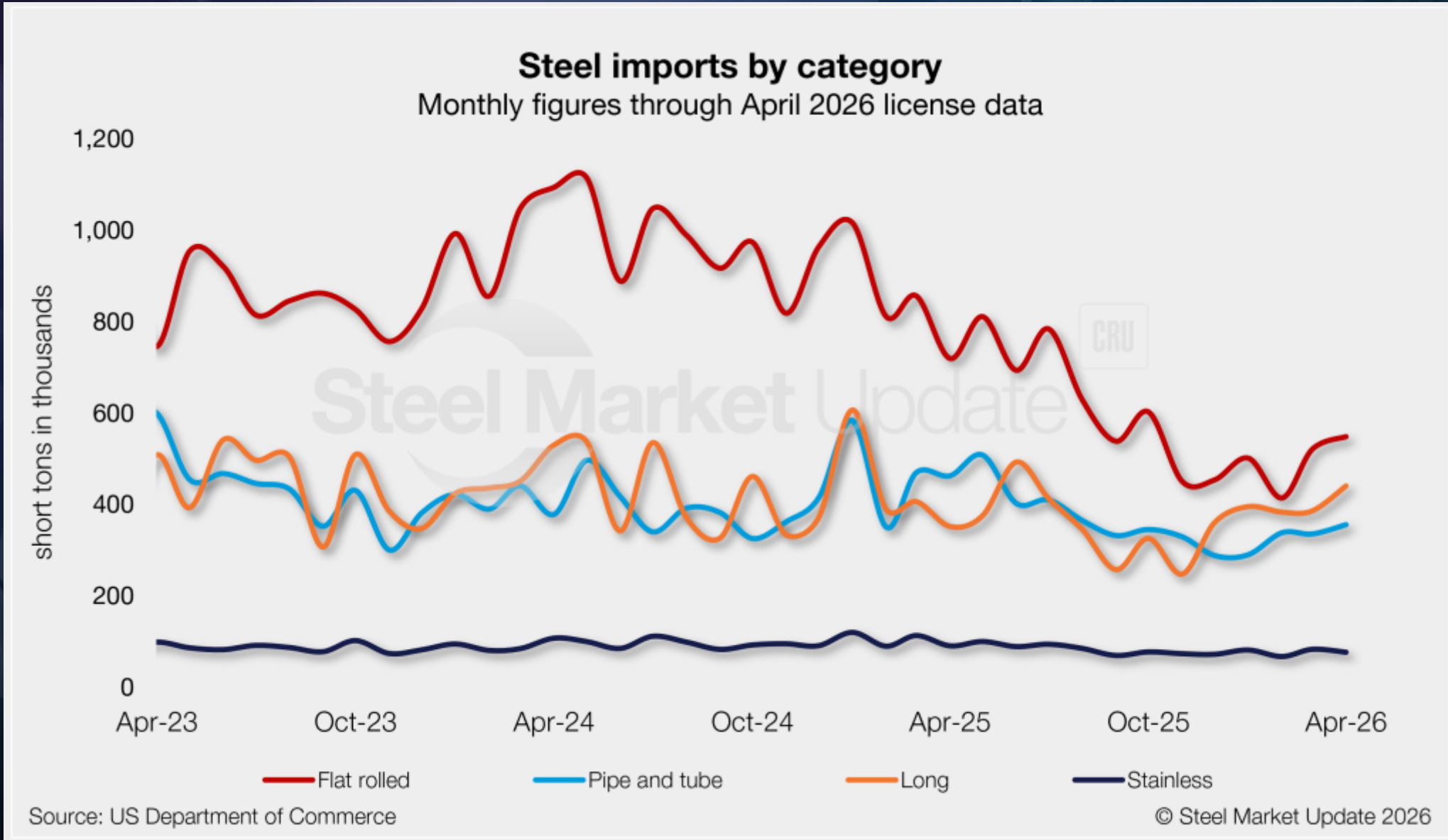
## Total US steel import trend

3MMA through April 2026 license data

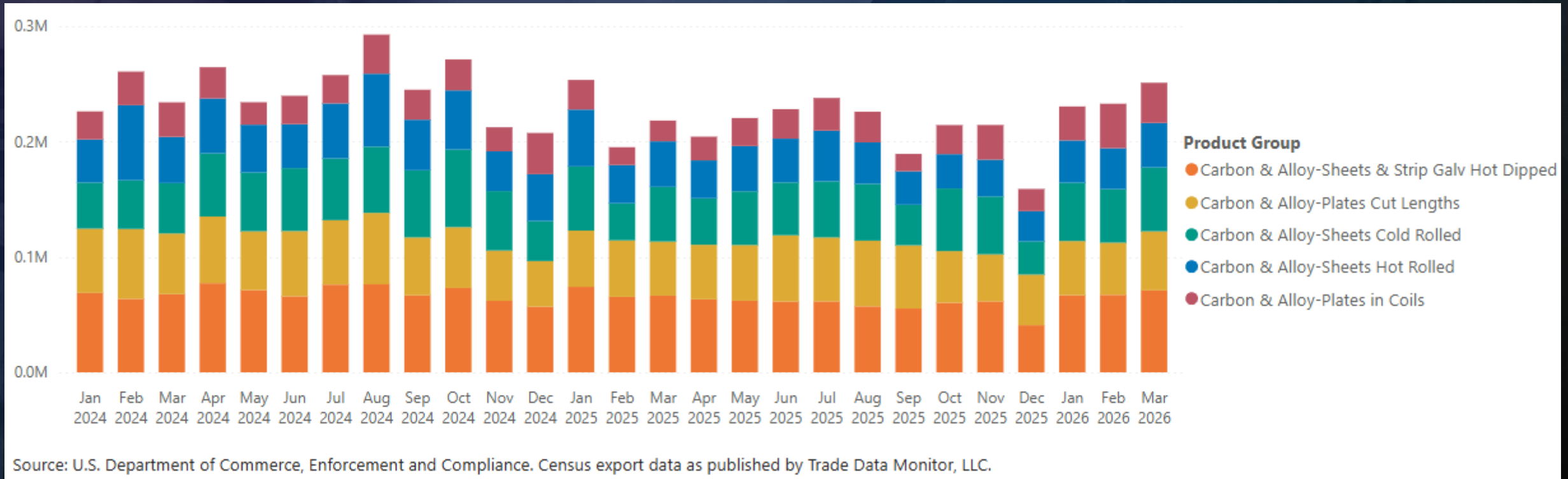


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# Uptick across most finished steel categories



# Exports to Mexico rising





**Anton Posner**  
Mercury Resources

Anton Posner is CEO of Mercury Resources LLC. Mercury Resources provides full supply chain services to the global metals, steel, and industrial commodity markets. Founded in 2016, Mercury Resources has diverse experience providing total solutions to producers, consumers, trading companies, and banks involved in the commodity trade space.

Before joining Mercury Resources, Anton was CEO of CWT Commodities USA, the North American unit of the Singapore-based global logistics and financial services company CWT Limited. Over his career, Anton held positions at supply chain management companies and steamship lines, including sales and marine operations.

# THANKS *for listening*

We're glad you joined!

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