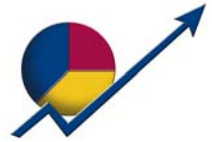


Nonferrous Report



At the request of PMA members and with the endorsement of the PMA Board of Directors, the nonferrous survey has been created to include:

- Cost Recovery
- Shipment Schedules
- Disruption in Business
- Pricing (These prices are typical purchases that companies have made.)

This report compares March 2012 to December 2011. We realize that these prices do not take into account volume, specifications, tolerances, freight and nonferrous resale. However, it provides an average price increase or decrease to compare with prices your company is experiencing.

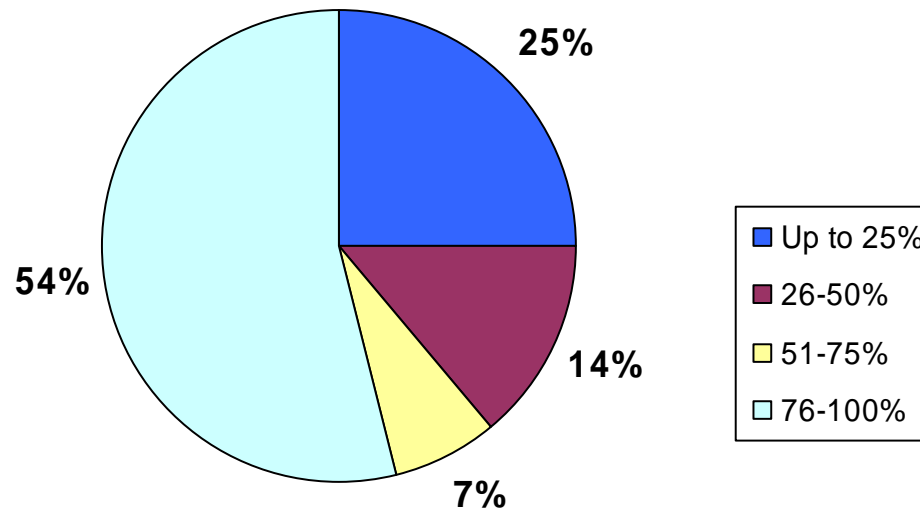
PMA appreciates the commitment and time given by those companies who submitted data, whether it was prices on most of the raw material categories or just one. Participation in next quarter's survey is strongly encouraged to those companies who missed participating this quarter.

Nonferrous Report

Nonferrous Cost Recovery

The majority of the companies (87%) attempted to recover price increases in March by passing them along to their customers. Of those companies, 54% reported they recovered 76-100% of the increase in price of nonferrous materials.

Total Cost



March 2012

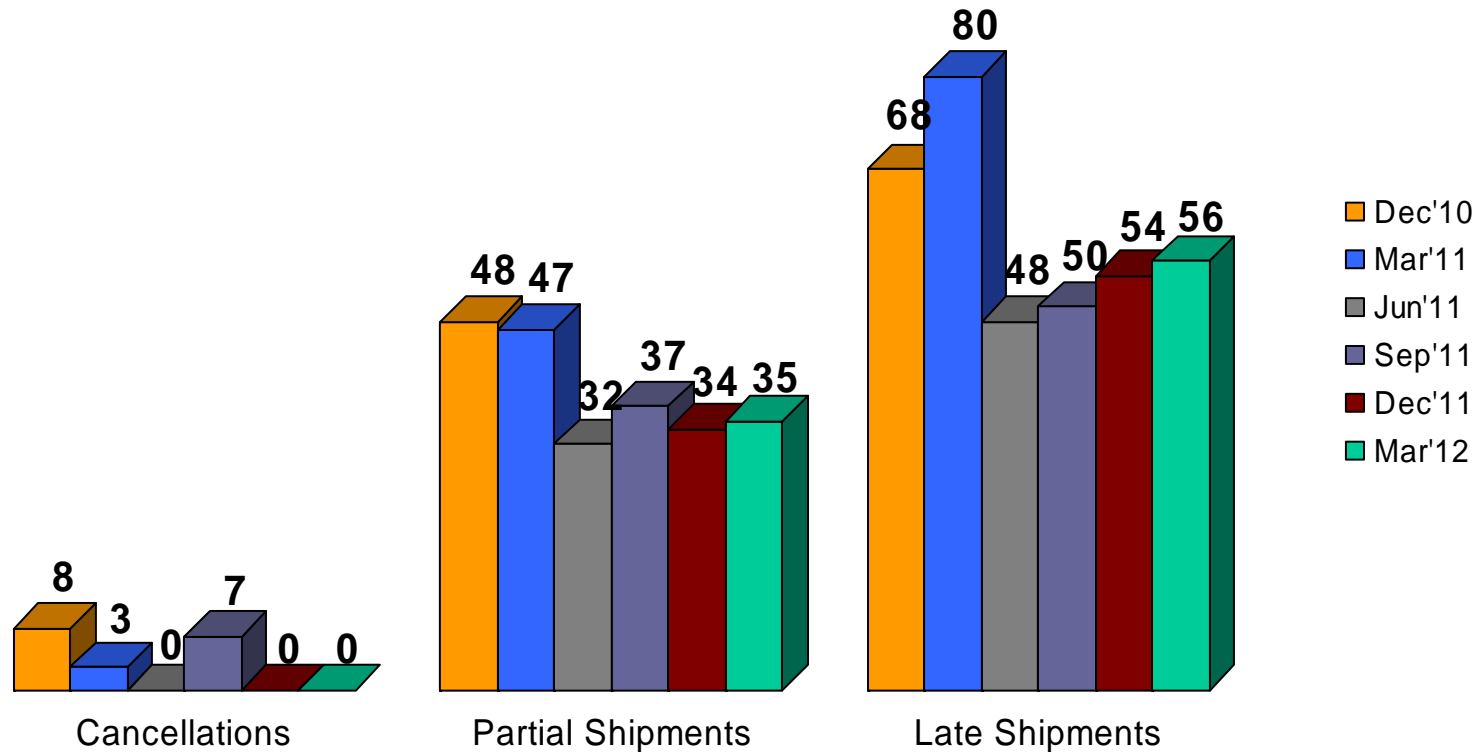
The charts reflect the percentage of companies that have tried to pass along cost increases.



Nonferrous Report

Shipment Schedules

More than half of reporting companies received late shipments in March. Partial shipments were received by 35% and no company reported suppliers canceling its orders.



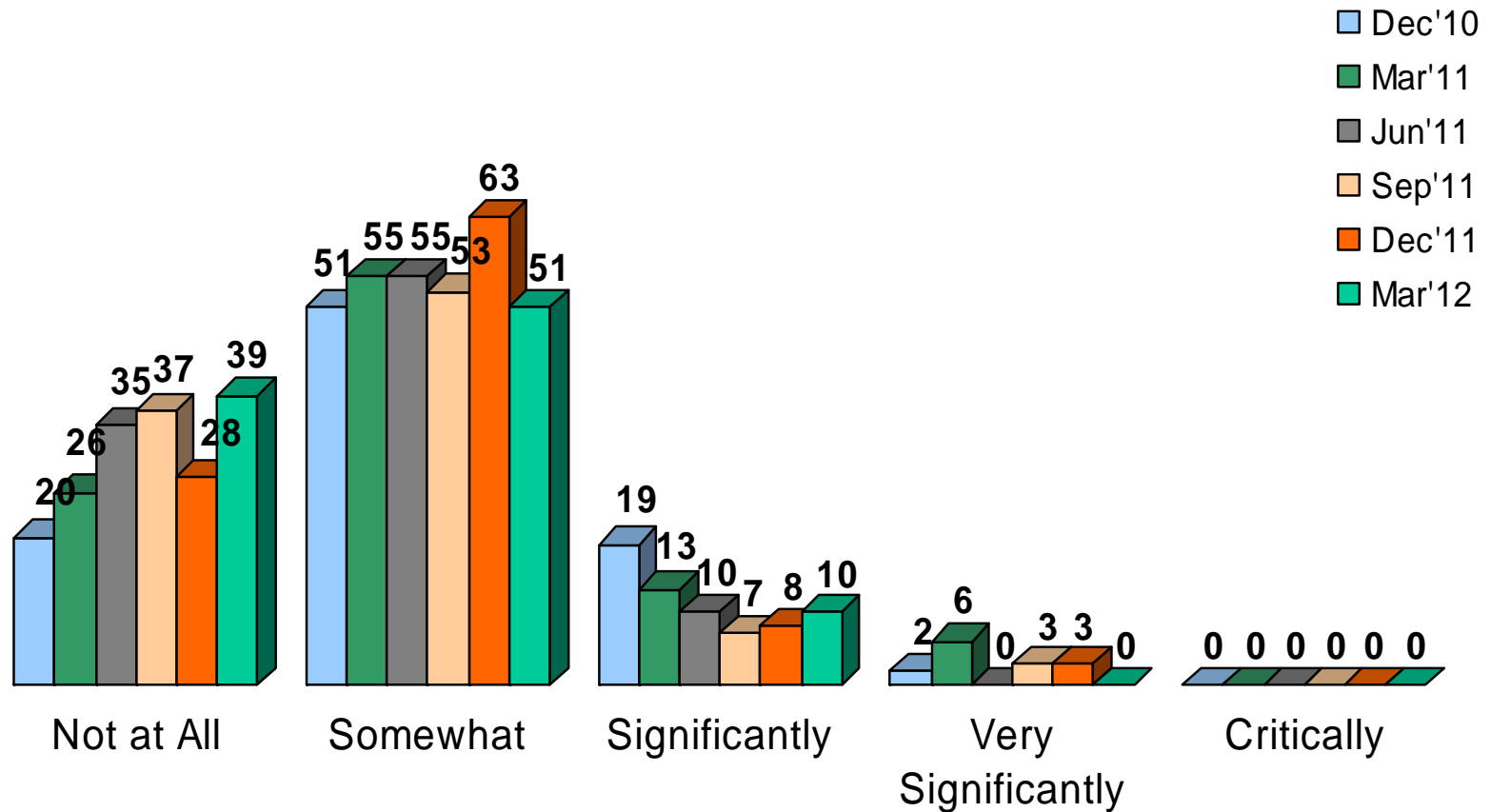
Data Reported in Percentages



Nonferrous Report

Disruption in Business

In March, 61% of reporting companies experienced disruption in their business. Out of these companies, 10% stated that business was significantly to very significantly disrupted and no company expressed that its business is being critically affected.

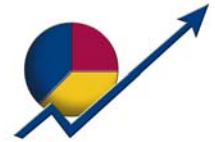


Data Reported in Percentages



Nonferrous Report

March Prices and Lead Times



Material	Total Cost			Lead Time: Number of Days		
	Dec '11 Average	Mar '12 Average	Percentage Difference	Dec '11 Average	Mar '12 Average	Percentage Difference
Heat Treatable:						
Aluminum Coil	2.01	2.19	9%	21	25	18%
Aluminum Sheet	2.29	2.12	-7%	4	17	369%
Non-Heat Treatable:						
Aluminum Coil	2.29	2.26	-1%	36	34	-7%
Aluminum Sheet	1.86	2.42	30%	8	8	0%
Copper:						
CD# 11000	5.07	5.67	12%	25	24	-4%
Beryllium CDA#19000	24.89	21.23	-15%	20	23	17%
Brass:						
CDA# 23000	5.51	5.51	0%	29	24	-17%
CDA# 26000	4.66	5.09	9%	19	21	13%
Bronze:						
Phosphorus CDA#52100	5.48	9.89	80%	41	42	2%
Other:						
Pre-Tinned Alloys	5.11	5.93	16%	49	21	-58%
Pre-Plated Alloys	N/A	N/A	N/A	N/A	N/A	N/A

Participants: 38 Dec'11 and 32 Mar'12

N/A = Not Enough Data Available