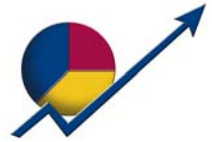


Steel Report



At the request of PMA members and with the endorsement of the PMA Board of Directors, the steel 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 steel resale. However, it provides an average price increase or decrease to compare with prices your company is experiencing.

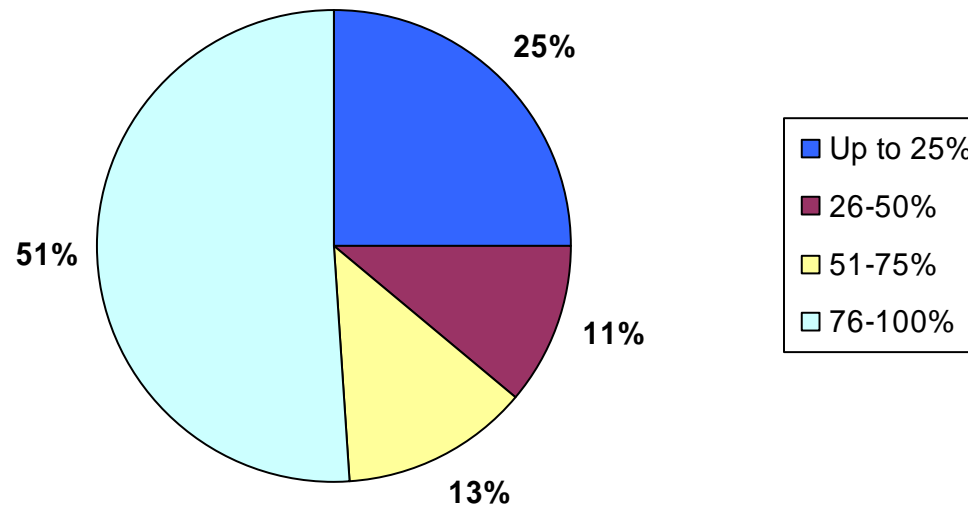
PMA appreciates the commitment and time given by those companies who submitted data, whether it was prices on most of the raw material categories or just one. Participation in next quarter's survey is strongly encouraged to those companies who missed participating this quarter.

Steel Report

Steel Cost Recovery

The majority (80%) of responding companies attempted to recover price increases in March by passing them along to their customers. Of those companies, 51% reported they recovered 76-100% of the increase in price of raw materials.

Total Cost



March 2012

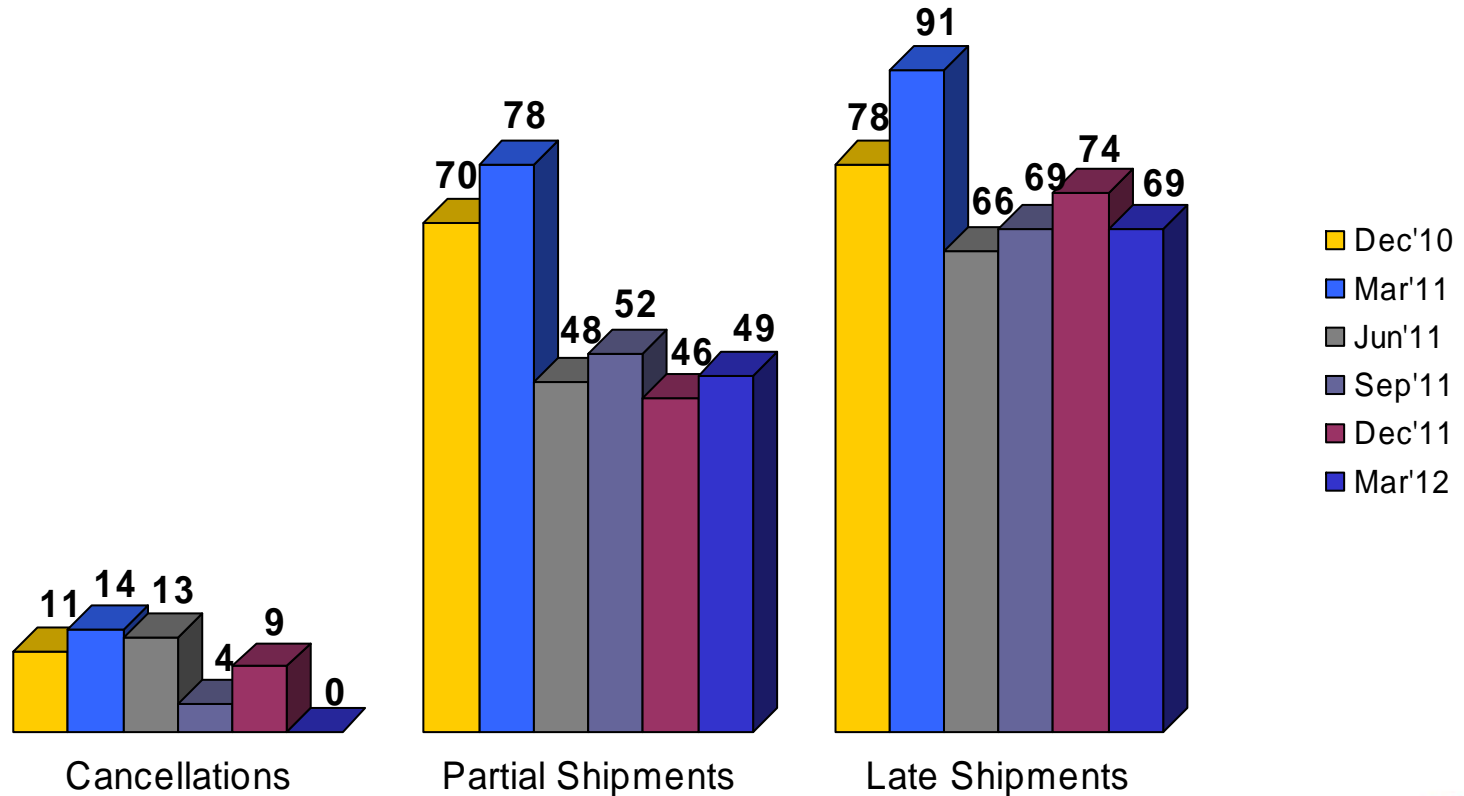
The charts reflect the percentage of companies that have tried to pass along cost increases.



Steel Report

Shipment Schedules

Approximately two-thirds of reporting companies (69%) received late shipments in March. A total of 49% received partial shipments, while no reporting companies experienced suppliers canceling their orders.



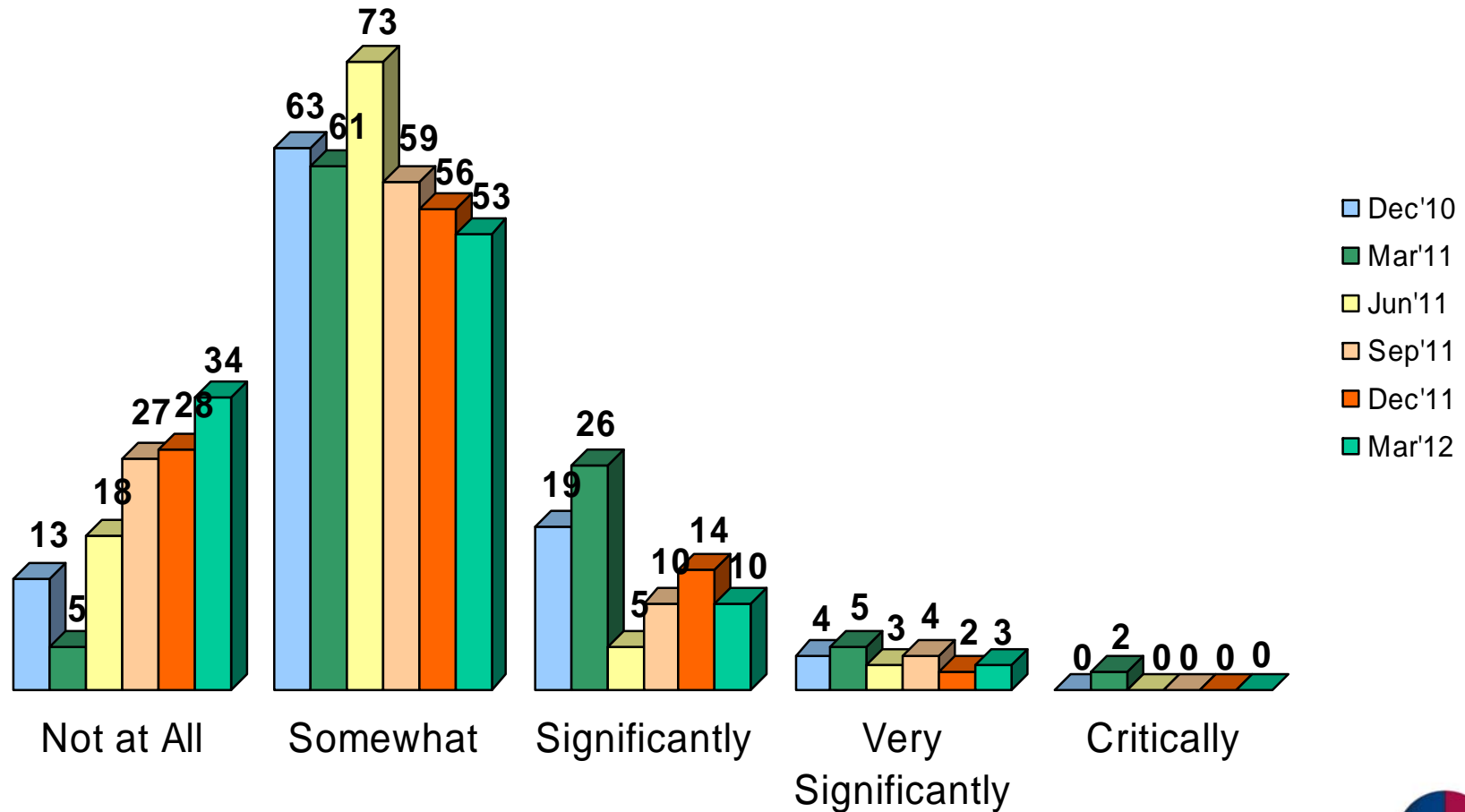
Data Reported in Percentages



Steel Report

Disruption in Business

In March, 66% of reporting companies experienced disruption in their business. Out of these companies, 13% stated that business was significantly to very significantly disrupted and no company expressed that business is being critically affected.

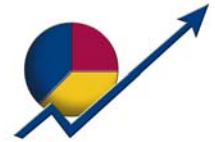


Data Reported in Percentages



Steel Report

March Prices and Lead Times



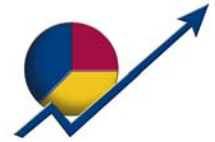
Material	Total Cost			Lead Time: Number of Days		
	Dec '11 Average	Mar '12 Average	Percentage Difference	Dec '11 Average	Mar '12 Average	Percentage Difference
Low Carbon Hot Rolled Coil:						
AKDQ	0.49	0.47	-3%	29	29	0%
CQ	0.43	0.46	6%	21	18	-15%
DQ	0.45	0.47	6%	22	22	0%
HSLA	0.48	0.47	-2%	31	26	-15%
Low Carbon Hot Rolled Sheet:						
AKDQ	0.66	0.55	-17%	28	17	-39%
CQ	0.47	0.44	-6%	17	10	-37%
DQ	0.60	0.59	-2%	19	21	7%
HSLA	0.47	0.50	6%	27	16	-43%
Low Carbon Cold Rolled Coil:						
AKDQ	0.53	0.61	15%	27	25	-6%
CQ	0.51	0.56	10%	21	24	14%
DQ	0.52	0.51	-2%	28	23	-15%
HSLA	0.52	0.51	-2%	38	32	-14%
Low Carbon Cold Rolled Sheet:						
AKDQ	0.63	0.59	-6%	18	18	0%
CQ	0.51	0.50	-1%	11	14	30%
DQ	0.69	0.55	-20%	15	18	19%
HSLA	0.36	0.63	75%	39	39	0%

Participants: 59 Dec'11 and 55 Mar '12



Steel Report

March Prices and Lead Times (cont'd)



Material	Total Cost			Lead Time: Number of Days		
	Dec '11 Average	Mar '12 Average	Percentage Difference	Dec '11 Average	Mar '12 Average	Percentage Difference
Stainless:						
Coil 300 Series	2.43	2.27	-6%	29	32	11%
Coil 400 Series	2.26	1.63	-28%	36	38	4%
Sheet 300 Series	2.07	1.82	-12%	12	12	0%
Sheet 400 Series	2.81	2.05	-27%	28	39	38%
Other Metals:						
High Carbon SAE 1050	0.76	0.79	4%	29	23	-20%
Hot Dipped Galvanized	0.54	0.56	3%	24	21	-13%
Electro Galvanized	0.57	0.71	24%	23	23	0%
Tin Plated/Coated Sheet	0.70	0.71	1%	34	38	11%
Galvannealed	0.53	0.55	5%	21	35	68%
Aluminized	0.61	0.61	0%	34	29	-15%

Participants: 59 Dec'11 and 55 Mar'12