President’s Overview

A year ago when Ian Harding was drafting his departing President’s Overview he noted that the long awaited economic recovery had taken grip and the country was experiencing solid levels of increased economic activity. I think it is fair to say that this growth continues albeit, perhaps in our Members’ experience, at a more moderated rate. However conditions currently provide the opportunities for us as an industry to create solid foundations for future investments and controlled growth, although I note some market segments are performing more strongly than others, for example whilst the automotive industry continues its renaissance both in terms of manufacturing and sales across the European Union other sectors are not enjoying quite so much buoyancy.

In May this year the United Kingdom electorate returned the Conservative Party to a majority government whilst this outcome may not have been originally predicted I do feel that it represents a positive for Business Britain. It does, however, introduce the issue of a referendum on Europe to the agenda and the chastening prospect of a potential exit from the European Union unless concessions can be negotiated in the United Kingdom’s favour. Personally, as a business with interests in Central and East Europe, I would consider an exit from Europe to be a disaster and prejudicial to the United Kingdom’s business potential. As I draft this overview Greece are on the brink of defaulting on their debt obligations and the European Union is in a period of some instability however I do not believe that a Union without Britain at the heart is in our favour.

In our industry the picture globally is moderate, world steel demand continues to grow but at a reduced rate in comparison to recent years, over capacity remains and as domestic demand in China slows there are growing concerns as to the impact of imports to the European market. Behind this raw material prices remain at rock bottom levels with no immediate prospect of recovery and, as a result, steel prices generally remain at low levels. Whilst demand for steel in the United Kingdom remains positive this is not reflected so strongly elsewhere, in fact the EU28 experienced periods of deflation within the past year. Here in the United Kingdom interest rates remain low although gradual increases have to be expected in the medium term, inflation has dropped considerably at present and reports begin to emerge of wage levels returning to relative growth.

Presently in the United Kingdom I believe one of the biggest challenges we face is in the recruitment of skilled professional personnel, particularly with an engineering background. However with unemployment levels generally at such a low level, even recruiting for skilled labour roles is increasingly challenging. I believe it is our responsibility as employers to shoulder part of the effort to reverse this and encourage Members to pursue whatever initiatives are most suitable to their organisation, whether that be from simple school visits, through apprenticeship programs, internal training and right up to university sponsorship schemes. Within my own organisation we have seen real positive results arising from our commitment to apprentices in all areas of the company and I can heartily recommend this approach.

NASS continues to prosper and I am delighted to take this opportunity to thank Peter Corfield, Karen Black and Joy Graham for the effort and commitment they put into running our Association. From the Product Group Meetings, a valuable source of information, through the industry leading Health and Safety initiatives, the Annual Dinner and the more social networking Golf and Race Day events, everything runs smoothly and seamlessly. As Members of the Association I strongly encourage all to participate in the meetings and activities and
grasp the benefits available to you, the greater the participation the greater we will all learn.

As I alluded to in my Address to last year’s Steel Industry Dinner, NASS has been at the forefront of the development of the Industrial Strategy for Metals, I am pleased to inform you that this is now complete and has been presented to the Department for Business, Innovation and Skills and will be the first such strategy to come forward under the new Conservative Government. I thank all those that supported the hard work that was put into this and, personally, in particular Peter Corfield for his efforts.

I am in the middle of my Presidency now and whilst the economy continues to be encouraging I would like to turn my focus within NASS to increasing and diversifying our Membership base. By improving the cross section of our Members I believe we can increase our relevance to all operators in our sectors, in particular businesses who may have considered themselves “not big enough” to be a part of NASS or derive benefit therefrom. Peter Corfield has and will be working hard on this but if Members have any referrals or recommendations then please don’t hesitate to let us know!

Andrew Worley
President, NASS
July 2015
NASS Activities

Director General’s Report

The UK economy enjoyed a strong expansion in 2014, growing by an upwardly revised 2.8%. In 2015 the growth, at 0.3%, was the slowest pace in over two years according to the statistics. However, the numbers do not correlate to construction companies, in particular reporting a very positive start to the year and steel fabricators having lead times in excess of 12 weeks.

In the last five years, the focus within the UK has been on securing economic recovery with stringent austerity measures required to meet this objective. It is hoped that the next five years will focus on a more balanced economy in which both Government and business are investing more in productive capacity to ensure the UK can effectively exploit opportunities for growth. A better, balanced economy will require increased exports which, given the current exchange rate, is seen as a significant challenge, especially in the European marketplace. It is also important to note that Investment, Innovation and an improved Infrastructure and Productivity are essential if wealth creation is to be achieved. At the “heart” of growth aspirations has to be the fortunes of manufacturing SMEs. They have demonstrated in the last five years that they have the resilience to thrive in a challenging and uncertain world. We now need them to continue to build the foundations of a new Industrial Renaissance.

NASS Members continue to provide a pivotal role in the steel supply chain to all UK market sectors. It has been recognised that supply chain activities need to be strengthened and robust if they are to underpin key sectors of the UK economy. The need for increased collaboration and the ability to adapt a more flexible and dynamic approach is paramount to the success of meeting the challenges of responding to change and offering greater customisation. I reported last year that NASS would be participating in developing a Metals Strategy for the UK in conjunction with other Trade Associations within the Metals Forum. NASS took the lead role in the Supply Chain Work-Stream and, together with representatives of other Trade Associations, was able to project the needs of strengthening supply chains as being essential to UK growth and prosperity.

The UK demand for NASS core products in 2014 was in excess of 6 million tonnes, the highest level seen in the last six years, and some 11% above last year. It is hoped that NASS Members will also have enjoyed good activity throughout 2014 which, in most cases will show improvements on 2013 levels.

This situation is highlighted with the Long Products portfolio being 10% above 2013 levels, the strongest performer being Structural Sections. In fact, it is anticipated that UK demand of Structural Sections will eclipse the one million tonne level this year and further growth is anticipated in 2015. Plate and Profiling activity has shown an improvement of circa 7%, with strong growth evident in lighter gauge products. Flat Products volume in 2014 was in line with last year, which is concerning given the market was also strong. The positive sales position of Hot Rolled products has been negated by depressed levels of Hot Dipped Galvanised and Cold Reduced material.

Given the increase in UK demand and activity levels, it is somewhat disappointing to note that revenues have been depressed throughout 2014. Steel suppliers to the UK market in 2014 have reflected the downward “death” spiral of raw material costs in their input prices to steel service centres. This situation has resulted in outsell prices falling throughout 2014 and the likelihood of no improvement in the first half of 2015. So the forecast for the next 12 months is probably “steady as she goes” with continued good activity levels but without the desired reward as revenue opportunities appear to be limited.

So, what of NASS in 2014?
NASS continues to build on its solid foundation and seeks to provide Members with “value for money”. A summary of 2014 is shown below:

- NASS is a Member of the Metals Forum and, together with like-minded Associations, is involved in promoting and
seeking to optimise benefits for our Members. It is also a major channel to influence Government with regular dialogue undertaken with the Department for Business, Innovation & Skills (BIS). Throughout 2014 the Metals Forum has been engaged in developing a Metals Strategy for the UK in conjunction with BIS. NASS has led one of the five Work-streams involved in the process, namely the Supply Chain Activities identified within the Strategy. The Metals Strategy document has been published in draft and discussed with Government. It is intended that the recommendations of the Strategy will be promoted and communicated to Key Industrial Sectors. A UK Metal Council will be established to facilitate on-going discussion and development with Government and Businesses in the UK.

- NASS has continued to hold quarterly meetings with the Bank of England. NASS statistics are seen as a good “barometer” of UK demand and, as such, are an important indicator which the Bank of England’s Monetary Policy Committee include within their quarterly review discussions.

- NASS has held strategic level meetings with the UK Risk Underwriters throughout the year. Communication and understanding of the UK marketplace and, in particular, the Steel Service Centre sector, has been further enhanced as a result of this process. The robust nature of NASS Members and their ability to manage the economic cycle has been reinforced. Participation in the Annual Credit Seminar has also ensured both NASS Members’ and the Risk Underwriters’ awareness of issues facing the sector are discussed.

- The Health & Safety Committee has again produced and provided significant guidance to the Steel Service Centre Sector. In fact, the Health & Safety Executive now consider NASS to be the Lead Authority of Health & Safety guidance within the Steel Service Sector. Meetings are therefore convened to identify and formulate the forward direction of NASS Health & Safety Campaigns with the view to “influencing” all Steel Service Centre activity throughout the UK. During 2014 work on the redrafted “Safe Delivery and Unloading of Steel Products” document has been completed. The HSE has endorsed the document which can be viewed via the following link from the NASS website: Safe Loading and Unloading of Steel Products Update 2014

- The other major activity with the HSE has been the review of HSG246 “Safety in the storage and handling of steel and other metal stock”. This review is nearing completion prior to being subject to the HSE endorsement process. It is anticipated that this document will be the “reference point” for the Inspectorate and Local Authority personnel and will become available in the second half of 2015. In the interim, a summary of the key changes has been made available for NASS Members and can be found on the NASS website: HSG 246 Update 2014

The final point to note on Health & Safety relates to NASS involvement with EUROMETAL. NASS is now seen as the Lead Body in terms of “Enhancing Best Practice” on Health & Safety matters for European Steel Service centres.

- Product Group Meetings are recognised as the cornerstone of NASS activities. The meetings continue to be well attended by Members and have provided networking opportunities for Members to discuss sector issues in a compliant manner. In view of the increased proportion of UK steel demand being sourced by imports, Liaison Meetings are now held quarterly with suppliers to the UK market for the relevant product portfolio. These discussions provide a good interface for both NASS
Members and suppliers to understand the UK marketplace.

- NASS remains a Member of the National Federation of EUROMETAL, which is the representative body of Steel Trade Associations in the European Union. Regular updates on market data, economic forecasts and Business Reports are circulated to Members for information. It has already been mentioned above that NASS will take the lead on Health & Safety activities on behalf of EUROMETAL going forward.

- NASS has seen a resurgence of activities on the uptake of training throughout 2014. The Metallurgy Course, which ran on two occasions, has been completed revamped to provide appropriate information to enable “front line” representatives to deliver customer service to their client base. The Essentials for Inside Sales Course has been re-launched with two courses arranged for 2015. The Health & Safety Passport Plus training for Supervisors was held on two occasions, with repeats in 2015. Information on all Courses for 2015 is available from the NASS website.

Finally, training in the form of awareness of steel production was also undertaken with visits to Tata Steel facilities in Scunthorpe (Long Products) and Port Talbot (Flat Products). These visits are on a limited place basis and once again proved to be very popular with full participation taken on both occasions. It is intended to hold these visits again in 2015 and the dates will be available on the NASS website. NASS wishes to place on record its appreciation and thanks to Tata Steel for providing these awareness training days for NASS Members.

- NASS was delighted to hold a Manufacturing Visit in 2014 with the assistance of GKN Driveline Birmingham Ltd. Participating NASS Members were given a real insight into a world class facility which is successfully involved with supplying automotive components on a global basis. The opportunity for further discussions and visits in the future is also a distinct possibility.

- The “Steel Index” project has now progressed to a point where we have five years of data. NASS is currently discussing with interested parties the opportunity to commercialise this Index which would provide media recognition for NASS in the UK and also generate potential revenue streams going forward. It is hoped this opportunity can be realised in the second half of 2015.

- During 2014 the NASS Website has undergone a series of major changes including access to “Member Only” information through our Alert Colleague function. Members who have signed up to receive alerts will now be notified when updates are posted on Council matters, News, Credit information, Health & Safety and other NASS Events.

The NASS Health & Safety guidance archive has been revised to improve knowledge share and support Members through access to information and guidance. Health and Safety information provided by the HSE for Steel Service Centres is now hosted on the NASS Website and Health and Safety and Logistic Management Presentations have also been incorporated. NASS has invested in educational pages on the website which will host information on how Steel is made, Steel Products and their properties and usage including information which can be used widely and also incorporated into induction training for new employees.

In 2015, NASS will further improve information available on the NASS website. We intend to increase the functionality of the Website through new pages available, links to industry, HSE, CE Marking Association, EUROMETAL and Metals
Forum. In addition, NASS will also highlight industry relevant publications released by NASS Members. Finally, NASS will continue the process of modernising the Steel Products listing and search engine capability for use by Members and outside bodies.

- NASS News updates reflect our involvement with CBI, Black Country Chamber of Commerce and provide an opportunity for Members to update each other with press releases and information about their own businesses.

- The NASS calendar has continued to evolve with a number of successful events held during the year. The Annual Dinner attracted some 360 people and £4,428 was raised for the President’s Charity, the Alzheimer’s Society. The other key networking events, the Golf Day and Race Days, were also well supported and enjoyed by all participating in the proceedings. The programme for 2015 will include the following:
  
  o Annual Credit Seminar
  o Safety & Health Awareness Day
  o Golf Day
  o Race Day
  o Annual Dinner

We hope that our Members consider the above to be very positive and a foundation on which to build further in 2015. NASS is optimistic that the Metals Strategy highlighted above and discussed further elsewhere in this Report will provide enhanced opportunities for Members of NASS in increased sales activity within UK manufacturing.

The major focus for NASS in 2015 is to undertake a Membership drive. I am pleased to report that in the first half of 2015, three new Members have joined the Association and others are in the pipeline.

In conclusion, NASS in 2014 has built on the previous four years’ successes. We look forward to your continued support in 2015 and seek to realise further improvements and benefits for all our Members in the process.

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**Financial Position**

I commented last year that NASS’ financial position at the end of the worst recession in our history was very satisfactory. We have continued in similar but less spectacular vein in 2014.

Total income fell by £22,000 to £209,000, in equal measure from both Membership income and surpluses from events and seminars. Overall, expenditure was in the same as in 2013, although we have now started to accrue for dilapidations costs which may be payable at the end of the office lease in 2019; this increased costs by £5,250 compared with previous years. The lower income and level costs combined to produce a smaller surplus for the year of almost £5,820, which compares with a surplus of £26,981 in 2013.

NASS’ reserves at December 2014 were £200,721, equivalent to almost a year’s total subscription income. This is a very satisfactory financial position.

As noted elsewhere, the Membership initiative is already yielding results and this will produce greater subscription income in the new and future financial years.

Our thanks are due to John Darby for his accountancy support to our association.

**Ian Harding**

Immediate Past President, NASS
Statistics

Global Steel Market
The global steel industry has had an eventful year in 2014 characterised by weakening demand growth, deteriorating capacity utilisation, falling iron ore and steel mill product prices and a surge in Chinese export volumes.

The growth trend continued in 2014 when global demand for steel hit a new record with crude steel production reaching 1665 million tonnes but the growth rate fell to under 1%, the lowest rate since 2009. Demand has grown steadily over the last ten years and excluding the recessionary years of 2008 and 2009 has grown at a typical level of around 8% per year. In November last year the Chinese crude steel production figures were revised so that previously reported levels for 2013 were increased by 43 million tonnes. The implications were that global steel demand increased 6% in 2013 rather than the previously reported 3% and Chinese share of global crude steel production reached 49.9% and set a new record.

In 2014 Asian crude steel production, formerly the main driver of growth and previously dominated by China, increased by just 1% and South Korea became the key growth driver at a level of 8.5%. In contrast to previous years, the mature economies of North America and the EU28 were the strongest performers reporting increased production levels of 1.9% and 1.8% respectively. Elsewhere, there was significant growth in the Middle East region of almost 8%, albeit from a low base.

Market Prices for Raw Materials
The slowing of demand growth for steel occurred at the same time as new iron ore capacity came on stream from projects initiated during the boom years, causing a glut of iron ore with the predictable impact on market prices. Iron ore prices fell steadily during 2014 and at the end of December had deteriorated by 50%. Q1 2015 saw prices fall by a further 26%. Coking coal prices were stable for most of 2014 but have weakened by 10% during Q1 2015. These reductions provided an opportunity for beleaguered steel producers to recover lost margin and improve on poor profitability levels experienced since the recession. Unfortunately, the potential benefit to steel makers has not been fully realised due to poorer capacity utilisation contributing to declining product selling prices.

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EU Steel Market
The EU steel industry remained subdued in 2014. Despite a 1.7% overall increase in crude steel production to 169 million tonnes, this level is 20% below the pre-recession market peak in 2007 when
production output exceeded 210 million tonnes. EU apparent demand fared better with an increase of 5% to 147 million tonnes although still 27% below the 2007 pre-recession peak.

The pattern of EU trade changed in 2014 with higher imports and lower exports. Exports fell by less than 1% but imports increased by 15%. China has been a regular supplier to the EU28 but volume has been fairly modest at around 3.5 million tonnes per year accounting for less than 15% of all imports. Chinese export activity in general became a major issue in 2014 as Chinese steel production increased, despite reports of a significant fall in domestic demand, prompting Chinese producers to look to export markets to fill capacity. Chinese exports of steel mill products grew steadily as the year progressed and by December had increased by 53% compared with the previous year and amounted to 89 million tonnes, more than the combined output of Germany, Italy, Spain and the UK. Export levels in Q4 2014 were the highest on record at over 27 million tonnes. The Chinese government has announced initiatives to curb exports but there is some doubt as to how successful these initiatives will be as Chinese export levels, at almost 25 million tonnes, remained high in Q1 2015.

UK apparent demand for NASS core products followed a similar trend with a year on year growth of 11% but demand in Q1 2015 reached the much higher level of 15% over Q4 and within 1% of Q1 2014. In 2014 demand for Flat Products increased by 12% over the previous year but demand in Q1 2015 although 17% above the previous year was 3% below Q1 2014. Long Products enjoyed a 7% quarterly growth and was 1% above the Q1 2014 level. The automotive sector was very strong in the early part of the year but weakened as the year progressed. The decline in automotive demand has been attributed to model changes and retooling and although the annual production levels were 1.2% above the previous year the underlying position is believed to be much stronger than the data indicates. The construction sector enjoyed a buoyant year at levels reported to be 6% higher than in 2013.

UK Steel Market
The health of the UK economy fed through to improvements in the demand for steel with apparent demand levels 11% higher than in the previous year. Apparent demand reached 10.6 million tonnes the highest level since the 2007 peak. The improving trend began in Q3 2013, continued for 4 consecutive quarters and peaked in Q2 2014. Apparent demand in the second half of 2014 fell by 10% but did not nullify the improvements earlier in the year. Demand levels in Q1 2015 improved by 9% compared with the previous quarter but were 4% below Q1 2014.

UK apparent demand for NASS core products followed a similar trend with a year on year growth of 11% but demand in Q1 2015 reached the much higher level of 15% over Q4 and within 1% of Q1 2014. In 2014 demand for Flat Products increased by 12% over the previous year but demand in Q1 2015 although 17% above the previous year was 3% below Q1 2014. Long Products enjoyed a 7% quarterly growth and was 1% above the Q1 2014 level. The automotive sector was very strong in the early part of the year but weakened as the year progressed. The decline in automotive demand has been attributed to model changes and retooling and although the annual production levels were 1.2% above the previous year the underlying position is believed to be much stronger than the data indicates. The construction sector enjoyed a buoyant year at levels reported to be 6% higher than in 2013.
increased by a meagre 1% whereas imports increased by 20% to 6.4 million tonnes taking import share from 56% to 60%. There was also a swing away from EU28 to ROW supply.

EU28 share of UK imports fell from 73% in 2013 to 67% in 2014 as buyers appeared to become more adventurous and opt for longer supply chains. The most significant change was evident in one product. The UK market was swamped by large shipments of rebar from China which by the end of the year had reached 265kt, 53% of all rebar imports, and secured a market share of 33%. Although rebar is not a stockholder product the experience emphasises the potential threat from Chinese supply on any product.

EU share of imports of NASS core products fell from 73% to 68%. Germany displaced Spain to take top slot with a growth in tonnage of 34%. Belgium remained in second place followed by Spain, down 11% and France at similar tonnage to the previous year. China moved up the rankings from sixth position last year to fifth position in 2014 but with a tonnage growth of 57%. Other countries making substantial gains were Turkey at 46%, Russia at 34%, Sweden at 81%, India at 116% and Iran at 79%.

Exchange rates in 2014 became unfavourable. Sterling strengthened against both the Dollar and the Euro during the first half of the year. Since then the Dollar has recovered and returned to early 2013 levels in Q1 2015. In contrast Sterling continued to strengthen against the Euro and in Q1 2015 was 19% above the early 2013 levels thus making life difficult for UK exporters and making the UK market more attractive to Euro denominated producers. Despite adverse exchange rates, UK exports of steel mill products increased by over 5%. Interestingly, exports peaked in the first half of the year at the point of maximum UK domestic demand then weakened throughout the rest of the year. There was also a switch in the destination of exports later in the year away from EU28 to RoW markets no doubt in response to exchange rates movements. Dispatches to EU28 markets fell by 16% but increased by 10% to RoW destinations.

Outlook
Prospects are less optimistic than at this time last year. Following a marginal increase in output in 2014, global demand for crude steel could well reduce this year as China is forced to confront the issue of falling domestic demand. Although the latest WSA forecast indicates modest global growth, Q1 data confirms that crude steel production fell by almost 2% compared with the previous year and thus supports the view that global demand will fall in 2015.

Chinese exports remain a serious threat to global steel markets. Q1 levels were 42% above Q1 2014 and were 11% above the average quarterly level of 2014. With a reduction in Chinese domestic demand, forecast to be as high as 6%, the Chinese steel industry will be required to cut capacity or increase exports by an estimated additional 45 million tonnes, or 46%. The former option will exert downward pressure on raw material prices but the second option will exert strong downward pressure on steel prices and provoke aggressive protectionist activities from susceptible markets, particularly in USA and EU28 where Chinese activity has been relatively low.

Iron ore prices are unlikely to recover in the short term and with reductions in demand coupled with new capacity about to come on stream, could well fall further. The most pessimistic forecast indicates a level of $35 per tonne unless high cost capacity is removed.
Crude steel capacity utilisation is also unlikely to recover in the short term as Steel Producers globally have been reluctant to make cuts. In addition, emerging countries remain keen to develop a local steel industry further exacerbating an already difficult situation.

Despite a poor start to the year with Q1 apparent demand 4% below the previous year, the UK outlook remains positive. Admittedly, the 2015 GDP forecast has been reduced to 2.5% but both the Construction and Manufacturing sector PMIs remain above the 50% level and both sectors are expected to require more steel in 2015. The Construction sector is particularly buoyant with demand expected to grow by 9% in 2015 as fabricators report long lead times of 16-20 weeks. Despite a poor start to the year with output marginally lower than in Q1 last year, the automotive sector is expected to recover as the year progresses given the high demand for vehicles. In contrast the Oil and Gas sector is likely to remain in the doldrums until the oil price recovers. EU demand is also expected to continue to recover and WSA suggest a growth rate of 2% which may assist UK exporters provided EU sales are still attractive at the prevailing exchange rates.

The strength of Sterling, particularly against the Euro has steadily increased through 2014 and into Q1 2015 and will continue to make life difficult for UK exporters of steel and fabricated steel products which could have an impact on UK demand for steel. The strength of Sterling will also make the UK market attractive to Euro denominated steel producers. At the point of writing it is difficult to identify any factors which would reverse this trend in the short term. On the contrary a Greek exit from the European community could well exert further downward pressure on the Euro.

Despite a strong economy and a healthy demand for steel the UK cannot be immune from the negative external factors previously described. No doubt 2015 will prove to be another challenging and eventful year.

Further data is shown in the Appendices at the end of this Report.
Lobbying & Representation

Metals Forum

The UK’s metal companies are the backbone of the nation’s manufacturing, construction and infrastructure. The enormous value they contribute to the UK is largely hidden. We all recognise the car we drive, or the bridge we cross, or the aeroplane that takes us on holiday. But most of us take for granted the myriad types of metal that are essential to these integral parts of modern life. Taken together, a million jobs are directly or indirectly connected to the UK metals industry which is dominated by small companies, and makes an essential contribution to some £400bn of the UK’s GDP.

UK metals companies have opportunities in front of them but also, undoubtedly, challenges today. These range from the long term trends of the changing composition of the UK economy, to the recent impact of a long and deep economic recession, through to some complex but important areas of policy and regulation.

To many, the metals industry is representative of the industrial history of the UK, and the industry is rightly proud of its heritage. But too often this obscures the substantial contribution it already makes today and how it enables the economy of tomorrow. By looking at themselves and asking hard questions about historical patterns of investment and strategy, and by pressing policy makers in the UK and EU to avoid repeating the mistakes of the past, we can look to a future where metals are recognised as an essential part of a sustainable economy, and the UK can build a metals industry with a bright future.

Metals is not only the recycling sector with the longest heritage, it is the UK’s biggest recycler, reclaiming the 75% metal content from two million End of Life Vehicles, and turning the 60-70% of the material arising under the Waste Electrical and Electronic Equipment Directive into useful remelt-ready raw material; recycling five billion food and beverage cans and pioneering new technologies to separate and recycle non-metallic material too.

Metals Forum is the portal to leading organisations in the metals sector, comprising leading trade bodies and the sector skills council. They represent industries which when combined employ more than 350,000 people in 25,000 businesses spread across the country with a presence in virtually every town and city.

These companies produce goods worth £50 billion, supplying core metals and fabricated products into engineering, construction, automotive, aerospace and other manufacturing sectors.

Through the Forum members gain ready-made access to a wider supply chain perspective on policy, and economic and commercial issues that confront each segment in the sector. They can identify shared issues and common solutions, which in turn enables them to promote their members’ strategic and practical interests more effectively.

In particular, the Metals Forum is currently focussing on issues relating to:

- Developing an Industrial Strategy for Metals
- Health & Safety
- Training / Skills Development
- Carbon Floor Pricing
- Climate Change
- Involvement with BIS
- Packaging Waste
- Metals Theft
The Forum has been recognised by the Department of Business Innovation and Skills (BIS) for a number of years as the umbrella organisation that Government see playing an increasingly important role in representing Metals Industry views.

This situation has been taken further in 2014 with the development of an Industrial Strategy for the Metals Sector with NASS playing a major role.

Metals are at the heart of the British economy and essential for manufacturing industry. The UK has ambitious plans, not only to develop new generations of world leading products such as cars and aircraft, but also to build new infrastructure in the form of nuclear power stations and high-speed railways. Without metals those plans will not be realised, and without a strong UK metals industry large amounts of value from these plans will be lost to the UK.

The Industrial Strategy for Metals identifies a number of priorities and actions to enhance growth and support the wider UK economy. The UK metals industry seeks to work in close partnership with the Government and other industry groups to realise this long term value and opportunity for the UK.

Recognising this potential, but also the challenges, the UK’s metal industry has come together in a common purpose, joining different metals and process routes, across the full spectrum of the supply chain, from primary manufacturing to recycling. Over 70 individuals, including many senior leaders, from over 50 metals companies and associated organisations, have worked together to forge a single vision for the future development of this vital industry.

Although the industry is so diverse, three core themes have emerged from an intensive programme of working groups and review:

1. Ensuring that the UK captures the most value it can from its manufacturing, construction and infrastructure supply chains
2. Improving the connectivity of the metals industry to the critical ingredients for long term success, such as skills and innovation, especially for the industry’s many smaller companies.
3. Ensuring the UK metals industry is recognised as being at the heart of a future UK circular economy.

Taken together, action under these three overarching themes should revitalise the UK metals industry. It will create sustainable companies ready to deliver metals and metal products to more demanding specifications that UK manufacturing is going to rely on. This will enable companies to compete with the best in the world in the long term.

Bringing the industry together under a single voice and working in partnership with the Government and other key industrial sectors holds out the potential that this contribution can not only be maintained but grown substantially.

The vision of the Industrial Strategy for Metals is that by 2030, the UK metals industry will, once more, be the principal supplier of high quality, competitively prices metals and metal products to the UK’s leading manufacturers and infrastructure providers and a leading global exporter.
The UK metals industry will also bring to bear its extensive experience to increase innovation and competitiveness, particularly in the very large community of smaller companies. The industry will grow its share of demand from leading industrial sectors and infrastructure providers by at least 50%, in line with their local sourcing aspirations and thereby grow faster than the economy as a whole.

As a result, the UK metals industry aims to increase its Gross Value Added (GVA) by 50% by 2030, equivalent to some £5.3bn per annum in 2013 values.

The UK metals industry will:

- Engage closely and positively with established industry strategy groups.
- Secure and enhance supply chain integration to maximise sustainable benefit to manufacturers and the UK economy.
- Work with Government to ensure that regulation supports long-term economic sustainability as well as environmental responsibility.
- Underpin all of these by continuing to develop high quality innovation and skills and by leading the way in resource efficiency.

Achieving these aims means that UK metal companies of all sizes will be able to invest with confidence in their products, processes and people, making them the employers of choice for the engineers and professionals of tomorrow.

To deliver the key points of the Strategy will involve the creation of a UK Metals Council. The Trade Associations of the Metals Forum, including NASS, are remitted to provide support, in terms of personnel, facilities and guidance as required. Given the importance of enhancing supply chain activities is a fundamental and significant factor for growth opportunities for NASS Member revenues, this is the likely Work-Stream that will involve NASS representation in the Strategy exercise.

The Metals Forum has produced a publication “The Metals Circle” which looks at the myriad of different roles that metals play in our daily lives and the contributions they make to our shared quality of life. This can be downloaded from the NASS Website, www.nass.org.uk

**Bank of England**

NASS meets on a quarterly basis with the Bank of England’s regional Agent for the West Midlands, one of twelve Agencies based around the UK. The primary role of the Agencies is to act as the “eyes and ears” of the Monetary Policy Committee (MPC).

These discussions cover a range of issues from activity, employment, labour and non-labour costs, pricing and credit conditions - help provide the Agency with key intelligence on the economy. The intelligence provided is used by the MPC to help form a view on the likely path of the economy and inflation. This in turn provides the context to monetary policy and decisions around Bank rate and other unconventional instruments such as quantitative easing and the Funding for Lending Scheme.

In addition to the quarterly liaison meetings, NASS also receives on a monthly basis a summary of findings across the UK in relation to Business Conditions. Again, the information gathered and collected is utilised by the Bank of England’s MPC in assessing current economic conditions. A copy of this publication can be found at http://www.bankofengland.co.uk/publications/Pages/agentssummary/default.aspx

Typically the report covers demand, investment output, credit conditions, employment, capacity utilisation and costs and margins. Some of the graphs shown are seen below:
In addition to the above, the Bank of England Agents also review profit margins with a view to understanding likely inflation pressure considerations and also it gives a “health check” on sustainability of profitability. Examples of the charts are shown below:
The regular liaison and information received from the Agents provides NASS Members with valuable information which is not only steel related but does give a broader view of the UK economy.

NASS hopes that Members find this a useful source of information and utilise the date in their own business discussions.

Confederation of British Industry

NASS is proud to be a Member of the CBI, the Voice of Business, and totally supports the quest to champion British manufacturing and making Britain the place to work and invest.

The UK needs a stronger economy built on firmer foundations, with trade and investment playing a much greater role. Manufacturing alone cannot deliver all of this, but it can make a significant contribution to a more balanced economy.

At the same time, businesses must have the confidence that a cross-government approach will deliver on its commitments with a constant focus on growth. The UK needs a clear strategy and vision which signals a long term objective of support and encouragement for manufacturers to innovate and create wealth and employment. In reality, Government has to recognise that this aspiration is equally as important and requires a higher profile, just as the tackling of fiscal deficit is being pursued.

It is essential therefore that maintaining momentum on Industrial Strategy is crucial to securing prosperity through private sector growth and positioning UK businesses for long term success in the global economy. This will require moving faster and further to improve the competitiveness of the overall business environment and taking necessary action to build stronger supply chains that underpin all sectors. In particular there needs to be a focussed approach to understanding how supply chains generate, identify and target weaknesses and reinforce strength. There are existing initiatives in place which need highlighting and promoting to support supply chain development and encouraging and incentivising supply chain collaboration.

In 2014, the CBI’s industrial strategy project moved to focus on the vital need to strengthen the UK’s manufacturing supply chain. Called “Pulling Together” http://www.cbi.org.uk/media/3576042/cbi_supply_chain_report.pdf, this report argued that boosting the UK’s ability to offer greater innovation, quality and service than our global competitors could unlock a significant opportunity to drive supply chain growth, potentially worth up to £30 billion and 500,000 jobs by 2025. It also highlights that there is a sense of optimism around British manufacturing these days. According to the CBI’s own Industrial Trends Survey, confidence in the
sector is rising at its fastest rate since the seventies, order books are filling up and investment intentions increasing. The industrial strategy that businesses had been yearning for is also taking hold, and with it, the expectation of a consistent policy framework and stronger partnership between businesses and Government.

Business sentiment is also strong, but to convert this optimism into visible growth we need to ensure the foundations of our industrial base are up to the challenge: we need stronger supply chains to realise a true resurgence in manufacturing that filters down to firms of all sizes and touches all regions of the UK. Without a plan to raise the capacity of our supply chains, the industrial recovery will be diluted.

The CBI mission remains the creating and sustaining of conditions in which UK businesses can compete effectively and prosper for the benefit of everyone. The principal role in supporting this will be the lobbying and influencing of all concerned to which NASS would wholly subscribe.

NASS welcomes the CBI focus on medium sized businesses (MSBs) which make a vital contribution to economic wellbeing, creating jobs and prosperity in all regions of the UK. They also provide NASS Members with the best opportunity to grow sales revenue. In fact, while the UK has some phenomenally successful mid-sized firms, which dominate the global market in their field, far too many others are barely growing at all. Contrast this with the picture in Germany, where Mittelstand firms are heralded as the engine of the economy, responsible for a great deal of the country’s exporting prowess.

If the UK can create the conditions that have enabled MSBs in other countries to flourish, the CBI believe this would enable them to play a vital role in transforming UK economic growth over the next 10 years, contributing as much as £50bn to the economy by 2020, and creating job opportunities across all regions of the UK.

The key to unlocking this opportunity will be inspiring owners and managers of all mid-sized firms to strive for growth, to give them the right skills to scale up their business, and to make sure they have access to long-term growth capital to fund their expansion.

In the short term, the CBI has produced its document “Best Foot Forward” http://news.cbi.org.uk/index.cfm?LinkServID=742566CA-E129-4C7A-BADB3EAC2CB7B960 This campaign addresses the first 100 days of government and provides a view of where focus is required by the Government elected in May 2015 to create long term prosperity and have the effect of increasing investment and opportunity for all in the UK. A copy of this document can be downloaded by using the link above, or directly from the NASS website.

NASS involvement with the CBI continues to provide other notable benefits which, hopefully, Members recognise and gives them an insight of both business and political intelligence on a regular basis. In particular, the provision of market leading economic surveys and forecasts, lobbying and campaign reports, and the proposed policy plans relating to private sector growth do, we feel, enable Members to gain a perspective outside the “steel world” and provide valuable information concerning confidence to invest and which sectors can provide best potential returns.

NASS Members supply all major manufacturing sectors because steel is seen as the material with
sustainability in the long run. The activities of NASS Members are therefore a barometer of British manufacturing and output. Through our efficient supply chain dynamics NASS Members ensure that every opportunity is taken for Britain to remain a major force in manufacturing on a global basis.

NASS and all Members of the CBI need to help build a positive new image for manufacturing in the UK which reflects the dynamism of the sector.

**Steel Market Outlook**

Members of NASS are invited to attend the bi-annual meetings of the UK / EEF Steel Market Outlook Group. These meetings provide up to date forecasting information on the major steel consuming sectors, namely Construction, Automotive, Engineering and also a forward view of UK manufacturing. These sessions also provide delegates with the latest economic data and information with representatives of The Confederation of British Industry, and sometimes The Treasury, presenting to the forum.

Invitation to these meetings is co-ordinated by the NASS office to ensure the NASS delegates are truly representative of our Membership. All major steel service centres and businesses involved with the steel sector consider these meetings as the best source of market and economic data which is incorporated into their budget assumptions for their financial forecasting process.

Members who have not attended these sessions have missed significant opportunities in the past and the NASS office would suggest that they take note when the next meeting takes place in the second half of 2015. Some examples of the output from the Meeting in October 2014 are reproduced here:-
Despite downturn: few plant closures, limited capacity cutbacks, and mostly expansion...

- 

- Small 2013 growth reflects Mini & Qashqai sales losses, and JCB not Honda

Major boost from 2015+ new JLR models

Key risks: pressure on margins + supply chain disruptions + market slowdowns, especially in Europe

- Renault - Honda

- Aston Martin: aiming for 16k pa

- Okita: expanding to 16k pa in next 18 months

- SEAT: doubling production to 25k pa

- Tata: centralised engine production at Burslem, Staffordshire

- Ford: opening new plant in Northampton

- Peugeot: opening new factory in Spain

- SMMT: 32% drop in orders in 2012/13

- JLR: using c550m in new and existing supplies across UK, globalising 6,000 jobs

- New supplier parks being built in Sunderland & Nissan

- Major international firms: investing in UK, including: Tata, Ford, PS, Peel, and Lamborghini

- Rising UK production means significant potential for UK suppliers to win new business
In summary ...

- Sales and production recovery are to be under way across Europe
- But economic situation in France, Italy and Spain remains a worry, despite sales recovery in Spain. German economy also slowing.
- Can sub-10% annual growth in UK, Germany and other major market sustain European production & exports figures?

- Despite uncertainty, we believe substantial business potential in UK for supplier to VHI's and engine plants:
  - Rising vehicle production at Ss, Mi and Nissan, plus GM from 2015
  - Expansion in engine production at JLR, Ford, and even Bentley
- Further re-structuring and capacity outlooks likely, but when?
  - Every strength of European car brands, and reflecting export of German, US American brand should not be underestimated. ISI agencies will learn to adapt as brands reflect the trend of strong shares...
  - US market, now and likely well into 2016, much more than launched by positive share multitudes...

Ian Harvey, Autocar analysts
ian@autocar.co.uk Oct 2014

Recovery in Warehouses?

- Nadir of market in 2013, 62% below peak
- Economic recovery and consumption to drive growth in medium-term
- Long-term boost from rise in internet shopping

London to Drive Offices Market

- Some large projects in London to drive growth near-term
- Medium-term: high demand in cities outside London to drive building activity

Factories Expansion

- Near-term growth constrained by lack of projects
- Rise in domestic demand offset by poor Eurozone growth
- Growth of 6.0% from 2015

Recovery in Roads Construction

- Growth in 2013 after 49% fall in last two years
- Highways Agency and local authority capital expenditure to rise from 2013/14
- Boost from HA independence after hiatus 2016

Key Risks to Construction

- **Upside:** faster than expected economic growth? Greater private investment in construction?
- **Downside:** impact of interest rate rises? Delays in starting energy and infrastructure projects? Greater mortgage lending constraints? Supply constraints? Eurozone economies?
Product Groups

NASS’ Product Groups provide the opportunity to make the most of NASS Membership. The meetings arranged for the Groups continue to be the principal forum for Members to come together to exchange information, share experiences and knowledge, assess the current trends in the market place, and meet with producers to hear their views on the outlook going forward.

Long Products Group

The attendance at the Group’s quarterly meetings comprises most of the UK’s largest long products and general steels service centres together with active representation from many medium-sized and smaller service centres. Networking opportunities are many at such meetings.

The regular presentation of global, European and UK steel production and consumption data by ISSB has again proved to be invaluable to all who attend Group meetings. This data, alongside the aggregated data which NASS contributors receive monthly direct from ISSB, provides much of the market background data upon which better decision-making is being based. This data collection and dissemination service for NASS members was initiated four years ago; since then members have been able to understand more graphically the trends and cycles within the three key product areas – merchant bar, heavy sections, hollow sections.

Four Group meetings were held during the year, each one followed by a Liaison Meeting with Producers and/or Steel Traders. September’s meeting was kindly hosted at ASD’s headquarters in Leeds and offered an opportunity for NASS members in northern England to attend without having to commit to a full day away from their businesses. Unfortunately, the response to this initiative was not as enthusiastic as Peter and I had hoped, but we hope to locate a Group meeting again in the same region in 2016.

In addition to the quarterly Product Group meetings, a liaison meeting was held with the International Steel Trade Association. As always, members of both NASS and ISTA derived great benefit from the discussions which took place at this meeting; again, discussions often highlight forthcoming trends and cycles in international steel trading, as well as formally recording and debating recent trading highlights.

Last year I reported that the second half of 2013 had seen a long-overdue upturn in demand for long products. I’m pleased to report that this trend has continued throughout 2014 and into 2015. NASS members reported volumes in 2014 for merchant bar, heavy sections and SHS up 3.8%, 13.2% and 7.9% respectively. Long products in total were 10.4% up on 2013.

Continuing this very positive trend, in the 5 months to May 2015, total long products sales volumes were up 7.7% on the same period last year; it is also pleasing to report that all three product areas have shown growth, with heavy sections again the ‘star’ product sector.

Whilst demand for our products has therefore been acceptable, margins have generally come under relentless competitive pressure, mainly due to plentiful market supplies, falling scrap, coal and iron ore prices, a stronger pound and aggressive stockholder pricing. As a growing economy, in marked contrast to many of its European neighbours, the UK has been a magnet for steel shipments from many EU producers.
Demonstrating NASS members’ time-honoured tradition of adapting to changes in market dynamics, members are increasingly investing in value-added activities to generate the sales growth and gross margins needed to sustain and develop their businesses.

Of great concern in recent months has been the discord in our industry over the claim that certain Chinese steel products do not conform to EU and UK quality standards. The issue has now reached UK government level but there remains much more work to be done by standards authorities before a definitive resolution is put in place. Peter Corfield and NASS members have been actively involved in the debate in order to ensure that our members are appraised of the issues and kept fully informed of developments. We will continue to do so.

Flat Products Group

The Flat Products Group Meetings, as always, were very well attended through 2014/15. The regular statistical information from ISSB at each of the meetings, presents Members with a detailed insight of the Global and UK steel market and the influences that can affect us all. 2014 was a year of continuous improving conditions and stable / higher demand.

At our meetings Members review trends of stock, demand and imports, by product, and improved conditions continued to build throughout the year. Early 2015, though, has become difficult again as over supply, over capacity and reduced raw material costs cause price weakness and a loss of confidence. Activity levels remained relatively stable throughout the period. The understanding of market demand is essential as new capacity has been bought on-stream, new entrants have appeared and import supply continues to represent in excess of 50% of all NASS Flat core products.

To complement the above, and based on Members’ returns, the NASS data provides Members with a good insight of trend activities. An example of the charts is shown below:

The regular opportunity to discuss, in a compliant manner, market stock levels, import influences and demand levels can do nothing but benefit the Membership and protect the interests of their customers. A very important addition to the
product group meetings is the opportunity to discuss with the home producer, European producers and the steel trader association, ISTA, this proves highly beneficial and endorses the value and importance of NASS Membership.

Bob Law (ArcelorMittal FCE UK)
Group Chairman & former President of NASS

Plate & Profiling Group
The meetings held in the past 12 months have been well attended, and the meetings with suppliers have also provided us with a useful liaison with the supply base for NASS Members. The inclusion of suppliers of imported sources has proved to be most beneficial.

The information presented by Richard White of ISSB continues to be the focal point of each meeting, with everyone attending gaining an insight of the latest statistics relating to steel on a Global, European and UK basis. It also enables Members to view plate supply and demand in the UK marketplace on a regular basis. In addition, the updates on raw material input pricing and other key economic factors ensures Members have a balanced view of business sentiment, together with some factual data on which to make decisions for their companies.

To complement the above, and based on Members’ returns, the NASS data gives Members a good indication of trend activities. An example of the charts produced is here:

The information available at the meetings has, I believe, enabled Members to view their own position in relation to the marketplace and also the amalgamated NASS numbers provide a “live” benchmark for decision making purposes. This has certainly been the situation in relation to control of working capital and removal of the concept of “fire sales” behaviour evident in the past before the data was available.

The year ahead promises to be similar to that experienced by Members of the Product Group in 2014. Activity levels, whilst acceptable, do indicate processing orders involve smaller “item weights” and response times have been on the increase. It is our intention to provide more focus on processing activities in our meetings going forward. The involvement of guest speakers to present on topics of mutual interest to Members present will facilitate the sharing and learning of knowledge of processes.

Finally, may I take this opportunity to thank both Members and suppliers for their participation at the meetings during the last 12 months. I do hope, like myself, that you have found significant benefit from attending.

John Brierley
Group Chairman & former President of NASS
EUROMETAL/National Federation

NASS is a member federation of the National Federation of EUROMETAL. Whilst the majority of NASS Members activities are clearly focussed on the UK, NASS provides Members with data and information on European perspectives for comparison purposes. The Association is represented at EUROMETAL/Nat. Fed by the NASS Director General.

EUROMETAL strategy is to be a partner to all Steel Stakeholders as the Voice of EU Steel Distribution & Steel Trading, eventually develop with the Upstream and Downstream Industry Bodies a shared vision of EU Steel Markets.

Mission Statement:
- Defend and promote the interests of Steel Trade & Steel, Metals and Tube Distribution in World Steel Markets
- Position Steel Trading & Steel Distribution as major stakeholders in World Steel Markets
- Provide a Network Forum to all stakeholders of steel Trade & Steel, Metals and Tube Distribution
- Inform on major issues for Steel Trading and Steel Distribution
- Develop appropriate Market Monitoring Tools adapted to the specific needs of EUROMETAL Member Associations
- Represent Steel intermediation in all circumstances

EUROMETAL objectives are:
- To represent and promote the interests of EUROMETAL Member Associations in a professional organisation lobbying with all Distribution Stakeholders
- Provide platforms to assess economic trends, business environment, logistics and structural changes with specific focus on Steel Intermediation
- Develop and enhance corresponding monitoring tools to assess commercial cycles and trends as well as KPI’s
- Be an attractive partner for all Steel Distribution Associations, Companies, Groups and Steel Traders

Since the introduction of National Federation was included within the EUROMETAL structure, discussions have taken place regarding the way forward for the Federation and National Associations. It appears that similar challenges and issues are having to be addressed and therefore a call for closer co-operation and utilising combined resources to provide members with services/benefits is being considered. NASS is delighted to inform Members that the Association has taken on the lead role on enhancing Health & Safety best practice within EUROMETAL. Given the high profile of Health & Safety within the NASS structure, this will give us the opportunity to share and learn with other member associations in a very positive manner.

In the National Federation meeting held in April this year, the following challenges and questions were raised for discussion:

- Imperative necessity to produce market monitored reports by national markets
- Why are companies leaving or refusing to adhere to National Federations: The Key Question!
  - Missing Dynamics?
  - Missing Compliance Guidelines?
  - Missing Financial Resources: No Money = No Service?
  - Missing New Media Culture?
  - Conservative Management?
- Sharing and pooling service offer between National Federations is a must to survive
- Enlarging the scope of membership in National Federations is a clear option
- EUROMETAL and National Federations adapting to changing member expectations: a common concern

To enhance EUROMETAL and National Federation visibility in the opinion market as well as to improve attractivity for steel distribution and steel service centres, the following points were noted regarding the forward direction for both
EUROMETAL/National Federation and national associations

- A National Federation coordination meeting will be held with member federations sharing and learning on key topics, namely, Market Monitoring, Health & Safety, Eurocodes and Norms, General sales conditions and legal/compliance issues. It is hoped that the sharing of best practice in all fields of distribution will be facilitated by “pooling” the managerial skills/knowledge of EUROMETAL/National Federation membership. Furthermore, the long term survival of Federations can only be assessed if federations are able to achieve better service to members at lower costs. This implies more focus on sharing of resource will be essential to achieve this objective.

In graphical terms the forward direction may appear as below:

With this in mind, five priority action fields have been identified to create better visibility and attractivity for member companies.

- Steel distribution market monitoring. National Federations and EUROMETAL are the only ones covering steel distribution in EU. This is a highly valued service for stakeholders.
- Benchmarks about steel distribution. Benchmarks are a vast field of new potential service offer. National Federations and EUROMETAL database are key to explore new developments in this area.
- Updating Compliance Rules. Compliance rules of Federations have to be updated to latest accepted standards in this field.
- Conferences and Meetings. Public conferences and internal meetings have to be re-evaluated in the light of content, addressees, format, member anticipations, resources & funding.
- Lobbying. How to better position steel distribution & SSC business in regard of all stakeholders: EC authorities, National authorities, financial institutes, credit insurances, suppliers, customers, etc.

In general, there is a recognition that there is a need to increase the level of efficiency and services offered by EUROMETAL/National Federation. The added value provided has to meet perceptions of members and provide a stimulus of Best Practice guidance for members’ consideration. The optimising of the National Federation “offering” will require clear focus on key priorities for the future with simplification and value creation paramount.

NASS will continue to circulate data and information from the market monitoring systems of the National Federation. The focus will be on reporting/comparing National Markets, Outlook on Economies and long products and also presentations made at EUROMETAL/National Federation meetings. Examples of recent events included:
Credit Insurance
Credit insurance is unlike other forms of insurance; the levels of cover can vary dramatically, the timescale of change can be very short and the importance of communication has never been more important.

It is against this background that NASS continues to promote a number of credit related activities. These are normally in the form of a now well established Annual Credit Seminar and a number of liaison meetings with senior members of Risk Underwriters within the UK who are also Associate Members of NASS.

This year’s Credit Seminar held in May 2015 provided those attending with an overview of the issues within the Steel Service Sector and, in particular, highlighted the ever-growing threat of Fraud, and four Hot Topics put forward by the Risk Underwriters for an in-depth discussion.

The Hot Topics session was of particular interest to everyone present and a full debate took place on each of the four points, with all major decision makers from the Risk Underwriting sector being present to answer Members’ questions and inform current views/understandings of issues facing the steel sector.

The key messages to take away were as follows:-

- **Frequent and open dialogue with all stakeholders remains key.** The selling and purchasing dynamics of stockholders are constantly evolving and it is important that the credit insurers are kept up to date on these key drivers so that they can provide support as and where necessary. The provision of information remains at the heart of this process and, whilst sometimes sensitive, it forms the cornerstone of the insurer’s decision-making process. With this in mind, the supply of management information in relation to selling or purchasing requirements continues to be encouraged by the insurers and is expected to become more prevalent as the economy recovers.

- **The occurrence of fraud continues to increase throughout all sectors.** Members are encouraged to be vigilant throughout all customer vetting practices and to engage other departments within their organisation to follow fraud identification guidelines.

- **Be mindful of the signs of financial distress and report any concerns/ repayment requests to the insurer.** Adhere to the terms of your policy in relation to reportable/adverse events and remain compliant. If in doubt, speak to your broker.

- **Develop and maintain close relationships with your key service providers and involve them immediately if you have a customer/supplier related query.** Support is available from brokers, insurers and information providers to ensure that risk is managed to suit the needs and requirements of each member.

A copy of the presentations from the Seminar can be downloaded from the NASS website. A gallery of photos is also available.

NASS is delighted that Colin Sanders, Graydon UK Ltd., who gave the Presentation on Fraud at the Seminar, has provided a piece for this Report which includes some tips to help towards preventing NASS Members becoming victims of this crime.

**Fraud….. an ever increasing threat**

It is fair to say that if you had taken a straw poll of an audience of steel suppliers five years ago and asked the question “have you been defrauded, or been subject to an attempt,” there would have been very few hands raised. However, at the 2015 NASS Credit Seminar, I asked the very same question, and almost half the room raised their hands! How times have changed.
Fraud is a very real threat to us all, and getting worse. Reported fraud in the UK in 2013 was an estimated £52 Billion; and that’s just reported fraud. Many frauds go unreported so it would seem that the aforementioned figure is much higher. Some victims of fraud would rather it not be known they were defrauded and simply record such events as commercial bad debt.

Fraud will never be beaten and, therefore, never be eradicated, and that’s the sad truth. There are, however, tools available to help you combat some, if not all attempts. Don’t expect a great deal of help from the authorities, as they have other priorities, and the general conception is that the Police will only get involved if it’s a major sum of money, running into the £ Millions. In defence of the Police, they, like so many others, have been subject to cuts in their budgets. Ask the man (or woman) on the street what is most important to them in relation to crime, and they will probably say, burglary, street crime etc. Fraud will rarely get a mention.

So, what can be done? Well, we at Graydon think it is a priority, and have thought so for quite a few years and, therefore, we offer a service to help our clients, who include a large number of NASS Members. Graydon’s Intelligence Networks Department has alerted clients in all our member sectors to over 3,000 attempted frauds in recent years. I have no doubt whatsoever that we will be sending out many more alerts in the future.

Just recently, one NASS Member thanked both myself and Graydon for alerting them to an attempted fraud which, if successful, would have resulted in the loss of £10,000. When you think about profit margins these days, how much in sales would you have to generate to recoup that £10,000? Worse still, recouping £50,000!

If you do have the time and resource, you can implement measures to help in combating fraud. You won’t catch all of them but if it stops just one, the chances are it will be a big saving. Here are some tips:

- Don’t trust a document just because it’s been filed at Companies House. Company law dictates that all documents received have to be filed for public perusal.
- Beware of high levels of turnover and profits, particularly for first year’s trading.
- Be wary of non-geographical telephone numbers. You know the ones, 0800, 0845, 0333. They could relate to anywhere.
- Also, be wary of the “flashy” address. It will, on many occasions where fraud is involved, be a virtual office, just a service address.
- Don’t be rushed by anyone (especially sales) to fulfil that order until you are 100% sure it’s genuine. The fraudster relies on pressure to succeed, hoping you will say yes before all checks have been made.
- Use “Google Earth” to search alleged trading addresses. It’s free!
- Check the VAT number. Again there is a free service, VIES. Just Google “VAT validation” and VIES will be the top pick.
- Use “WHOIS” website. It will tell you when a particular website was registered. If the customer/prospect is suggesting they have history and the website was only registered recently, then beware!
- Do take up trade references from the application form. This may well confirm suspicions. The fraudster hopes you won’t take these up. If the application is fraudulent, the references will be too.
- Be wary of large orders early in the month, giving the fraudster the longest time before you start chasing for payment. By that time, they are long gone.

The time and effort you put in will pay dividends I can assure you but clearly, not everyone has that time or resource. Graydon is here to help, if you need it. Either way, can you afford not to
implement best practices to save you from the next fraud?

As I said at the beginning of this piece, fraud is bad now but it will get worse. You can be one individual behind a lap-top and look like you are a £50 Million business - I know, I’ve seen it at first hand. Some frauds are very sophisticated, some are not. The application for credit made to one of our clients which contained the directors, Bin Laden, Gaddafi and Mubarak was not typical. Think I’m joking? Do a directors search at Companies House and you’ll see that I am not.

It could happen to you!!! Good luck.

Colin Sanders, MCICM, FACP
Head of UK Operations,
Graydon UK Ltd

The programme of liaison meetings with UK Risk Underwriters continues to build solid relationships between NASS and the key providers of a service which is of vital importance to NASS Members. These meetings continue to provide both NASS Members and representatives of the UK Risk Underwriters with informed knowledge of each other’s “modus operandi” which, going forward, can only improve the understanding of all concerned.

At the meeting with Coface UK in Q1 2015, the subject of Solvency 2 was raised. NASS Members were informed of pending changes to the Insurance Sector which come into effect from 1st January 2016. Following on from the regulating of the Banking Sector, Insurance companies within the European Union are to undertake a similar process under the common framework of Solvency 2. NASS is delighted to highlight the comments from Frédéric Bourgeois, Managing Director, Coface UK & Ireland, on this subject, a copy of which is hosted on the NASS website and can be accessed by clicking on the picture to the right, or following this link:


It is NASS’ intention to continue these liaison activities on a regular quarterly basis on rotation with our Associate Members in the Risk Underwriting sector.

To complement the above, the Risk Industry Associate Members also provide NASS with a Steel Sector Credit Bulletin which is issued on a half yearly basis. Each of our Associate Members, on rotation, contributes up to date topical information and also provides a “climate check” of the sector, both in terms of UK demand and the Risk Underwriting approach to the sector relating to insurance cover. Members of NASS’ National Council also meet with the representatives of the Risk Industry twice a year for an informed discussion as to the “climate of the Credit Sector”.

The regular dialogue with Risk Underwriters has become a “cornerstone” of our Association. We have therefore requested a sector update for inclusion in this year’s Annual Report.

We are delighted that Shannon Murphy, Euler Hermes UK, has provided the following update of the Steel Service Centre industry from the Risk Underwriters point of view:

After six years of intense depression, it seems that a weaker euro, lower oil prices and cheap financing costs are doing the trick - the largest economy in the world, Europe, is finally on the mend. It did not
come at zero cost for companies and households, but we should rejoice of finally seeing the light at the end of the tunnel. In Europe, PMI indices were stronger than expected over the first three months of the year. New orders showed significant improvement, notably new export orders. These surveys suggest that GDP growth remains on the moderate recovery path (+0.3% q/q expected in Q1, followed by +0.4% on average by quarter thereafter).

In the U.K., activity indicators have slowed but remain at high levels suggesting further expansion. The UK would have faced some uncertainty in the lead up to the general election in May. We expect GDP to rise +2.5% in 2015 and +2.2% in 2016, driven primarily by consumers due to rising employment and real disposable incomes. Lower oil prices provide support (circa EUR4bn additional consumption), but companies should be the main beneficiaries through higher profitability: we expect corporates’ margins to increase by +0.4pp (to 32% of value added) by year-end.

The dullness of the global recovery in 2015 (+2.7%) suggests that worldwide demand still lacks some spark. In Europe more precisely, downside pressures on prices are expected to prevail this year and then to loosen more significantly in 2016, leaving some room of manoeuvre for companies to better prices their products. Both economic activity (nominal GDP growth) and companies’ turnovers fates are tied. As a result, we expect turnover growth to remain weak (around +2% in Germany and the U.K., +1% in the U.S. and France), nil (in Italy) or even negative (-1% in Spain), in 2015.

Despite the positive economic environment, the first half of this year has been notably for the large number of construction failures, not just in volume, but also severity. In 2015, Margins are unlikely to improve rapidly, with many contracts still set at pre-2013 rates. While infrastructure development and housebuilding are on the Governments agenda and commercial activity is healthy within London and other major urban areas, it is not back to pre-2007 levels yet. From an underwriting standpoint, when assessing buyers in this sector, it is important to consider where the company fits in the supply chain, the type of contracts they have and when secured, forward order book, any concentration risks etc.

For the large majority, the fall in oil prices has been a major boost, but for companies operating within and supplying into this sector, it has proved rather challenging. We have seen some industry casualties following a large slump in their order book, even with companies with a fairly niche expertise such as well-head protection systems, tree frames, guide bases and offshore transportation systems.

Credit Insurers are well-positioned to keep a finger on the pulse on the industries that impact NASS members as difficulties in trading conditions often translate into higher levels of insurance claims. Indeed, over the past 6 months, insurers have experienced a rise in high value claims in sectors such as Construction. It is not all doom & gloom, and approval levels are being maintained at high levels, with aggregate levels of credit cover being offered running into several billion pounds. As we have often stated before, working in partnership with a credit insurer can provide information and protection to help keep risk to a minimum. If this helps enable us to obtain non-publicly available information (whether positive or negative) in order to review current commitments and to consider ongoing requests for cover, we can remain fully informed.

Shannon Murphy,
Risk Underwriting Manager,
Euler Hermes UK
NASS Health & Safety Committee

The quarterly meetings of the NASS Health & Safety Committee have continued to be successful in bringing together the expertise of Safety Representatives throughout NASS Membership to create a forum where best practices can be shared and developed. The support of joint meetings with the HSE and Wolverhampton City Council as part of the Steel Stockholding Lead Authority Partnership (SSLAP) has been encouraged by the association of UK Steel to ensure Health and Safety is consistently approached, complied and enforced throughout the sector whilst creating communication with enforcing authorities.

The HSE, Fee for Intervention Model has had large implications for NASS Members since introduction. The HSE has continued to work closely with NASS to create industry guidance through working parties set up in 2013 as well as open dialogue to ensure awareness of Safety campaigns and knowledge of regulatory action.

The Metals Forum Health and Safety Committee creates further partnerships between NASS and BCSA, CMF, ALFED, UK Steel, MPMA and BSSA with focus on safety and best practice throughout other Metals Industries.

NASS and the Metals Forum Health and Safety Committee anonymously collate accident statistics of their respective Members in order to benchmark accident figures across the Metals industry, analyse accident ratios and raise the bar in terms of accident reporting.

The NASS Accident Frequency has historically fluctuated in comparison to peer industries with a worrying trend during 2010 and 2012 not mirrored by other Metals Associations.

This trend has improved during 2014 with the NASS Accident Frequency now at 0.5, a positive reflection on NASS Member Safety falling below the Metals Forum average of 0.8.

NASS Accident Survey 2015

Statistics formulated by the NASS Annual Accident Survey are used to analyse Health and Safety performance amongst Members and provide guidance in appropriate areas. From the analysis Members can draw on the experience of better performers in terms of improving Health and Safety on a sharing and learning basis.

The Survey provides Members with statistics on minor and lost time accident ratios, injuries by body location, and accidents by activity which can be used to integrate relevant Health and Safety policies.

Lost Time 2014

Time lost by each operation equated to 83 days in 2014, a reduction of 114 days from contributing NASS Members in 2013. This is a reflection of changes to RIDDOR during 2013 increasing reporting days to 7 or more.

Lost days for material handling incidents increased by 4% in 2014 following a 20% decrease in 2013. This remains the factor of time lost.
Injury to body location 2014

Hand Injuries still make up the largest proportion of accidents increasing by 6% in 2014. Leg injuries have increased fractionally but injuries to torsos which are more likely to cause a threat to life have decreased by 5%.

Accident Causation (system of work) 2014

Material Handling accidents have decreased by 3% but remain the largest cause of risk, accidents caused during Processing increased by 4% in 2014.

Positively the two main areas historically associated with accident causation namely Manual and Mechanical handling have decreased by 4% and 3% respectively in 2014. Accidents caused by slips and trips have also fractionally decline with an overall decrease of 4% since 2013. Stuck by other increased by 2%

Copies of the reporting form 2015 data will be issued shortly, to be added to the circulation list please contact the NASS Office

NASS Annual Accident Survey 2014 results can be found on the NASS website.

HSE Statistics

In October 2014 the HSE estimated 28.2 million working days were lost due to work related ill health or injury in 2013/14, at a cost to society of £14.2 billion (2012/13 figures based on 2012 prices).

The HSE estimate in 2013/14 there were;
- 133 fatal injuries – a fall from 150 the previous year.
- 77,593 other injuries reported under The Reporting of Injuries, Diseases and Dangerous Occurrences Regulations 2013 (RIDDOR). Equating to 304.6 injuries per 100,000 employees.
- An estimated two million people in 2013/14 suffering from an illness they believed was caused or made worse by current or past work.

Health as well as Safety

The Steel Sector is rated as a hazardous industry by the HSE and Safety rather than Health has always been a predominant focus for Members.

After years of Health and safety policy development, engineering and heightened awareness of the dangers of machinery, equipment, vehicles and unsafe working procedures, focus has extended to employee wellbeing such as stress, exercise, alcohol or drug consumption, noise and breathing related risks as well as general fitness such as blood pressure and BMI.

Focus on periodic employee examinations (including induction) as well as implementation of health policies has improved both management and employee health awareness throughout Membership.
For more information about Employee Health please contact the NASS Office.

**NASS H&S Archive**

The NASS website ([www.nass.org.uk](http://www.nass.org.uk)) is currently developing an archive of Health and Safety specifically for the Steel Industry where Members can access a vast range of Information including:

- **Guidance documentation**
- **Health and Safety Presentations**
- **Industry Statistics**
- **Accident Investigations**
- **Focus of the Months**
- **NASS H&S Update 2015**

NASS Health and Safety information will continue to be developed and is expanding to include NASS Guidance online, which provides links to relevant Health and Safety documentation covering subjects ranging from Manual Handling and chemical hazards to safety management.

For more information please contact the NASS Office

**H & S Legislation update**

The first issue of the NASS Health and Safety Legislation Update was published in March 2015 covering health and safety legislation updates until October 2017 (including Environmental legislation).

The update will be published twice per annum with links to relevant documentation on the HSE website. Awareness campaigns will also be highlighted with further information on the NASS Website

NASS will also be extending this project to work in conjunction with Metals Forum to expand the legislation alert across Metals Industries.

**H & S Focus of the Month**

The NASS Health and Safety Committee has issued 38 Focus of the Month publications with information ranging from Cranes and Lifting Magnets, to winter weather with detailed recommendations and guidance.

All editions of the Focus of the Months can be downloaded from the NASS website.

**NASS Guidance:**

**Safe Delivery & Unloading of Steel Products**

In 2014, NASS, UK Steel, HSE and Wolverhampton City Council (SSLAP) produced a guidance document on the Safe Delivery and Unloading of Steel Products.

The document includes practical guidance for all stages of steel transportation and load security, with an overview of safe working practices and compliance with the law. A load configuration guide and best practice for Multidrop loading by Tata Steel are included for reference in the Appendices.

The document also outlines practical precautions and planning procedures necessary to ensure steel can be safely loaded and unloaded on site or customer premises.

**The Safe Loading and Unloading of Steel Products**

document was endorsed by the HSE in Q4, 2014 with a copy in PDF format available on the NASS Website, UK Steel also provide hard copies for Drivers as a pocket guide, please contact the NASS Office for more information.
Road transport is the principal method used to transport semi-finished and finished steel throughout the U.K. and is historically the third biggest cause of accidents amongst NASS Members, after manual handling and slips and trips.

**HSG246 – Safety in the storage and handling of steel and other metal stock**

A Working Party was set up in 2013 comprised of NASS, UK Steel, HSE and Wolverhampton City Council (SSLAP) to modernise **HSG246 – Safety in the Storage and Handling of Steel and other Metal Stock** (originally published in 2004) with the view to utilising the document to provide legislative reference for enforcing authorities.

The document is completed with the endorsement process due to be finalised in Q4, 2015 by the HSE.

Main changes to the document include additional paragraphs on consultation with employees, additional links and case studies, ‘U’ frame stability has been clarified, as well as the ‘coefficient of friction’ for chocks.

A new chapter covering mechanical ‘handling’ as opposed to “manual handling” has been added as well as a new section on load security, ‘Barring-off’ has effectively been prohibited.

Please follow the link for the [HSG 246 2004 edition](#), relevant until completion of endorsement likely in Q4, 2015.

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**Human Resources**

**NASS Training Programmes**

**NASS Essentials for Inside Sales**

The NASS “Essentials for Inside Sales” two day training programme delivered by Tuesday’s Training provides motivational training and coaching, particularly specialising in selling in the Steel Industry.

The course promotes personal development, leadership, team building and communication, whilst projecting the right image.

NASS Essentials for Inside Sales is designed to create understanding of the Steel Industry and the customer’s needs whilst building rapport on the phone, learning to actively listen and adding value to sales.

The course takes place twice per year with the next date scheduled for **Tuesday 15th November 2015**.

For more information or to book a place please follow the link [NASS Essentials for Inside Sales](#).

**An Introduction to Steel Metallurgy**

In 2014, NASS in conjunction with the Advanced Manufacturing Research Centre (AMRC) and the University of Sheffield revised the one-day Workshop “Metallurgy for non Metallurgists” to become **An Introduction to Steel Metallurgy** providing an overview of the basic principles of ferrous metallurgy and how steel products are made.

The course now contains definitions of techniques, physical properties, standards and definitions of steel grades as well as joining techniques and guidance on the specification and selection of steel grades for a wide variety of applications through design & selection diagrams and a distinction of alloys for automotive, construction, domestic and industrial applications (including earth moving & agricultural).

The course is ideally suited to procurement, marketing & sales personnel involved in the steel
product supply chain with an overview of the order process and supply demands. The course is also designed to suit staff in other commercial and technical support roles as no prior knowledge of steel metallurgy is required.

The course takes place twice per year with the next date scheduled for **Tuesday 13th September 2015**. If you would like more information or to book a place please follow the link:

**An Introduction to Steel Metallurgy**

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**Health & Safety Passport Plus**

NASS in association with ITD Industry Training hold a 2-day **Health & Safety Passport PLUS** advanced Health & Safety programme for Supervisors, Team Leaders and Managers in the Steel Industry to promote a safe working culture throughout the business.

The course accredited by RoSPA, Semta and The National Skill Academy is designed to facilitate creation of a safe workplace through the awareness of accidents, risks and unsafe acts, in order to develop systems of work and provide knowledge for health and safety competence as well as ensuring a knowledge of the legal requirements in the workplace.

Participants who wish to extend their qualification may also undertake an NVQ through the completion of a project at their own place of work.

This course is takes place twice per year with the next date scheduled for **Tuesday 27th October 2015**. If you would like more information or to book a place please contact the NASS office or follow the link below:

**Health and Safety Passport Plus**

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**Mill Visits**

Tata Steel Mill in Scunthorpe and Tata Steelworks in Port Talbot, South Wales have organised Mill visits for NASS Members who would like to participate in a tour of the facilities.

The half day Tour gives NASS Members a chance to see the BOS Plant, Hot Mill, Cold Mill and the Continuous Anneal Process Line, including equipment and facilities used during Steel Production and raw materials used in operations.

NASS would like to thank Tata Steel for arranging the educational Tours with a visit to Port Talbot scheduled for October 2014. If you would like more information or to book a place, follow the link below:

**NASS Scunthorpe Mill Visit 2015**

**NASS Port Talbot Mill Visit 2015**

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**Safety & Health Awareness Day (SHAD)**

NASS in conjunction with the HSE and Wolverhampton City Council held the annual NASS Safety and Health Awareness Day (SHAD) at the Tata Training Centre in Wednesfield in June 2015.

The Seminar aims to highlight health and safety issues in the Service Centre and Steel Stockholding Industry with breakout sessions being incorporated in recent years to encourage practical sharing and learning.
Mick Horan of Tata Steel UK & Ireland opened the seminar by comparing the working practices of European counterparts with sentiment towards a developed understanding of risks in the workplace.

Patrick Flippance of Tata Steel went on to give a presentation on Drugs and Alcohol focusing on legal highs and policy implementation.

Information and case studies relating to Drugs and Alcohol Policies can be found on the NASS Website.

Shaun Knott of Casella worked with delegates to carry out their own Noise risk assessments with practical advice on how to fit hearing protection and reading periodic noise measurements in the workplace.

Delegates also had an opportunity to identify correct hearing protection relevant to the octave band and noise decibels in the workplace.

NASS Director General Peter Corfield explored the Safe Use of Fork Lift Trucks by looking at gravitational forces and safe working procedures.

Delegates had the chance to partake in an Operator Theory Paper and a Hazard Perception Test designed by the Fork Lift Truck Association.

Participants received an overview of Upcoming Health and Safety Legislation with particular focus on CDM Regulations 2015 and the revised ISO 14001 Standard.

Please follow the link to see the presentation put together by Ian Simpson of the HSE in regards to Heavy Lifting for Steel Stockholders.

For more information about this event, please follow the link NASS Safety and Health Awareness Day.

NASS Operations Forum

NASS in conjunction with Associate Members Ficep UK Ltd., Kaltenbach Ltd. and Kasto Ltd. are hosting the first NASS Operations Forum aimed at protecting and improving competitive position within the UK Steel Service Centre and Stockholding Industry on the 4th November 2015 at the Tata Training Centre, Wednesfield.

NASS Director General, Peter Corfield will be delivering a presentation on the subject of Operational Planning. Whilst Mark Jones, Managing Director of FICEP (UK) Ltd Barry Rooney, Managing Director of Kaltenbach Ltd. and Ernst Wagner, Managing Director of KASTO Ltd. will be holding open dialogue with delegates on Processing Efficiency, Machinery Maintenance and Training, Storage and Sawing.

Robert Conchie of Close Brothers Asset Finance will also be exploring funding and Capital Investment options available to developing businesses and there will be an overview of Operational Management in "real life" followed by a case study session on scenario planning.

For more information or to book a place please follow the link NASS Operations Forum.
NASS Networking Events

16th Steel Industry Dinner

With the generous assistance of our sponsors, NASS’ sixteenth Annual Steel Industry Dinner took place at the National Motorcycle Museum, Solihull, on 9th October, 2014.

More than 360 guests enjoyed the showcase evening and were addressed by NASS President, Andrew Worley.

Andrew opened his speech by warmly welcoming everyone to this Dinner, the first of his Presidency. He was delighted to also welcome the speakers, Quentin Willson and Rod Woodward, and took a moment then to sincerely thank the sponsors of the evening’s event.

The support of these companies enabled NASS to make the Dinner a truly enjoyable occasion, and one of which we were all very proud. NASS’ grateful thanks were extended to:

- Servosteel, for sponsoring the President’s Charity Collection
- William King Ltd., for sponsoring the Principal Speaker
- ArcelorMittal FCE UK Ltd
- Metal Bulletin / Steel First
- Stemcor Group
- Graydon UK Ltd
- John Chorley & Co. Ltd.
- Behringer Ltd.
- European Metal Recycling Ltd
- Kaltenbach Ltd
- Tata Steel Distribution UK & I

Andrew said that the previous year Ian Harding had spoken of the challenges our industry had faced after the events of 2008/9 and the impact that it had had on our Members, however at that point there was a cautious recognition of the beginning of a recovery. He thought it was reasonable to say that a year down the road the overall picture in, a still united, UK was somewhat more firmly optimistic than this time the previous year.

Revised Bank of England figures had put the latest GDP growth at 3.5% and inflation at 1.5% and there was a sense of optimism generally in industry across most sectors, GDP growth in Q2 alone had been 0.9%. Whilst this recovery had been largely led by the service industries there was now apparently sustainable growth in the sectors key to our Members, of manufacturing and construction. Unemployment continued to fall and the national economic performance was expected to maintain its momentum, at least to the end of the year. At that time the UK economy was on a good footing and was widely perceived as a good place to do business.

This overall picture was reflected in the results arising from the data collated and analysed by NASS, and supplied by our Members. Across NASS’
core products we had seen the strongest Q1 since 2008 with Q2 improving on that start; naturally there was some variation between products but overall it was an encouraging picture. In comparison, when looking at EU wide data from the EASSC, we could see that from Jan-Jun 2014 UK strip mill deliveries had grown by 3%, against only 1% for Germany... However before getting too excited, he pointed out that France had also grown by 3%... and the Netherlands by 8%!

Inevitably however there had to be a note of caution from the EU, with whom the UK was inextricably linked, as the GDP growth in Q2 of the 3 largest economies had stagnated or actually, in the case of Germany, the largest, had contracted slightly. Unemployment as an average across the EU remained at very high levels, and the risks of deflation were a real possibility, further deterioration in the EU economy may have an impact on the UK although some would argue we did have a degree of protection from retaining an independent currency although subject to the vagaries of foreign exchange movement. Whilst we were all aware of the often negative debate in public around the UK’s membership of the EU, there was no doubt that we traded extensively with Continental Europe and that investment on our shores arose there from so, in his mind, to extricate ourselves commercially would be a big mistake.

Like many NASS Members, his own company, William King Ltd., was a private, family controlled business - his sister Rachel and he both worked therein, and were the 4th generation of the family to do so since their Great Grandfather, Henry William Worley, had purchased the company in a management buyout from the King family in the early 20th Century. He was pleased to say that his Father, also a former NASS President, was still in the office most days and had, the previous year, celebrated the 50th year that he had been MD of William King. He was also proud to say that the 5th generation was currently well in hand, although presently one wanted to be a Ballerina, one Spiderman and the other was a little young to have thought about it yet!

The company’s origins considerably predated his family’s involvement, however, with documentary evidence in their possession of its early days as a Gloucester Iron Mongers in the 1820s. Much had changed since those days and the company had always taken pride in being at the forefront of innovation and progress in our industry - in 1950 William King was the first steel stockholding company in the UK to install coil fed slitting and cut to length equipment. Whilst that particular machine was long gone, they continued to invest in new technology as it developed and new
services to meet the needs of their customers and suppliers and, most importantly, the development and skills of their employees, without whom they could not do all this.

And therein lay a clue to one of their key philosophies and strengths; their belief that in order for William King to succeed as a company they must have successful customers AND successful suppliers and, as a service centre, it was incumbent on them to facilitate both. They believed, and over the years had demonstrated, that as a family controlled business they made decisions for the long term benefit of the company and its employees, and not for short term unsustainable gain, in some instances considering the impact over not just years or decades but generations. With this stability in place it allowed long term relationships to be developed with their key partners as they strove to eliminate waste and cost from the supply chain which they managed.

Steel distribution was here to stay but if they were to achieve reasonable returns for their investments and hard work, then he believed that they must be thinking about long term sustainability. They should be proud of the services that they provided, the value that they added, the flexibility and proactvity that they brought as they facilitated the supply chain for their customers, and as importantly, suppliers. We should not be embarrassed to seek just reward for the efforts that they expended and investments that they made, indeed if their commercial partners wished to enjoy continuing high levels of service going forward then they must recognise that as part of their supply chains they must be able to generate realistic funds for investment in continued long term security and innovation. EASSC data for 2012 showed that the average EBITDA for EU SSCs was -0.1%, **minus 0.1%!** and this was not an isolated year. For comparison in the USA, which operate to an entirely different model based entirely on value added services, it was +7.0%... Short term, volume based, knee jerk reactions and so called “races to the bottom” bring no benefit to anybody, particularly those directly participating.

It was within these ideals that NASS should also function, namely in bringing value to its Members, and the President believed it did. He commended everyone to read the Annual Report for the full details of both professional and social opportunities that NASS brings, but in particular he would highlight:

- Nationally recognised H&S training courses and programs developed directly in partnership with the HSE.
- Direct access and interaction with the credit insurers and participation in credit circles.
- Market data on an almost real time basis showing the trends and activities in our markets and through participation with the EASSC on an EU wide basis.
- Logistic days with official bodies such as Vehicle and Operator Services Agency participating.
- Specific Product Groups where market trends and data were independently presented by our colleagues at ISSB.
- Not to mention a modest but highly popular program of social and networking events which, although may not be viewed as adding “commercial” value, are an opportunity to get to know the people in our industry on a more personal level.
As those present may be aware the Government in 2012 published a report outlining what they considered to be the categories of favoured industries for which Government supported strategies would be put in place, namely:

- Aerospace
- Automotive
- Construction
- Nuclear Power
- Offshore Wind Power
- Oil & Gas
- Chemicals
- Electronics

“Metals” were categorised as “Low-Medium Technology Manufacturing” and therefore did not warrant a strategy...

The irony of this was that none of the above, not a single one, was possible without “Metals” as possibly their key ingredient...

Metals Forum, the UK umbrella for all metals trade organisations both ferrous and non-ferrous found this un-acceptable and so he was very pleased to advise that NASS would be taking one of only five leading roles, with himself as Chairman, in the development of a BIS sponsored Strategy for the Metals Industry. There was a large amount of work to be done in a very ambitious timeframe and at this early stage he wanted to thank any colleagues here that were already involved in the Supply Chain Working Stream for their support and beg the support of any whom we might approach for input in the coming weeks and months. It was however a prime example of the time and effort that NASS was putting into trying to improve the working environment and prosperity of our Members.

None of the services and achievements of NASS would be possible without the hard work of the team there and, on behalf of all Members, he took the opportunity to thank Peter Corfield, Karen Black and Joy Graham.

To finalise, he said that there was no doubt that the economy was improving and long may it continue - there were opportunities to be seized every day and he believed that, as NASS Members, there were none better than to do that.
The President’s Charity Collection raised a phenomenal £4,428 for the Alzheimer’s Society and Janice Connolly, Operations Manager for the Society was on hand to collect the funds.

NASS’ thanks are extended to everyone who participated and contributed on the evening.

**Steel Industry Dinner Date for 2015**

The 17th NASS Annual Steel Industry Dinner will take place on Thursday, 8th October, 2015 at the National Motorcycle Museum, nr. NEC, Birmingham. This event is open to everyone involved in the steel sector.
NASS Golf Day

Seventy four golfers joined us to take part in the NASS Golf Day on Thursday, 4th June at Breadsall Priory, near Derby, and competed in competitions throughout the day.

During the morning, two separate Four Ball Team Stableford Competitions took place, each over nine holes, with golfers competing to receive beautiful crystal glass NASS Team Trophies.

Competitions also took place on the front 9 holes for the “FICEP UK Nearest the Pin Competition on Hole 2”, with the winner being David Gwilt, Central Plate Services. Pictured below is Chris Berriman of FICEP presenting the crystal golf ball trophy to Dave, with NASS Past President, Ian Harding.

Golfers playing the back nine holes competed for the “ArcelorMittal Distribution Solutions UK Nearest the Pin Competition on Hole 14”, and pictured below is Simon Mellard of William Mellard & Sons Ltd., receiving his crystal trophy from Andy Peaty of ArcelorMittal.

Pictured below receiving their trophies from NASS Immediate Past President, Ian Harding, are the winners of the Competition over Holes 1-9, was a team from Graydon UK Ltd/The P&A Partnership, comprising Chris Oatts (Graydon UK), Simon Beard (Kromat), Adrian Streete (ArelorMittal Commercial Long Products) and Mat Headland (The P&A Partnership).

and the winners of the Competition over Holes 10-18, a team comprising Bob Law (ArcelorMittal FCE UK), David Reece (Barrett Steel Engineering), Mark Darnell (Dent Steel Services) and Matt Ford (Atlantic Steel Processing).
Following lunch, golfers competed in an individual Stableford Competition over 18 holes, and participants also vied for several trophies kindly provided by our sponsors.

The winner of the overall NASS Competition, with 37 points, was Andy Peaty of ArcelorMittal Distribution Solutions UK, seen here receiving his trophy, together with a 32" LED Smart TV kindly donated by Lee Francis, Director of Maddision Media Ltd.

The trophy for Second Place was won by Paul Woodhouse of Murray Metals Group, and in Third Place was John Riordan of No. 9 Steels.

The next award, relating to the NASS Individual Competition was the Improver’s Trophy, which was presented to Chris Wall of Atradius.

Winner of the “Metalogic Longest Drive Competition” on the 4th tee was Carl Powell of Britons Fabricators, seen below, receiving his trophy from Geoff Kendell of Metalogic.

The “PCI Systems Ltd. Nearest the Pin Competition” on the 6th Tee was won by Carl Powell of Britons Fabricators, pictured receiving his second trophy of the night from Yvonne Woods of PCI.
On the 12th Tee, the “W. E. Dowds (Shipping) Ltd. Longest Drive Competition” took place with the winner again being Carl Powell of Britons Fabricators, seen below receiving his trophy from Clive Davies of Dowds.

For the non-golfers, the “FICEP (UK) Putting Competition” took place during the afternoon. The winner of the Competition was Brian McAvoy of Peel Ports, who received his trophy from Chris Berriman of FICEP.

The 17th hole was the setting for the “Atradius Collections Nearest the Pin Competition”, with the winner being Richard Vaughan of Vaughan Steels, who scored a Hole in One! He is pictured below, having been presented with his trophy by Chris Wall of Atradius, and on the green after his Ace.

The final Trophy was for the “Graydon UK Hidden Challenge Competition”, which took place over the Par 3 Holes, with a prize being awarded to the golfer with the best aggregate score across the four holes. Pictured below is the Winner, Joe Newman of ASD Metal Services Ltd, receiving his trophy from Colin Sanders, Graydon UK Ltd.

NASS wishes to record its grateful thanks to all our sponsors for providing trophies and prizes for the competitions, and particularly for the gifts that they provided for every player – it was great to be able to provide a Goody Bag for each competitor.
NASS Race Day
Commencing with a Welcome Reception, forty eight NASS Members enjoyed a champagne reception at the Menzies Welcombe Hotel, near Stratford, on 31st July, and which was followed by an afternoon’s racing at nearby Stratford upon Avon Racecourse.

Attendees were then transported back to the hotel for a three course dinner and networking in a private room before retiring for the night to the hotel’s lovely accommodation.

NASS extends its grateful thanks to our five sponsors, Aon Trade Credit, Atradius, Coface, Euler Hermes and QBE Trade Credit Europe, without whose support the day would not have been possible.
Following the success of this event, arrangements have been made for a Race Afternoon again this year, on 30th July, at Stratford Races. The occasion will commence with a Welcome Reception and Lunch at the beautiful Menzies Welcombe Hotel, Stratford upon Avon, before attendees are driven to the nearby racecourse for a full afternoon’s racing. On return to the hotel that evening, they will enjoy a three course dinner in private reception room, with an overnight stay at this fabulous hotel. Demand for places has been high and the event is virtually sold out.
The Ironsides is a fellowship of retired employees of steel stockholders and service centres who maintain friendship with former colleagues via their membership. The creation of Ironsides, in 1987, was inspired by Mark Dykes (Barclay & Mathieson Ltd) following discussions with Richard Rawlins and Ron Cash of NASS who offered their support.

Further discussions took place with Don Field (GKN), Connie Taylor (Hall Bros.), David Waite (E. Gerald Ltd.) and Ben Taylor (Ductile Steel Stockists) who all backed the idea and formed a Steering Committee to develop the group.

NASS was very supportive by offering the use of its premises for meetings and social functions. Without this considerable help, the Ironsides could not have grown into the successful organisation it is today.

In March 1988, 30 new members attended the Ironsides’ inaugural meeting. A committee was duly elected, with Mark Dykes becoming President and Connie Taylor Vice President. Sadly, Connie died in 1998 and Mark in 2000. Having served on the committee continuously since the start, sadly the remaining founder member, Ben Taylor, died in April 2015.

Following the death of Mark Dykes, Derek Neville-Weaver (GKN Steelstock) was elected President, serving from 2000 to 2005, before stepping down to be succeeded by George Glassbrook (Walker Steels/BSD). George remained President for 10 years until earlier this year when he stepped down but remains as a committee member. At the Ironsides AGM in March 2015, Stuart Green (Stuart Green Steel Supplies Ltd) was elected President and Alan Potts (Vetchberry Stainless Ltd) became Vice President.

The Ironsides has existed for 25 years and continues to succeed. We welcome prospective members and initial contact can be made via Stuart Green on 01909 484696 or email stuart@rgaol.com. Further details and a list of forthcoming events, including Summer and Christmas parties, can be found in the Ironsides section of the NASS website together with a photo gallery of members.

Committee members for 2015 are:

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<tr>
<th>Name</th>
<th>Role</th>
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<tr>
<td>Stuart Green</td>
<td>President</td>
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<tr>
<td>Alan Potts</td>
<td>Vice President</td>
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<tr>
<td>Geoff Beverley</td>
<td>Secretary</td>
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<tr>
<td>Bill Icke</td>
<td>Treasurer</td>
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<tr>
<td>John Holt</td>
<td>Webpage editor &amp; photographer</td>
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<td>John Richardson</td>
<td>Almoner</td>
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<td>Trevor Cox</td>
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<td>George Glassbrook</td>
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<td>Jim Kilby</td>
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<td>Tony Patrick</td>
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<td>Derek Raper</td>
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<td>Tom Straughton</td>
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APPENDIX I – THE NATIONAL COUNCIL

At the Annual General Meeting in July 2014, Andrew Worley (William King Ltd.) was elected as President.

Vice President, Alan Fowle (Fowle & Co. Ltd.) and Mick Horan (Tata Steel Distribution UK & Ireland) were both re-elected as Vice President’s. Immediate Past President, Ian Harding (Brown & Tawse Steelstock Ltd.) completes the Officers’ Team. A full list of National Council Members is set out below:

Officers:

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<thead>
<tr>
<th>Role</th>
<th>Name</th>
<th>Company</th>
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</thead>
<tbody>
<tr>
<td>President</td>
<td>Andrew Worley</td>
<td>(William King Ltd.)</td>
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<tr>
<td>Vice President</td>
<td>Alan Fowle</td>
<td>(Fowle &amp; Co. Ltd.)</td>
</tr>
<tr>
<td>Vice President</td>
<td>Mick Horan</td>
<td>(Tata Steel Distribution UK &amp; Ireland)</td>
</tr>
<tr>
<td>Past President</td>
<td>Ian Harding</td>
<td>(Brown &amp; Tawse Steelstock Ltd.)</td>
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Product Group Representatives:

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<tr>
<th>Group</th>
<th>Name</th>
<th>Company</th>
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<tr>
<td>Long Products</td>
<td>Nick Watson</td>
<td>(Barclay &amp; Mathieson Ltd.)</td>
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<td></td>
<td>James Barrett</td>
<td>(Barrett Steel Limited)</td>
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<td>Brian McCance</td>
<td>(Brian McCance Steel Ltd.)</td>
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<td>Terry Shanahan</td>
<td>(John Chorley &amp; Co. Ltd.)</td>
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<td>Flat Products</td>
<td>Kaha Avaliani</td>
<td>(ASD Metal Services Ltd.)</td>
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<td></td>
<td>Bob Law</td>
<td>(ArcelorMittal FCE UK)</td>
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<td></td>
<td>Matt Hall</td>
<td>(Hall &amp; Pickles 1812)</td>
</tr>
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<td>Phillip Guest</td>
<td>(Servosteel)</td>
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<tr>
<td>Plate &amp; Profiling</td>
<td>Jonathan Dent</td>
<td>(Dent Steel Services (Yorkshire) Ltd.)</td>
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<td></td>
<td>Roy Taylor</td>
<td>(Malthouse Engineering Co. Ltd.)</td>
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<td></td>
<td>David Lawson</td>
<td>(Murray Metals Group)</td>
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Specialist Committee:

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<tr>
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<th>Company</th>
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<td>Health &amp; Safety</td>
<td>Mike Pearce</td>
<td>(Murray Metals Group)</td>
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<tr>
<td>Marketing</td>
<td>John Brierley</td>
<td>(Brown McFarlane Ltd.)</td>
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Associate Members:

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<thead>
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<tr>
<td>Colin Sanders</td>
<td>(Graydon UK Ltd.)</td>
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<tr>
<td>Mark Powell</td>
<td>(Aon Trade Credit)</td>
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NASS Secretariat:

<table>
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<tr>
<th>Name</th>
<th>Title</th>
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<tr>
<td>Peter Corfield</td>
<td>NASS Director General</td>
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## Appendix II — Presidents of NASS

<table>
<thead>
<tr>
<th>From</th>
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<th>Company</th>
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<tr>
<td>2014</td>
<td>2016</td>
<td>Andrew Worley</td>
<td>William King Ltd.</td>
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<td>2012</td>
<td>2014</td>
<td>Ian Harding</td>
<td>Brown &amp; Tawse Steelstock Ltd.</td>
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<tr>
<td>2010</td>
<td>2012</td>
<td>Roger Shafi</td>
<td>Clifton Steel Ltd.</td>
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<td>2008</td>
<td>2010</td>
<td>John Brierley</td>
<td>Brown McFarlane Ltd.</td>
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<td>2008</td>
<td>Bob Law</td>
<td>ArcelorMittal FCE UK Ltd.</td>
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<td>Roy Taylor</td>
<td>Malthouse Engineering Co. Ltd.</td>
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<td>2002</td>
<td>2004</td>
<td>Peter Ullathorne</td>
<td>William King Ltd.</td>
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<tr>
<td>2000</td>
<td>2002</td>
<td>Guy Parker</td>
<td>John Parker &amp; Son Ltd.</td>
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<tr>
<td>1998</td>
<td>2000</td>
<td>Ian Bristow</td>
<td>Welbeck Steel Service Centre Ltd.</td>
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<td>1996</td>
<td>1998</td>
<td>Scott MacDonald</td>
<td>ASD plc.</td>
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<td>1996</td>
<td>Brian McCance</td>
<td>Brian McCance (Steel) Ltd.</td>
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<td>1992</td>
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<td>David Haddican</td>
<td>RTZ Metal Stockholders</td>
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<td>Tom Steele</td>
<td>Brown McFarlane Ltd.</td>
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<td>Michael Worley</td>
<td>William King Ltd.</td>
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<td>Tom Baxter-Wright</td>
<td>GKN Steelstock Ltd.</td>
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<td>Michael Kent</td>
<td>Downings Steel Ltd.</td>
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<td>Norman Richards</td>
<td>GKN Steelstock Ltd.</td>
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<td>1979</td>
<td>Ernest Barrett</td>
<td>Henry Barrett &amp; Sons Ltd.</td>
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<td>S. Douglas Rae</td>
<td>Brown &amp; Tawse Ltd.</td>
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<td>1973</td>
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<td>Harold Williams</td>
<td>John Williams of Cardiff Ltd.</td>
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<td>Norman Cashmore</td>
<td>John Cashmore Ltd.</td>
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<td>1969</td>
<td>1971</td>
<td>Donald Field</td>
<td>Brinton, Adams &amp; Richards Ltd. (NASS)</td>
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<td>L. B. Williams</td>
<td>John Williams of Cardiff Ltd.</td>
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<td>1966</td>
<td>1968</td>
<td>Guy Philipson-Stow</td>
<td>Miles Druce Metals Ltd.</td>
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<tr>
<td>1957</td>
<td>1966</td>
<td>M. C. Wade</td>
<td>Charles Wade &amp; Co. Ltd.</td>
</tr>
<tr>
<td>1953</td>
<td>1957</td>
<td>John Annetts</td>
<td>Independent Chairman</td>
</tr>
<tr>
<td>1940</td>
<td>1953</td>
<td>Ernest B. Hall</td>
<td>Hall &amp; Pickles Ltd.</td>
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<tr>
<td>1939</td>
<td>1940</td>
<td>S. H. Gillett</td>
<td>Independent Chairman</td>
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<tr>
<td>1928</td>
<td>1939</td>
<td>Ernest B. Hall</td>
<td>Hall &amp; Pickles Ltd. (NAISS)</td>
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</table>
APPENDIX III – SPECIALIST COMMITTEES

President’s Committee

Mr. A. Worley
Mr. I. Harding
Mr. J. Brierley
Mr. W. P. Corfield

Health & Safety Committee

Mr. W. P. Corfield  NASS  (Chairman)
Mr. R. Blanchard  Abram Pulmans & Sons Ltd.
Mr. C. Beckett  ArcelorMittal Distribution Solutions (UK) Ltd.
Mr. R. Fisher  ASD Metal Services Ltd.
Mr. C. Salisbury  Barclay and Mathieson
Mr. M. Napper  Barrett Steel Limited
Mr. B. Swindale  Brown McFarlane Ltd.
Mr. G. Smith  Dent Steel Services (Yorkshire) Ltd.
Mr. J. O’Reilley  Galvanised Sheet & Coil Ltd.
Mr. C. Greenwood  ITD Industry Training
Mr. S. Bundy  John Parker & Son Ltd.
Mr. R. Wandless  John Tainton Ltd.
Mr. B. Rooney  Kaltenbach Ltd.
Mr. M. Hayward  Malthouse Engineering Company Ltd.
Mr. M. Haley  Mi-King Ltd.
Mr. M. Pearce  Murray General Steels Group
Mr. A. Smith  Servosteel
Mr. R. Carter  Tata Steel Distribution (UK & Ireland)
Mr. P. Smith  W. E. Dowds Ltd.
Mr. R. Byatt  William King Ltd.
Mr. C. Cook  William King Ltd.
Mr. D. Ward  WSM Safety Management Consultancy
Appendix IV – Membership of NASS

Full Members:

Abram Pulman & Sons Ltd.
Alexander (Scotland) & Co.
ArcelorMittal Group
  • ArcelorMittal Auto Processing UK
  • ArcelorMittal Distribution Solutions (UK)
  • A.S.K. McGowan Ltd.
  • Avis Steel Services Ltd.
  • NSD Ltd.
  • Robert Smith (Steels) Ltd.

ASD Metal Services Ltd. (Klöckner & Co.)
  • ASD Architectural
  • ASD Bathgate
  • ASD Belfast
  • ASD Biddulph
  • ASD Blackburn
  • ASD Bridgwater
  • ASD Cambridge
  • ASD Cardiff
  • ASD Carlisle
  • ASD Daventry
  • ASD Durham
  • ASD Edinburgh
  • ASD Exeter
  • ASD Fareham
  • ASD Grimsby
  • ASD Kidderminster
  • ASD Leeds/Hull
  • ASD London
  • ASD Multitubes
  • ASD Norfolk
  • ASD Profiling
  • ASD Sheffield
  • ASD Stalbridge
  • ASD Stoke
  • ASD Tividale
  • ASD Tonbridge
  • D & F Steels
  • FP South East
  • ASD Glen Metals
  • ASD Grange Steels
  • ASD KMS Forster
  • ASD Organically Coated Steels
  • ASD Shear Brilliance
  • ASD Welbeck Trading
  • ASD Westok

Atlantic Steel Processing Ltd.
Barclay & Mathieson Ltd. Barrett Steel Limited
  • Advanced Steel Services Ltd.
  • A. H. Allen Steel Services (Midlands) Ltd.
  • Barrett Central Distribution Ltd.
  • Barrett Nickel Alloys Ltd.
  • Barrett Precision Tubes Ltd.
  • Barrett Steel Services Ltd.
  • Barrett Strip & Alloys Ltd.
  • CMT Steel Services Ltd.

- Consett Steel Services Ltd.
- Dragon Steel Services Ltd.
- Dudley Iron & Steel Co. Ltd.
- Goodman Steel Services Ltd.
- KASS (Steel Stockholders) Ltd.
- Lilleshall Steel Services Ltd.
- Locum Fine Steels Ltd.
- Mattersons Ltd.
- Newark Steel Ltd.
- Omega Steel Ltd.
- C. Roberts Steel Services Ltd.
- Staniforth-HKB Steel Ltd.
- Steelstock (Burton on Trent) Ltd.
- Steel Supplies (Scotland) Ltd.
- Struthers & Carter Ltd.
- Taylorsteel (North West) Ltd.
- Thistle Steels Ltd.
- Woodberry Chillcott & Co. Ltd.
- Yarmouth Steel Services Ltd.

Brian McCance (Steel) Ltd.
Brown McFarlane Ltd.
Brown & Tawse Steelstock Ltd.
  • Brown & Wilson Steels Ltd.
  • Royton Steelstock Ltd.

Carter Steel Ltd.
Dent Steel Services (Yorkshire) Ltd.

European Steel Sheets Ltd.
  • Galvanised Sheet & Coil Ltd.

Fowle & Co. Ltd.
Franklin Steel Stockholders Ltd.

Hall & Pickles 1812 Limited
  • Hall & Pickles Glasgow
  • Monkhouse & Brown Tyne & Wear
  • Hall & Pickles Poynton
  • Hall & Pickles (Yorkshire Office)
  • Hall & Pickles Wolverhampton
  • Hall & Pickles Crosskeys
  • Hall & Pickles Eastleigh
  • John Tainton Kidderminster
  • John Tainton Stockport
  • John Tainton Crosskeys
  • John Tainton Cogeshall

John Chorley & Co. Ltd.
John Parker & Son Ltd.
Lagan Valley Steels Ltd.
Malcolm Clarke Steel (Hollinwood) Ltd.
Malthouse Engineering Co. Ltd.
  • Lynrose Engineering

Murray Metals Group
P.P. Profiles Ltd.
Pegasus Profiles Ltd.
S. M. Thompson Ltd.
Servosteel
Steel Supplies Ltd.
Tata Steel Distribution UK & Ireland  
Thomas Graham & Sons (Iron & Steel)  
V.S.N. (Steels) Ltd.  
Wessex Metal Stock Ltd.  
William King Ltd.  
- Mi-King Ltd.  
Wm. Mellard & Sons Ltd.  
William Twigg (Matlock) Ltd.

**Associate Members:**  
AON Risk Solutions  
Atradius  
Behringer Ltd.  
Coface UK  
Euler Hermes Holdings UK plc  
European Metal Recycling Ltd.  
FICEP UK Ltd.  
Graydon UK Ltd.  
Henderson Insurance Brokers Ltd.  
Invera Ltd.  
Jelf Beaumonts  
Kaltenbach Ltd.  
KASTO Ltd.  
Metalogic Ltd.  
Metal Bulletin plc  
PCI Systems Ltd.  
Peel Ports Ltd.  
Platts  
QBE Trade Credit Europe  
Rösler UK  
Steel First  
Trade Finance Partners Ltd.  
UK Credit Specialists Ltd.  
Voortman UK  
W. E. Dowds (Shipping) Ltd.

**Producer Associate Members:**  
ArcelorMittal FCE UK  
Metinvest Spartan UK  
Mir Steel Ltd.
APPENDIX V – UK STEEL DEMAND

UK Demand - Steel Mill Products 1972-2014

* excludes any imports made by steel producers
APPENDIX VI – UK IMPORTS

Structural Sections  
UK Imports – All Sources  
January-December 2013 and January-December 2014

- Spain  
- Germany  
- Turkey  
- UAE  
- Lux  
- S Korea  
- Irish Rep  
- USA  
- Neths  
- China  
- Other

TOTAL IMPORTS 621kt  
EU 28: 89%  
RoW: 11%

TOTAL IMPORTS 675kt  
EU 28: 85%  
RoW: 15%

Merchant Bar  
UK Imports – All Sources  
January-December 2013 and January-December 2014

- France  
- Turkey  
- Spain  
- Italy  
- Sweden  
- Bulgaria  
- Irish Rep  
- Czech R  
- Other

TOTAL IMPORTS 113kt  
EU 28: 90%  
RoW: 10%

TOTAL IMPORTS 127kt  
EU 28: 74%  
RoW: 26%