

STEEL NEWS

E-NEWSLETTER FOR AIIS MEMBERS AND THE STEEL COMMUNITY



CONTENTS

- 1 Executive Director's Report
- 5 Market Update
- 8 Steel Shorts
- 12 Customs Corner
- 15 Calendar of Events

EXECUTIVE DIRECTOR'S REPORT

Manhattan In December With AIIS!



As this goes to press, we are only about three weeks away from our December 3rd reception and Annual Dinner at New York

City's stunning Manhattan Penthouse on Fifth Avenue with our special guest Bret Stephens, the Pulitzer Prize-winning Global Affairs columnist for the Wall Street Journal, whose appearance is sponsored by our much-valued partner OHL.

There are many great reasons why we would love the honor of your company at this signature AIIS event: sharing Christmas holiday warmth and cheer in one of Manhattan's premier locations and the breath-taking beauty of top-of-the-City views, exceptional cuisine (with attentive, graceful service), and the opportunity to hear deeply thoughtful, off-the-record comments on current hot-button foreign policy topics from one of America's most respected journalists.



But perhaps the most important reason why we gather together on this one night--this will be our 65th New York City Annual Dinner--is our shared vision of open markets and free and responsible trade in steel.

This is our common purpose, and our Annual Dinner is one of our most significant fund-raising opportunities. Free trade is never widely popular, especially in a highly charged election season. Positions that make clear economic

(continued on page 2)

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Executive Director's Report (continued from page 1)

sense for the broad American economy are often easy to caricature and kill. Just ask those who supported the now-scrubbed Keystone pipeline. That's why your support is more vital now than ever. Every dollar that we raise through this and other events during the year enables us to meet the many public policy challenges we face.

Your support enables us to effectively tell the whole story about free and responsible trade in steel and open markets on Capitol Hill, in the executive branch agencies of our Government, and in international forums. Telling the whole story about how an efficient steel supply chain benefits our entire economy and facilitates job-creating trade is particularly important now, when many only tend to hear one side of a complex issue.

Your commitment and support also enables us to present highly praised panel discussions on relevant, current trade topics, as we just did at our successful October 27th AIIS Gulf Region Golf & BBQ event at Houston's Wildcat Golf Club.

We promise not to tell anyone if you and your colleagues and friends have the time of your life while you help support us!

Reserve your ticket now!

Please fill out this form and [REGISTER HERE](#) for the AIIS 65th Annual Dinner.

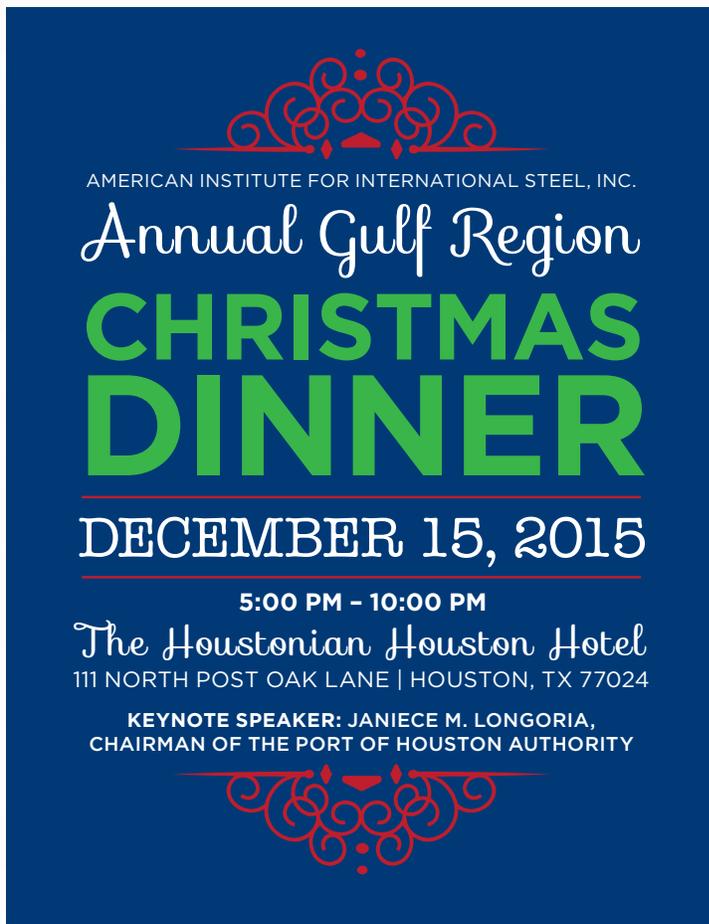
If you are traveling to New York City, we have reserved a block of rooms at the midtown Roosevelt Hotel at a special discounted rate of \$329.00 per night. These rooms are in limited supply. You may reserve your room now by calling 1-888-833-3969.

With regard to our October 27th Houston golf event and our trade update panel, my sincere thanks to our three outstanding presenters:

Mr. Ed Fitzgerald with **OHL International**, who addressed trade matters related to wood packaging materials, **Mr. Max Schlubach** with **Brown Brothers Harriman**, who provided incisive commentary on the new regulatory

initiatives affecting the natural gas industry, and **Mr. Gerald Merfish**, **CEO of Merfish Pipe & Supply**, who assessed the current state of affairs in the pipe and tube market.

You enlightened us all with your remarkable expertise and empowered us with relevant, timely information we could not have obtained anywhere else. We are deeply grateful!



AMERICAN INSTITUTE FOR INTERNATIONAL STEEL, INC.

Annual Gulf Region CHRISTMAS DINNER

DECEMBER 15, 2015

5:00 PM - 10:00 PM

The Houstonian Houston Hotel
111 NORTH POST OAK LANE | HOUSTON, TX 77024

KEYNOTE SPEAKER: JANIECE M. LONGORIA,
CHAIRMAN OF THE PORT OF HOUSTON AUTHORITY



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The December 15th Houston Christmas Dinner

Please remember to register for our December 15th Houston Christmas Dinner. This festive holiday event, which is sponsored by the Houston ILA Dock and Marine Council and the Port of Houston Authority, will be held this year in the Houstonian Hotel. We are most honored to announce that our distinguished keynote speaker for the evening will be Janiece Longoria,

(continued on page 4)

AMERICAN INSTITUTE FOR INTERNATIONAL STEEL, INC.

65th Annual Dinner

THURSDAY, DECEMBER 3, 2015



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Thanks to our sponsors:



Executive Director's Report (continued from page 2)

Chairman of the Port of Houston Authority.

You may register for this sure-to-be memorable Christmas Holiday celebration with your Houston-area friends and colleagues at www.aiis.org.

You may also reserve a room at the Houstonian Hotel at a special discounted group rate of \$149.00 per night.

To secure your room, please call 1-800-231-2759 or email the Hotel at reservations@houstonian.com, and mention the group name, "AIIS Christmas Dinner".

A Brief Policy Brief

Recent developments with respect to two important AIIS-supported policy initiatives are

worth noting.

In the first development, the U.S. House of Representatives last week included in its highway bill Senate-passed language that would re-authorize the Export-Import Bank (Ex-Im Bank) by extending the Bank's general statutory charter until 2019.

According to the non-partisan Congressional Research Service,

"Ex-Im Bank, a wholly owned U.S. government corporation, is the official export credit agency (ECA) of the United States. Its mission is to assist in financing and facilitating U.S. exports of goods and services and, in doing so, to contribute to U.S. employment. On a demand-driven basis, it seeks to finance exports that

(continued on page 5)



***C&F International** is one of the largest independent steel trading companies in the world. The company markets steel products and raw materials throughout the entire steel industry chain. Its services range from pure back-to-back trading transactions to inventory management, transportation, delivery, and processing.*



the private sector is unwilling or unable to undertake alone at terms commercially viable for exporters; and/or to counter government-backed financing offered by foreign countries through their ECAs.”

Many United States manufacturers, including manufacturers of steel-related products, have relied on Ex-Im trade-related financing since the present version of the Bank was established in 1945.

The current debate over reauthorization of the Ex-Im Bank is grounded in a larger debate about the appropriate role of the United States Government in export promotion activities. Our view is clear. In a perfect world in which all countries avoid any form of export assistance, this type of government activity to assist United States manufacturers and service providers would not be needed. But that is not the world we have, and it is not the world in which United States manufacturers and service providers must compete. Perhaps at some future date, in some future multilateral (global) trade negotiation, we might achieve new, comprehensive, binding disciplines on all forms of export assistance, including the type of modest, limited assistance provided by the Ex-Im Bank.

Until that happens, we cannot afford to unilaterally disarm and cede the competitive advantage to others.

With the House's action of last week, and with the strong support of like-minded groups like AIIS, it now appears that the Ex-Im Bank will soon be back in the business of facilitating United States exports of goods and services, and contributing to United States export-related employment.

The second AIIS-supported policy initiative we wish to note relates to legislative efforts to end restrictions on United States oil and natural gas exports.

Federal restrictions on United States oil and natural gas exports impair the long-term development of the complex infrastructure the United States requires to maximize its potential in this area, particularly with respect to liquid

natural gas (LNG) projects. According to a 2015 Congressional Research Service report, LNG trade currently accounts for about 31 percent of all natural gas traded internationally.

The AIIS strongly supports H.R. 702, legislation that amends the Energy Policy and Conservation Act (the Act) to repeal the Act's authority to restrict the export of coal, petroleum products, and natural gas, and supplies of materials or equipment necessary for the exploration, production, refining, or transportation of energy supplies, among other things. H.R. 702 passed the House on October 9, 2015 and was sent to the Senate, where it faces an uncertain future.

America is experiencing an energy renaissance. Outdated protectionist policies should not stand in the way of this most extraordinary development and its bright economic promise. We will continue to be engaged in this important legislative effort.

MARKET UPDATE

Once again, it seem, reports of the economy's strength have been greatly exaggerated.

Gross domestic product (GDP) grew by just 1.5 percent in the third quarter, according to an initial estimate from the Bureau of Economic Analysis. This followed robust growth of 3.9 percent during the second quarter.

Some analysts put a positive spin on the news, though, noting that the slowdown largely resulted from businesses reducing inventories and that consumer spending, which accounts for two-thirds of the country's economic activity, grew by 3.2 percent, following 3.6 percent growth in the second quarter.

Third quarter GDP growth will be revised two more times in the next two months, and the assessment could improve (or it could get worse). The initial estimate for the second quarter was 2.3 percent.

The Federal Reserve on Oct. 28 left interest rates unchanged, as expected, while characterizing

(continued on page 6)

Market Update (continued from page 5)

the economy as “expanding at a moderate pace.” The Fed’s benchmark federal funds rate has been at 0-0.25 percent since December 2008, and the central bank has not raised rates since June 2006. Federal Reserve Chairman Janet Yellen has indicated for several months that she would like to begin raising rates before the end of the year, and only one opportunity remains for that to happen – the December meeting of the Fed’s Federal Open Market Committee.

“In determining whether it will be appropriate to raise the target range at its next meeting, the Committee will assess progress – both realized and expected – toward its objectives of maximum employment and 2 percent inflation,” the Fed stated following its October meeting. “This assessment will take into account a wide range of information, including measures of labor market conditions, indicators of inflation pressures and inflation expectations, and readings on financial and international developments.”

The unemployment rate remained at 5.1 percent, the lowest level since April 2008, though job growth in September was well below expectations at 142,000 jobs. Even as the unemployment rate has decreased in recent years, wage growth has remained weak – just 2.2 percent for this year. The Center for American Progress released a study in October that concluded that this is at least partly because much of the job growth since the end of the Great Recession has been in low-wage industries, such as accommodation and food services, temporary help services, retail trade and long-term health care.

“These jobs account for nearly two-fifths of all new jobs added since the labor market bottomed out in February 2010,” the Center stated. “While these workers make up a significant fraction of what growth this economy has had, their wages remain subpar, growing at rates well below their industry counterparts.”

The Conference Board’s Consumer Confidence Index dipped five points in October to 97.6 (The index uses a baseline of 100 from 1985).

“Consumers were less positive in their assessment of present-day conditions, in particular the job market, and were moderately less optimistic about the short-term outlook,” the organization’s director of economic indicators said. “Despite the decline, consumers still rate current conditions favorably, but they do not anticipate the economy strengthening much in the near-term.”

The Institute for Supply Management reported that its Purchasing Managers Index fell to 50.2 in September, down from 51.1 in August and 58.1 in August 2014. Any rating over 50 is associated with expansion in the manufacturing sector. The index, which is based on a survey of the nation’s supply executives, has not recorded a contraction in 33 months. Out of 18 manufacturing sectors surveyed, just seven reported growth in August.

New home sales fell 11.5 percent from August to September, but were 2 percent higher than in September 2014, according to the U.S. Census Bureau and the U.S. Department of Housing and Urban Development. Existing home sales grew 4.7 percent from August to September, and were 8.8 percent higher than they were last September, the National Association of Realtors reported.

“Despite persistent inventory shortages, the housing market has made great strides this year, backed by an increasing share of pent-up sellers realizing the increased equity they’ve gained from rising home prices and using it towards trading up or moving into a smaller home,” the association’s chief economist said. “Unfortunately, first-time buyers are still failing to generate any meaningful traction this year.”

Automotive sales were strong in September, with car sales increasing 6.7 percent from a year earlier, and light truck sales jumping 23.7 percent compared to September 2014, according to Motor Intelligence.

The dollar, in late October, was trading at 0.91 euros, 0.65 pounds, 120.32 yen and 6.31 yuan, similar to the strong levels it has maintained throughout 2015.

The Dow Jones Industrial Average ended

(continued on page 8)

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Our Mission

The Center for Global Trade Education and Compliance was created to educate international trade participants about U.S. import requirements, U.S. export control regulations and other statutes, regulations, practices and procedures relating to international trade. The Center was founded on a simple premise that importers, exporters, customs brokers, freight forwarders and others involved in the movement of goods across international borders would benefit from international trade educational programming tailored to their individual needs. Such programs include:

- Basic overviews to U.S. import regulations or U.S. export Controls
- Advanced courses on a wide variety of import regulation and export control topics
- Compliance workshops helping importers conduct their own Importer Self Assessments, prepare for or conduct their own Focused Assessments
- Import and export compliance manual workshops outlining step by step development of these critical materials
- Updates on current legal issues and developments

Whatever your needs, the Center for Global Trade Education and Compliance can provide your organization with your strongest possible tool against the risk of non-compliance: management and employees with an understanding of import and export related legal issues.

Global Trade Regulatory Review was created to help improve the regulation of global trade from the grassroots up. Global Trade Regulatory Review relies heavily on the input of global trade market participants who share similar goals in improving the regulation of global trade. Our mission is to pursue four goals in improving the regulatory process.

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 - ⇒ The important work of the regulatory agencies that affect global trade, combined with the persistent challenge of limited resources to conduct that work, requires that regulatory efforts strive to be efficient and effective.
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 - ⇒ Importers, exporters and their supportive service suppliers who strive to understand and follow the law should not be thwarted by confusing, unnecessarily complicated or poorly communicated requirements.
- ◆ **Regulatory enforcement should be fair and provide due process.**
 - ⇒ The Global Trade Regulatory Review seeks to identify situations and processes that are unfair or fail to demonstrate due process.

For more information concerning the mission of the Global Trade Regulatory Review and how you can participate, please contact us or see our information at the following addresses:

**1101 Pennsylvania Avenue, N.W. ~ 6th Floor ~ Washington, D.C. 20004
(202) 756 2245 (telephone) ~ (202) 756 7323 (Facsimile)
www.GlobalTradeRegulatoryReview.org**

Market Update (continued from page 6)

October at 17,663.54, almost 2,000 points above where it was on Aug. 25, which was a recent low point. The S&P 500 closed the month at 2,079.36, more than 200 points above the late August dip.

In reporting on the latest GDP news, *The New York Times* wrote, “The pluses and minuses buried in the fine print of Thursday’s reports on economic output and hiring highlight the contradictions that economists, Federal Reserve policy makers and ordinary consumers all have to contend with after more than six years of tepid economic growth.”

Economic indicators frequently present mixed messages, with strength in one area offset by weakness in another. In the end, though, despite the occasional bright spots, the continued inability of the economy to put together several strong quarters in a row makes it difficult to see the country’s economic growth as anything more than how the *Times* describes it: tepid.

STEEL SHORTS

Steel Demand in China Sinking Fast

Demand for steel in China has “evaporated at unprecedented speed as the nation’s economic growth slowed,” the deputy head of the China Iron & Steel Association said in October.

The slowdown in growth, a devaluation of the Chinese currency and an attempted restructuring of the economy to move toward quality and efficiency have, along with other factors, pushed down the demand for steel. In 2014, steel demand in China shrunk for the first time in 14 years, and this year, many steel manufacturers are reporting financial losses as “The demand for iron and steel is falling but the output has not slowed accordingly,” as one analyst noted.

“On the one hand, losses arose because state-owned enterprises have huge production capacity,” the analyst said. “On the other, existing bank loans prompted them to continue production in spite of the losses. The capital chain

is tightening with growing risks of snapping.”

Some critics have accused China of dumping its excess steel in the United States and elsewhere.

China accounts for nearly half of the world’s demand for steel. This year, according to the World Steel Association, China is expected to consume 690 million tons, 3.5 percent less than in 2014.

Welded Line Pipe from South Korea, Turkey Dumped in U.S., Commerce Department Determines

The Department of Commerce in October [determined](#) that companies from South Korea and Turkey engaged in dumping in their sales of welded line pipe in the United States.

Commerce identified dumping margins of 2.53-6.19 percent for South Korea and 6.66-22.95 percent for Turkey. The agency also conducted countervailing duty investigations of the two countries and determined that Turkey has subsidized production of welded line pipe. The department announced a negative determination in its countervailing duty investigation of South Korea.

Welded line pipe imports from South Korea totaled 702,600 metric tons in 2014, while the total from Turkey was 78,100 metric tons.

The U.S. International Trade Commission is scheduled to make its final determinations in the case by Nov. 18.

Separately, the Department of Commerce initiated antidumping duty and countervailing duty investigations of imports of welded stainless pressure pipe from India. A preliminary determination in the case by the U.S. International Trade Commission is expected by Nov. 16.

AK Steel Blames Imports for Expected Lay-offs in Kentucky

AK Steel officials say that imports are forcing them to lay off hundreds of workers in Kentucky.

The company announced in October that it is

(continued on page 10)



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Steel Shorts (continued from page 8)

going to idle the blast furnace and related steelmaking operations at its Ashland, Ky., facility “as a result of challenging domestic market conditions.”

“We are taking this necessary step due to the onslaught of what we believe are unfairly traded imports of carbon steel that have been flooding our shores,” AK Steel Chairman, President and CEO James Wainscott said. “These imports have substantially reduced order intake rates, production rates, shipment volumes and selling prices.”

The layoffs reportedly could affect as many as 733 employees.

Also in October, Nucor and Steel Dynamics cited imports as a leading cause of their mixed financial performance in the third quarter.

Steel Import Permit Applications Dip 8%

Steel import permit applications decreased 8 percent from August to September, the American Iron & Steel Institute reported, using U.S. Department of Commerce data.

The decline in permit applications followed a 6.8 percent decrease in imports of steel mill products from August to September. Imports in August were down 17.2 percent from the August 2014 level.

Steel production in the United States, meanwhile, increased 0.1 percent to 7 million metric tons in August, while domestic demand for steel during the month decreased 2.9 percent to 8.3 million metric tons. August demand was nearly 11 percent lower than it was in August 2014.

AMERICAN INSTITUTE FOR INTERNATIONAL STEEL, INC.
65TH ANNUAL DINNER
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DECEMBER 3, 2015

KEYNOTE SPEAKER:

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The Department of Commerce and the U. S. International Trade Commission are the agencies which provide the administrative apparatus for the antidumping and countervailing duty laws – determining if goods are sold at less than fair value or less than the cost of production, or subsidized; the scope of product coverage; whether there is circumvention; and whether there is injury to a U. S. industry. Enforcement of antidumping and countervailing duty Orders, including collection of applicable duties, is the responsibility of U. S. Customs and Border Protection – a responsibility that is taken very seriously.

Customs has identified five Priority Trade Issues, and Antidumping and Countervailing Duties is first on the list. Customs has a Division for AD and CVD Policy and programs. (One of the Branch Chiefs, Alex Amdur, has been a regular participant in AIIS Customs Committee Annual Meetings, and plans to participate again this year.) The Division publishes a regular AD/CVD Update as well as providing additional information on the CBP website.

Steel products have long been the product area with the most Orders issued. Out of approximately 320 Orders in force (as of July 13, 2015), steel products account for 157. 71 are on mill products, 44 on pipe, and 42 on other iron and steel products and castings. 131 Orders are on products of China: India is in second place with just 23.

Most importers interaction with Customs on AD and CVD matters is at the time of entry, paying duty deposits and ensuring adequate bond coverage; and upon (eventual) liquidation of the entry and finalization of duties, all too often with additional duties and interest amounts due. There may be some discussion about scope coverage, although the final word on that is always with the Commerce Department.

Customs AD/CVD Division reminds importers that the enforcement function has a high priority. The Division, working with the Base Metals CEE and the ports of entry, is engaged in identifying imports where the importer failed to declare and pay duties on covered goods. Inadvertent failures can still be very costly in duties and fees, and even mitigated penalties can be substantial for goods with high AD and CVD rates. There has also been a significant increase in the use of the False Claims Act for AD and CVD matters (see last month's Customs Corner on Customs Trolls), both by private parties seeking to deal with competitors they believe are acting improperly, and by whistleblowers seeking a portion of any recovery.

The Division is also concerned with cases involving outright smuggling or fraud. While the Customs civil penalties in those cases can be high – up to 8 times any loss of revenue plus payment of the revenue loss plus interest – the use of other criminal enforcement tools is increasing. Criminal Customs sanctions have been applied more often in AD and CVD cases, with jail time for smuggling. In addition to the Customs violation there may be violations for false statements to government officers, wire fraud, conspiracy, and money laundering.

Customs has undertaken significant efforts to meet its responsibilities in the antidumping and countervailing duty area. Importers are certainly encouraged to do so as well.

Steven W. Baker

AIIS Customs Committee Chair
Law Offices of Steven W. Baker
swbaker@swbakerlaw.com

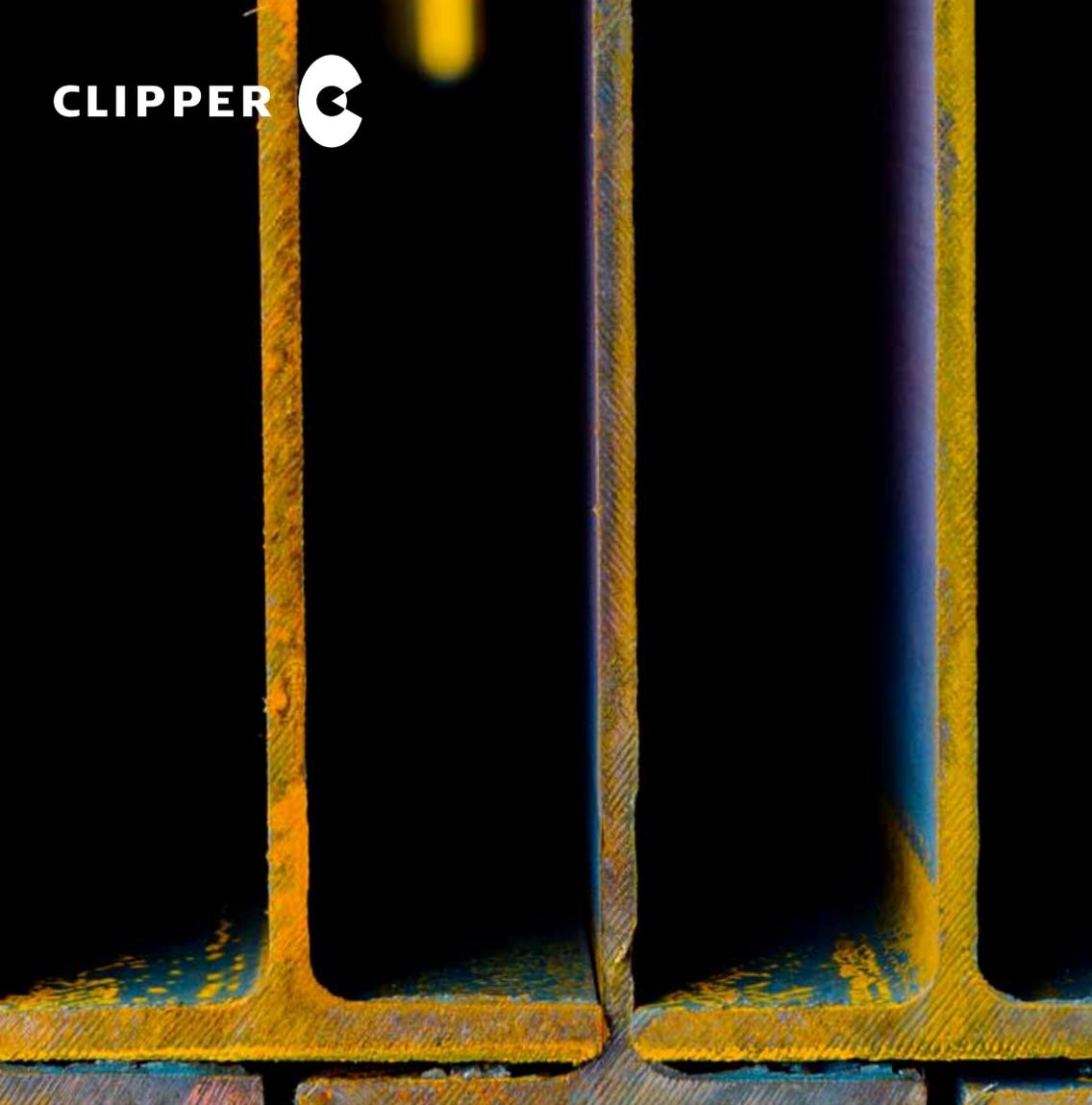


CUSTOMS COMMITTEE MEETING

FRIDAY, DECEMBER 4, 2015
9:15AM

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CALENDAR OF EVENTS

65th AIIS Annual Dinner

Manhattan Penthouse, New York, NY
December 3, 2015

AIIS Annual Gulf Region Christmas Dinner

The Houstonian Houston Hotel
December 15, 2015

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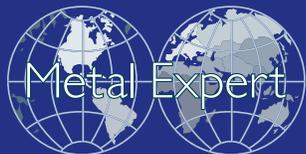
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Steel Plate Conference, North America

Houston, Texas, USA
1st of February, 2016



The first ever in the United States specialized meeting to bring together steel plate market insiders both from local and import sides on **February 1, 2016** in **Houston, Texas**, meet each other and hear from market players and experts about:

- Plate demand perspectives in 1st and 2nd half of 2016
- AD news and prospects
- When trade and distribution business slowdown finally ends
- Market development outside the US
- Slab and raw materials cost trends
- Capacity utilization and updates
- R&D achievements and technology news

We invited the following speakers and participants:

- US and North American steel plate producers and units including JSW Steel, Nucor, ArcelorMittal, SSAB, AK Steel, Steel Dynamics, U.S. Steel, Evraz, Essar Steel Algoma, AHMSA, Ternium, NLMK
- Main Importers to North America
- Tubes and pipes producers
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- Analysts and experts from end-user side
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Standard Rate - \$ 1500 per delegate

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