

Welcome

***CURRENT MARKET REALITIES
IN THE GLOBAL STEEL
INDUSTRY***

BEIJING 2004

SPECIFICATION USE IS MARKET DRIVEN

- Construction Codes
- Federal/local Regulations
- Specifier, Producer, & User Preferences



MARKET INFLUENCE

- Access To Standards
- Availability Of Product
- Meet Broad Needs Without Undue Burden
- Facilitation Of Trade



Most Countries Have At
Least One Internal System
Of Standards...



| | | | |
|------------------------|---------|-----------------------|----------|
| ■ Australia | AS/ADS | ■ Mexico | NOM |
| ■ Austria | ONORM | ■ Netherlands | NEN |
| ■ Belgium | NBN | ■ Norway | NS |
| ■ Bulgaria | BDS | ■ Poland | PN |
| ■ Canada | CSA/DEF | ■ Romania | STAS |
| ■ China | GB/YB | ■ Russia | GOST |
| ■ Czechia | CSN | ■ Slovakia | STN |
| ■ Denmark | DS | ■ South Africa | SABS |
| ■ Europe | EN | ■ Spain | UNE |
| ■ Finland | SFS | ■ Sweden | MNC/SIS |
| ■ Germany | DIN/WNR | ■ Switzerland | SN/VSM |
| ■ Great Britain | BS | ■ Turkey | TS |
| ■ Hungary | MSZ | ■ USA | ASTM |
| ■ India | IS | | AMS/ASME |
| ■ International | ISO | | SAE |
| ■ Italy | UNI | | AWS/API |
| ■ Japan | JIS | | FEDERAL |
| | | | MILITARY |
| | | | DOD |



ONE PERSPECTIVE

■ Privately Owned Specialty Alloy Distribution

Materials:

Stainless Steels
Nickel Alloys
Titanium Alloys

Markets:

Industrial
Aerospace
Chemical
Power



ROLLED ALLOYS

- Five Us Facilities
- International Offices

Toronto

United Kingdom (3)

Singapore

Shanghai

The Netherlands



STEEL/STAINLESS

- Thermal Processing – ASTM
- Aerospace – AMS
- Process Equipment - ASME
- En / Din 10028-7 Rare
- Requests For En 10204, 3.1.B Test Reports Is Common
- Foreign Mills Certify To ASTM



NICKEL ALLOYS

- Aerospace – AMS or PROPRIETARY
- PROCESS EQUIPMENT – ASME
- General Applications – ASTM
- Requests For DIN 17750 Rare
- Never ISO 6208



B02.07 NICKEL/NICKEL ALLOYS

- 104 Standards – All Product Forms
- Including Inconel[®], Hastelloy[®] and Nicrofer[™] Alloys
- Oldest Active Standard Introduced in 1921 – B 39



B02.07 Nickel/Nickel Alloys Representation

- USA
- United Kingdom
- Japan
- France
- Germany
- China
- Belgium
- Canada
- India



B02 Non-ferrous Metals and Alloys

- USA
- United Kingdom
- Japan
- France
- China
- Belgium
- Canada
- Germany
- Spain
- Saudi Arabia
- Mexico
- Taiwan Province
- New Zealand
- India



BUYERS CREATE THE MARKET

- The Consumer Will Set The Specification Requirements
- Suppliers Will Provide Material To Satisfy Market Demands
- Producers Will Manufacture Material To Standards That Make It Saleable



IN A MARKET DRIVEN SYSTEM,

- One Set Of Standards Will Not Satisfy All Needs
- The Size Of The Market Must Be Considered

A graphic of a globe showing the Eastern Hemisphere, with a color gradient from red at the top to yellow at the bottom.

TO FACILITATE TRADE IN THE GLOBAL MARKETPLACE:

- Recognize/accept Multiple Sources Of Standards
- Recognize Existing Products/inventory
- Recognize Different Markets Have Different Needs
- Promote Rationalization/ Interchangeability



WITH ASTM INTERNATIONAL,

You Can Participate Directly In The
Development And Growth Of
Internationally Applied Standards



QUESTIONS?

