

ACE STEEL SUPPLY METAL MANIA

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**VETERAN
OWNED BUSINESS**

The 232 Price Run-Up is Already Here!

Fasten your seatbelts! This article is not sugar-coated.



As of the afternoon of March 8th, Trump finalized his decision and signed a legal Executive Order implementing the following tariffs: 25% on Steel and 10% on Aluminum and they are already being added to inbound orders. The price run up I've been telling you about for months is happening right now!

Highlighted Points:

- Canada and Mexico are excluded while in NAFTA negotiations.
- The 15-day clock starts today before they go into effect.
- Countries can apply for an exemption to the tariff if they can show how they can trade with the US in a fair way.
- For any country that is removed from the tariffs, the rest of the countries would have an increased tariff on them with the same incremental amount.
- He has the right to go up or down on the percentage by specific country depending on how fair the trade is.
- He has the right to include or exclude countries depending on how fair the trade is.
- Trump said he wanted to show great flexibility and cooperation toward those countries that are real friends and treat us fairly on trade and the military.
- Trump says, "If you don't have steel you don't have a country."

The time for low priced deals is officially GONE. Back in February, foreign steel mills were already canceling orders and not confirming anything that was recently placed with them. Domestic mills have been raising prices every time I spoke to them, with quotes only being good until the end of the day in many cases. News of the DOC recommendations that came out a couple of weeks ago already had steel prices and availability in turmoil.

This is a supply and demand business. Right now, there is more demand than supply. Shortages are happening now or will be very soon. Prices are going higher; everybody needs to get used to that. This is reality. The market could very soon be driven by who has the steel you need.

Right now, we're making deals with our existing customers who want to try and lock in steel to ensure availability. Call us NOW and maybe we can still help you!

Our existing customers get first shot, if you don't have something locked in with us there are no guarantees. If we have no deal in place, prices will be much higher than they are today. That was the closing line of last months newsletter and it still applies today!

*Adam Osborn
President,
Ace Steel Supply*

***Our unique skill is creating a
customized solution that will save time,
make life easier and take the stress
out of buying steel.***

March 2018 Metal Prices

▲ Stainless sheet: Prices are UP: Stainless has taken another leg up.

▲ Galvanized sheet: Prices are UP. Prices continue to move up at a fast pace and future availability is getting questionable.

▲ Galvanized 60" wide Domestic Stenciled: Prices are UP. Base prices are up for April production. The trend is up right now.

▲ Hot Rolled: Prices are UP. Prices have exploded in the past 2 weeks.

Drilling Activity Increased from Last Month's Newsletter

<u>US Rig Count:</u>	<u>AMM and Baker Hughes Data</u>	
* report date		
Mar. Newsletter	978 last week	754 last year
* Feb 23rd		
Feb. Newsletter	947 last week	712 last year
* Jan 29th		
Jan. Newsletter	939 last week	659 last year
* Jan 16th		
Dec. Newsletter	923 last week	593 last year
* Nov 22nd		
Nov. Newsletter	898 last week	660 last year
* Nov 3rd		
Sept. Newsletter	944 last week	508 last year
Aug. Newsletter	958 last week	463 last year

Cagle Recreation Area: A Slice of Heaven, Close to Home

For all of you campers out there, there is a little hidden gem just north of Conroe that is fun for the whole family. Cagle Recreation Area is located on the New Waverley exit off of I-45 N. It skirts the south edge of the Sam Houston National Forest. It is approximately 30 minutes south of Huntsville and 30 minutes north of Conroe.

The idea of camping so close to home is quite appealing. Cagle is less than an hour out of town and is beautiful to experience, a great place for some peace and quiet and enjoy the outdoors. You'll be surrounded by 50-75' pine trees as you enjoy the nature, and if you're lucky, maybe see a Bald Eagle in the trees. The park has many walking/hiking/biking trails, and there is a fishing pier and public boat ramp that access the north tip of Lake Conroe.

The park has 47 full hook up sites for any type of RV, as well as tent camping, in two camping loops. The park also has clean showers/bathrooms if you don't have full hook ups. All sites are wide (which means you aren't 'on top' of your neighbor next to you) and have a fire ring and lantern/garbage post. There is nothing better than visiting with good

friends and having a Dutch Oven dinner over an open fire, and let's not forget the s'mores!!!! The best time of year to go is in the spring and fall when there is a chill in the air. But if summer is your time of year, the water is fun for water sports to keep cool.

Prices to enjoy all of this beauty are relatively cheap. Full hook ups are \$27/night, and day passes (to go for a picnic or fishing) are just \$5/day. Although you don't need a reservation to camp, it is recommended.

Spring is fast approaching, so if you are into camping, or just want to experience the outdoors for a day, try Cagle Recreation Area. You won't be disappointed.



Chances Dog Rescue & Relocation

Tiffany Menard, Founder

The last few weeks have been busy for everyone at Chances Dog Rescue and Relocation. On March 4, we sent off our largest transport to date – over 60 dogs and puppies – and we are gearing up for another full transport on March 19. Thanks to mild late-winter weather up North, we have been able to increase to two trips per month, and there is certainly no shortage of Texas dogs looking to catch a ride. We are looking to add another vehicle and additional drivers to our rescue in order to help meet the needs of dogs in Texas, and adoptive families in Massachusetts. If you are interested in helping in this endeavor with a donation, an affordable vehicle, or if you know of potential drivers, please reach out to us on Facebook or via our website, www.chancesrescue.org.

Now for some wonderful updates...

Rhianna, from our January 15th transport, surprised everyone up north with her pregnancy! In mid February, she gave birth to 9 healthy puppies. Everyone is together and thriving in their foster home. Once weaned, all of the puppies and Rhianna will be altered, and adopted into loving families.



Randall headed to Massachusetts on our February 12th transport, and found his forever family within just a couple of days. In Texas, he lived outside on a short chain, in a yard filled with trash and broken furniture. In Massachusetts, he lives with a loving



family near the ocean, has two boys to play with, a full belly and a warm bed. On his adoption day, he got a shopping spree to PetSmart to pick out his beds, treats and toys. After a hard start in life, Randall, now known as Hopper, will know nothing but love and joy for the rest of his days.



Last but not least, Chances has piles upon piles of adorable puppies just waiting for their turn to take a trip to Massachusetts and meet their very own loving families. If you have any interest in being a short-term foster for a puppy, or two...or eight, we'd love to hear from you!

Barbara Pennington,
Sales Manager
ACE STEEL SUPPLY
Save a Life – Adopt a Homeless Dog!

Customer Testimonials

“Ace Steel Supply is the only supplier here locally that I have found that will try to help you, particularly put together small orders. We are not a big contractor. Unless you have a large order, no one wants to barely give you the time of day. Ace is very helpful particularly when it comes to talking about, and helping you put an order together that’s not big enough to fit in an eighteen-wheeler.”

Curtis Watson
SLS Construction

“Ace Steel Supply goes above and beyond anybody I have ever dealt with, in keeping customers informed of the market and how they will be impacted.”

Doug Miller
Outside Service Sales
Thermo King of Houston, LP

“I had a good experience with Esthela, ordering stainless steel tubing. I just recently started working with a company that needed stainless, so I contacted Ace Steel Supply. I had questions about materials since it was my first time working with stainless. I have all good things to say. The material was ordered and shipped to me on time. I had a very good experience. I will be purchasing from Ace Steel Supply next time I need stainless”

Jim Baker -
W. Baker Steel - New Customer

“Always friendly & great service! They always have what we need in stock.”

Sonya Medearis
Medearis Sheetmetal & Roofing Co. LLC

“Love the fast friendly service. Never a waiting line.”

Oscar Perez
O & D Sheet Metal, Inc.



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