

# ACE STEEL SUPPLY METAL MANIA



Volume IV, Issue 10 ★ October 2020



**VETERAN**  
**OWNED BUSINESS**

## Heard in the METALS MARKET

### US cuts Q4 quota for Brazil semi-finished steel

Brazilian producers of slab and billet are now allowed to export up to 60,000 tons of such products to the US in October-December; previously, the limit was around 350,000 tons.

"In light of recent deterioration in market conditions brought on by the Covid-19 pandemic affecting domestic steel producers, the US has deemed it necessary to reduce the remaining quota for Brazilian semi-finished steel products for the remainder of 2020, but will maintain existing quotas for other steel products," according to a release from the US Trade Representative on August 31.

Tons imported into the US during the fourth quarter also must have been contracted prior to August 28 and must receive authorization from the government.

Brazil is allowed to ship around 3.5 million tons of semi-finished steel, a category which includes slab and billet, to the US each year. All of the 350,000-ton limit for the fourth quarter has already been sold. This follows the Section 232 investigation into national security issues on steel imports. Quarterly volumes are not allowed to surpass 30% of the annual limit.

The quarterly limit for Brazil-origin semi-finished imports is usually exhausted on the first day of each quarter, because importers use local free trade zones to store material when it is not allowed through customs.

"Brazil is also the second-largest source of steel imports to the US and the largest source of imports of semi-finished steel products. Moreover, imports from most countries have declined this year in a manner commensurate with this contraction, whereas imports from Brazil have decreased only slightly," the proclamation said. Talks with Brazil about the import quota will resume in December.

The Brazilian economy and foreign relations ministries believe that bilateral relations between the two countries will allow for the reinstatement of the previous quota, or even the introduction of a larger one, they said in a joint announcement. For now, the annual quota of 3.5 million tons of semi-finished steel is maintained for 2021, the US proclamation said.



### The Galvalume Shortage: What it Means for You

Those of us operating in the galvalume market have seen a dramatic shift in availability over the last few months.

#### Forecasting is tough

If we look a bit deeper, we can see that it has more significantly impacted the imports of galvalume and made this product relatively more expensive than domestic

products. This has changed the buying habits of traders and brokers as they have less cushion to take risks and are now buying more conservatively. This is not simply a math equation of tons in and tons out — this has changed behavior making buyers and sellers more cautious.

#### When will pricing bottom out?

Trying to predict when prices will be at their lowest is a tricky waiting game. Buying at the bottom can have a significant impact on your business' bottom line, but it could also cause production lines to shut down and raise prices if no one is buying.

#### Where do we go from here?

Despite reported strong demand and availability challenges, we have seen mill lead times continue to go up with mills and traders walking back on order commitments. Inventory at major market players has depleted and import pricing continues to rise quickly, slowing down import orders and availability as traders are fearful of pulling the trigger.

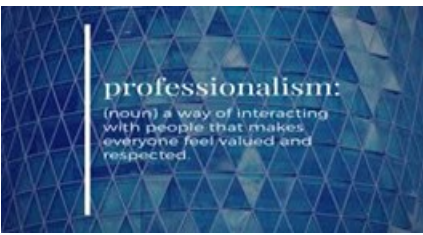
We also see that demand remains strong in the key market for galvalume. We do not know if balanced supply and demand will return soon.

That's where Ace comes in. Ace helps navigate volatility in the market — whether caused by pandemics, natural disasters, new industry regulations or economic shifts. Please call us to discuss your future needs.



**Dependability**

With the items you need in stock and ready to ship, we're committed to helping you avoid out-of-stock setbacks.



## How to teach employees professionalism in the workplace

### Part II of our III-part series

Professionalism in the workplace is a critically important quality for employees to exhibit. Regardless of your company's unique culture, and whether you have a more formal versus more casual atmosphere, you want your employees to work well together. Plus, as a leader, you want to feel confident in how your company is represented.

Professional workplace behavior is necessary for the long-term success of a business. Employee interactions and relationships with customers are of vital importance to ensure that company goals and objectives are met. A professional work-place attitude and appearance allow employees to take pride in their work and improve worker performance. Managers who behave professionally set an appropriate example.

#### **Establishes Appropriate Boundaries**

Professionalism in the workplace establishes boundaries between what is considered appropriate behavior and what is not. While most managers support an enjoyable and vibrant work environment, limits must be put in place to avoid conflicts and misunderstandings. Workers who conduct themselves professionally steer clear of crossing the line with their conversations and other interactions with co-workers, superiors and clients.

#### **Establishes Respect for Authority, and Yourself**

Professionalism establishes respect for authority figures, clients and co-workers. Conflicts are less likely to arise in a professional environment. Workers who respect each other's boundaries and conduct themselves professionally rarely have disagreements that cannot be resolved efficiently. Professionalism also benefits diverse environments in which business people and their clients have several different perspectives and opinions.

#### **Boosts Respect and Minimizes Conflict**

Professional behavior helps people avoid offending members of different cultures or backgrounds. Essentially, your employees need to put their best foot forward and represent themselves and your company well. Maintaining a professional demeanor limits gossip and inappropriate personal conversations that could be considered disrespectful.

#### **Promote and Maintain Accountability**

Companies that interact directly with clients are obligated to provide the best services possible and present their company in the best possible light. Professionalism counts when providing written information to clients.

Ultimately, the ability of your employees to embody professionalism in the workplace means having a more productive and harmonious work environment, as well as a positive brand image. Of course, some employees may require some additional assistance honing these skills.

To be continued next month

## Haunts of Houston

You think Houston isn't haunted? Think again! Here are just a few of the famous local Houston/Galveston 'haunts'.

Spaghetti Warehouse (Downtown Houston): Even though the restaurant is no longer at this location, the building itself is one of the most haunted places in Houston. It is said that the upstairs is haunted by a pharmacist who accidentally fell into an open elevator shaft to his death. His wife, grief stricken, died a year later, she is best known to haunt the restaurant by rearranging furniture, leaving dishes in a mess and even pulling guests hair!

The Rice Hotel (Downtown Houston): This hotel hosted President John F. Kennedy on the day prior to his assassination in Dallas in November 1963. It has been reported to have cold areas, rattling doors and beds, orbs of light and a presence felt in JFK's room. The Hotel has since been renovated into lofts, and these lofts are haunted by spirits who dance on the rooftop.

La Carafe (Downtown Houston): Built in 1866, this is the oldest bar in Houston. It is haunted by a former bartender, Carl. A figure of a large African American man resembling Carl has been seen in the second-floor window of the building after closing time. One bar customer said that the apparition looked like he was about to speak, but nothing but blood came pouring out of his mouth.

Jefferson Davis Hospital (Just outside of Downtown Houston): The hospital was built in 1924, OVER a Confederate cemetery that had been established during the 1840s. The tombstones were relocated, but the 5000-6000 bodily remains never were. Throughout the building's history, it has served as a hospital, a psychiatric ward, juvenile detention center and food stamp distribution. Screams and howls have been heard all over the building, some say it's from the angry soldiers, doctors, nurses and patients making their presence known.

University of Texas Medical Branch's Ewing Hall (Galveston): Yours truly has seen this one! This building stands on a piece of land that was owned by a gentleman who refused to sell his beloved property. He told his children that if they sold it when he died, he would come back to haunt them. After his death, the daughter sold the land to UTMB-Galveston. After the Hall was built, the man's face appeared on a fourth-floor concrete panel facing the water. Attempts to sandblast/power wash the face off, have been in vain. One panel would get clean, then the face would appear on the next concrete panel below the original one. This was done twice before UTMB eventually gave up on removing the 'face', and it is now a permanent feature of Ewing Hall



# CHANCES DOG RESCUE AND RELOCATION BEV'S STORY TO BE COVERGIRL "BEST OF 2020"

By Tiffany Menard, Director

Meet Bev, a very lucky little lady. Bev was seized as part of a hoarding case in La Grange, Texas. She and 3 other dogs – assumed to be her father and brothers - lived outdoors in a 10 x 10 pen. Animal Control brought the little family to Gardenia E. Janssen Animal Shelter where they received some TLC and basic vet care.

Thanks to our partnership with the Janssen shelter, and financial support from the Rachel Ray / Best Friends Save Them All Grant, we were able to quickly get the three boys on transport to Massachusetts. They have all been adopted and are living happy lives with their forever families.

Little Bev could not hop on the bus though because it turns out that she was pregnant and due to deliver right around our departure date. Instead, she stayed back and was able to have her babies – 10 of them! – in a quiet and loving foster home. She was a doting and protective mama, and when her babies reached 4 weeks of age, she and her 10 little ones were finally able to travel north. They arrived safe and sound after a 30-hour ride and settled into a comfy quarantine spot at Cape Ann Animal Aid.

Bev continues to be a wonderful mother and will spend a few more weeks at Cape Ann with her babies while they grow. Then it will be time for everyone to find forever families.

Just three years ago, Bev's fate would have been a very different one. Three years ago, the Janssen shelter had a release rate around 30%, and did not network with rescue groups. The likelihood of a dog like Bev leaving the shelter, would have been slim to none. After some tireless work on the part of their new Director, support from the community, and help from rescue groups, the Janssen shelter has completely changed things. Now well over 90% of dogs are adopted or leave with rescue groups, and for the first time ever, the shelter was voted Best Nonprofit Organization in Fayette County by members of the community (and sweet Bev was the covergirl for the "Best of 2020" issue).

Chances is honored to be a part of this positive change and feels lucky to have been able to help Bev and over 70 dogs from the Janssen shelter move north and find their very own happy endings! If you would like to support our mission, you can follow us on Facebook at [www.facebook.com/chancesrescue](https://www.facebook.com/chancesrescue).

Barbara Pennington

Senior Account Executive

**ACE STEEL SUPPLY**

*We can all do something –  
Foster – Donate – Volunteer!*



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## Material Costs – October 2020 (PRICING IS UP – MATERIAL IS TIGHT)



Stainless: surcharge MOVED UP AGAIN !



Galvanized sheet: Prices climbing



Domestic 60" Galvanized: Prices climbing



Hot Rolled: Prices climbing



Cold Rolled: Prices climbing



Carbon Plate: Prices climbing

Area	Last Count	Count	Change from Prior Count	Date of Prior Count	Change from Last Year	Date of Last Year's Count
U.S.	16 Oct. 2020	282	+13	9 Oct. 2020	-569	18 Oct. 2020

**ACE PROVIDES EXCEPTIONAL CUSTOMER SERVICE** - We are devoted to every customer and every order, large or small. Our highly trained sales representatives are market sensitive and knowledgeable about our inventories, services and resources. We welcome all orders and inquiries and will respond quickly with reliable service and lead times that meet your needs. Behind each of our sales representatives is a skilled team waiting to support your specific requirements.