



4201 Euclid Avenue

Rolling Meadows, Illinois 60008

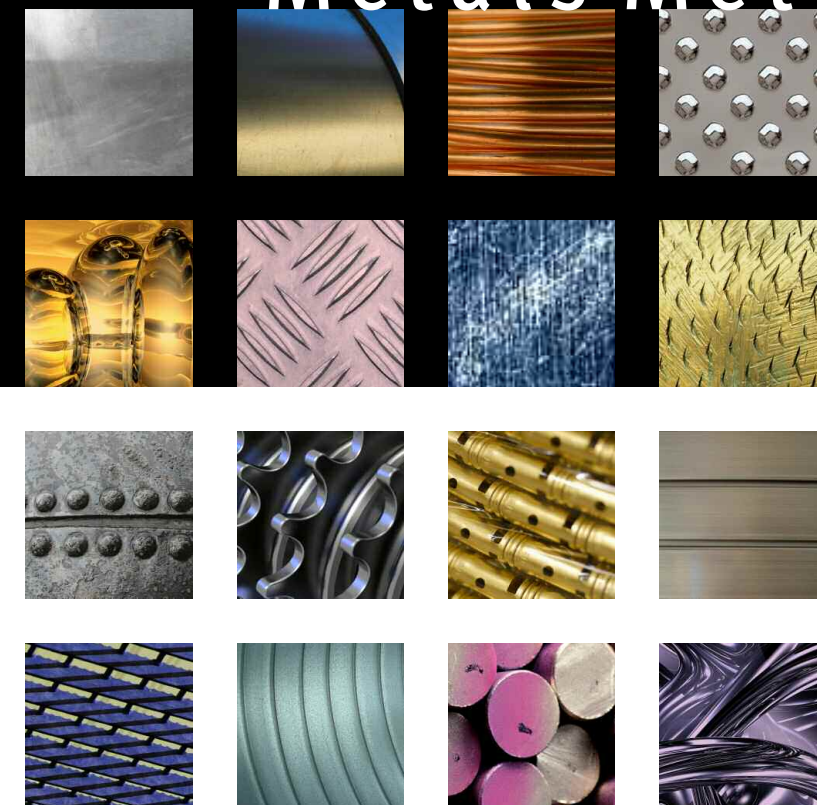
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# Metals Metrics



for Analysts, Economists, Mills, and Distributors

Industry Statistics from the Metals Service Center Institute



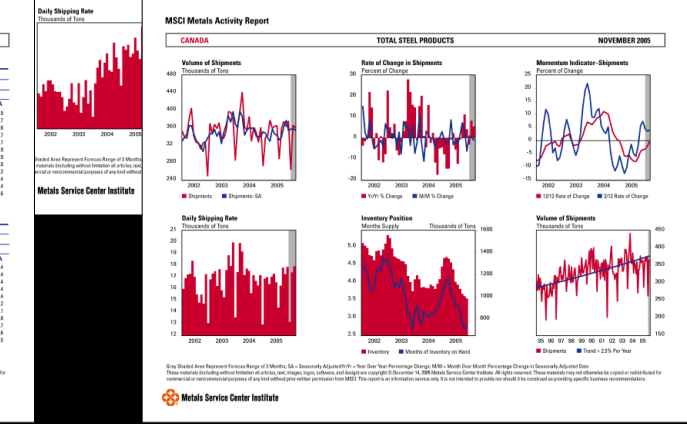
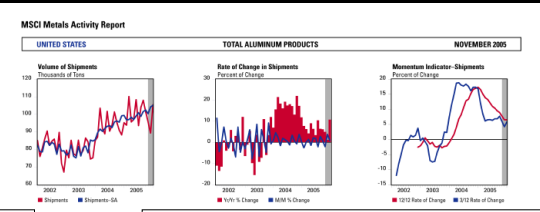
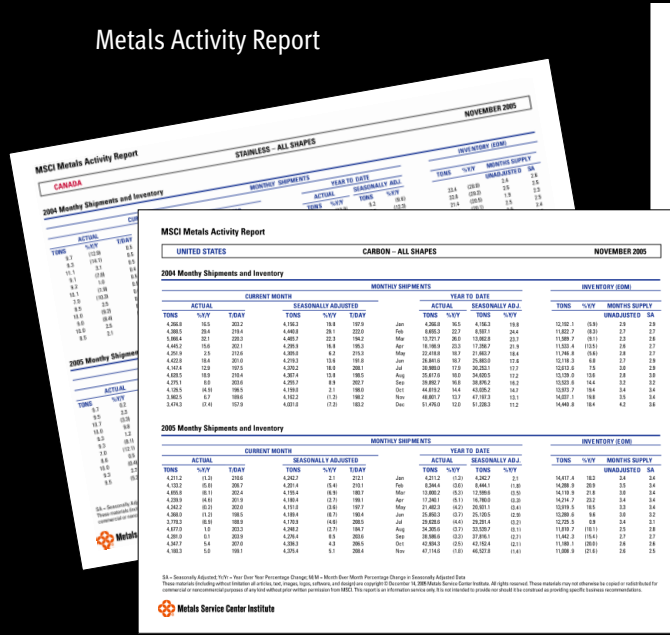
## Now Available – Unique Metals Industry Statistics from MSCI

Year in and year out, the proprietary industry research conducted by the Metals Service Center Institute provides the most accurate and timely shipment, inventory and benchmarking data available on industrial metals and the activities of metals service centers – North America’s No. 1 purchasers of steel, aluminum, stainless steel and other ferrous and non-ferrous products for durable goods manufacturing. MSCI research has shown that the metals distribution channel is a significant leading indicator for the North American manufacturing economy.

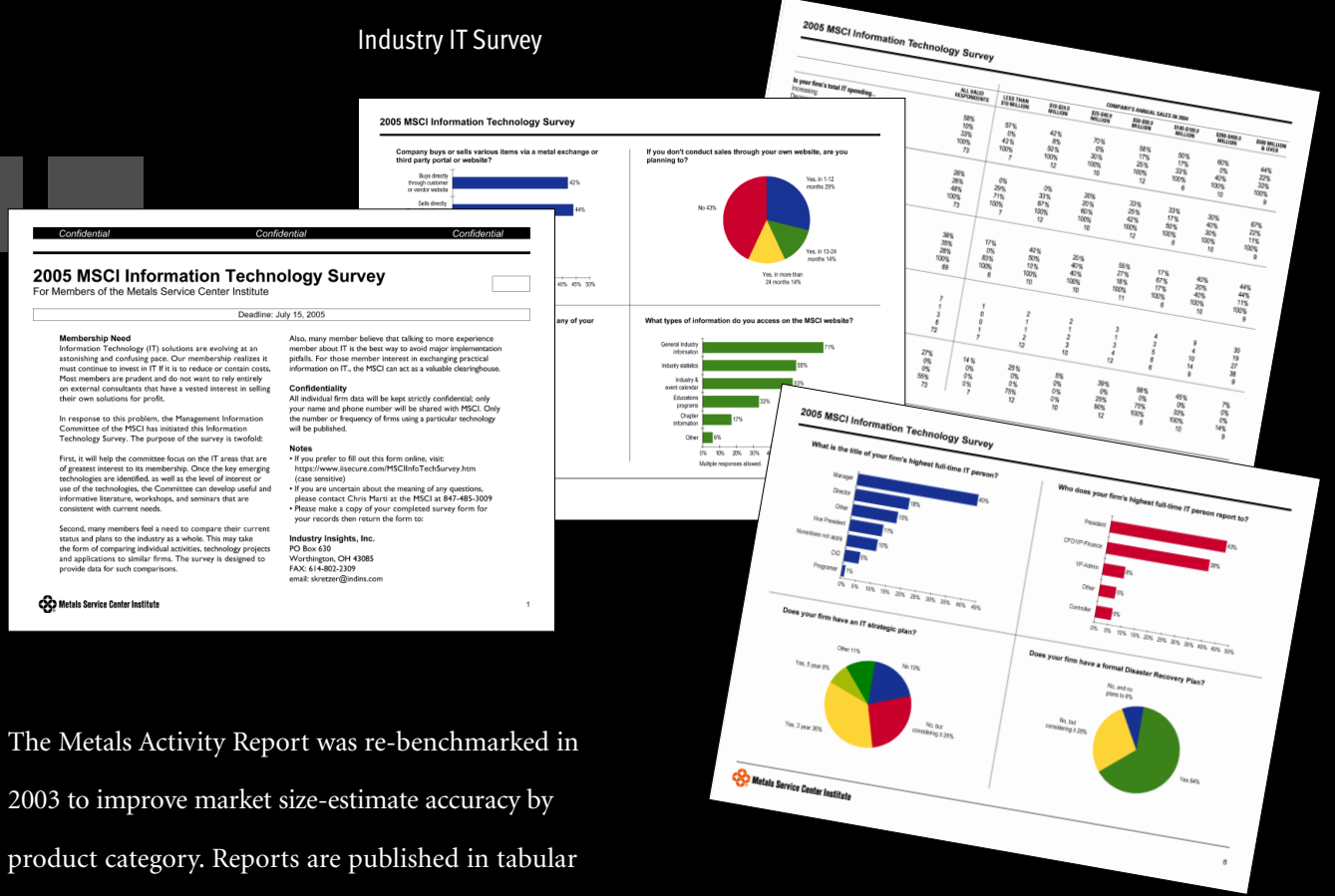
For executives of mills who want tools to anticipate demand, service centers calibrating their inventories, operations and finances, or analysts or economists looking for important information about the metals industry or the North American manufacturing base, MSCI reports are unique, accurate, and irreplaceable.



## Metals Activity Report



## Industry IT Survey



## Our Flagship – The Metals Activity Report™

No single report provides more insight into the North American metals markets than the Metals Activity Report (MAR). Usually issued during the third week of each month, the MAR tracks the previous month's and year-to-date shipments of steel and aluminum products from U.S. and Canadian metals service centers. MAR is the sole source for month-end inventory level data and, for those MSCI service center members who participate in the survey, seasonally adjusted shipment data, company market share comparisons, analytical charts and shipment projections for the next three months.

## Steel Data Categories for the United States and Canada

All steel products	Carbon structurals
Carbon bar	Carbon pipe and tube
Carbon flat-rolled	Stainless products
Carbon plate	Alloy products

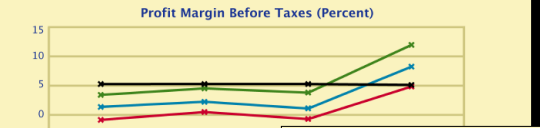
## Aluminum Data

Categories for the United States and Canada

All aluminum products	Plate
Extruded shapes	Sheet and coil
Rod and Bar	Pipe and tube

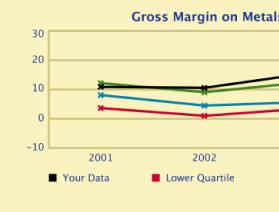
### Days of Inventory (Avg)

	Annual 2001	Annual 2002	Annual 2003	Annual 2004
Your Firm	73.00	73.00	73.00	73.00
Upper Qtl	81.64	78.79	75.63	73.94
Median	94.09	94.33	91.02	83.16
Lower Qtl	118.07	117.00	115.00	110.00
Strength	STRONG	STRONG	STRONG	STRONG



### Days Sales Outstanding

	Annual 2001	Annual 2002
Your Firm	36.50	36.50
Upper Qtl	37.04	37.04
Median	44.60	44.60
Lower Qtl	50.11	49.00
Strength	GOOD	GOOD



### Performance Measures

	Your Firm	Lower Quartile	Median	Upper Quartile
%_Sh_Chg_Prior_Pd	13.64%	30.98%	41.25%	64.80%
Return_on_Equity-IT	26.78%	26.68%	42.45%	71.25%
Debt/(Equity)(Avg)	100.00%	164.48%	114.50%	43.80%
Return_on_Assets-IT	13.39%	11.64%	21.27%	28.38%
Asset_Turnover_(Avg)	2.50%	2.20%	2.58%	2.82%
Profit_Margin_IT	5.36%	4.86%	8.11%	11.90%
CM_on_Metal_Sales	13.04%	22.15%	27.29%	32.75%

### Plant & Income Statement Items

Line	Help	Account	Metals	Processing	Total
1	7	Net Sales (Prior Period)	XXXXXXXXXX		
2	7	Tons Sales/Customers (Prior Period)	XXXXXXXXXX		
3	7	Avg Tons Inventory (Prior Period)	XXXXXXXXXX		
4	7	Avg Tons Inventory (Current Period)	XXXXXXXXXX		
5	7	Customer Invoices (Current Period)	XXXXXXXXXX		
6	7	Tons Sales/Customers (Current Period)	XXXXXXXXXX		
7	7	Appropriates Processing (Current Period)	XXXXXXXXXX		

## Executive Chart Book

Data includes MSCI actual tons shipped, year-to-date tons, seasonally adjusted shipments (for MSCI members only), three-month shipping projections (for participating service centers) and month-end inventories.

**MSCI Service Center Benchmarking Data**  
 MSCI offers the industry's most accurate and comprehensive service center benchmarking data. Our reports include:

**The Executive Chart Book**, a compendium of critically important operations and financial data for metals service centers that allows executives to benchmark their company's performance against the aggregate of their peers in the industry. Derived from





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**Industry Statistics from the Metals Service Center Institute 2006**

## MSCI Report Pricing – 2006

### Metals Activity Report

Free to all members of MSCI. Available to non-members on a subscription basis: Steel in 7 categories \$3,500 per year; Aluminum in 5 categories \$2,500 per year.

### Executive Chart Book

Free to participating MSCI service center members. Non-members may purchase each year's industry benchmark data for \$1,000 for each year, 1999 through the most recent full year.

### Industry IT Survey Results

Free to participating MSCI service center members. Available to non-participating MSCI members for \$100 per report. Available to non-members for \$5,000 per report.

### Compensation Surveys

Free to participating MSCI service center members. Available to non-participating MSCI members for \$100 per report. Available to non-members for \$5,000 per report.

### For More Information

Complete information about MSCI research and data can also be obtained on the MSCI web site. See:  
[http://www.msci.org/industry\\_data.aspx](http://www.msci.org/industry_data.aspx)

Or talk with us directly. Call Chris Marti, vice president, research and technology, at 847-485-3009 (cmarti@msci.org) or Kate Johnson, lead member services representative, at 847-485-3006 (kjohnson@msci.org)

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**Metals Service Center Institute**