



MIDSTEEL
FLANGES & FITTINGS
Part of the PETROCHEM GROUP

MAY, 2023

COMPANY QUARTERLY NEWSLETTER



SPOTLIGHT: LEARN HOW THE INDUSTRY HAS CHANGED DIRECTLY FROM THE LONGEST SERVING EMPLOYEE

Welcome to your new Steel Market Updates newsletter which brings you the latest information on steel supply and updates from the Midsteel team.

**Your One-Stop
Supply Partner**

James, our longest-serving Midsteel employee, has been witness to significant changes during his 26-year tenure. His experience has provided him with valuable insights into technological advancements, regulatory shifts, and market fluctuations in the industry. Through it all, James has remained a constant source of knowledge and support for his colleagues and clients.

He exemplifies the industry's adaptability and resilience, and his wealth of experience is invaluable to understanding the industry's complexities. We can all learn from his expertise and insights as he continues to set a high bar for performance and reliability in the market. **Continue on page 3**

WELCOME HOME ADAM DEAN - FORMER MIDSTEEL TEAM MEMBER RETURNS

The news is in, and it's exciting! Adam Dean, a former member of the Midsteel team, has made a grand return. After an adventurous two-year break spent travelling around the UK and Europe building exhibition stands, Adam has now taken on the role of assistant warehouse manager. Needless to say, everyone at Midsteel is overjoyed at his return. Adam's passion for exploring new places and fine-tuning his skills has brought him back to where it all started, and we couldn't be happier to welcome him home.



EMPLOYEES

26 Years in the Metals Industry: James Clark

What was your first job in the metals industry? Where did it all start?

Well, Midsteel was actually my first job in the metal industry. I joined the sales team the last week of January 1997. Being new to the industry at 19 years of age, I started as a sales trainee thrown in at the deep end, answering calls, taking inquiries, and processing orders. It was a lot of information to take in as a teenager and certainly a big learning curve when I first started in the metal industry. So after the first 3 months of being with the company, we decided what was best for me was to take a role in the quality department at Midsteel for a while to learn the products, grades of material, and quality standards. It was a real eye-opener, and personally, it was a great way for me to learn.

Being involved with goods inwards, handling the products on a day-to-day basis, dealing with customer queries on products supplied, and being involved with the day-to-day quality role checking and processing test certs and reading the quality standards for product grades and material we supplied, it really did help me develop my knowledge, and I got more familiar with the products we sold with this training behind me. It made life easier when I returned to sales in late 1999, helping me to deal with customer requests and requirements.



What was the most challenging part of working in the metals industry?

Time management can be challenging. With the volume of inquiries you have each day and everyone requiring an answer quickly, you have to stay focused, especially when you have a change in a specification or quality standard. You need to keep up-to-date with amendments to quality standards and specifications. Sometimes a lot of reading is required to make sure you are up-to-date and are offering correctly to the latest specifications.

Do you think technology has changed the way people work in the metals industry?

Yes, technology has changed the way people work in various sectors, and certainly in the metal industry. In my early years, you were reliant on sending your quotes and inquiries by fax. The fax machine was always busy, needed to be stocked full of paper, and was in constant use back in the 1990s. You ask a 20-year-old about a fax nowadays, and they look at you with a blank expression.

Technology has made the world that little bit smaller. Back in the day, it could be difficult to get hold of someone when you needed an answer quickly. Nowadays, everything is just a touch of the button away, with the internet and everyone sending emails and having your smart phone is with you constantly, and with Zoom Meeting, you can always stay in touch. However, however I still feel speaking on the phone to customers, clients, and suppliers is very important in communication to build working relationships.

26 Years in the Metals Industry: James Clark

Let's hear a bit more about you, what do you enjoy doing in your spare time? Any hobbies?

I'm a big football fan and support Everton FC, which keeps my weekends occupied. I like following football and going to games. Well, I say that might be a difficult word to use this year as my team is not doing very well, but football is a roller coaster ride with many highs and lows, and I will follow and support my team in whatever league they play in. Like reading a good book, my favourites are a thriller with a good plot or a good sporting autobiography.

I enjoy a good comedy. I also enjoy going to see live stand-up comedy at the Glee Club. In Birmingham, I love to tell a bad joke or two, and the guys at Midsteel will probably tell you that I need to get a new joke book as they have heard my bad jokes thousands of times before in the office.

Since COVID and the various lockdowns, I enjoy getting outside more in the fresh air and going on a nice walk with the dog. There are a lot of beautiful places on our doorstep in England with walking trails to explore.

Finally, after a quarter of a century with Midsteel, what has been the secret to such longevity? Surely it must be something special that keeps someone so committed after all these years?

Well, thinking about it, the longevity probably comes from my parents. In their background and work careers, my dad worked for the same business for over 46 years, and my mom worked for the same school for 38 years, so I would say their working experiences have had an influence on my working life. Working with a good team of people over the years at Midsteel has helped (everyone on the sales desk has paid me £10.00 to include that previous comment).

Seriously, I see Midsteel as my work family. You spend a lot of time with the people you work side by side with, and there are a group of people here at Midsteel I have worked with for a very long time. You build relationships and friendships with work colleagues, customers, and suppliers.

Being at the same company for such a long time, you have a pretty good idea of what your clients and customers needs and requirements are. You build up trust with your customer base, and companies trust you to get the job done.

NICKEL PRICES HIT A TWO-MONTH PEAK OF \$25,000 ON APRIL 18TH.

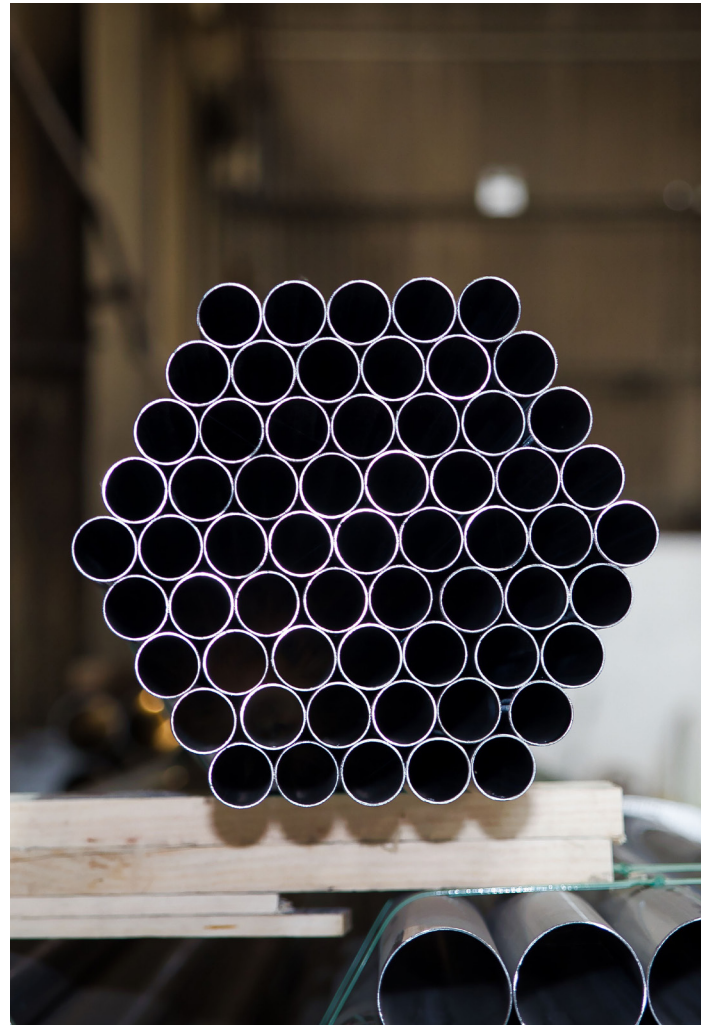
Amidst the stock market's unpredictable fluctuations, nickel prices have been a hot topic in recent weeks, reaching a two-month peak of \$25,000 on April 18th. However, the current price has now settled around the \$24,000 per tonne (at the time of writing) mark as concerns regarding the US and Europe implementing further interest rate increases and the weakening demand from China as the top consumer of the metal loom overhead.

Despite this uncertainty, support for the nickel industry can still be found through the reduction of inventories. Shipping costs have fallen to pre-COVID levels, which signals a more favourable trading environment.



TRUST THE EXPERTS TO GET IT RIGHT - STAINLESS STEEL METRIC TUBE AND BSP 150LBS FITTINGS

Your needs met by one source. Midsteel is a one-stop-shop for pipe and fittings products and services.



Our extensive inventory at BSP provides a variety of products ranging from 1/8" to 6" sockets and nipples, plus all other items up to 4"–for any size project!

Material : 304L & 316L

Specification : Tube EN 10217-7

OUR FOCUS HAS BEEN ON INCREASING SUPPLY, TO BETTER SERVE THE NEEDS OF CUSTOMERS IN THE WEST MIDLANDS AND BEYOND.

THE EXPANSION OF THE INVENTORY ALSO MEANS THAT CUSTOMERS WILL NOW RECEIVE FASTER DELIVERIES THAN EVER BEFORE.

MIDSTEEL OFFERS NEXT DAY DELIVERY ON STOCK ITEMS THROUGHOUT MAINLAND UK AS STANDARD SERVICE.

DISCOVER OUR WIDE SELECTION OF RELIABLE, DURABLE STAINLESS FORGE FITTINGS 3000LBS IN SOCKET WELD / NPT / BSP

When it comes to stainless steel forged fittings, Midsteel is the go-to supplier. We're passionate about delivering the best service possible and have years of experience doing so. The team understands our customers' needs, and, as a result, our inventory is always fully stocked and ready to go.

Whether you require elbows, tees, reducers, or any other kind of fitting, Midsteel has you covered. We take pride in ensuring that our customers receive their orders quickly, making use of our next-day delivery services if necessary. Don't settle for anything less than the best; come to Midsteel for all your stainless steel forged fitting needs.



HIGHLIGHTED PRODUCTS: MIDSTEEL STAINLESS STEEL RANGE

We also stock: Forged Stainless Steel Flange, Stainless Steel Forged Fittings & Stainless Steel Spades, Spacers, and Spectacle Blinds. Our stainless steel selection is comprehensive, going from 1/2" up to 16" in size and even beyond; just ask us for what you need!

Stainless Steel Seamless and Welded Pipe

Material: ASTM/ASME SA312 TP304/L & TP316/L

Specifications: ASME B36.19 Sch 10s, Sch 40s, Sch 80s

Stainless Steel Seamless Butt Weld Fittings

Material: ASTM/ASME SA403 WPS304/L & WPS316/L

Specifications: ASME B36.19 Sch 10s, Sch 40s, Sch 80s, Sch 160, Sch XXS

Stainless Steel Welded Butt Weld Fittings

Material: ASTM/ASME SA403 WPW304/L & WPW316/L

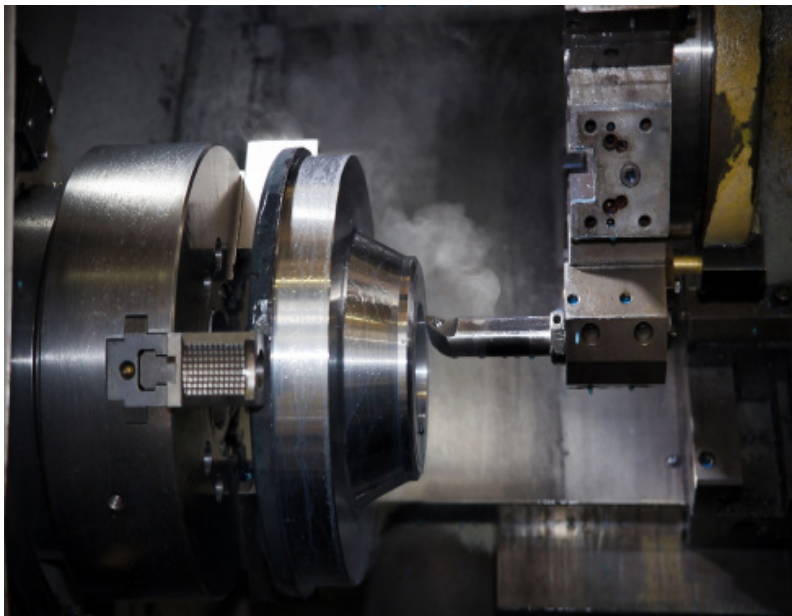
Specifications: ASME B16.9 Sch10s, Sch 40s

Package Building Service

Our in-house machining capabilities and 40 years of Industry experience enables us to manufacture and source difficult to find and unusual items in exotic grades.

ADDITIONAL SERVICES

Our own fleet of delivery vehicles is now at your service, bringing your products to your doorstep in record time. We understand that you need your items ASAP. Don't wait another day for your steel needs; choose Midsteel and enjoy unbeatable speed and efficiency.



In addition to selling high-quality pipes and fittings, Midsteel offers additional services such as onsite cutting, machining and testing. This makes Midsteel the perfect choice for businesses who need a single supplier for all their pipe and fittings needs.

GET IN TOUCH

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Our knowledgeable team are always ready to help ensure you get the steel products you need, when you need them.

We want to keep all our valued customers up to speed with new developments, not only within Midsteel but also within the steel marketplace. To receive the latest steel supply chain information and up-to-date steel prices, please opt-in.

OPT-IN

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