



PACESETTER
OUR PEOPLE, YOUR ADVANTAGE

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YOUR ORGANIZATION ADVANTAGE

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PACESETTER Contributor

Vicki Shipley, Supplier Coordinators Manager

YOUR ORGANIZATION ADVANTAGE | 7.5.2016 - 7.11.2016

Everyone is incredibly busy these days and life only seems to be getting busier. Finding a system to both keep myself organized and increase my productivity had become a necessity, so about ten months ago I found myself on the hunt for a system that I could quickly and easily implement. I love technology and I've tried many different apps and programs over the years, but found I was having issues maintaining electronic systems over the long-haul. I was spending more time keeping the system up-to-date than I was actually using it and it seemed as if my tasks and ideas were going into a black hole. This was never more evident than when I was trying to plan for the future. I began noticing a lot of my colleagues using bound journals as organization tools and decided to give it a try.

As I was surfing the internet looking for ideas and best practices, I stumbled upon a system called the Bullet Journal, which you can read more about at www.BulletJournal.com. I read several reviews and it seemed to handle many of the issues I was having with electronic systems. The Bullet Journal is an analog system using a bound journal, so my next stop was Staples to find the perfect one. As I was walking around, I came across their ARC Discbound Journal. It's a binder system that uses multiple discs to keep the paper in the binder. These are some of the benefits I've found using the binder for the last ten months:

Easy to Maintain – I didn't want a system that would require a lot of time and energy to maintain. With my ARC journal, it only takes me a few minutes to plan out my tasks for the day. Since I'm only planning out one day at a time, I don't have to worry about changing my list two or three days from now when my priorities inevitably shift. I also keep future plans and tasks on a monthly list in the journal so I don't lose that visibility. Another small thing I started doing is planning my day using a black pen and then switching to a blue pen throughout the day. This tells me at a glance if my day got hi-jacked by other things. (I use my Outlook calendar for all appointments and meetings. It was too cumbersome to update both my paper and electronic calendars when things changed.)

Flexible – A testament to its flexibility is that many of my colleagues have started using the ARC Discbound system and we're all using it differently. I've even adjusted the way I've used it myself over the past ten months or so. Having the flexibility to move pages around as needed allows me to be more creative. I use the basic Bullet Journal system; however, it's evolved to something that works specifically for me. My binder is part To-Do List, sketchbook, idea log, meeting notes, project planning, brainstorming, etc.

Customizable – There are quite a few companies making the discbound binders: Levenger, ARC, TUL, Martha Stewart and iQ to name a few. The binder typically comes with 50 or so sheets in either a leather or poly cover. After picking out the size you want (Letter, Junior, etc.), the binder can be used as is or you can add several different page layouts, multiple disc sizes, dividers, pocket dividers, tabs, accessories, etc. I've evolved my system to include specific areas for 1 on 1 meetings with my associates, regular meetings, projects, and steel mill information. It's very easy for me to find what I'm looking for by either using the index I've created via the Bullet Journal methodology or going to the specific area of my binder. Once the binder gets too full, I can pull out obsolete pages and either file them or trash them. I was amazed at the number of pins on Pinterest for customization ideas and journal hacks.

Time to Plan my Day – Taking the time to sit down and think about what's important to get done and what "has" to get done and writing it down is actually quite freeing. If I can tell there's too much to do in a day, I can begin making plans to move things around based on priorities. It becomes a conscious decision of what to include on my list for the next day. It's been easier for me to remember what needs to be done, but if I ever do forget, I have a reminder. I'm able to quickly add ideas and tasks to my lists throughout the day. I don't have to rely on multiple Outlook notifications or worry about forgetting a task after accidentally hitting Dismiss instead of Snooze if the notification pops up at an inconvenient time.

Works well with Bullet Journal – I found that this binder works incredibly well with the Bullet Journal system, as well as other organizational systems. I'm able to modify the Bullet Journal system easily as things change or if I want to make adjustments to the system.

Paper – Since I use the ARC system, I can only speak to the quality of their paper. It's a thick, good quality paper that gives me the ability to use both sides of the paper without it bleeding through while using a gel pen. The lines are dark enough to be easily seen, but not so dark that it's distracting or hard to read. The standard letter size paper has at least 31 lines in addition to the header. This is important because there's a line available for each day of the month.

Pen Holder – This is a small thing, but I don't have to worry about grabbing a pen when I go to a meeting. It's already in my binder. Since I only use that pen when I'm away from my desk, I know it's always there when I need it.

It took me a long time to find a system flexible enough to work the way I do. This system won't work for everybody, but I hope this article provides an alternative to those of you out there looking for a solution like I was. Whether you use this system or another one, the key is finding something that works for you and the way you work.



STEEL | 7.5.2016 - 7.11.2016

- #1 heavy melt scrap is steady at \$218 per ton and #1 busheling scrap is at \$275 per ton.

+ Raw steel production gained slightly to 75.1% of capacity.

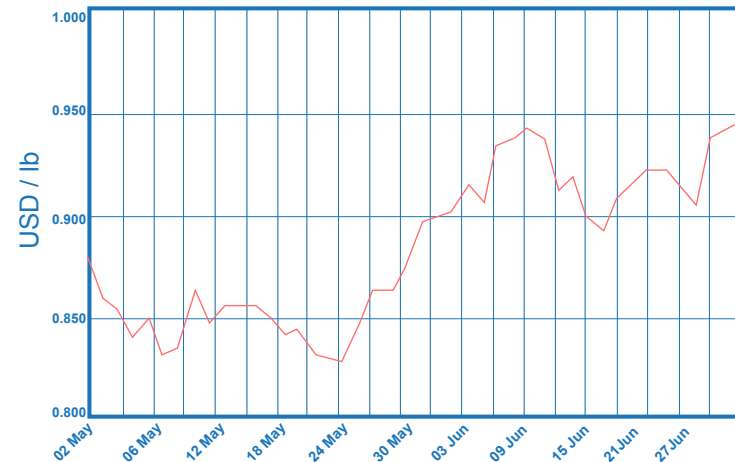
+ Domestic mill lead times for galvanized products are averaging a little over 7 weeks.

- Iron ore FOB Chinese ports is up to \$51.50 per dry metric ton.

- Zinc prices continue to rise.

60 Day Zinc Spot

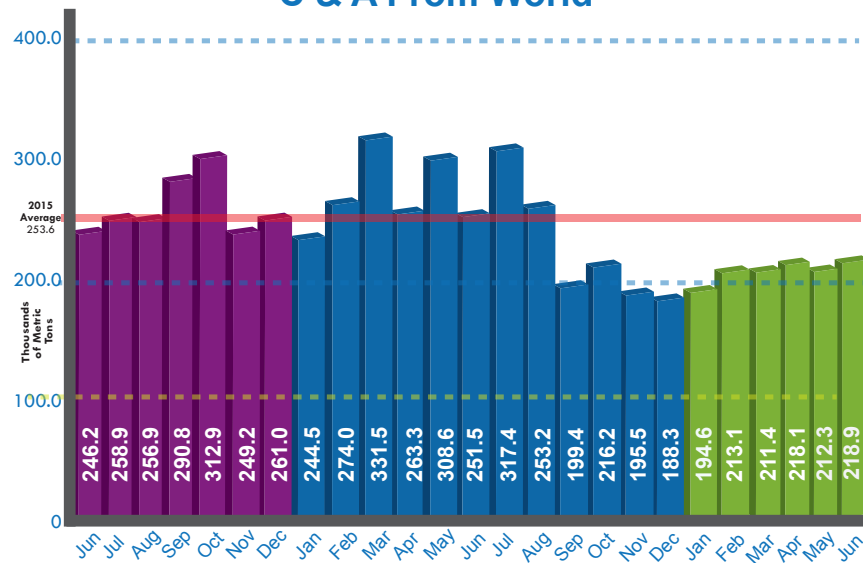
Source: www.kitco.com



STEEL | 7.5.2016 - 7.11.2016

+ Galvanized imports in June edged out the May totals and are the highest in the last 10 months.

U.S. Imports of Sheets & Strip Galv Hot Dipped C & A From World



Source: US Department of Commerce, Enforcement and Compliance | Graph last modified on: June 28, 2016
with Licensing Data collected through June 28, 2016. Commerce license data use for the last month appears in a different color
Data extracted from the import licenses are not official Census data



STEEL | 7.5.2016 - 7.11.2016

- As the global steel market heated up this year, raw material costs followed:

	Dec '15	May '16
Iron ore FOB China	\$39/tonne	\$57/tonne
Coking coal FOB Australia	\$75/tonne	\$91/tonne
#1 heavy melt scrap in USA	\$140/tonne	\$236/tonne
Pig iron FOB Brazil	\$180/tonne	\$303/tonne
Slab FOB Brazil	\$228/tonne	\$375/tonne

- Paint maker Sherwin-Williams is close to closing a deal to buy the Valspar paint company. The deal is worth around \$9.3 billion. If the deal closes, you can bet paint costs will go up because competition will be reduced.

+ Former Nucor Chairman Dan DiMicco has been appointed Senior Trade Advisor to presidential nominee Donald Trump. In an email to American Metal Market, DiMicco commented that Mr. Trump "gets it" on trade, the economy, growing our military, and fighting terrorism.

- Two of China's biggest steel mills (BaoSteel and Wuhan, who are both government owned) are in merger talks this week. If the merger goes through, the new entity will be one of the largest steel makers in the world with annual capacity of 60.7 million tons. ArcelorMittal is still the largest with a capacity of 97.1 million tons annually.

+ The giant Italian steel company (ILVA) who has been embroiled in financial and environmental disasters over the last couple years will soon get new owners. The bidding has come down to two choices. Either a JV between ArcelorMittal and Marcegaglia or a Trio (CDP an Italian lender, steel maker Arvedi, and a businessman named Leo Del Vecchio). The Italian government will spend the next 4 months deciding who they want to bring the 4.8 million ton annual capacity mill back to market with. The 16,000 employees of Ilva want to know too.



AUTOMOTIVE | 7.5.2016 - 7.11.2016

- If you own a Volkswagen with a diesel engine in the US, the company will buy back your car and give you as much as \$10,000 as settlement for their recent emissions reporting debacle. In Europe, VW customers will get an hour long visit to their dealer for a software update and the installation of a pipe to control air flow. It is interesting to observe how the case was handled in the US versus Europe. In the end, the VW diesels, which happen to be good vehicles, were found to produce more emissions than expected. In the US, VW was forced into an expensive (\$14 billion) punishment. In Europe, the problem just got fixed and the owners were able to keep their vehicles. The saddest part for US drivers is that people apparently forget what value their VW possessed. All it takes is a quick scan of car-buying sites for another wagon priced at \$30K or less that's fun to drive, has a quiet, premium-level interior and would return 45 mpg on my long highway commute. There aren't any.

- Toyota is beginning another massive recall, this time for all of their hybrid cars (Prius and Lexus CT200h) built between 2010 and 2012 with totals 1.43 million vehicles. They will replace the airbags. Interestingly, they are not the infamous Takata air bags.

- US officials warned owners of certain 2001-03 Honda and Acura vehicles to stop driving their cars, citing new data showing the vehicles' Takata airbag inflators have as much as a 50 percent chance of exploding in a crash. The warning today applies to about 313,000 units of the 2001-02 Honda Civic and Accord, the 2002-03 Acura TL, 2002 Honda CR-V and Odyssey, 2003 Acura CL and 2003 Honda Pilot that were recalled from 2008-11 for Takata inflators that have not yet been repaired.

+ Ford has sold over 1 million F-150 pickup trucks with the new V6 EcoBoost engines. 60% of all the new F-150's built have the smaller, more fuel efficient engines in them. Ford is balancing customer satisfaction with government mandated gas mileage demands.

- Sixty years ago this week the US embarked on one of the greatest public works projects since the Roman Empire, the Interstate Highway System. It was a bonanza of productivity for an American economy emerging with brawn from WWII, at one point yielding an annual return of 54 cents for every dollar spent. But in recent years the federal government has fallen behind on its maintenance budget by almost a third (spending \$20 billion a year of a needed \$33 billion).

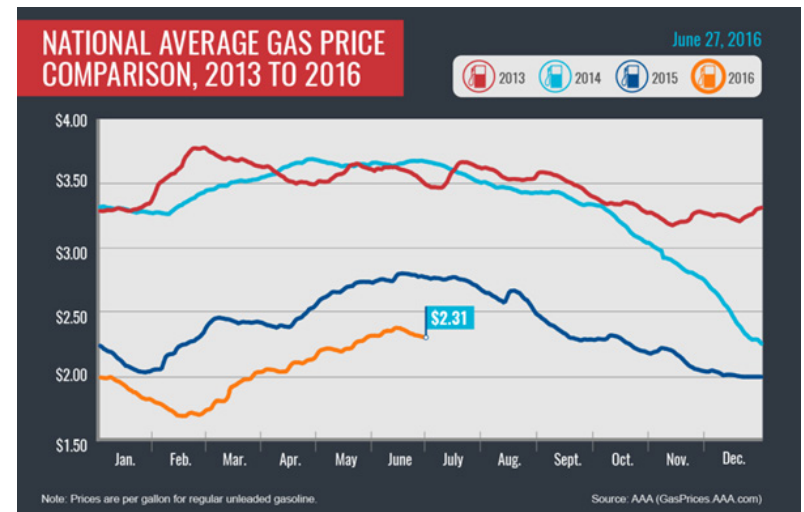
- US auto-safety regulators are investigating Tesla Motors Inc.'s autopilot feature after a motorist using the system died in Florida, ratcheting up scrutiny on the electric vehicle maker and on the auto industry's race to develop driverless cars. A tractor-trailer made a left turn in front a Tesla Model S sedan that had the autopilot feature deployed, and the Tesla Model S didn't automatically brake because the truck couldn't be detected given the conditions. The 40-year-old driver of the car died when the car drove under the trailer of an 18-wheel semi during a trip on a highway in Williston, Fla., according to the police blotter report and public records. The driver of the truck said that the Tesla was moving at a high speed and didn't hit the brakes. In a statement, Tesla said that the vehicle was on a divided highway with autopilot engaged when a tractor trailer drove across the highway perpendicular to the Model S. "Neither Autopilot nor the driver noticed the white side of the tractor trailer against a brightly lit sky, so the brake wasn't applied," Tesla said. The high ride height of the trailer combined with its positioning across the road and the circumstances of the impact caused the Model S to pass under the trailer, with the bottom of the trailer hitting the windshield of the Model S.



GENERAL | 7.5.2016 - 7.11.2016

- The final version of the Q1 GDP came in at only 1.1%. Strength in export business and a slight uptick in nonresidential fixed investments are propping up a weak economy. During the Fed meeting last week it was noted that they expect the US economy to grow at best, 2% per year for at least the next two years. Normal growth for the US has traditionally been around 3.5% and during the Regan and JFK years, it was closer to 4%. The Fed can print money, but it can't create gainful employment. Washington has to pay attention to our country's industrial base.

+ Gasoline prices continue to fall. Commercial crude oil inventory remains high and refineries are operating at a brisk 93% of capacity. Oil futures are around \$49 per barrel.





BILL'S ROUND-UP | 7.5.2016 - 7.11.2016

“Economic conditions in the US are weak, but the situation in Europe and China is worse in many ways. Gasoline prices are drifting lower, which helps out consumers. Raw material costs for steelmaking are steady, as well as steel mill output in the US, but lead times are pulling in. We are now off peak. Galvanized imports are gaining volume again, but very slowly. June automobile sales figures will be reported next week and the consensus is that it will be a good month, but that industry might be sliding off of its peak too.”



PARTING SHOT:

+ I never had a policy; I have just tried to do my very best each and every day.

– Abraham Lincoln (1809 to 1865)

Bill Feier, World Sourcing Manager



'TIL NEXT TIME | 7.12.2016



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