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2025

Ferroalloys USA

Yearbook



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Welcome

Dear Colleague

Welcome to the 31st CRU Ferroalloys Connections Summit 2025, held in Miami, Florida, the largest annual gathering for the North American ferroalloys industry – this year attended by almost 700 delegates – representing the full value-chain: from metal ore importers to ferroalloys producers; from steelmakers to alloys and scrap merchants; from producers energy transition products and aerospace components to service providers; and more.

What a difference a year makes! In the last 12 months geopolitical events have heightened market volatility and impacted global trade flows, we are all exposed to it and, to ensure the conference continues to be the prime commercial event, we continue to evolve the event program – to include more networking events, outdoor activities and all-day coffee breaks.

At this unprecedented juncture, CRU is also increasing the market information offered to the

conference delegates. In addition to our cutting-edge market projections, you will find new comments and data in the Ferroalloys Yearbook 2025 and the inaugural Ferroalloys Community Sentiment Survey, distributed to all participants.

Last but not least we thank the numerous sponsors, exhibitors and meeting room holders, for associating their corporate brand to this event, adding value for all delegates and strengthening the position of CRU Ferroalloys Connections Summit as the leading event in the market.

We want to keep improving to meet your expectations and to ensure your time at the conference is as productive as possible. If you have feedback and suggestions for future events CRU team is eager to hear from you. Please reach out to us at the registration desk.

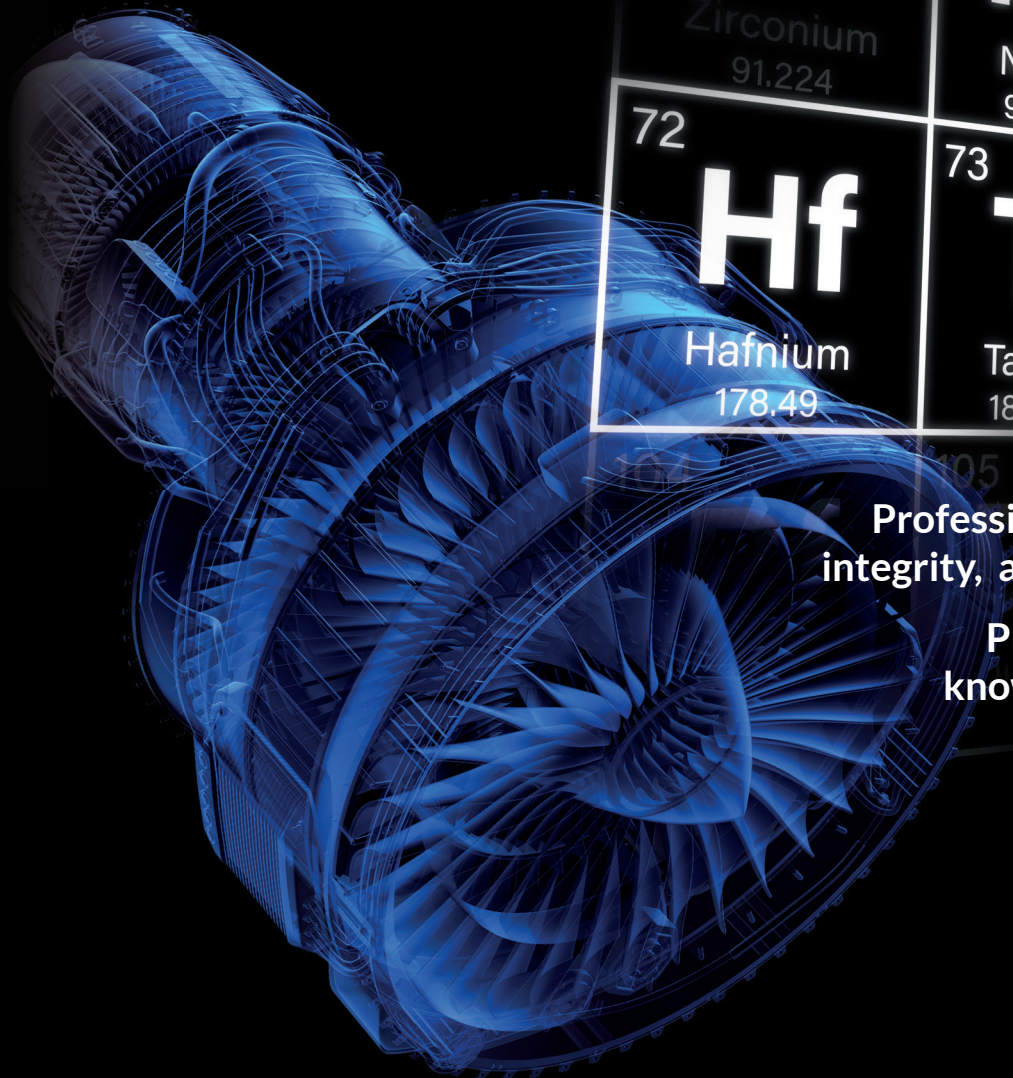
Welcome to the 31st edition of the CRU Ferroalloys USA Connection Summit, we wish you a productive and successful experience. ■



Stefano Di Nardo

*Stefano Di Nardo, Business Development
and Portfolio Director, CRU Group*

SIMA



Zr Zirconium 91.224	41 Nb Niobium 92.90637	42 Mo Molybdenum 95.95
72 Hf Hafnium 178.49	73 Ta Tantalum 180.94788	74 W Tungsten 183.84

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FEATURE

CRU's Ferroalloys Community Survey: Short term price sentiment flat, but hopes of recovery in the year ahead

In early September, CRU polled the attendees of our previous ferroalloy events in order to gauge market sentiment ahead of the CRU Ferroalloy Connections Summit. We asked how respondents expected market conditions to unfold in the weeks leading to mid-October and what they thought the next twelve months might hold.

Please note, this article solely reflects the survey responses and market comments from participants, not CRU market research.

The results reveal markedly different sentiments between the near-term and year-ahead horizons. Our questions also enabled us to capture meaningful differences by role in the supply chain,

by commodity, and by region.

We sent the survey to roughly 1,300 recent CRU ferroalloy event attendees. Respondents span the full supply chain – from ferroalloy producers, steel companies and traders to suppliers and adjacent participants. They're active across both bulk and noble alloys, including Chrome, Manganese, Ferrosilicon, Nickel, Molybdenum, Vanadium, Cobalt and Tungsten.

Geographically, the sample covers all major regions, with meaningful input from the Americas, EMEA and APAC – giving a well-rounded view of market sentiment.

Survey short term price change expectations

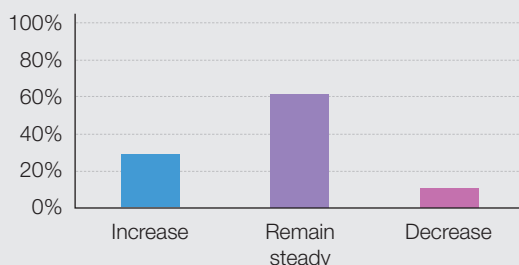


Figure 1: Survey responses to the question “Between now and mid-October, do you expect prices to increase, remain steady or decrease

Survey long term price change expectations

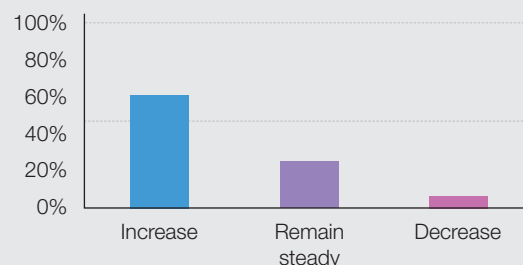


Figure 2: Survey responses to the question Over the next twelve months, do you expect prices to increase, remain steady or decrease

A tale of two horizons

Perhaps the most striking finding from our survey is the dramatic divergence between short-term and long-term price expectations.

In the near term, the market expected minimal movement. A majority (60.7%) expected prices to hold steady in the period between Sep-Oct, while 28.7% expect increases. Written comments point to the usual seasonal features – post-summer restocking and the passage into contract season, as well as watchful attention on trade policy, particularly the interaction of prospective US and EU measures with underlying demand. Several steel-facing respondents note that downstream

steel demand remains subdued, reinforcing a view that any near-term price rises will be constrained by cautious purchasing.

The 12 month view is notably different. Two-thirds (65.5%) expect higher prices over the next year, while only 6.7% expect declines. This sentiment reflects a combination of anticipated macro stabilisation, expected restocking and contracting dynamics, as well as an assessment of supply constraints in specific markets. Respondents cite construction and defence-related projects in a number of markets, and an expectation that recent policy noise will settle into a clearer regime.



Geopolitical uncertainty primarily due to US tariffs is putting a lid on economic growth and demand for ferroalloys.



Short term sentiment comments:

“Some slight increase recently will perhaps hold steady for the next month.”

“No rush: demand is increasing, but people are still watching for any potential US EU tariff influence.”

“Contract season - will see lower prices as companies vie for the next year contracts.”

“Geopolitical uncertainty primarily due to US tariffs is putting a lid on economic growth and demand for ferroalloys.”

Market chatter on long term price sentiment:

“Severe shortages will start in mid 2026, and supply will be limited.”

“The global economic outlook has been optimistic and will likely remain steady.”

“Economy doing better, driven further by construction and defence projects.”

“New price floors will be formed in the new post-tariff regime.”

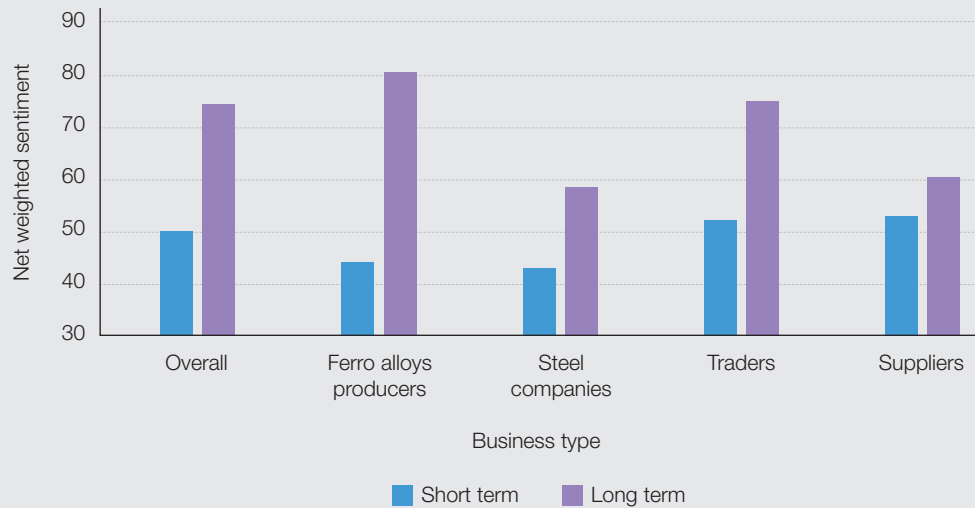


Figure 3: Net weighted sentiment, filtered by business type, to the short term and long term price expectation questions



Volatility seems pretty high now, and the reasons for that volatility aren't likely to change in the next 12 months.



The rise in optimism for the year ahead does not mean respondents expect a smooth path. Almost half (48.3%) anticipate higher price volatility over the next twelve months. This aligns with the current environment – macro forecasts remain subject to policy moves and geopolitics; supply chains continue to adjust to new trade patterns; and inventories in parts of the chain are lean after periods of restraint.

“Volatility seems pretty high now, and the reasons for that volatility aren't likely to change in the next 12 months.”

“Prices have been persistently low and stable; rising prices are likely to bring greater volatility.”

“Due to the economic uncertainties the West is facing, I see more instability than stability which will lead to both up and down spikes in the pricing.”

Overall, the community is positive about upcoming business opportunities. 55.9% expect their businesses to grow over the next year. Only 5.9% expect business decline, showing underlying confidence. Respondents most frequently cited policy clarity, contracting cycles and specific

end-use activity as factors behind their business expectations.

“Policy moves set the tone; operations follow.”

“The global economy is expected to recover as uncertainty due to tariffs and other geopolitical issues decrease.”

How role shapes sentiment

As the survey covered producers, steel mills, traders, suppliers and adjacent participants, we can track how position in the value chain influences how respondents see price risk and business growth.

To simplify comparison, we derived a net weighted sentiment score by assigning +1 to “increase”, +0.5 to “remain steady”, and -1 to “decrease”.

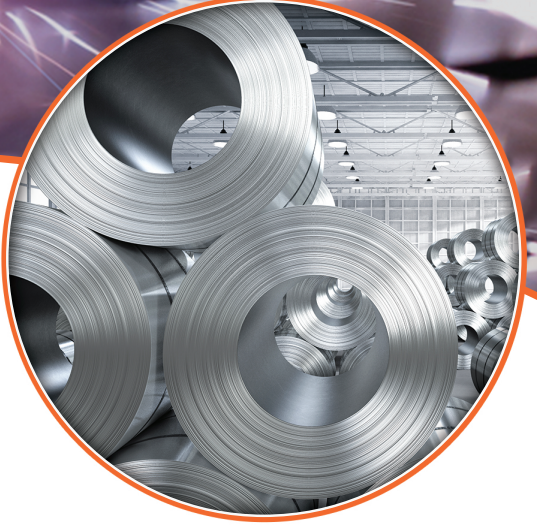
Perhaps in line with their interests, steel mills demonstrate the most conservative price expectations but highest business confidence, with a score of 43 in the short term only increasing to 58.5 in the long term.

By contrast, surveyed ferroalloys producers are the most bullish on long-term prices, with a net weighted score of 80.5. Comments reference visibility on supply, planned maintenance and investment, as well as anticipated restocking and contracting in the first half of next year.

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CRU is pleased to launch a regular monthly survey to support ongoing benchmarking across the community.

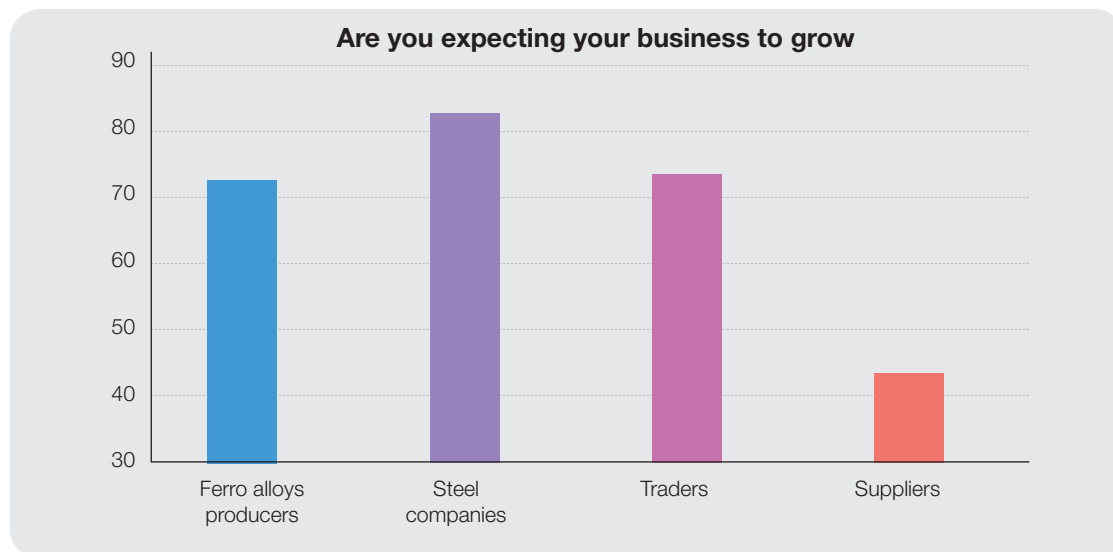


Figure 4: Net weighted sentiment, filtered by business type, to the question “Over the next twelve months, do you expect your business to increase, remain steady, decrease”

In theory, traders are less exposed to the absolute price level and more to volumes, liquidity and two-way moves that create trading opportunities. Traders are aligned with producers on the 12month view, expecting more active physical flows and two-way price action. In the near term, they share the broader view of steadiness while watching policy milestones.

A supplier summarised the prevailing short-term stance succinctly: “Facing multiple risks, downstream producers will stay cautious on production forecasts, limiting raw material preparation.” This matches traders’ and producers’ comments that the market is watchful, not currently strained.

Interestingly, when considering their own business’ growth potential, steel companies demonstrated the highest level of optimism, with a sentiment score of 82.5. By contrast, industry suppliers were the most pessimistic, with a score of 44 – almost half as much.

Regional perspectives: a three-speed profile

Regional differences are pronounced and help explain how the same global drivers are felt across markets.

APAC respondents were the most optimistic across metrics. An overwhelming majority (87.5%) expect higher prices over the next twelve months, and respondents report unanimous expectations for volume growth. Comments point to recovering demand in China and other regional markets, alongside relatively supportive project activity.

The Americas show measured optimism. Respondents from this region are among the most positive in the near term, although longer term expectations acknowledge the importance of trade policy clarity. Specific comments highlight uncertainty around potential duties and the interaction with domestic steelmakers’ purchasing. Some note that US mills could accept higher prices in the right conditions, even as global steel markets contend with dislocations and continuing overproduction, particularly in China.

EMEA is the most cautious in the near term. Contributors describe low demand and relatively high stocks. They also cite policy factors, including the Carbon Border Adjustment Mechanism (CBAM) and expectations of ferroalloy safeguard measures, as influences on price formation and purchasing behaviour. While longer term optimism exists, the short-term tone is guarded.

Next steps

As with any community survey, the precision and robustness of insights improve with greater participation and consistent responses over time. Larger, regular samples will strengthen benchmarking and trend detection for all stakeholders.

For this reason, CRU is pleased to launch a regular monthly survey to support ongoing benchmarking across the community and to provide a consistent, comparable time series for the industry.

We will continue to rely on the community’s engagement, and we thank you for your support. ■

Explore the September survey results here:



If you did not take part and would like to be included in our survey please contact:
Thomas.willatt@crugroup.com



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INTERVIEW

Mark Kristoff

CEO, Traxys

Q. Reflecting on your career, what have you learned from the ferroalloys markets that shapes how you lead Traxys today?

I've had the joy and challenge of being in this business for 43 years. I started in the mailroom, started trading ferroalloys on an August afternoon when the traders were at the beach.

I've had the pleasure of doing most of the jobs in the business, and I was lucky enough to work with very talented people—building a \$100 million revenue business into a \$10 billion revenue business over that time frame.

What I learned through the ferroalloy business, and how we provide services, is that our business is about solving our customers' problems—and when we speak about customers, we speak about both suppliers of ferroalloys and consumers making specialty steels, low alloy steels, or superalloys.

It comes down to developing a relationship, listening, finding out where the pinch points and problems are, and being thoughtful and prescriptive in providing actionable solutions to work through the challenges.

Q. In the past year, which policy shifts or trade developments have most impacted Traxys' ferroalloys business, and how have you adapted?

The first 35 years of my career were a period of globalization—ubiquitous supply post Cold War, the former Soviet Union joining international trade,

Chinese production increasing and available to the West. That reversed starting with COVID, which disrupted supply chains, and it's been exacerbated by trade tensions that disrupted traditional trade flows.

Fortunately, with the global footprint Traxys enjoys, we can offer alternative supply solutions to customers and provide marketing services for producers looking to bring product to a new, non traditional market. It's about being nimble, shifting supply sourcing to address consumer demand, and being innovative in coming up with solutions.

Trade policy will be a factor for the foreseeable future, and there will be a variety of solutions that will be executed upon which will deliver answers.

Q. How does Traxys build and sustain long term relationships across the supply chain?

Traxys is different than our competition in that we supply 65 different products to our customer base. Often we're not supplying a customer with one or two products; in many cases it's seven, eight, ten. That diverse offering creates a stronger relationship because you can help address issues across a greater universe of products.

You get economies of scale with larger volumes, which helps drive down acquisition cost for customers. When you bundle that with working capital and financing solutions, you have a compelling offering that creates long lasting relationships.



I was lucky enough to work with very talented people—building a \$100 million revenue business into a \$10 billion revenue business.





Traxys New York office, one of 20 offices on four continents.

CREDIT: TRAXYS

Q. Within your portfolios, what changes or themes have stood out recently, and how have you responded?

The ban on cobalt exports from the Congo created disruption in traditional supply flows, and we had to be innovative and come up with alternative solutions.

In battery energy raw materials, lithium saw extreme price swings—very low to very high and back to low—which, along with choppy demand in Western markets, created supply dislocations.

I think the one of the thematic that's very important to discuss is transition away from ferrochrome production in South Africa. Uncompetitive energy there, and attractive production dynamics in China, mean smelting has shifted to China and Indonesia—even though South Africa holds over 70% of known chrome reserves. I think we're seeing some of the ramifications of uncompetitive power pricing and reliability and how this is significantly impacting traditional flows.

Q. Where do you see the greatest opportunities over the next 1–2 years, and what capabilities will you lean on?

I'd frame it in three buckets. First, people need

product to operate their plants tomorrow—inventory and stockpile availability, near term availability of product. That's an immediate need that we have to provide solutions to.

Second, brownfield redevelopment of industrial capabilities in Europe and the U.S.—legacy assets producing at reduced levels that can expand quickly with land and permits already in place.

Last but not least is greenfield production assets—trade block friendly projects that address the needs of different markets when export restrictions or punitive import tariffs limit availability.

Q. How are you approaching AI—in operations and commercial activities—and where do you see near term value and guardrails?

Traxys has always embraced technology to increase efficiencies—reduce operating expenses and generate more productivity. AI tools that automate repetitive tasks can be superimposed on our business model quite effectively. We're actively streamlining and facilitating performance execution by our colleagues so we can better service our customers. Those tools will be very beneficial.

Technology also underpins functioning markets



Traxys has always embraced technology to increase efficiencies—reduce operating expenses and generate more productivity.



Magnetite ore, one of Traxys 65 different products.

CREDIT: TRAXYS



It's incumbent upon the industry to be innovative and look at investment in production assets that make sense.



by enhancing liquidity. More exchange traded products provide additional tools for customers and suppliers to manage price volatility. These markets will continue to develop, technology will be a big part of it, and we're embracing it—if you're not moving forward, your competition is catching you and passing you.

Q. What message would you share with the wider ferroalloys community?

You know, I think it's important to remind everybody that as economies develop, the per capita intensity of specialty steels increases significantly. There's a real need for higher value, more functional, effective alloyed steel products—specialty steel.

That demand trend will continue. It's incumbent upon the industry to be innovative and look at investment in production assets that make sense—competitive, and realistic about the trade restrictions that are prevalent and don't appear to be diminishing anytime soon.

Q. Ahead of the Miami event, what discussions are you most looking forward to, and what should attendees approach you and your colleagues about?

We're open for business. We want to find innovative solutions for our customers, drive increasing volumes, and be an important part of the supply chain that satisfies the demands of the industry.

We'll use our financial capabilities and global presence to provide solutions—near term inventory acquisition, brownfield redevelopment where we bring the balance sheet to support a project, and greenfield production assets. Traxys is looking at all of those in parallel for the balance of '25, '26, and '27.

The last thing I would say in that regard is I think public private partnerships have to be explored. Governments are becoming aware of the necessity to find supply solutions; you'll see innovative cooperation between public and private interests, and that will drive solutions as well.

Q. Any final message?

Thank you to CRU for continuing to sponsor these industry forums. It's important for us to get together and have active discussions around the issues we're confronted with, and try to find innovative solutions through good collaboration and communication. We appreciate the opportunity to be involved. ■

The CRU logo is a white square with rounded corners containing the letters 'CRU' in a bold, white, sans-serif font. The background of the entire advertisement is a dark, industrial scene with molten metal being poured from a ladle, creating a bright orange and yellow glow against a dark, smoky background.

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INTERVIEW

Devon Winter

CEO, F.W. Winter Inc. & Co.

Q. How you see F.W. Winter's role in the specialty metals and powder ecosystem, and what makes your value proposition distinctive?

F.W. Winter has always been a leader and a processor worldwide for metal powders, and we've been serving the welding, automotive, and oil and gas industries for over 40 years. We've been a steady force in the industry and our name is well known.

That's mostly because we value our customers and our ethics—that has really rung true in how we've built relationships with suppliers and customers alike, and it comes back to our core values. We want to be a world class, low cost, customer oriented, and profitable producer of high quality metal and alloy powders.

Q. Is there a part of that which comes from your family?

Yes. My father, Friedrich Winter, founded the company in 1983 and has been a constant presence in the industry. It's an incredible achievement in an industry that's often hit first with shifting markets, exiting players, evolving technology, and geopolitical turmoil. His approach as an entrepreneur helped instill resilience in me and a way of leading our team with integrity. We have many long term employees we're very proud of. We've built lasting trust with customers and suppliers. Through his leadership, we're well known for being agile and for thinking broadly when it comes to solving industry challenges—and

we've had a lot in the last five years. It's been very unprecedented times.

Q. As you carry that torch as the next generation, how does that influence the mindset and your priorities—particularly as a female leader in this industry?

My top priority for the future of this company is growth. With that comes a mindset that's more collaborative, tech forward, and purpose driven. I think a lot about workforce development, especially as a woman in a primarily male dominated industry—and in this very niche world of metals and specifically ferroalloys. To be a successful entrepreneur, you need to really know yourself. I have a unique intuition I follow, and it's helped me attract good partners and good employees.

Leadership is sacrifice; it can be kind of lonely at the top. I was an athlete growing up, and I take that mindset into this world of metals—it's very competitive. I know my competition doesn't want to see me succeed, and at the same time I have to lead a team to win. You have to be flexible—you're not always going to win the game.

Sometimes being a woman has served as a disadvantage; I haven't always gotten all the great information that maybe comes more easily in closed off circles. But I'm perfecting my craft like anyone else. Sometimes it takes a bit longer, but I'm working at my own pace and I try to take the ego out of it. I also want to open the door for other women and young people. There's tremendous growth, you meet so many different people and mindsets, there's a lot of great travel—there's a lot



Leadership is sacrifice; it can be kind of lonely at the top. I was an athlete growing up, and I take that mindset into this world of metals—it's very competitive.





F. W. Winter's facility in Camden, New Jersey

CREDIT: F. W. WINTER

of opportunity here. It can be done successfully, and you can do it in your own way.

Q. Since the last Ferroalloys Connections Summit, there have been a lot of geopolitical shifts and changes in trade flows. Looking back over the past 12 months, what were the biggest surprises, challenges, and opportunities?

The tariffs really came out of left field in how direct, aggressive, and quick they were. They showed you have to be a resilient player in the game, and they showed how strong your relationships are—how strong they are with your suppliers, how strong they are with your customers, and your ability to have communication and open channels. The tariffs were so much more than the supply chain issues of 2020–2021. It's been a very volatile time.

This industry tends to get hit with geopolitical matters first; we feel the fallout first, and I think we also feel the rebuild last. You have to be very agile, and 2024 really proved that, leading into early 2025.

Q. Looking forward, where do you see the most opportunity?

The U.S. market has tremendous momentum for growth. The government is focused on that. I'd say advanced applications out of manufacturing, specialized coatings, medical alloys, and government contracts. Geographically, North America still holds a lot of ability to be more agile than other markets. There are massive players

in East Asia—they really make the market—but North America is trying to be as innovative and collaborative as it possibly can regardless of tariffs. There's a lot of innovation and creativity happening here, and a lot of great minds coming with financing that the industry needs to see growth in manufacturing.

I'm excited. There's a bit of gloom and doom, but if you position yourself and you're organized—even in a down market, even if the market's still going down—you should be getting yourself ready.

Q. F.W. Winter has a strong reputation as a powder processor, but you're making more moves into distribution. Can you talk about that strategy?

We're looking to be a key partner and stakeholder in the distribution channels into the North American market, as well as globally. We have the expertise, we understand the quality of the products, and we know the vendors and producers. We know where the good quality product is coming from, and our customers know we know. They've asked us to provide those additional services. You could call it trading in some ways, but I think it's more of a technical approach to distribution of some finished products—obviously lump ferroalloys as well.

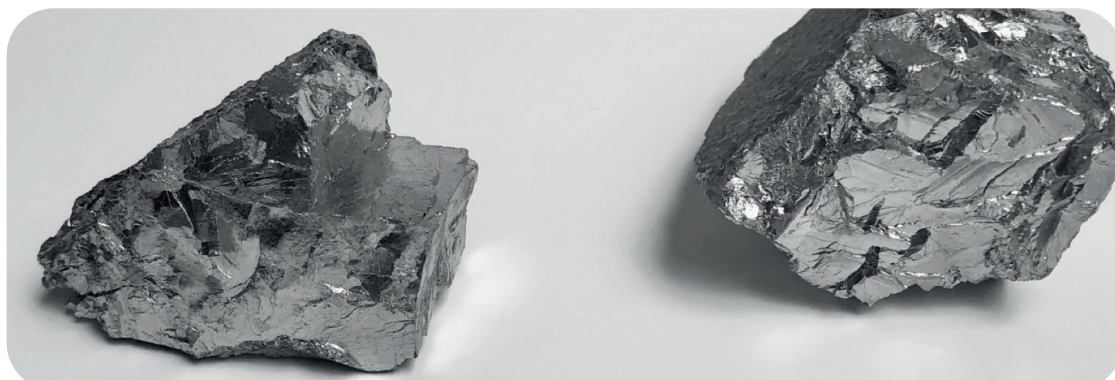
We're also looking to buy smaller manufacturing companies and bring them under the F.W. Winter umbrella. We're looking to be a powerhouse in manufacturing in this country. We have a long term strategy and plan, and that's where we're heading. We've been in this industry for over 40, and we plan to be in it for at least 40 more.



This industry tends to get hit with geopolitical matters first; we feel the fallout first, and I think we also feel the rebuild last.



F. W. Winter Inc. & Co. offers a variety of grades of metal & alloy as both powder and lump material.



CREDIT: F. W. WINTER



Our industry has always been built on expertise, but the future is going to be built on collaboration.



Q. When you assess manufacturing firms for acquisition, what features or characteristics are you looking for?

Ideally there's the ability for some vertical integration with products we're sourcing and/or producing ourselves at F.W. Winter. There are over 5,000 small manufacturing shops in North America alone; around 3,500 have an average age of 55 without a succession plan.

We're looking to grab a bundle of them and bring them under our umbrella, and use the operational expertise we have here, the collaboration, and the partnerships to make a larger group out of strong small companies.

Q. Do you have a message for the broader ferroalloys community?

Collaboration between manufacturers, distributors, and end users is what ensures our standards stay high, our supply chains stay stable, and innovation doesn't stall. Our industry has always been built on expertise, but the future is going to be built on collaboration—not just with governments,

but really in the private sector. That mindset has helped our company move through these really challenging times in the last five years.

Q. What are you most looking forward to about this year's Ferroalloys Connections Summit, and what would you encourage attendees to approach you and your colleagues about on site?

I'm excited to go with a mindset of more open collaboration. When you're a processor, it's easy to focus on the 16 or 20 key products you handle. Now we're saying yes to more if it makes sense and aligns.

I want to see what other people are doing, have different conversations around technology, where people see growth, what they're interested in, and what new producers are coming online.

There seem to be many more new producers because of the geopolitical shifts. I'm excited to meet them and see what we can get done together. At the end of the day, we're here to make it a stronger, safer industry overall. It's exciting—I think it's an exciting time. ■

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INTERVIEW

Ayush Keyal

CEO, Mortex Group

Q. What does this industry mean to you and your family, and how does that motivate you?

Mortex is now a three generation family business. Since its very inception, we've been engaged in the production and distribution of raw materials. In the early 2000s we started exports of ferroalloys from India—exactly when exports from India were just beginning to develop—and that opened up a tremendous set of opportunities for us to strengthen our global presence and increase our core competence in this product line.

Today, Mortex stands as India's largest exporter of ferroalloys. We are clocking close to 0.6 million tonnes annually, making us comfortably the largest in the country. In terms of our global standing, we are pretty sure we are among the top seven, if not top five. That validates the decisions we took decades ago to focus on ferroalloys as compared to other product opportunities.

I'm now the third generation. Ferroalloys are what we do, what we dream, what we eat, and what we sleep. What keeps me motivated is the honor and responsibility of carrying forward the legacy of Mortex. We've been in this industry for over 40 years. It started with my grandfather and my father back in 1978; my father and my uncles took it forward; and now it's up to us in the third generation. When I meet people for the first time, often I don't even have to introduce myself—when I say "Mortex," they say, "I met your father 10 years back," or "I've heard about your company." It gives us joy and deep gratitude that we have such a beautiful stage to further cement our presence. We

feel it is our duty not only to uphold this goodwill but also to build on it and create a sustainable future for the next generation so that the Mortex flag continues to soar higher. That is my motivation at Mortex.

Q. How do you see India's role in the global ferroalloys supply chain evolving? What are the opportunities and challenges?

India has positioned itself as one of the world's most important suppliers of ferroalloys. In manganese alloys, India produces close to 5 million tonnes annually, of which almost 50% is exported worldwide. In chrome alloys, India produces close to 2 million tonnes per annum, again about half exported. Coupled with ferrosilicon—about 0.3 million tonnes per annum—bulk ferroalloys (manganese, chrome, silicon) total around 7.3 million tonnes per annum, which is quite significant.

Geographically, India has a unique advantage being centrally located. We have access not just to the Far East and South Asian markets, but also convenient access to Europe and the Americas. Very few other origins enjoy this breadth; many are limited to serving nearby markets. Beyond volumes, this location advantage is significant. Production is growing at 7–8% per annum and is expected to increase to 8–9% from 2027 to 2032. India is poised not only to be a reliable supplier, but a growth engine for the global steel and alloys ecosystem. From personal experience at Mortex, we are servicing 80+ countries with an active partner base of around 250. Where there is steel, there is ferroalloys; and where there is ferroalloys, there is Mortex.



Ferroalloys are what we do, what we dream, what we eat, and what we sleep.





CREDIT: MORTEX

Mortex's ferroalloy units are located mainly in West Bengal, Andhra Pradesh and Chattisgarh.

Q. How important is the United States, and how are you expanding there?

The U.S. market is strategically very critical and important for Mortex. Demand for alloys in the U.S. is growing steadily, thanks to fundamental demand and trade measures encouraging steel production. The market is largely structured around long term and index linked contracts rather than short term spot deals, which aligns perfectly with our vision of building sustainable, strategic partnerships. Customers in the U.S. value value added services—door to door logistics, warehousing, safety stocks, distribution networks—which is exactly how we like to operate: not just as suppliers, but as partners providing complete solutions.

This year has been India's year in the United States. In January–July, the U.S. imported close to 220,000 tonnes of manganese alloys (versus ~152,000 tonnes a year earlier)—an increase of about 45%. In high carbon ferromanganese, the U.S. imported ~135,000 tonnes in that period, of which roughly 45% came from India—making India the largest contributor, up from #3 or #4 last year. In refined (low and medium carbon) ferromanganese, January–July imports rose from ~50,000 to ~80,000 tonnes; India's share increased from ~9,000 to ~17–18,000 tonnes. This reflects not only rising U.S. demand, but India's growing role.

A major factor is South Africa's energy crisis and furnace shutdowns, which reduced supply. India stepped in. Mortex alone expects around 50,000–60,000 tonnes of manganese shipments to the U.S. this year. If total U.S. imports end at ~300–350,000 tonnes, that implies ~17–18%

market share for Mortex. In manganese alloys, India is poised to be a major supplier to the U.S. for the coming years.

Q. Manganese and chromium have specific challenges. How do you ensure consistency and delivery?

The biggest factors for both manganese and chrome are electricity and raw material (ore). India's 28 states have different electricity tariffs and dynamic pricing. We strategically invest across multiple states—Mortex has a presence in six of the seven low tariff states suitable for heavy industry—so if one state's tariff or supply changes, we can reduce production there and increase elsewhere. Electricity is almost 30% of total production cost in manganese and chrome alloys; diversification protects competitiveness.

On ore, India has domestic manganese ore, but grades tend to be low to medium. We import regularly and consistently from reliable suppliers in Australia, Gabon, South Africa, and Brazil, maintaining long term partnerships to secure consistent quality and cost efficiency. With long term contracts, we gain delivery priority and some cost support due to our volumes and consistency.

On delivery, global shipping disruptions remain a concern. We maintain safety stocks at Indian ports and customer centric locations worldwide for just in time deliveries and to absorb disruptions. We have long term contracts with major shipping lines to secure competitive ocean freight and, importantly, preferential access to containers and vessel space. We also ship significant volumes



This year has been India's year in the United States.



Ayush Keyal at a recent President's Award ceremony.



CREDIT: MORTX



Our top priority is to expand production and broaden the product portfolio, especially value added alloys like refined ferromanganese and low carbon ferrochrome.



by bulk vessel—including to the U.S.—which can lower freight, shorten transit versus container transshipment, and, at New Orleans for example, allows easy transfer to barges up the Mississippi, reducing dependence on inland transport.

One more factor: a very strong financial foundation. Markets that need value added services—bulk vessels, warehousing, just in time distribution—require capital. Mortex is among the most financially sound companies in India in our sector, with one of the lowest debt to equity ratios. That allows us to invest in these services so partners receive uninterrupted, high quality supply.

Q. How have recent trade policy changes—tariffs, quotas, EU CBAM—affected your export strategy and relationships?

Trade policies, tariffs, and safeguards are the new normal—in the U.S. and Europe (with the EU reviewing safeguard measures on ferroalloy imports). Our strategy is diversification on two fronts. First, market diversification: we are present in more than 80 countries, with no single market above ~20% of our total. A single policy change might dent volumes by 5–10%, but it cannot destabilize the business. Second, product diversification: we are proficient not just in manganese but also in chrome and silicon alloys. These end markets don't move in lockstep—carbon steel versus stainless—so strength in one can carry the company when the other pauses. With such diversification, we can partially eliminate

the threats from tariffs and safeguards. Alongside this, we emphasize robust documentation, compliance, and proactive communication with partners.

Q. What are your top priorities for the next 2–3 years, and what indicators will you watch?

Our top priority is to expand production and broaden the product portfolio, especially value added alloys like refined ferromanganese and low carbon ferrochrome. These require more capex and sophisticated technology, but they build a loyal customer base. Second, we will deepen our presence in the U.S. market for the long term—we want the U.S. to be a permanent home for our material, benefiting steel mills with quality and competitive pricing. Third, we want to foray into nobles and master alloys in India, so we can offer a complete basket of products to partners worldwide and strengthen our position as one of the most dominant and reliable players in the global ferroalloy industry.

We will watch on time in full, spec conformance, claim rates, order book quality, lane level contribution margins, working capital turns, inventory health, customer retention and satisfaction, and policy driven landed cost changes.

Q. What are you most looking forward to most about CRU's Ferroalloys Connections Summit this year, and what would you encourage attendees to discuss with you and your team on site?

The first thing is to meet our existing partners and extend our gratitude for believing in Mortex and supporting us to be where we are today in the U.S. market, and to explore how and what we can contribute further. We want Mortex to be seen not as a supplier but as a partner—that's our goal.

We're also looking forward to meeting new partners and building new relationships. From India, Mortex is not just the biggest name but, we believe, the most reliable. We want to bring the benefits of that reliability to as many partners as possible in the U.S., so that not only Mortex's flag flies high, but the Indian ferroalloy production flag flies high in the U.S. ■

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Ferroalloys Connections Summit 2025

Agenda

Day 1 – Sunday October 19th

10:00am	Registration Opens Sponsored by: 
10:30am - 5:30pm	Coffee Break and Extended Networking
11:00am- 4:00pm	Barista Coffee Station Sponsored by: 
12:00pm - 3:00pm	Beer Cart Sponsored by: 
12:00pm - 5:00pm	Golf Tournament Miccosukee Golf and Country Club
12:30pm- 5:00pm	Pickleball Tournament DETA Pickleball Club
5:30pm - 7:00pm	Welcome Cocktail Party Sponsored by: 

Agenda correct as of time of print, for the latest agenda please check the event website or networking app.

Day 2 – Monday October 20th

7:00am - 5:30pm	Registration Opens Sponsored by: 
7:00am - 8:00am	Running Club Sponsored by: 
8:00am - 2:00pm	Barista Coffee Station Sponsored by: 
US Policy and Ferroalloys Session	
9:30am - 9:40am	Welcome Address Lynn Lupori, Head of Consulting - Americas, 
9:40am - 10:00am	2026 Steel Market: Steady improvement after a challenging start Josh Spores, Head of Steel Americas Analysis, 
10:00am - 10:30am	Navigating Trump Era Tariffs and Implications for Steel Supply Chains Chris Weld, Partner, 
10:30am - 11:00am	China's Ferroalloys market in 2026 Karl Liu, Founder and Director, 
11:00am - 12:30pm	Networking Refreshment Break Sponsored by: 



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Day 2 – Monday October 20th

12:30pm - 2:30pm	Networking Lunch Sponsored by: 
2:30pm - 2:50pm	Bulk Alloys Session Resource Nationalism and Trade Barriers – Implications for Ores and Bulk Ferroalloys Markets Clare Hanna, Senior Analyst, CRU
2:50pm - 3:10pm	The Short-Term Manganese Market Outlook Martin Trouilloud, Ferroalloy Cost Analyst, CRU
3:10pm - 4:00pm	Panel Discussion – The Global Bulk Alloys Markets in 2026 Panellists Brynjolv Gjerde, Commercial Director, Finnfjord International Divya Reddy-Shah, Managing Director, Champion Minerals Karl Liu, Founder and Director, Sino-Minemet Hill Summer, Managing Director, Million Link Martin Trouilloud, Ferroalloy Cost Analyst, CRU Moderator Clare Hanna, Senior Analyst, CRU
4:00pm - 5:30pm	Networking Refreshment Break Sponsored by: 
5:30pm - 7:00pm	Networking Reception Sponsored by:  CCMA



Day 3 – Tuesday October 21st

7:00am - 5:30pm	Registration Opens Sponsored by: 
7:00am - 8:00am	Running Club Sponsored by: 
8:00am - 2:00pm	Barista Coffee Station Sponsored by: 
9:30am - 10:15am	Stainless Steel Session Stainless Steel Market Projections: What's Next for Nickel, Chrome and Moly in a Fragmented World Biagio Olivieri, Senior Stainless Steel Raw Materials Analyst, CRU
10:15am - 10:40am	Analysis of Ferrochrome Market Dr Roman Lurf, Owner and Managing Director, LL Resources
10:40am - 11:00am	How Carbon Materials Power the Future of Stainless Steel Catherine Zhang, General Manager, Coalician
11:00am - 12:30pm	Networking Refreshment Break
12:30pm - 2:30pm	Networking Lunch Sponsored by: 
2:30pm - 3:00pm	Energy Transition Session Energy Transition and the Effect on the Steel Value Chain Ionut (Johnny) Lazar, Principal Consultant, CRU
3:00pm - 3:30pm	Unlock Supply Chain Potential – Financial Benefits, Scalability, and Success Stories of Vanadium Electrolyte Leasing Tang Min, Director of International Business Unit, RongKe Power
3:30pm - 4:00pm	Unlocking Domestic Critical Metals from LowGrade Sources with Molten Oxide Electrolysis (MOE) Gustavo Machado, Commercial Director, Boston Metal
4:00pm	Networking Refreshment Break and End of Conference

Agenda correct as of time of print, for the latest agenda please check the event website or networking app.

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- Maraging Steel
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- Hafnium & Ni-Hf master alloys
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Bihar Foundry & Castings Limited (BFCL), established in 1971, is a leading integrated steel plant based in Jharkhand, India. With a production capacity of 120,000 MT per annum of Ferro Alloys, 500,000 MT per annum of Sponge Iron, and 150,000 MT per annum of MS Billets, BFCL continues to set industry benchmarks in quality, efficiency, and sustainability.

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Ayush Keyal
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Mortex Group is one of the most prominent names in the global ferro alloys industry, with over 45 years of experience in Manganese and Chromium alloys. We export nearly 600,000 MT of ferro alloys annually to steelmakers across 80+ countries, conferring the mantle of being the highest exporter of ferro alloys from India.

Mortex is proud to be the first stand-alone ferro alloy company in India to be awarded the prestigious Five Star Export House status by the Government of India—an honor which, to date, has been conferred on only two ferro alloy companies in the entire country.

Over the decades, Mortex has built unmatched expertise in Manganese and Chromium alloys, making us one of the most bankable and consistent partners in the industry. Our product portfolio includes Ferro Manganese (HC), Ferro Manganese MC & LC, Ferro Chrome (HC/

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In the United States, Mortex has steadily expanded its footprint, establishing itself as a reliable and trusted supplier. We combine a deep understanding of the U.S. market with the ideal logistical and pricing mechanisms needed to guarantee a stable supply chain. Our long-standing track record with index-linked contracts further underlines our ability to work transparently, sustainably, and in alignment with customer requirements.

At Mortex, quality, reliability, and long-term relationships remain our top priorities as we continue to strengthen our global partnerships and expand our presence in key markets.



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Is a cooperative enterprise between Ni-Met Metals & World Metals & Alloys. The two companies combine sound sourcing with forward thinking sales strategies and logistical perspicuity bringing together more 30 years of industry knowledge and experience. Focus is driven towards sourcing and supplying "Key" raw materials in particular Ferro Chrome, Ferro Manganese and Silicon Metal. Hard work,

and resourceful planning have led to creating strong alliances with international producers to ensure we have a dependable and competitive supply chain for our customer's needs.

The Company is headed by Industry notables; namely Anil Shah & Vimal Kumar Jain!

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Founded in 1995, S&N is a 100% family-owned international trading company specializing in metals, ferroalloys, rare earths, and both inorganic and organic chemicals. With offices in the U.S., China, and Germany, we operate globally while maintaining close ties to local markets. Our supply network spans nearly 100 trusted manufacturers, primarily in China, enabling us to offer close to 500 products to clients in over 35 countries. More than a trading company, we provide end-to-end services that include unique and extended financing, streamlined logistics, and customs compliance. Our personal backgrounds and the strong relationships we maintain with our suppliers allow us to serve as a strategic bridge between international buyers and

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Exotech processes and supplies minor metal raw materials such as Tantalum, Niobium, Molybdenum, Tungsten, Hafnium, Zirconium, and more. We process all materials in our facilities in Pompano Beach, FL USA for shipment worldwide and we stock ready to melt products in warehouses within the UK and EU for immediate delivery. Large or small quantities, high or low purity,

Exotech supplies direct to customers with lower cost alternatives than most standard raw materials. Exotech also specializes in recycling Ta, Nb, Mo, W, Hf, In, Ge scrap metals. With inhouse mechanical, chemical and thermal processing, we handle a wide variety of scrap metals with different forms, coatings, and contamination.



Jai Balaji Group

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Jai Balaji Group is one of the largest manufacturers of steel in the private sector in Eastern India. The group generates revenue of more than 1.2 Billion dollars per annum and employs more than 10,000 people. Jai Balaji Group is one of the largest manufacturers of ferroalloys in the Eastern part of India with a production capacity of 168,000 tpa and is among the top five producers of Low Carbon Ferro-Chrome in the world with production capacity of 60,000 tpa.

The company draws its strength from an old tradition of reliable customer service and quality products.



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Largo is a globally recognized supplier of high-quality vanadium and ilmenite products, sourced from its world-class Maracás Menchen Mine in Brazil. As one of the world's largest primary vanadium producers, Largo produces critical materials that empower global industries, including steel, aerospace, defense, chemical, and energy storage sectors. The Company is committed to operational excellence and sustainability, leveraging its

vertical integration to ensure reliable supply and quality for its customers. Largo is also strategically invested in the long-duration energy storage sector through its 50% ownership of Storion Energy, a joint venture with Stryten Energy focused on scalable domestic electrolyte production for utility-scale vanadium flow battery long-duration energy storage solutions in the U.S. Randy Doyle



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Marmara Metal is world-wide select supplier of raw materials and commodities of 300+ products since 30+ years. Marmara is known for its reliability in quality and pricing, dependability in decades-long cooperation. Marmara's main mission is to provide above-and-beyond level of service whilst supporting the market and its members. Its main products include but not limited to all kinds of following: Ferro-alloys, non-ferrous metals, recarburizer, pig iron, graphite electrodes, ores, chemicals, crucibles, refractories, base metals, precious

metals, master alloys, noble alloys, super alloys. Being trusted by the leading entities of its industry, Marmara is your entrusted business solutions partner. marmara@marmarametal.com for more.



Waheed Sulaiman
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Menar is a South African mining company with an actively managed and growing portfolio of diversified minerals, with interests in thermal coal, anthracite, manganese and ferromanganese assets. The company's business interests extend beyond South Africa and include gold and nickel projects in Kyrgyzstan and Türkiye. Menar recently acquired Samancor Manganese's manganese ferroalloy smelter in Meyerton, South Africa.

The complex which was once the largest of its kind in the world is being restarted to generate about 250,000 tonnes per annum product in the short to medium term. Menar is a also significant producer of high-quality anthracite used in smelting operations.



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Established in 1979, Ronly is a trader of physical metallurgical and agricultural products and commodities, based from its London corporate office. We have gained a wealth of experience in our markets and products over the years and can rely on a global network of permanent offices and representatives, which we continue to expand. We offer a range of tailor made services, focusing on an individualized and personal approach to deliver cost effective solutions and build strong working relationships with our customers and suppliers alike.

Through our US subsidiary, Alloys Trading Solutions LLC (ATS), we support North American steel producers with expertise in sourcing, marketing, logistics, inventory management, and financing solutions. We offer a broad range of high quality ferroalloys, with a focus on silicomanganese, including both high grade (72% Mn) and standard grade (65% Mn) material. In partnership with Georgian Manganese, we supply US customers with Georgian origin silicomanganese, ensuring reliable supply and consistent quality to meet the diverse needs of our clients.



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Established in 1972, Wogen is a British-headquartered metals trading company which has grown into one of the most diversified suppliers worldwide of high-value raw materials to industry; be it for steel applications, aerospace, the aluminium industry, pigments, electronics, ceramics or the alloying industry.

Our ferroalloys business focusses on the noble ferroalloys. In the vanadium space, Wogen is the exclusive sales and marketing partner for Bushveld Vametco, as well as handling Ferro Vanadium and Vanadium Pentoxide. In the Molybdenum space, Wogen is a distribution partner for Sierra Gorda, selling Molybdenum products into predominantly East Asian

markets. Wogen is also highly active in the Tungsten market, from concentrates through to Ferro Tungsten, as well as intermediate products for the hard metals industry. We are also active in bulk ferroalloys, and are a supplier of a range of grades of Cobalt and Chrome metal. Wogen is also an active player in the superalloy market serving customers both in the US and globally, actively trading hafnium, rhenium and more.

Wogen is a founding member of the Minor Metals Trade Association, and is also a member of Vanitec, IMOA and the ITIA.

Our head office is in London, UK, with a US office in Cleveland, OH as well as several other offices globally.

Exhibitors



Pia Shah

pshah@republicservices.com

www.republicservices.com

Republic Services offers the most complete set of environmental solutions in the marketplace spanning across Recycling, Treatment and Disposal, Field and Industrial Services and 24/7 Emergency Response.

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adachan@v-resource.com

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Arzu Gungor

Senior Sales Manager

arzu.gungor@crugroup.com

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PRODUCT CATALOGUE

	Indi-Chrome Metal 001	Indi-Semi Chrome Metal 150	Indi-Mid Chrome Metal 3000	Indi-Ultra Chrome 800	Indi-Ultra Chrome 5000	Indi-LC Chrome
Elements	(Chromium Metal)	(Chromium Iron Alloy)	(Chromium Iron Alloy)	(ULC Ferro Chrome)	(ULC Ferro Chrome)	(LC Ferro Chrome)
Cr	99 % Min	80 % Min	77 % Min	75 % Min	70 % Min	60 % Min
C	0.01 % Max	0.015 % Max	0.30 % Max	0.025 % Max	0.03 % Max	0.10 % Max
Si	0.20 % Max	0.30 % Max	0.50 % Max	0.80 % Max	1.00 % Max	1.50 % Max
P	0.005 % Max	0.006 % Max	0.006 % Max	0.008 % Max	0.008 % Max	.03 % Max
S	0.005 % Max	0.006 % Max	0.006 % Max	0.008 % Max	0.008 % Max	.03 % Max
Al	0.20 % Max	0.50 % Max	1.00 % Max	0.70 % Max	0.70 % Max	1.50 % Max
N	0.03 % Max	0.05 % Max	0.08 % Max	0.08 % Max	0.50 % Max	-
Fe	0.03 % Max	Balance	Balance	Balance	Balance	Balance
O	0.20 % Max	0.20 % Max	0.20 % Max	0.20 % Max	0.20 % Max	0.30 % Max
Size	As per req.	As per req.	As per req.	As per req.	As per req.	As per req.



🌐 www.indianoferro.com ☎ +91 87999 53695 📧 sales@indianoferro.com
📍 Head Office: 3rd Floor, Marvel Fuego Opp, Seasons mall Pune, Maharashtra, India, 411028

Ferroalloys Connections Summit 2025

Meeting room directory

The following companies have reserved private meeting rooms and suites during the conference.

COMPANY NAME	ROOM NAME/SUITE NUMBER	FLOOR
CCMA	Picasso	Ballroom Level
CCMA	Acappella 1	Ballroom Level
CCMA	Acappella 2	Ballroom Level
Ni-Met Metals (USA) Inc.	Alto	Ballroom Level
Climax Molybdenum	Metronome	Ballroom Level
Minerais US	Boardroom 224	2
Thyssenkrupp	Boardroom 324	3
Bozel North America	Boardroom 424	4
Largo Inc.	Boardroom 524	5
Universal Alloys	824	8
International Metal Supply	1224	12
Niobec Inc	1701	17
ERAMET	1705	17
Greystone Alloys	1704	17
Conexus Metals LLC	1703	17
Asia Minerals North America	1706	17
TMP Metals Group, Ltd.	1707	17
CBMM North America	1710	17
ELG Utica Alloys	1712	17
Mitsui USA Inc.	1715	17
North American Specialty Alloys Inc	1718	17
ICD Alloys & Metals	1719	17
AMG Chrome Limited	1721	17
Strategic Alloys	1723	17
Solumet Metal & Powder	1724	17
US Vanadium	1725	17
Titan International, Inc	1727	17
Rand Alloys	1803	18
William Rowland	1808	18
MBR Metals	1804	18

A number of other companies have reserved rooms but do not wish for their location to be published.

If you have a meeting with a company not listed above and cannot find their room please visit the registration desk for directions.

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Ferroalloys Connections Summit 2025

Delegate list by company

COMPANY	NAME	TITLE	PHONE	EMAIL	COUNTRY
Absolute Resources		President			United States
ACI Industries		Trader			United States
ACI Industries		Director			United States
Acrisure		Director Commodity Insurance			Netherlands
Advanced Alloy Services Ltd		Managing Director			United Kingdom
Advanced Alloy Services Ltd		Commercial Director			United Kingdom
Afarak Trading Ltd. (Afarak Group)		Director			Malta
Afarak Trading Ltd. (Afarak Group)		Sales Manager			Malta
Affival, Inc.		Vice President Purchasing			United States
Allied Alloys		CMO			United States
Alloys and Metals India		CEO			India
Alomet SA		Trader			Switzerland
Amalgamet Limited		Trader			United Kingdom
Amalgamet Limited		Trainee Trader			United Kingdom
Ambatovy		Director Marketing			Madagascar
American Flux & Metal LLC		CEO			United States
AmeriTi Manufacturing		Director - Purchasing and Sales			United States
AMG Chrome Limited		Sales Manager			United States
AMG Chrome Limited		Sales Director			United Kingdom
AMG Chrome Limited		Global Powders Commercial Manager			United States
AMG Chrome Limited		Head of Commercial			United Kingdom
AMG Resources Corporation		Director of Titanium Products			United States

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AMG Titanium		Director Sales & Business Development			Germany
AMG Titanium LLC		Director of Manufacturing			United States
AMG Titanium LLC		Global Supply Chain Manager			United States
AMG Vanadium LLC		VP Global Marketing & Sales			United States
Andes Metals		CEO			Chile
Andrew S. McCreath & Son, Inc.		Vice President			United States
Andrew S. McCreath & Son, Inc.		President			United States
ArcelorMittal		Commodity Manager			Canada
ArcelorMittal Long Products Canada G.P.		Manager, Ferro Alloys, Adders, Carbons, Anthracites			Canada
Asbury Wilkinson		Purchasing Manager			Canada
Asia Minerals North America LLC		Assistant Manager Operations and Logistics			United States
Asia Minerals North America LLC		President			United States
ASK Metallurgical, Ltd		President			United States
ATI Materials		Commodity Manager			United States
ATI Materials		Sr. Director, Raw Materials			United States
ATI Materials		Sr. Buyer			United States
ATI Specialty Rolled Products		Raw Materials Procurement			United States
Atlantic Metals & Alloys		Sales Manager			United States
Avon Specialty Metals Ltd		Managing Director			United Kingdom
Avon Specialty Metals Ltd		Commercial Manager			United Kingdom
Avon Specialty Metals Ltd		Chairman			United Kingdom
Axens		Global Category Lead Buyer - Raw Materials			France
Baku Steel Company		Commercial Director			Azerbaijan
Baku Steel Company CJSC		Deputy General Director			Azerbaijan
Baku Steel Company CJSC		Sales Manager			Azerbaijan
Becker Consulting & Coaching LLC		Managing Director			United States

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Berry Alloys Ltd.		Director			India
Berry Alloys Ltd.		CMO			India
Berry Alloys Ltd.		Business Development Head			India
Bigo Development Co., Ltd.		Sales			Japan
Bihar Foundry and Castings Limited		Managing Director			India
Bihar Foundry and Castings Limited		Director			India
Bihar Foundry and Castings Limited		Head Marketing (Ferro Alloys)			India
Bluestone Metals and Chemicals		Managing Director			United States
BM Buffalo		President			United States
Boston Metal		Commercial Director			Brazil
Boston Metal		Director Critical Metals			United States
Bozel North America		Commercial Director			United States
Bozel North America		Director of Sales & Services			United States
Bozel North America		President			United States
Bradken		Global Category Manager			Canada
Brick America		CEO			United States
Brown Brothers Harriman		Managing Director			United States
Brown Brothers Harriman & Co.		Vice President			United States
C Steinweg Belgium,Inc.		Director			Belgium
C Steinweg USA, Inc.		CEO			United States
C Steinweg USA, Inc.		Commercial Manager			United States
CAI Custom Alloys		Account Manager			United States
CAI Custom Alloys		Vice President			United States
CAI Custom Alloys		Commercial Director			United States
CAI Custom Alloys		President			United States
Caledonian Alloys Ltd		Business Development Director			United Kingdom
Calmetalloys Ferro Boron		President			United States
CAMCO Alloys & Metals LLC		Director			United States

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IMS Metals & Alloys OU is a specialized recycler & supplier to the global Ni refinery, Stainless steel, Superalloy, Titanium & Refractory metals industries.

With advanced expertise, we provide tailored blending solutions that create efficiency and cost savings for refiners, alloy producers & the stainless-steel sector.

What We Do

Through our specialized blending program, we transform complex scrap streams into high-value Ni-based blends—maximizing recoverable metal content and reducing downgrading.

Accepted Forms

- Solids · Turnings · Runnings
- Grindings · 3D Powders · Dusts

Our Advantage

- Customized blends that preserve Ni value
- Proven track record with global refineries & alloy producers
- Expertise in managing complex scrap streams and off-spec grades
- Specialized capability in handling off-grade Refractory Metals (W, Mo, Nb & Ta)
- Expanding capabilities in Hafnium and advanced Master Alloys

Our Portfolio

- High Nickel Alloys
- FeNiCr
- Cobalt Based Alloys
- Superalloys (718, 625, 713, Waspaloy, Hastelloy-types, Rene's, Offgrade/Mixes, etc)
- HSS & Tool Steel
- Maraging Steel
- Titanium (Ti-6/4, CP Ti, 3D Powder)
- Hafnium & Ni-Hf master alloys
- Tungsten & Moly (incl. offgrade and units containing 8%+ content)
- Niobium (10%+ content)
- Tantalum (10%+ content)

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Contact us: info@ims-metals.com

COMPANY	NAME	TITLE	PHONE	EMAIL	COUNTRY
Cannon-Muskegon Corporation		Materials Manager			United States
Carbomax AB		Manager Intertrade			Sweden
Carbon & Alloys Consulting		President			United States
Carbon & Alloys Consulting		Sales			United States
Carbon and Alloys Consulting, Inc		Director			United States
Carbon Resources Pvt Ltd		Managing Director			India
Carbon Resources Pvt Ltd		Vice President			India
Carbon Resources Pvt Ltd		Head- Electrode Paste Business Unit			India
Carpenter Brothers, Inc.		Regional Sales Manager			United States
Carpenter Brothers, Inc.		VP of Administration and Bus. Dev., Metallurgical Eng.			United States
CBMM North America		Inside Sales Analyst Sr			United States
CBMM North America Inc.		Commercial Manager			United States
CBMM North America Inc.		General Manager			United States
CBMM North America Inc.		Finance Manager			United States
CBMM North America Inc.		Senior Sales Manager			United States
CBMM North America Inc.		Technical Market Development Manager			United States
CBMM North America Inc.		Commercial Manager			United States
CCMA, LLC		Trader - Special Metals, Vacuum Products			United States
CCMA, LLC		Vice President, Trader, Bulk Alloys			United States
CCMA, LLC		Director of Business Development - Steel Industry			United States
CCMA, LLC		President			United States
CCMA, LLC		Assistant Trader & Operations Manager			United States
CCMA, LLC		Trader			Netherlands
CCMA, LLC		Product Manager			United States
CCMA, LLC		Senior Advisor			United States
CCMA, LLC		VP, Trader, Special Metals			United States

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CCMA, LLC		Trader - Ferroalloys & Foundry			United States
CCMA, LLC		Director of Business Development			United States
CCMA, LLC		Executive Assistant			United States
CCMA, LLC		Outside Sales			United States
CCMA, LLC		Trader-Ferroalloys			United States
CellMark		Vice President			United States
CellMark		Business Director Europe			Germany
CellMark AB		VP Metals sales			Belgium
CellMark Chemicals		Product Manager			United States
Cellmark, Inc.		Metals Senior Trader			United States
Celtic Marine and Logistics		Inland Sales Director			United States
Centerra Gold / Langeloth Metallurgical Company		Commercial			United States
Champion Minerals Ltd.		President - Marketing			Zambia
Champion Minerals Ltd.		Managing Director			Zambia
Champion Minerals Ltd.		Managing Director			Zambia
Charter Steel		Territory Manager Metallics			United States
Charter Steel		VP of Supply Chain			United States
Charter Steel		Raw Materials Buyer			United States
Chemalloy Company LLC		Vice President of Sales			United States
Chemalloy Company LLC		Purchasing Manager			United States
Chemalloy Company LLC		Supply Chain Manager			United States
Chiaturmanganum Georgia		Director			Georgia
Chiaturmanganum Georgia		Sale Service Manager			Georgia
Chromalloy		Sr. Procurement Manager			United States
Cleveland-Cliffs		Senior Manager - Ferroalloys & Base Metals			United States
Climax Molybdenum Company		Commercial Manager			United States
Climax Molybdenum Company		Sales Manager			United States
Climax Molybdenum Company		Sales Manager			United States

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Climax Molybdenum Company		Vice President, Sales and Marketing			United States
Climax Molybdenum Company		Sales Manager			United States
Climax Molybdenum Company		President			United States
Climax Molybdenum Company		Director Strategic Accounts			United States
Climax Molybdenum Company		Sales Manager			United Kingdom
Climax Molybdenum Company		Marketing Director			United States
Climax Molybdenum Company		Senior Market Analyst			United States
Climax Molybdenum Company		Senior Sales Analyst			United States
CM Aerospace, LLC.		President			United States
CMC		Director of Procurement, CapEx and Melt Shop Materials			United States
CMC Steel		Senior Category Manager			United States
Coalician Group Limited		General Manager			Hong Kong
Compañia Minera Autlan SAB de CV		Sales Manager			Mexico
Conexus Metals		Sales			United States
Consolidated Mill Supply, Inc.		Director of International Business Development			United States
Consolidated Precision Products Corp		VP, Purchasing			United States
Cooper Consolidated LLC		Sales Manager			United States
Cooper Consolidated LLC		Sales Manager			United States
Cronimet Terminals		General Manager			United States
CRU		Events Customer Services Coordinator			United Kingdom
CRU		Senior Analyst			United States
CRU		Product Development and Portfolio Director			United Kingdom
CRU		Event Sales Support Executive			United Kingdom
CRU		Senior Sales Manager			United Kingdom
CRU		Senior Analyst			United Kingdom
CRU		European Ferroalloys Price Reporter			United Kingdom
CRU		Sales Development Executive			United States
CRU		Principal Consultant			United Kingdom

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COMPANY	NAME	TITLE	PHONE	EMAIL	COUNTRY
CRU		Head of Consulting - Americas			United States
CRU		Event Administrator			United Kingdom
CRU		Steel Analyst			United Kingdom
CRU		Research Analyst			United States
CRU		Event Manager			United Kingdom
CRU		Head of Steel Americas Analysis			United States
CRU		Manganese Ferroalloy Cost Analyst			United Kingdom
CRU		Prices Analyst			United States
Daido Steel America Inc.		Manager			United States
Darton Commodities Ltd		Director			United Kingdom
DCX Chrome		Export Sales Manager			France
DCX Chrome		Sales Manager			France
DeAcero		Head Negotiator			Mexico
DeAcero		Negotiation Manager			Mexico
DJJ/Nucor		Manager			United States
Domeplex, Inc.		Owner			Canada
Dominion Nickel Alloys Ltd		VP			Canada
Dominion Nickel Alloys Ltd		Trader			Canada
Doncasters Superalloys of Long Beach		Trader/Buyer			United States
Duferco		Vice President - Vanadium			United States
EAC Corporation		President			United States
EAC Corporation		Controller			United States
EAC Corporation		Sales Manager			United States
Earth Metals LLC		Trader			United States
Earth Metals LLC		Trader			United States
EJ		Raw Materials Manager			United States
Electralloy		Production Manager			United States
Electralloy		Purchasing Manager			United States

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ELG Metals, Inc.		VP Special Products			United States
ELG Metals, Inc.		Senior Trader/Product Manager			United States
ELG Utica Alloys, Inc.		Senior Manager			United States
ELG Utica Alloys, Inc.		VP, Ni Product & Services			United States
Elkem		Sales Manager			United States
Enstructure		President, Enstructure Tennessee			United States
Environmetals LLC		Director of Sales and Purchasing			United States
Environmetals LLC		Owner			United States
Eramet		VP Sales - Manganese Alloys			France
Eramet		Mn Alloys, North America			United States
ESKADA, s.r.o.		CEO			Slovakia
Euro-Rijn Global Logistics B.V.		CEO			Netherlands
EverMetal Capital		CEO			United States
EverMetal Capital		Vice President			United States
Exotech, Inc.		Sales Manager			United States
Exotech, Inc.		President			United States
Exotech, Inc.		Director of Sales			United States
Exotech, Inc.		Sales Support Manager			United States
F. W. Winter Inc & Co		Quality Manager			United States
F.W. Winter Inc & Co		Business Development Manager			United States
F.W. Winter Inc & Co		Director of Operations			United States
F.W. Winter Inc & Co		CEO			United States
Felman Trading Europe AG		Director			Switzerland
Ferroglobe		Vice President – Commercial			France
Ferroglobe		Sales			United States
Ferroglobe		Chief Commercial Officer			Spain
Ferroglobe		Commercial Manager			United States

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Andrew Zhou | +1 (929) 285-8908 | andrewzhou@snmetals.com
Jennifer Zhou | +1 (480) 255-2917 | jenniferzhou@snmetals.com

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COMPANY	NAME	TITLE	PHONE	EMAIL	COUNTRY
Ferronix, Inc.		Sales Manager			United States
Ferronix, Inc.		Director of Sales & Operations			United States
Ferronix, Inc.		Sales			United States
Ferronix, Inc.		Sales			United States
FERTRADE		General Manager			France
Finnfjord FeSi		Commercial Director			Spain
Framatome		Industry Sales Manager			France
FRAMATOME Inc.		Sales Manager Americas			United States
G E Chaplin, Inc.		President			United States
G E Chaplin, Inc.		Vice President			United States
Ganzhou Grand Sea Tungsten Co., Ltd		Vice President			China
GE Aerospace		Sourcing Metals Analyst			United States
GE Aerospace		Value Engineer (Melt / Revert)			United States
GE Aerospace		Contract Performance Manager			United States
GE Vernova		Global Commodity Leader - Powders & Metals			United States
GE Vernova		Global Sourcing - Executive			United States
GE Vernova		Global Commodity Leader - Metals			United States
Georgian Manganese		Commercial Director			Georgia
Georgian Manganese		Chief Financial Officer			Georgia
Gerald Group		Trading Assistant			United States
GFG Alliance		Commercial Officer			Australia
Glencore		Trader			Switzerland
Glencore		Operations			United States
Glencore		Trader			Switzerland
Glencore		Nickel Recycling			United States
Glencore		Trader			United States
Glencore		Trader			United States

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Glencore		Manager Raw Materials			United States
Glencore		Trader			Switzerland
Glencore		Trader			Switzerland
Glencore		Trader			Chile
Glencore		Trader			Switzerland
Glencore		Traffic			United States
Glencore		Sales and Marketing			United States
Global Advanced Metals		Sales Manager			United States
Global-Pak		Key Account Representative			United States
Global-Pak		Territory Sales Manager			United States
Globe Metal		Buyer			Canada
Globe Metal		Account Manager			Canada
Globe Metal		Chief Operating Officer			Canada
Gottlieb		Purchasing			United States
Grace Transport Inc.		V.P. Operations			Canada
Grace Transport Inc.		Operations Manager			Canada
GRBC Resources		President			United States
Great Metals Corp.		CEO			United States
Green Commodities USA LLC		Director			United States
Greenville Metals		Sales Manager			United States
Greystone Alloys		Vice President			United States
Greystone Alloys		Titanium Material Manager			United States
Greystone Alloys		President			United States
Greystone Alloys		Director - Tungsten Materials/Sr. Trader			United States
Grondmet		Managing Director			Germany
Grondmet USA LLC		Sales Director North America			United States

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Grondmet USA LLC		Managing Director			United States
Gulf and Atlantic Maritime Services - GAMS LLC		Warehouse Business Development Manager			United States
Hanbo Chemicals		CEO			Korea, Republic of
Hangten Asia Co. Ltd		Managing Director			China
Hanwa American Corp.		Manager			United States
Hanwa American Corp.		Sr. Vice President			United States
Hanwa Co., Ltd.		Asia executive			Japan
Hartree Partners, LP		Head of Co & Li			United States
Hascor International Group		Director, Business Development			United States
Haynes International, Inc.		Director - Production Planning and Purchasing			United States
Haynes International, Inc.		Melt Materials Manager			United States
Helvetia Resources		CEO			Liechtenstein
Heineken d.o.o.		Sales Manager			Serbia
Hickman, Williams & Company		Alloy Division Manager			United States
Hickman, Williams & Company		Product Manager / Sales Engineer			United States
Hickman, Williams & Company		Product Manager			United States
Hitchiner Manufacturing (Milford, NH)		Procurement Manager			United States
Hitchiner Manufacturing Co.		Business Unit Director			United States
Hoganas		Purchasing Coordinator			United States
Howmet Aerospace		Director of Operations - Alloys and Metals - Howmet Aerospace Engines			United Kingdom
Howmet Aerospace		Procurement Manager			United States
Hudson Metal & Alloy LLC		President			United States
Hudson Metal & Alloy LLC		Senior Vice President			United States
ICD Alloys and Metals		President			United States
ICD Alloys and Metals		Trader			United States
ICD Alloys and Metals		Sales/Purchasing			United States
ICD Alloys and Metals		Global Business Development Trader			United States

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ICD Europe Ltd		Commercial Director			United Kingdom
ICD Europe Ltd		Managing Director			United Kingdom
ICD Melting Solutions		Global Business Development Manager			United States
IMS Metals & Alloys OU		Director			Estonia
IMS Metals & Alloys OU		Managing Director			Estonia
Indiano Chrome Pvt Ltd		CEO			India
Induction Iron Inc		President			United States
Injection Alloys Inc.		CEO			United States
International Metal Supply		National Sales Manager NA			United States
International Metal Supply		President			United States
Ireland Alloys		Managing Director			United Kingdom
Ireland Alloys		Business Development Manager			United Kingdom
IXM		Senior Traffic – Niobium & Minor Metals			United States
IXM S.A.		IXM Trading			Switzerland
Jai Balaji Industries Limited		AVP (Marketing)			India
Jamshedpur Chlorochem Pvt Ltd		Director			India
JC Steele		Agglomeration Sales Specialist			United States
Jervois Global		Executive General Manager - Commercial			Switzerland
JFE Mineral & Alloy Company, Ltd.		Managing Director			Japan
JFE Mineral & Alloy Company, Ltd.		General Manager			Japan
JFE Mineral & Alloy Company, Ltd.		Manager			Japan
JFE Mineral&Alloy Company,Ltd.		Ferro-Vanadium Sales Dep. Manager			Japan
JFE Shoji Corporation		Manager			Japan
Kairos Specialty Metals Corp		President			United States
Karrich Industries, Inc.		General Manager			Canada
Karrich Industries, Inc.		Vice President			Canada
KETJEN		Strategic Metals Procurement Manager			Belgium

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KGHM Polska Miedz S.A.		Chief Specialist, Market Development and Minor Metals Sales Department			Poland
KGHM Polska Miedz S.A.		Head of Market Development and Minor Metals Sales Department			Poland
Kuwait Ferro Alloys		Sales Manager			Kuwait
Kymera International		Sales Director			United States
Kymera International		Director of SiC Sales, NA			United States
Kymera International / AmeriTi		General Manager			United States
Laidlaw Carriers Bulk		Operations Manager			Canada
Largo Inc		Director			United States
Largo Inc.		Chief Commercial Officer			United States
Liberty Bell Bay		Executive General Manager			Australia
Lincoln Electric		Strategic Sourcing Specialist			United States
Lipmann Walton & Co Ltd		Managing Director			United Kingdom
Lipmann Walton & Co Ltd		Trader			United Kingdom
LL-Resources GmbH		Managing Director			Austria
LS Alloys Trading Sarl		Trader logistics			United States
LS Alloys Trading Sarl		Trader			United States
LS Alloys Trading Sarl		Trader			United States
Lygend Resources		Sales Coordinator			China
M3 Metals		President			United States
M7 Metals AG		Partner			Switzerland
Maan Shyang Hardware Company		Manager			Taiwan
Magotteaux International		Procurement Manager			Belgium
Manas International Inc.		President & CEO			Canada
Manganese Metal Company		Chief Marketing Officer			South Africa
Manganese Metal Company (PTY) Limited		Sales and Logistics Manager			South Africa
Marex		Sales			United States

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COMPANY	NAME	TITLE	PHONE	EMAIL	COUNTRY
Maritime House Ltd		Director			United Kingdom
Marmara Metal Mamulleri Tic A.S.		General Manager			Turkey
Marmara Metal Mamulleri Tic A.S.		Chief Financial Officer			Turkey
Marmara Metal Mamulleri Tic A.S.		Director			Turkey
Marubeni Tetsugen Co., Ltd.		General Manager			Japan
Masterloy Products Company		President			Canada
MBR Metals USA		Trader			United States
MBR Metals USA		Director USA			United States
ME Global, Inc.		Director, Corporate Purchasing			United States
Meltdeck Resources		Director of Sales and Marketing			United States
Metal & Catalyst Resources		Purchasing			United States
Metal & Catalyst Resources		.			United States
Metal Do Co., Ltd		Director General Manager			Japan
Metal Do Co., Ltd		Duputy General Manager of Overseas Div			Japan
Metal Solutions		VP Commercial & Business Development			United States
Metal Works of Ohio LLC		Owner			United States
Metalink Special Alloys Corp		President			China
Metalink Special Alloys Corp.		VP Commercial			China
Metalliage Inc.		President & Chief Operating Officer			Canada
Metalliage Inc.		Commercial Director			Canada
Metalliage Inc.		Financial Officer			Canada
Metallus		Commodity Mgr			United States
Metallus		VP Supply Chain			United States
Metherma KG		Managing Director			Germany
Mettomax Enterprises LLC		General Manager			United States
Mianra Consulting Ltd		Director			United Kingdom
Mid-Ship Logistics LLC		Vice President			United States
MID-SHIP Logistics LLC		Operations			United States

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Miller and Company		Product Manager Ferro-Alloys			United States
Miller and Company		President			United States
Miller and Company		Product Manager - Ferroalloys			United States
Millionlink Ltd		CEO			Hong Kong
Minerais US LLC		Trader			United States
Minerais US LLC		Senior Marketing Manager			United States
Minerais US LLC		CEO			United States
Minerais US LLC		Marketing Manager			United States
Minerais US LLC		Chairman			United States
Minéraux Mart Inc.		Assistant General Manager			Canada
Minéraux Mart Inc.		Sales Director			Canada
Minor Metal Trade Associations (MMTA)		General Manager			United Kingdom
Mintura US LLC		The Founder & President			United States
Mitsui & Co., Ltd.		Manager			Japan
Mitsui & Co., Ltd.		Sr. Marketing Manager			United States
Mitsui and Co., Ltd.		Deputy General Manager			Japan
Molibdenos y Metales S.A. - Molymet		Commercial and Market Development VP			Chile
Molibdenos Y Metales S.A. - Molymet		Commercial VP			Chile
Molibdenos y Metales S.A. - Molymet		Market Development Manager			Chile
Molibdenos y Metales S.A. - Molymet		Business Executive Manager - Chemical Grade Products			United States
Molymet Corporation		Business Executive Manager - Americas			United States
Monico Alloys Inc.		Vice President			United States
Mortex		Director & CEO			India
MTALX		Alloy Trader			United States
MTALX USA		V.P. Sales & Operations			United States
Newport Metals LLC		Commercial Director			United States
Newport Metals LLC		President			United States
NextGen Alloy Recycling		President			United States

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NextGen Alloy Recycling		VP of Commercial			United States
NextGen Alloy Recycling		CFO			United States
Nexus Ligas		Commercial Export			Brazil
Nexus Ligas		Commercial Director			Brazil
Nexus Ligas		CEO			Brazil
Nickelman		Sales & Operations			United States
Ni-Met Metals (USA) Inc.		Vice President			Canada
Ni-Met Metals (USA) Inc.		Marketing Manager			Canada
Niobec Inc		Vice President, Commercial and Corporate Affairs			Canada
Niobec, Inc.		Manager, Sales & Marketing			Canada
North American Specialty Alloys, Inc.		Director			United States
North American Specialty Alloys, Inc.		Commercial Manager			United States
North Star BlueScope Steel		Buyer			United States
North Star BlueScope Steel		Purchasing Manager			United States
Nova Minerals		Vice President			United States
Nucor		Purchasing Manager			United States
Nucor		Day Melting Supervisor			United States
Nucor		Purchasing Manager			United States
Nucor		Director, Ferrous Trading			United States
Nucor Steel		Purchasing Manager			United States
Nucor-Yamato Steel Co.		Purchasing Manager			United States
Oerlikon Metco		Materials & Logistics Manager			United States
Oerlikon Metco (Canada) Inc.		Sourcing Manager			Canada
OFZ, a.s.		Commercial Director			Slovakia
OM Holdings Ltd		Manager, Marketing & Trading			Singapore
Open Mineral		Senior Trader			Switzerland
Optimus Steel LLC		Raw Materials Manager			United States
Ore & Metal Company Ltd		Sales & Marketing Director			South Africa

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Outokumpu		Director - Raw Materials Procurement			United States
Outokumpu		President - Business Area Ferrochrome			Finland
Outokumpu Chrome		Senior Sales Manager/ Head of Ext. FeCr Sales			Finland
Outokumpu Stainless		Raw Materials Procurement Manager			United States
Palm Commodities International, LLC		Commercial Director North America, Mexico and Catalyst			United States
Palm Commodities Int'l		Sales Manager			United States
PCC Airfoils, LLC		Senior Field Sales Representative and Revert Procurement Specialist			United States
PCC Airfoils, LLC		Director, Global Supply Chain			United States
PCC Metals Group		Commodity Director			United States
PCC Revert Group - Caledonian Alloys		Sales Director			United Kingdom
PCC Structurals, Inc.		Supply Chain Manager - Metal			United States
Phinix, LLC		CEO			United States
Plansee		Sales and Purchase			Austria
Plansee		Sales and Purchase			Austria
Plansee Group		Director of Global Raw Materials			United States
PLR Projects Private Limited		CEO			Zambia
Plum-Monix Industry Co Ltd		CEO			Taiwan
Polymetcore Trading US (COREX Holding)		Director of North America			United States
Prime Metals & Alloys		President			United States
ProFound Alloys LLC		US Director			United States
ProFound Alloys LLC		Operations			United States
Ralfemetra International Limited		Director			Canada
Rand Alloys		Sales Manager			Canada
RCI Samplers & Assayers		CEO			South Africa
Recycling Coordinators, Inc.		President			United States
Recycling Coordinators, Inc.		Vice President			United States
Remelt Sources, Inc.		Chairman			United States

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Remelt Sources, Inc.		President & CEO			United States
Remelt Sources, Inc.		Supply Chain Manager			United States
Republic Services		General Manager			United States
Republic Services		Territory Sales Executive			United States
Republic Services		Ops Manager ES			United States
Republic Services		Operations Manager			United States
Republic Services		General Manager			United States
Republic Services		Sales Executive			United States
Republic Services		Key Account Executive			United States
Rhenium Alloys, Inc.		Director of Operations			United States
RIBO		Pres			United States
Rio Tinto		Molybdenum Sales Specialist			United States
Riverside Specialty Chemicals, Inc.		Director of Sales and Marketing			Germany
Rolls Royce PLC		Senior Procurement Category Manager			United Kingdom
Rolls Royce PLC		Strategic Buyer, Elementals			United Kingdom
Rongke Power Group / RKP International Limited		Director			Hong Kong
S&N Metals		President			United States
S&N Metals		Trader			United States
S&N Metals		Companion			United States
S. H. Bell Company		President			United States
S. H. Bell Company		Executive Vice President & COO			United States
S. H. Bell Company		Senior Account Manager			United States
S. H. Bell Company		V. P. of Operations			United States
S. H. Bell Company		Vice President of Sales			United States
Samarth Corporation		Proprietor			India
Scandinavian Steel AB		Product Manager			Sweden
Scrap Gators		Senior Buyer			United States

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Scrap Gators		President			United States
SeAH Superalloy Technologies		EVP - Supply Chain & Planning			United States
SeAH Superalloy Technologies		CEO			United States
Select Alloys and Materials Ltd		Trading Manager			United Kingdom
Select Alloys and Materials Ltd		Commercial Director			United Kingdom
Sethmar Transportation LLC.		Managing Director			United States
Sethmar Transportation LLC.		Vice President of Sales			United States
Shaanxi Head-Moly Industry Co., Ltd.		Commercial Director			China
Shepherd Chemical Company		Supply Chain Manager			United States
Shepherd Chemical Company		Business Development Manager			United States
Shyam Metalics and Energy Limited		Gm Ferro Sales			India
Sino-Minemet International Co., Ltd		General Manager			China
Sinova Global Inc.		Director and Exec VP Silicon Markets			United States
Sinova Global Inc.		President			Canada
SJM Alloys and Metals		Senior Trader			United Kingdom
SJM Alloys and Metals		Director			United Kingdom
SJM Alloys and Metals Ltd		Director			United Kingdom
Solonian Resources, LLC		Operations Mgr			United States
Sovereign International Metals & Alloys, Inc.		Vice President			United States
Sovereign International Metals & Alloys, Inc.		Assistant			United States
Sovereign International Metals & Alloys, Inc.		Senior Vice President of Sovereign			United States
SSAB		Buyer			United States
Stainless Steel Midwest		Sales			United States
Standard Resources Corporation		President			United States
Star Alucast Private limited		Advisor			India
Star Alucast Pvt ltd		Consultant			India
Star Alucast Pvt ltd		Chairman			India

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Steel Dynamics		Purchasing Agent			United States
Steel Dynamics		Purchasing Agent			United States
Steel Dynamics		Purchasing Agent			United States
Steel Dynamics		Purchasing Agent			United States
Steel Dynamics, Inc.		General Manager			United States
Steinweg handelsveem B.V.		Deputy Division Manager Ferro Alloys & Minor Metals			Netherlands
Strategic Alloys LLC		President			United States
Stratton Metal Resources Limited		Senior Trader			United Kingdom
Stratton Metal Resources Limited		Managing Director			United Kingdom
Stratton Metal Resources Limited		Trader US Market			United Kingdom
Sumitomo Corporation					Japan
Sumitomo Corporation		Manager			Japan
Sumitomo Corporation Africa (Pty) Ltd.		Team Leader			South Africa
Sumitomo Corporation		Staff			Japan
Superior Metals Manufacturing -CPP		Purchasing Manager			United States
T&M Industrial Sales		Vice President			United States
Taniobis		Sales Manager			United States
Terra Commodities LLC		Director			United States
The Chem-Met Company		President			United States
The David J. Joseph Company		Trader			United States
The David J. Joseph Company		Trader			United States
Thompson Creek Metals		Vice President Commercial			Canada
Thompson Creek Metals / Langeloth Metallurgical		President			United States
ThyssenKrupp		Sr. Project Manager			United States
ThyssenKrupp		Director			United States
ThyssenKrupp		Trader			United States
Titan International, Inc.		President			United States
Titan International, Inc.		Sales Engineer			United States

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Titan International, Inc.		Vice President			United States
Titan International, Inc.		Chief Commercial Officer			United States
TMP Metals Group, Ltd.		Director of Marketing & Business Development			United States
TMP Metals Group, Ltd.		Vice President - Base Metals			United States
Todini and Co Spa		Sales Manager			Italy
Tranzact, Inc.		President			United States
Traxys North America LLC		SVP			United States
Traxys North America LLC		Marketing Manager			United States
Traxys North America LLC		Senior Vice President			United States
Traxys North America LLC		Vice President Special Metals			United States
Traxys North America LLC		Chief Executive Officer			United States
Traxys North America LLC		Managing Director			United States
Traxys North America LLC		Vice President Raw Materials for Steel and Alloys			United States
Traxys North America LLC		Senior Vice President, Materials for Steel and Foundry			United States
Traxys North America LLC		Trader			United States
Traxys North America LLC		Junior Trader			United States
Treibacher Industrie AG		Sales Manager			Austria
Tungco		Director of Global Sales & Procurement			United States
United Alloys & Metals		Trader			United States
Union Electric Steel Corporation		Director, Purchasing			United States
UNITED ALLOYS & METALS		COMMERCIAL VP			United States
United States Steel		Manager Raw Materials			United States
United States Steel		Director - Steelmaking Raw Materials and Iron Ore			United States
Universal Alloys Inc		Director of Sales, Logistics and Procurement			United States
Universal Stainless & Alloy Products, Inc.		Vice President of Supply Chain & Purchasing			United States
US Ecology, A Republic Services Co		Branch Manager			United States

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US Inox		Trader			United States
US Steel		Global Commodity Manager			United States
US Vanadium		Director of Technology			United States
US Vanadium		Director of Sales and Marketing			United States
USMFG Inc.		Commercial Director			United States
Vale Americas, LLC		President			United States
Vale Americas, LLC		Sr Manager , Sales Nickel and Cobalt			United States
Veritas Alloys & Metals LLC		President			United States
Viper Carbide & Metals, Inc.		Chief Revenue Officer			United States
Vista Alloys LLC		CEO			United States
VLCor USA Inc		President			United States
Voss Metals Company, Inc.		President/Owner			United States
Voss Metals Company, Inc.		General Manager			United States
V-Resource Ltd.		Sales Manager			China
V-Resource Ltd.		Sales Manager			China
Vulcan Metals Corp		Director of Procurement			United States
Wall Colmonoy		Director of Purchasing			United States
Waupaca Foundry, Inc.		Director-Procurement & Supply			United States
Waupaca Foundry, Inc.		Purchasing Manager			United States
Westinghouse Electric/Stone & Webster		Portfolio Manager - Western Zirconium Specialty Metals			United States
WGR, Ltd		President			United States
Whemco Inc		Manager - Purchasing			United States
Wiley Rein		Partner			United States
William Rowland Ltd		Managing Director			United Kingdom
William Rowland Ltd		Vice President			Canada
WM Resources, Inc.		Vice President			United States

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Wogen Resources Limited		Director			United Kingdom
Wogen Resources Limited		Trader			United Kingdom
Wogen Resources Limited		Sales and Business Development			United Kingdom
Wogen Resources Limited		Trader			United Kingdom
Wogen Resources Limited		Director			United Kingdom
Wogen Resources Limited		Trader			United Kingdom
Wogen Resources Limited					United Kingdom
World Metals & Alloys (FZC)		Sales and Marketing Director Europe			United Arab Emirates
Ximei Resources Holding Limited		Tantalum and Niobium Director			China
YDD Corporation		Commercial Director			Kazakhstan
Youngsun Chemicals (HK) Limited		Director			Hong Kong

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LOH grade (H 10ppm, O 0.1%)
99.7%Mn Flake/Powder
97% Mn Briquette/Lump
MnN (Mn 85-90%, N 6-8%)
AlMn Tablet 75/80/85/93

Cr

Cr Metal 99%
AT grade/VMG grade
Low O, Low S, Low Al, Low N
Electrolytic Cr Metal 99.5%
Degassed Cr Briquette
Cr Metal Powder
CrN (N 8-13%)
AlCr Tablet 75/80/85/90

Fe

Electrolytic Iron Flake
99.9%, 99.95%
Fe Powder 99%
Atomized/Reduced

FeMn

SLPC FeMn (Mn94%,C0.05%, P0.03%)
SLPC FeMn (Mn90%,C0.1%, P0.05%)
LC FeMn (Mn80%, C0.5%)
MC FeMn (Mn80%,C1.5%)
FeMnN (Mn75%,N5-6%)

FeCr

LC FeCr
Cr 65%/68%/70%/72%/75%
C 0.1%/0.05%/0.025%
FeCrN
Cr 60-65%, N 8-13%

FeSi

FeSi 75%/72%/65%/45%/15%
Low Al 1.0%/0.8%/0.5%
HP grade Al 0.1%, Ti 0.02%
FeSi Powder (Atomized/Ground)
FeSiN Si 50%, N 30%

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