
Monday Market Monitor - EU (WEEK 13) - Mixed movement

Monday, 30 Mar, 2009

European flat product market continued to remain under severe pressure for various flat products

A. Plates

Plate market witnessed low priced offers from both domestic as well as imported sources leading to decline in general levels

HRP

S 235 / S275JR

5-20x2000

Domestic?Country	Change
Germany	0
Spain	10
Italy	-40

In EUR per tonne

HRP

S 235 / S275JR

5-20x2000

Imports?Country	Change
Germany	None
Spain	None
Italy	None

In EUR per tonne

HRP

S 235 / S275JR

10-50x2500-3000

Domestic?Country	Change
Germany	-10
Spain	-10
Italy	-20

In EUR per tonne

HRP?Country	Change
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Germany	-20
Spain	None
Italy	None

In EUR per tonne

B. Hot Rolled

HRC
S235JR
2-12x1000-1500

Domestic?Country	Change
Germany	5
Spain	20
Italy	0

In EUR per tonne

HRC
S235JR
2-12x1000-1500

Imports?Country	Change
Germany	-10
Spain	-12.5
Italy	0

In EUR per tonne

C. Cold Rolled

CRC
DC 01
0.60 Avx1250

Domestic?Country	Change
Germany	15
Spain	15
Italy	-20

In EUR per tonne

CRC

DC 01

0.60 Avx1250

Imports?Country	Change
Germany	5
Spain	0
Italy	0

In EUR per tonne

D. Hot Dip Galvanized

HDG

DX 51 D / Z100-120 / AS

0.55 - 0.57x AW

Domestic?Country	Change
Germany	15
Spain	15
Italy	-10

In EUR per tonne

HDG

MA-C / Z180 / Cr Free

0.60 Avx1250

Imports?Country	Change
Germany	-5
Spain	0
Italy	0

In EUR per tonne

All prices are net to the final customer with following payment terms

A. Italy & Spain

1. Domestic prices are EXW or DDP with payment 90 days from delivery
2. Import prices are CIF FO with LC at 90 days from B/L date

B. Germany

1. Domestic prices are EXW or DDP with payment on the 15th of the following month
2. Import prices are CFR FO with open term payment at 30 days from date of arrival

Customers are now buying more, but at prices and conditions extremely tough. Priority is given to ready material including stocks and prime over rolling etc as nobody wants to engage in a 4 months to 5 months delivery, in such an unpredictable and

quite worrying environment.

Then, financing is the next issue as banks and insurances are more and more reducing credit availability. So preference is given to those suppliers able to secure long term payment of 90 days to 150 days, possibly without LC.

Last issue is the price, which is not a major problem for a buyer decided to book as he can find plenty of opportunities and competition among suppliers.

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