

AWPA Annual Meeting

February 22-24, 2016

Renaissance Vinoy Resort - St. Petersburg, FL

General Packet



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AMERICAN WIRE PRODUCERS ASSOCIATION
2016 Annual Meeting
February 22-24

General Packet
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American Wire Producers Association
2016 Annual Meeting Attendees

Full Name	Title	Company Name
Mr. James Ampleman	Director, Global Procurement	WireCo WorldGroup
Mr. Brian Archer	Trading Manager	Duferco Steel Inc.
Mr. Dane G. Armendariz	Industry Manager	Chemetall US
Mr. John Arnold	Director of Quality	Fort Wayne Metals Research Products Corp
Mr. Steve Ashby	Vice President, Rod, Rebar, & Industrial Wire	Keystone Steel & Wire Company
Mr. James L Barber	General Manager of Operations Services	Johnstown Wire Technologies Inc.
Mr. Greg Barbour	Vice President, Sales	Beta Steel
Mr. Michael Beauregard	Sales Representative	Charter Steel
Mr. Timothy W. Becker	Vice President - Diversified Business Unit	HSM Solutions
Mr. Robert Beecham	President & Chief Operating Officer	Keystone Steel & Wire Company
Mr. Scott Bernstein	President	Beta Steel
Mr. Glen Bolger		Public Opinion Strategies
Mr. Casey Bouton	President	Taubensee Steel & Wire Company
Mr. Pete W. Bowen	Regional Sales Manager	Gerdau
Mr. Philip John Brain	Sales Met Tech	Nucor
Mr. William Brebrick	US Sales Manager	ZAPP Precision Wire, Inc.
Mr. Tommy Buchanan	Vice President	Vulcan Steel Products
Mr. Brian Burr	President	Sumiden Wire Products Corporation
Mr. Marcelo Canosa	Commercial Director - Rebar and Wire Rod Products	Gerdau
Mr Mike Carroll	Director Rod & Bar Sales	Evrax North America
Mr. Alejandro Castano	Commercial Manager, Industrial Division	Deacero SA de CV
Mr. Joseph M Cerchiaro	District Sales Manager	Nucor
Mr. Robert K Colton	Sales Manager	Nucor
Mr. Raymond Coniglio	Vice President, Operations	Precision Metal Services, Inc.
Mr. Jon Cornelius	EVP/General Manager-PC Strand	Sumiden Wire Products Corporation
Ms. Justine Coyne	Editor, Steel Markets	Platts
Mr. Larry W. Cummins	Sales and Marketing Manager	Cascade Steel Rolling Mills, Inc.
Ms. Amy R DeArmond	Govt Policy & Legal Affairs Strategist	Leggett & Platt, Inc.
Mr. Michael DeShane	Director North America, Regional Consumable Purchasing	Lincoln Electric Company
Mr. Tim Dillon	Sales Representative	Leggett & Platt, Inc.
Mr. Jay Diman	Commercial Manager	Morgan-Koch Corporation
Mr. Hasan Dinc	Sales	Kroman Celik Sanayii A.S.

American Wire Producers Association
2016 Annual Meeting Attendees

Mr. Lee Dolby	Regional Inventory Planner	MMI Products, Inc.
Mr. Clifford E. Donahue	Raw Material Purchaser	Oklahoma Steel & Wire Company, Inc.
Mr. Tom Duff	President & CEO	Mount Joy Wire Corporation
Mr. Deron Dunbar	Director of Sales & Marketing	Ivaco Rolling Mills Ltd.
Mr. Dominik Endler	Vice President Industrial and Speciality Steel Wire	Bekaert Corporation
Mr. Steven J. Fetteroll	Executive Director	Wire Association International
Mr. Barry A. Figel	Vice President - Manufacturing	MMI Products, Inc.
Mr. Stan Fossick	Vice President	Mid-South Wire Company
Ms. Coreena Frashefski	Rod Product Manager - Nucor Steel Kingman	Nucor
Mr. Sebastian Frey	Vice President Long Products, North America	Tata International Metals Americas Ltd.
Mr. Paul From	President and CEO	Central Wire Industries
Mr. Daniel Fuller	Director, Wire Rod Sales	ArcelorMittal Long Carbon North America
Ms. Yvonne Gell Winder	Director - Strategic Commodities	Tree Island Wire USA
Mr. Antonius Geurts	CPO	Bekaert Corporation
Mr. Shawn Gill	Vice President	Stemcor USA Inc.
Mr. David G Gillespie	President	Krueger Steel & Wire
Ms. Phyllis Gillespie	CEO	Krueger Steel & Wire
Mr. Thomas Gottge	Employee	ZAPP Precision Wire, Inc.
Mr Doug Grover	Sales Manager	Chemetall US
Mr. Daniel M. Gutierrez	Commercial Director - Industrial Sales	Deacero SA de CV
Mr. Mauricio Gutierrez	Wire Division VP	Deacero SA de CV
Ms. Shira Harrington	Founder & President	Purposeful Hire Inc.
Mr. Frank Hartgers	General Manager	Saarstahl USA
Ms. Emily Heisley Stoeckel	Chairman	Heico Wire Group
Mr. Jason Hendrix	Chief Financial Officer	Coastal Wire Company Inc.
Mr. James Hillebrandt	President & CEO	Heico Wire Group
Mr. William H. Hillpot	President & CEO	WireTech, Inc.
Mr. Thomas L. Holsing	Product Manager, Wire Rod & Rebar	Outokumpu Stainless, Inc.
Mr. John Horan	Manager - North American Operations	Steel Resources LLC
Mr. Christopher Hoyt	Sales Manager - Wire Rod	Gerdau
Mr. Terry Hughes	Manager Sales & Marketing - NA Steel Cord Products	Bekaert Corporation
Mr. Mark Jacinto	Regional Sales Representative Wire Rod	Gerdau
Mr. John T. Johnson Jr.	President	Mid-South Wire Company

American Wire Producers Association
2016 Annual Meeting Attendees

Mr. Ronnie L Johnson	Sales & Shipping Manager	Nucor
Mr. Jason Jones	Senior Sales Manager, ISW & Agri Products, NA	Bekaert Corporation
Mr. Stephen Jurewicz	Regional Sales Manager - Rod & Bar	Evrax North America
Mr. Tom Keller	Managing Director - Commercial	Macsteel International USA Corporation
Mr. Wan D. Kim	President	Kiswire America Inc.
Mr. John King	National Director - Wire Rod Sales	Keystone Steel & Wire Company
Mr. Jochen Koch	President	Morgan-Koch Corporation
Mr. Gregor Kolb	Acting Director of Business Development	Tree Island Wire USA
Ms. Janet Kopenhaver	Director of Government Affairs	Eye on Washington
Ms. Kimberly A. Korbelt	Executive Director	American Wire Producers Association
Mr. Luc A. Lachapelle	Vice President - Sales, Marketing and Technical Services	Ivaco Rolling Mills Ltd.
Mr. Christopher Lam	Product Manager	Stemcor USA Inc.
Mr. Jack Leffler	VP Commercial	Johnstown Wire Technologies Inc.
Mr. Frank Lewitsch	Executive Vice President	Stemcor USA Inc.
Mr. Jeff Libla	General Manager	Mid Continent Steel and Wire Inc.
Mr. Thomas Madelung	Regional Sales Manager	WAFIOS Machinery Corporation
Mr. Mack Magnus	Vice President	M&B Metal Products Company
Mr. Milton M. Magnus III	President	M&B Metal Products Company
Mr. Kirk F. Manning	President	Suzuki Garphyttan Corporation
Mr. John W. Martin III	CEO	MAR-MAC Inc.
Mr. Charles V. McCarthy	District Sales Manager - South	Charter Steel
Mr. Pat McGrenera	VP	Dorstener Wire Drawing Inc.
Mr. Robert McKinzie	Vice President; President Drawn Wire Unit	Leggett & Platt, Inc.
Mr. John D. Meyer	Group Vice President - Procurement Director	Leggett & Platt, Inc.
Mr. James Migliano	Senior Commodity Buyer	All America Threaded Products, Inc.
Mr. James Michael Miller	Vice President Corporate Development & Procurement	Tree Island Wire USA
Mr. Bob Moffitt	Vice President, Purchasing	Heico Wire Group
Ms. Kathleen Moore	Vice President	Oklahoma Steel & Wire Company, Inc.
Mr. Trey Moore	Employee	Oklahoma Steel & Wire Company, Inc.
Mr. Thomas Moraca	Sales Manager	Ivaco Rolling Mills Ltd.
Mr. Ronald S Murphy	Market Intelligence Manager	Gerda
Mr. Eric A Nystrom	Director of Sales & Marketing, Engineered Bar & Wire Rod	Nucor
Mr. Michael O'Malley	District Sales Manager	Nucor

American Wire Producers Association
2016 Annual Meeting Attendees

Ms. Heather E Outhuse	Director of Meetings & Membership	American Wire Producers Association
Mr. Henry Pankratz	President	Ferrostaal Steel Canada Inc.
Mr. George D. Paterakis	Sales Representative	Charter Steel
Mr. Martin Payton IV	Sales Manager	Precision Metal Services, Inc.
Mr. Martin J. Payton III	President	Precision Metal Services, Inc.
Mr. Nickolus R. Pigott	Vice President- Stainless & Nickel Alloys	Tri Star Metals LLC
Mr. Mitchell Presser	National Sales Manager USA	G3 Steel Group, LLC
Mr. Kenneth J. Rampolla	Eastern Regional Sales Manager	Charter Steel
Mr. Ranganathan Ravi	Vice President, Commercial	ArcelorMittal Long Carbon North America
Mr. Lou Richards	Vice President	Oklahoma Steel & Wire Company, Inc.
Mr. E.A. Roskovensky	President & CEO	Heico Wire Group
Mr. Nat Rudarakanchana	Reporter	American Metal Market
Mr. James G Rudolph	Vice President Commercial	American Spring Wire Corporation
Mr. Richard D. Sarver	President	Paramount Die
Mr. Hugo Scala	Vice President - Long Products	Commercial Metals Company
Mr. Philip Schaffer	Trading Manager	Tata International Metals Americas Ltd.
Mr. Al Schrofer	Sales Representative	Gerdau
Mr. David Scribner	Purchasing	King Steel Corporation
Mr. Thomas Sigler	Vice President	Kiswire America Inc.
Mr. Jeff Slater	General Manager	Fort Wayne Metals Research Products Corpor
Mr. Charles Smith	Vice President Operations	Tokusen USA, Inc.
Mr. Scott Sobek	Sales Manager	ArcelorMittal Long Carbon North America
Mr. John J. Socrates	Product Manager/Engineer	Charter Steel
Mr. Jan Sorige	President	Enkotec Company Inc.
Mr. Jeff Spanier	VP Ferrous Raw Material	Macsteel International USA Corporation
Mr. Remy Stachowiak	VP Sales & Marketing	Tree Island Wire USA
Mr. Ken Stang	Regional Sales Manager	Charter Steel
Mr. John Stansfield	General Manager, Wire Rod and Bar	Outokumpu Stainless, Inc.
Mr. Christian Stauffer	Vice President Sourcing and Logistics	Insteel Industries Inc.
Mr. Andre Stephan	Materials Manager	WireTech, Inc.
Mr. Mike Sterling	Sales Representative	King Steel Corporation
Mr. Brett Stoler	Sales Manager	Nucor
Mr. Robert L. Strauss	Employee	Morgan-Koch Corporation

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2016 Annual Meeting Attendees

Mr. Caleb Strother	District Sales Manager	Nucor
Mr. Andy Talbot	General Manager	Mid-South Wire Company
Ms. Nancy Taubensee	Director, Sales & Marketing	Taubensee Steel & Wire Company
Mrs. Alison Taylor	Commercial Manager	Outokumpu Stainless, Inc.
Mr. Volker Tueshaus	President	Dorstener Wire Drawing Inc.
Mr. Haldun Ugurluoglu	Sales Manager	Kroman Celik Sanayii A.S.
Mr. Bill Upton Jr.	President	Vulcan Steel Products
Mr Necdet Utkanlar	Board member	Kroman Celik Sanayii A.S.
Mr Patrick Van Hecke	Global Commodity Manager	Bekaert Corporation
Mr. Fernando Villanueva	President & CEO	Mid Continent Steel and Wire Inc.
Ms. Kerstin Wagner	Sales Manager Straightening	WAFIOS Machinery Corporation
Mr. Frederick P. Waite	General Counsel	Vorys, Sater, Seymour & Pease, LLP
Mr. Joseph J. Ward		EMR Group
Mr. Doug Weber	Sales Representative	Gerdau
Mr. David J. Weinand	Executive Vice President	Oklahoma Steel & Wire Company, Inc.
Mr. Allen Wells	Sales Manager	Tubular Products
Mr. Doug Wendel	President	Coastal Wire Company Inc.
Mr. H. O. Woltz III	President and CEO	Insteel Industries Inc.
Mr. James R. York	President Rod & Wire Products	Leggett & Platt, Inc.
Ms. Kimberly Young	Counsel	Vorys, Sater, Seymour & Pease, LLP

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Spouse and Guest Attendee List

Karen Armendariz
Spouse of: Dane Armendariz
Chemetall US
Land O Lakes, FL

Lynette Ashby
Spouse of: Steve Ashby
Keystone Steel & Wire Company
Peoria, IL

Carol Barber
Spouse of: James Barber
Johnstown Wire Technologies Inc.
Johnstown, PA

Cynthia Coniglio
Spouse of: Raymond Coniglio
Precision Metal Services, Inc.
Montgomeryville, PA

Shelly Duff
Spouse of: Tom Duff
Mount Joy Wire Corporation
Mount Joy, PA

Ann Feely
Spouse of: Bob Moffitt
Heico Wire Group
Danville, CA

Garner Frashefski
Spouse of: Coreena Frashefski
Nucor
Kingman, AZ

Lori Grover
Spouse of: Doug Grover
Chemetall US
New Providence, NJ

Sherry Hillebrandt
Spouse of: James Hillebrandt
Heico Wire Group
Irwindale, CA

Mikki Hillpot
Spouse of: William Hillpot
WireTech, Inc.
Commerce, CA

Janis Holsing
Spouse of: Thomas Holsing
Outokumpu Stainless, Inc.
Richburg, SC

Tracy Jakositz
Spouse of: David Weinand
Oklahoma Steel & Wire Company, Inc.
Madill, OK

Kerrie Johnson
Spouse of: John T. Johnson
Mid-South Wire Company
Nashville, TN

Linda Lewitsch
Spouse of: Frank Lewitsch
Stemcor USA Inc.
New York, NY

Gail Magnus
Spouse of: Milton Magnus, III
M&B Metal Products Company
Leeds, AL

Stephanie Magnus
Spouse of: Milton Magnus, IV
M&B Metal Products Company
Leeds, AL

Mary Jane Martin
Spouse of: John Martin, III
MAR-MAC Inc.
McBee, SC

Adel McCarthy
Spouse of: Charlie McCarthy
Charter Steel
Franklin, TN



Mary Meyer
Spouse of: John Meyer
Leggett & Platt, Inc.
Springfield, IL

Audrey Payton
Spouse of: Martin Payton, IV
Precision Metal Services, Inc.
Montgomeryville, PA

Jeanne Roskovensky
Spouse of: E.A. Roskovensky
Heico Wire Group
Chicago, IL

Christine Socrates
Spouse of: John Socrates
Charter Steel
Cleveland, OH

Susan Sun-Stephan
Spouse of: Andre Stephan
WireTech, Inc.
Commerce, CA

Gincie Upton
Spouse of: Bill Upton, Jr
Vulcan Steel Products
Pelham, AL

Kelly Payton
Spouse of: Marty Payton, III
Precision Metal Services, Inc.
Montgomeryville, PA

Anne Rampolla
Spouse of: Ken Rampolla
Charter Steel
Hellertown, PA

Jennifer Sobek
Spouse of: Scott Sobek
ArcelorMittal Long Carbon North
America
East Chicago, IN

Deborah Stauffer
Spouse of: Christian Stauffer
Insteel Industries Inc.
Mount Airy, NC

Kevin Stoeckel
Spouse of: Emily Heisley Stoeckel
Heico Wire Group
Chicago, IL

Agnes Woltz
Spouse of: H. Woltz, III
Insteel Industries Inc.
Mount Airy, NC



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Press List

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American Metal Market
New York, NY

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Speaker Biographies



Glen Bolger
Partner and Co-Founder
Public Opinion Strategies

Glen Bolger is one of the Republican Party's leading political strategists and pollsters. He is a partner and co-founder of Public Opinion Strategies, a national political and public affairs survey research firm whose clients include leading political figures, Fortune 500 companies, and major associations. Public Opinion Strategies has 17 US Senators, 8 Governors, and more than 40 Members of Congress as clients. Roll Call newspaper, which covers Capitol Hill, noted Glen "has quickly emerged as the pollster of choice for House and Senate Republicans." In 2009, Glen served as pollster to Bob McDonnell's come-from-behind gubernatorial win in Virginia. For his work on that campaign, Glen was named the "Pollster of the Year" by the American Association of Political Consultants. During 2008, Glen handled polling for three winning Senators, including the special election of Roger Wicker of Mississippi and freshman Senator Mike Johanns.



Shira Harrington
Founder and President
Purposeful Hire, Inc.

Since 1994 Shira Harrington has been helping employers and their staff make purposeful connections with one another. With successful practices in generational diversity, recruiting, and career coaching, Shira is keen on finding the "higher purpose" in every hire. As a keynote presenter on managing the multigenerational workforce, she brings her extensive research and her unique, 'real world' perspective of the world at work to bridge the perceived gaps between the generations and prepare executives for the coming labor shortage. Differences in work ethic, life values, work-life expectations, teamwork, communication styles and relationship to authority are just some of the challenges facing employees of each generation. Shira plays an active role in the Washington, DC metropolitan human resources community. She is Past President of the Human Resources Leadership Forum; she was the Vice President of Programs for the DC chapter of Society of Human Resource Management (SHRM); and she runs a vibrant online community for HR professionals in the DC area. Shira earned a Master's degree in Public Relations with a focus on employee communications from the University of Maryland at College Park.

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Joseph J. Ward

Director of Business Development and Trading
EMR Group USA

Joe is presently the Director of Business Development and Trading for EMR Group in the USA. He has over 30 years of experience in scrap trading, processing and steel mill services, beginning with Luria Brothers in 1984. During that time, Joe held various management and executive level positions, recently with PSC Metals, before starting EMR Trading, LLC for EMR USA in 2014. He holds a BS in Business Administration from Bloomsburg University (PA) and an MBA from Lake Forest Graduate School of Management (IL). In addition, Joe has served in executive roles for the Northern Ohio Chapter of the Institute of Scrap Recycling Industries (ISRI) for the last seven years, presently in the position of President. He is also a member of the organization's National Board of Directors. Having lived in Philadelphia and Chicago, Joe now resides in Brecksville, OH with his wife, Eileen, and three daughters. He is humbled and appreciative of the opportunity to share his thoughts on the industry and markets with members of the AWWA.



Ronald "Steve" Murphy
Market Intelligence Manager
Gerdau

In his position Steve supports customers, sales and senior management with market knowledge and global economic information on long steel products. You may know Steve as the producer of the "Gerdau Weekly Market Update", a weekly newsletter published by Gerdau. In addition to econometric analysis, Steve also develops long products market-size forecasts using various mathematic modelling techniques. From 1991 through 2007, Steve held various positions in quality control, operations and sales at Chaparral Steel in Midlothian, TX. Prior to that, Steve worked at Lake Ontario Steel in Whitby, Ontario, Canada and at Algoma Steel in Sault Ste. Marie, Ontario. Steve's 37 year career in the steel business started in 1978 after graduating from Cambrian Arts of Applied Technology in Sudbury, Ontario with a degree in Metallurgical Engineering Technology. Steve earned his MBA from the University of Texas in 1996.

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Tom Keller

Managing Director Commercial
Macsteel International USA Corporation

Tom is currently Managing Director Commercial for Macsteel International USA Corp. He has been in the steel business for 32 years (18 years with Macsteel and 14 years with Cargill). His current responsibility is for Macsteel USA's trading in the North/South American Region. Tom lives in Minneapolis with his wife Renee and they have two children, Austin (21) and Adrianna (18).

Bob Moffitt

Vice President, Purchasing
Heico Wire Group

Bob Moffitt currently holds the position of Vice President, Purchasing at Heico Wire Group where he is responsible for the procurement of wire rod for Davis Wire as well as sister company National Standard. Bob has been with Heico for thirty years and has been involved with rod purchasing since his start there. He spent six years importing wood and wire products for Georgia-Pacific Corporation in Portland, OR and Atlanta, GA. He presently resides in Danville, CA with his wife, Ann Feely. Bob served as AWPA president from 2005 through 2007, and has served on the Board of Directors since 1999.

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AMERICAN WIRE PRODUCERS ASSOCIATION
February 2016
Membership List

Active Members

All America Threaded Products, Inc.
American Spring Wire Corporation
Bekaert Corporation (Stainless & Carbon) *
Beta Steel
Brookfield Wire Company, Inc. *
CAP Technologies
Cavert Wire Company, Inc.
Central Wire Group *
Coastal Wire Company
Fort Wayne Metals Research Products Corporation*
Hawthorne Wire Services, Ltd.
Heico Wire Group (Stainless & Carbon) *
HSM Solutions (formerly Hickory Springs)
Husky Rack and Wire
Insteel Industries, Inc.
International Technical Coatings, Inc. (ITC)
IWM International (formerly New York Wire)
Johnstown Wire Technologies, Inc.
Kiswire America Inc. (Stainless & Carbon) *
Krueger Steel & Wire
Leggett & Platt Wire Group
Lincoln Electric Company (Stainless & Carbon) *
M&B Metal Products Company
Mapes Piano String Company (Stainless & Carbon) *
MAR-MAC, Inc.
Mid Continent Steel & Wire Inc.
Mid-South Wire Company
MMI Products, Inc.
Mount Joy Wire Corporation
O'Brien Wire Products of Texas
SSW Holding Co., Inc.
Strand-Tech Martin, Inc.
Sumiden Wire Products Corporation (Stainless & Carbon) *
Suzuki Garphyttan Corporation
Taubensee Steel & Wire Company
Tokusen USA Inc.
Tree Island Wire USA (Stainless & Carbon) *
TriStar Metals LLC *
Ulbrich Shaped Wire *
Vulcan Threaded Products
Wire Mesh Corporation (WMC)
Wireco WorldGroup
WireTech, Inc.
ZAPP Precision Wire *

* Indicates Stainless Producer

Associate Rod Supplier Members

ArcelorMittal Long Carbon NA @ +
Carpenter Technology Corporation * ++
Cascade Steel Rolling Mills, Inc. +
Charter Steel ++
Commercial Metals Company @
Duferco Steel Inc. @
Emerald Steel Processing, LLC ++
Evraz Rocky Mountain Steel Mills +
G3 Steel Group @
Gerdau ++
Ivaco Rolling Mills, Ltd. +
Keystone Steel & Wire Company ++
King Steel Corporation @
Kroman Celik Sanayii A.S.
Kurt Orban Partners, LLC * @
Macsteel International USA Corporation @
Nucor ++
Oklahoma Steel & Wire Company, Inc. ++
Outokumpu Stainless, Inc. * @
Precision Metals Services, Inc. * @
Saarstahl AG
Steel Resources LLC @
Stemcor USA, Inc. @
Tata Steel International Americas @
Uniwire International Ltd. @

+ Manufactures Rod, Only, in North America

++ Manufactures or Processes Rod & Wire in North America

@ Trading Company

* Indicates Stainless Producer/Supplier

Associate Canadian Wire Manufacturer Members

ArcelorMittal Wire Group

Associate Mexican Wire Manufacturer Members

Deacero SA de CV

Associate Supplier Members

Aztech Lubricants
Chemetall US
Condat Corporation
Enkotec Company Inc.
Lamnea Bruk
Lubrimetal Corporation
Mario Frigerio SpA
MID-SHIP Logistics
Morgan-Koch Corporation
Paramount Die Company, Inc.
Parkway-Kew Corporation
Protec Inc.
Traxit North America, LLC
WAFIOS Machinery Corporation

MEMBERSHIP COUNT

Active	44
Associate Rod Supplier	25
Associate US Wire Mftr	0
Associate Canadian Wire Mftr	1
Associate Mexican Wire Mftr	1
Associate Supplier	<u>14</u>
Total Membership	85

* Indicates Stainless Producer

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2016 Annual Meeting Potential Member Guests
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St. Petersburg, FL

Board of Directors

Mr. Milton Magnus, III
President
M&B Metal Products Company
Leeds, AL

205-699-2171
miltonm@mbhangers.com
Position: President

Mr. John T. Johnson, Jr.
President
Mid-South Wire Company
Nashville, TN

615-743-2870 ext.2870
jtjohnson@midsouthwire.com
Position: Vice President

Mr. Timothy Selhorst
President & CEO
American Spring Wire Corporation
Bedford Heights, OH

216-292-4620 ext.276
tselhorst@amspringwire.com
Position: Vice President

Mr. Brian Burr
President
Sumiden Wire Products Corporation
Dickson, TN

615-446-3199 ext.105
brianb@sumidenwire.com
Position: Treasurer

Mr. John Martin, III
CEO
MAR-MAC Inc.
McBee, SC

843-335-5000
john@marmacwire.com
Position: Immediate Past President

Mr. Bob Moffitt
Vice President, Purchasing
Heico Wire Group
Danville, CA

925-736-2410
rmoffitt@heicowiregroup.com
Position: Past President

Mr. H. O. Woltz, III
President and CEO
Insteel Industries Inc.
Mount Airy, NC

336-786-2141 ext.3041
hwoltz@insteel.com
Position: Past President

Mr. Timothy Becker
Vice President - Diversified Business Unit
HSM Solutions
Hickory, NC

828-238-8138
twbecker@hsmsolutions.com
Position: Director

Mr. Michael DeShane
Director North America, Regional
Consumable Purchasing
Lincoln Electric Company
Cleveland, OH

216-383-2002
mdeshane@lincolnelectric.com
Position: Director



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Mr. Tom Duff
President & CEO
Mount Joy Wire Corporation
Mount Joy, PA

717-653-1461 ext.224
tduff@mjwire.com
Position: Director

Mr. Paul From
President and CEO
Central Wire Industries
Perth, ON Canada

613-267-3752
pfrom@centralwire.com
Position: Director

Mr. Daniel Fuller
Director, Wire Rod Sales
ArcelorMittal Long Carbon North America
Chicago, IL

312-925-3111
dan.fuller@arcelormittal.com
Position: Director

Mr. David Gillespie
President
Krueger Steel & Wire
Elmhurst, IL

630-833-5650 ext.108
dgillespie@kruegerco.com
Position: Director

Mr. Tom Keller
Managing Director - Commercial
Macsteel International USA Corporation
Wayzata, MN

952-249-1542
tk@mitgr.com
Position: Director

Mr. James Miller
Vice President Corporate Development &
Procurement
Tree Island Wire USA
Richmond, BC Canada

604-842-0577
jmiller@treeisland.com
Position: Director

Mr. Richard Sarver
President
Paramount Die
Abingdon, MD

410-272-4600 ext.225
Rsarver@paradie.com
Position: Director

Ms. Nancy Taubensee
Director, Sales & Marketing
Taubensee Steel & Wire Company
Wheeling, IL

847-459-5100 ext.1220
Nancy@Taubensee.com
Position: Director

Mr. Bill Upton, Jr.
President
Vulcan Steel Products
Pelham, AL

205-620-5101
wupt@vulc.com
Position: Director



2016 Annual Meeting
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St. Petersburg, FL

Staff List

Ms. Kimberly Korbel
Executive Director
American Wire Producers Association
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Alexandria, VA

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Director of Government Affairs
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Ms. Heather Outhuse
Director of Meetings & Membership
American Wire Producers Association
PO BOX 151387
Alexandria, VA

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houthuse@awpa.org

Mr. Frederick Waite
General Counsel
Vorys, Sater, Seymour & Pease, LLP
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Washington, DC

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Ms. Kimberly Young
Counsel
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Kimberly R. Young
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E-Mail - kryoung@vorys.com

February 2016

MEMORANDUM

TO: Members of the American Wire Producers Association

FROM: Fred Waite, General Counsel
Kim Young, Counsel

RE: Antitrust Compliance

It is the policy of the American Wire Producers Association to comply fully with the antitrust and trade regulation laws of the United States and its political subdivisions and with applicable foreign laws. Accordingly, the Association's officers, directors, committee chairmen, and members, as well as its administrative staff and consultants, have an individual responsibility and obligation always to act in a manner consistent with this policy.

To assist members, staff, and consultants in this regard, the Board of Directors has instructed the Association's General Counsel to continually update guidelines for antitrust compliance. Counsel has prepared an "*Antitrust Compliance Guide*" which describes the most important provisions of the principal antitrust laws and which reviews the legal standards that govern the activities of the Association. The *Antitrust Compliance Guide* has been distributed to all members of the Association, as well as to staff and consultants, via the AWPA website at <http://www.awpa.org/private/governance/antitrust.pdf>.

All questions concerning antitrust compliance should be directed to the Association's General Counsel.

FPW:daj

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AMERICAN WIRE PRODUCERS ASSOCIATION

STATUS
OF
ANTIDUMPING (AD) AND COUNTERVAILING DUTY (CVD) ORDERS AND DEPOSIT RATES
ON
CARBON AND CERTAIN ALLOY STEEL WIRE ROD

FEBRUARY 2016

COUNTRY	DATE OF ORDER	DUMPING DUTY DEPOSIT RATES	COUNTERVAILING DUTY DEPOSIT RATES
BRAZIL	AD: October 29, 2002 CVD: October 22, 2002	74.45—98.69%	2.76—6.74%
CHINA	AD: January 8, 2015 CVD: January 8, 2015	106.19—110.25%	178.46—193.31%
INDONESIA	AD: October 29, 2002	0.00—4.06%	<i>Not Applicable</i>
MEXICO ^{*/}	AD: October 29, 2002	0.00—20.11%	<i>Not Applicable</i>
MOLDOVA	AD: October 29, 2002	369.10%	<i>Not Applicable</i>
TRINIDAD & TOBAGO	AD: October 29, 2002	11.40—23.95%	<i>Not Applicable</i>

^{*/} There are two pending administrative reviews of this order, covering imports from Deacero S.A. de C.V. and ArcelorMittal las Truchas during October 1, 2013, through September 30, 2014, and October 1, 2014, through September 30, 2015.

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AMERICAN WIRE PRODUCERS ASSOCIATION

ANTICIRCUMVENTION INVESTIGATION OF SMALL-DIAMETER WIRE ROD FROM MEXICO

FEBRUARY 2016

SCOPE AND ANTICIRCUMVENTION PETITIONS FROM U.S. ROD INDUSTRY FEBRUARY 11, 2011

Two groups of U.S. rod producers—ArcelorMittal USA, Gerdau Ameristeel US, and Rocky Mountain Steel of Evraz Inc. NA; and Nucor Corporation and Cascade Steel Rolling Mills Inc.—submitted to the U.S. Department of Commerce (DOC) scope/anticircumvention petitions against small-diameter wire rod in connection with the antidumping (AD) order on carbon and certain alloy steel wire rod from Mexico. The petitions claimed that two Mexican producers/exporters—Deacero S.A. de C.V. (Deacero) and Ternium Mexico S.A. de C.V. (Ternium)—exported wire rod with a diameter of 4.75 mm to the United States. The scope of the AD order covers wire rod “5.00 mm or more . . . in solid cross-sectional diameter.”

DOC’S INITIATION OF ANTICIRCUMVENTION INVESTIGATION JUNE 8, 2011

The DOC formally initiated a “minor alterations anti-circumvention proceeding” with respect to wire rod from Mexico. The purpose of the proceeding is to determine whether wire rod with an actual diameter measuring between 4.75 mm and 5.00 mm results from a minor alteration and, thus, constitutes a change to the product which is so insufficient that the wire rod is subject to the AD order on carbon and certain alloy steel wire rod from Mexico.

On the other hand, the DOC declined to initiate a scope inquiry because it concluded that the diameters mentioned in the scope language (*i.e.*, “5.00 mm or more”) refer to actual diameters. The U.S. producers had claimed that the 4.75 mm rod product is within the scope of the AD order because it falls within the tolerance parameters of 5.00 mm rod. However, the DOC rejected this claim and found that wire rod with an actual diameter less than 5.00 mm is not within the scope of the order on wire rod from Mexico.

DOC’S PRELIMINARY DETERMINATION DECEMBER 20, 2011

The DOC preliminarily determined that “wire rod with an actual diameter between 4.75 mm and 5.00 mm produced in Mexico and exported to the United States by Deacero is circumventing the antidumping order on wire rod from Mexico” and that this small-diameter wire rod should be included in the scope of the antidumping order on wire rod from Mexico.

In reaching its preliminary determination, the DOC found that the small-diameter wire rod exported by Deacero is indistinguishable from wire rod with a diameter of 5.00 mm or more “in any meaningful sense in terms of overall physical characteristics of the merchandise.” According to the DOC, Deacero admitted that the sole physical difference between these two types of wire rod is the 0.25 mm difference in diameter. The DOC’s preliminary analysis indicated that other physical characteristics—such as tensile strength, ductility, and

chemical content (or grade)—do not vary by diameter. Further, the DOC preliminarily determined that the difference in diameter between the two types of wire rod does not alter in any meaningful way the expectations of the ultimate users, the use of the merchandise, or the channels of marketing. Finally, the DOC found that the costs to produce the small-diameter wire rod are not significantly different from the costs to produce subject merchandise.

The DOC noted that its preliminary determination applies only to Deacero because information submitted by Ternium showed that it did not produce or sell small-diameter wire rod.

The effective date of this preliminary determination is June 8, 2011 (the date of initiation of the inquiry). Accordingly, the DOC instructed U.S. Customs and Border Protection to: (a) suspend liquidation of entries of small-diameter wire rod produced and/or exported by Deacero that were made on or after June 8, 2011, and (b) require cash deposits of 20.11 percent (the “All Others” rate) for all unliquidated entries that were made on or after June 8, 2011.

DOC’S FINAL DETERMINATION

OCTOBER 1, 2012

The DOC’s final determination confirmed its preliminary determination that “wire rod with an actual diameter of 4.75 mm to 5.00 mm by Deacero S.A. de C.V. constitutes merchandise altered in form or appearance in such minor respects that it should be included within the scope of the order on wire rod from Mexico.” The DOC also confirmed that this determination applies only to Deacero, and it does not cover Ternium, because Ternium has not shipped wire rod with diameters of 4.75 mm to 5.0 mm.

The effective date of this final determination is June 8, 2011. Thus, wire rod with an actual diameter of 4.75 mm to 5.0 mm produced and/or exported by Deacero and entered into the United States on or after June 8, 2011, will be subject to potential dumping duties. The DOC instructed U.S. Customs and Border Protection to continue to suspend liquidation of entries of such small-diameter wire rod from Deacero and to require cash deposits of 20.11 percent (the “All Others” rate) for all entries that were made on or after June 8, 2011.

DEACERO’S APPEAL OF DOC’S FINAL DETERMINATION

OCTOBER 29, 2012

Subsequent to the DOC’s final determination, Deacero appealed the circumvention determination to the U.S. Court of International Trade (CIT). The DOC’s determination will remain in force during the pendency of the appeal.

CIT’S DECISION AND REMAND TO DOC

SEPTEMBER 30, 2013

On September 30, 2013, the CIT issued its opinion in the appeal. The CIT found that 4.75 mm wire rod was commercially available prior to the issuance of the AD order on Mexico and that the U.S. rod industry could have included it within the scope but did not. Further, the CIT found that diameter is an essential characteristic of the scope and that wire rod with a diameter of 4.75 mm “unambiguously” fell outside the scope of the order, which defines subject merchandise as wire rod with a diameter of 5.00 mm or more but less than

19.00 mm. The CIT characterized the DOC's determination and reasoning as "flawed," "conclusory," "unsupported," and "rigid." The CIT also stated that the U.S. rod industry wanted to rewrite the order "so that it says what they wish it had said at its inception."

Accordingly, the CIT remanded the case to the DOC with instructions to reconsider its original determination that 4.75 mm wire rod circumvents the order. If the DOC continues to conclude on remand that 4.75 mm wire rod is circumventing the order, the CIT ordered that the DOC "must thoroughly explain how the record and relevant law supports that determination" in light of the CIT's decision. The DOC must submit its remand redetermination to the CIT by January 29, 2014, and Deacero and the U.S. rod industry have until February 28, 2014, to submit comments on the DOC's redetermination.

DOC'S FINAL REMAND REDETERMINATION

JANUARY 29, 2014

On December 6, 2013, the DOC released its draft remand redetermination. The DOC initially stated that it "respectfully disagrees with the Court that the fact that 4.75 mm diameter steel wire rod existed in Japan at the time of the antidumping duty investigation of steel wire rod from Mexico indicates that the Department's application of the minor alteration analysis was incorrect." Nevertheless, the DOC revised its analysis and found that Deacero's entries of wire rod with a diameter of 4.75 mm to 5.00 mm do not constitute a minor alteration and do not circumvent the AD order.

Both Deacero and the U.S. industry have submitted comments on the draft redetermination to the DOC. Deacero urged the DOC to finalize its draft redetermination; the U.S. rod industry urged the DOC to explain why its original determination was lawful.

On January 29, 2014, the DOC released its final remand redetermination which incorporated its draft redetermination and found that wire rod with an actual diameter of 4.75 mm to 5.00 mm shipped to the United States by Deacero is outside the scope of the antidumping order on wire rod from Mexico.

DOC'S SECOND FINAL REMAND REDETERMINATION

OCTOBER 20, 2014

The CIT reviewed the DOC's final remand redetermination of January 29, 2014, and it found that a further remand was necessary because the DOC had misinterpreted its decision. The misinterpretation involved a technical point, which the DOC resolved in its second final remand redetermination on October 2014.

The DOC stated that it "continues to respectfully disagree with the Court" but nevertheless confirmed its previous remand redetermination that wire rod with a diameter of 4.75 mm to 5.00 mm shipped to the United States by Deacero is outside the scope of the antidumping order.

CIT'S DECISION**DECEMBER 22, 2014**

The CIT affirmed the DOC's second final remand redetermination of October 20, 2014, and sustained the DOC's determination that wire rod with a diameter of 4.75 mm to 5.00 mm shipped to the United States by Deacero is not subject to antidumping duties.

APPEAL OF CIT DECISION**FEBRUARY 23, 2015**

Following the CIT's decision, the DOC and U.S. producers—ArcelorMittal USA, LLC, Gerdau Ameristeel U.S. Inc., and Nucor Corp.—filed an appeal to the U.S. Court of Appeals for the Federal Circuit (Federal Circuit). Briefs have been filed, and a three-judge panel will hear oral argument in the case on February 4, 2016. There is no deadline by which the Federal Circuit must make a decision. In the meantime, the DOC's determination that wire rod with a diameter of 4.75 mm to 5.00 mm shipped to the United States by Deacero is not subject to antidumping duties will remain in force during the pendency of the appeal.

AMERICAN WIRE PRODUCERS ASSOCIATION

STATUS OF U.S. ANTIDUMPING (AD) ORDERS AND DUMPING DUTY DEPOSIT RATES ON STAINLESS STEEL WIRE ROD

FEBRUARY 2016

COUNTRY	DATE OF ORDER	DUMPING DUTY DEPOSIT RATES	COMPANIES EXCLUDED FROM ORDER
INDIA	December 1, 1993	2.10—48.80%	VIRAJ ALLOYS LTD. and VSL WIRES LTD.
ITALY	September 15, 1998	11.25%	ACCIAIERIE VALBRUNA / BOLZANO S.P.A.
JAPAN	September 15, 1998	21.18—34.21%	HITACHI METALS LTD.
KOREA	September 15, 1998	5.77—28.44%	None.
SPAIN	September 15, 1998	0.00—2.71%	None.
TAIWAN	September 15, 1998	4.75—8.29%	YIEH HSING ENTERPRISE CORP.

NOTE: The U.S. International Trade Commission and the U.S. Department of Commerce are currently conducting the third sunset review of the antidumping orders on stainless steel wire rod from Italy, Japan, Korea, Spain, and Taiwan.

NOTE: The next sunset review of the antidumping order on stainless steel wire rod from India will begin in December 2016.

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AMERICAN WIRE PRODUCERS ASSOCIATION

STATUS OF U.S. ANTIDUMPING (AD) AND COUNTERVAILING DUTY (CVD) ORDERS ON STEEL WIRE AND WIRE PRODUCTS

BY COUNTRY

FEBRUARY 2016

COUNTRY	PRODUCT	TYPE OF ORDER	DATE OF ORDER	DEPOSIT RATES
CHINA	STEEL NAILS	AD	August 1, 2008	0.00%—118.04%
	STEEL WIRE GARMENT HANGERS	AD	October 6, 2008	33.24%—187.25%
	UNCOVERED INNERSPRING UNITS	AD	February 19, 2009	164.75%—234.51%
	STEEL THREADED ROD	AD	April 14, 2009	39.42%—206.00%
	WIRE SHELVING	AD	September 14, 2009	0.00%—95.99%
	WIRE SHELVING	CVD	September 14, 2009	7.85%—264.09%
	PRESTRESSED CONCRETE STEEL WIRE STRAND	AD	June 29, 2010	42.42%—193.55%
	PRESTRESSED CONCRETE STEEL WIRE STRAND	CVD	July 7, 2010	9.42%—45.85%
	STEEL GRATING	AD	July 23, 2010	137.76%—145.18%
	STEEL GRATING	CVD	July 23, 2010	62.46%
	PRESTRESSED CONCRETE RAIL TIE WIRE	AD	June 24, 2014	31.40%—35.31%
VIETNAM	UNCOVERED INNERSPRING UNITS	AD	December 11, 2008	116.31%
	STEEL WIRE GARMENT HANGERS	AD	February 5, 2013	157.00%—220.68%
	STEEL WIRE GARMENT HANGERS	CVD	February 5, 2013	31.58%—90.42%
	STEEL NAILS	AD	July 13, 2015	323.99%
	STEEL NAILS	CVD	July 14, 2015	288.56%—313.97%
INDIA	PRESTRESSED CONCRETE STEEL WIRE STRAND	AD	January 28, 2004	83.65%—102.07%
	PRESTRESSED CONCRETE STEEL WIRE STRAND	CVD	February 4, 2004	62.92%
KOREA	PRESTRESSED CONCRETE STEEL WIRE STRAND	AD	January 28, 2004	35.64%—54.19%
	STEEL NAILS	AD	July 13, 2015	0.00%—11.80%
MEXICO	PRESTRESSED CONCRETE STEEL WIRE STRAND	AD	January 28, 2004	62.78%—77.20%
	PRESTRESSED CONCRETE RAIL TIE WIRE	AD	June 24, 2014	9.99%
TAIWAN	STEEL WIRE GARMENT HANGERS	AD	December 10, 2012	69.98%—125.43%
	STEEL NAILS	AD	July 13, 2015	0.00%—2.24%

**STATUS OF U.S. ANTIDUMPING (“AD”) AND COUNTERVAILING DUTY (CVD) ORDERS
ON STEEL WIRE AND WIRE PRODUCTS**

BY COUNTRY

FEBRUARY 2016

PAGE 2

COUNTRY	PRODUCT	TYPE OF ORDER	DATE OF ORDER	DEPOSIT RATES
BRAZIL	PRESTRESSED CONCRETE STEEL WIRE STRAND	AD	January 28, 2004	118.75%
JAPAN	PRESTRESSED CONCRETE STEEL WIRE STRAND	AD	December 8, 1978	0.00%—15.80%
MALAYSIA	STEEL NAILS	AD	July 13, 2015	2.66%—39.35%
OMAN	STEEL NAILS	AD	July 13, 2015	9.10%
SOUTH AFRICA	UNCOVERED INNERSPRING UNITS	AD	December 11, 2008	121.39%
THAILAND	PRESTRESSED CONCRETE STEEL WIRE STRAND	AD	January 28, 2004	12.91%
U.A.E.	STEEL NAILS	AD	May 10, 2011	18.13%—184.41%

AMERICAN WIRE PRODUCERS ASSOCIATION

STATUS OF U.S. ANTIDUMPING (AD) AND COUNTERVAILING DUTY (CVD) ORDERS ON STEEL WIRE AND WIRE PRODUCTS

BY PRODUCT

FEBRUARY 2016

PRODUCT	COUNTRY	TYPE OF ORDER	DATE OF ORDER	DEPOSIT RATES
STEEL NAILS	CHINA	AD	August 1, 2008	0.00%—118.04%
	UNITED ARAB EMIRATES	AD	May 10, 2011	18.13%—184.41%
	KOREA	AD	July 13, 2015	0.00%—11.80%
	MALAYSIA	AD	July 13, 2015	2.66%—39.35%
	OMAN	AD	July 13, 2015	9.10%
	TAIWAN	AD	July 13, 2015	0.00%—2.24%
	VIETNAM	AD	July 13, 2015	323.99%
	VIETNAM	CVD	July 14, 2015	288.56%—313.97%
STEEL WIRE GARMENT HANGERS	CHINA	AD	October 6, 2008	33.24%—187.25%
	TAIWAN	AD	December 10, 2012	69.98%—125.43%
	VIETNAM	AD	February 5, 2013	157.00%—220.68%
	VIETNAM	CVD	February 5, 2013	31.58%—90.42%
UNCOVERED INNERSPRING UNITS	CHINA	AD	February 19, 2009	164.75%—234.51%
	SOUTH AFRICA	AD	December 11, 2008	121.39%
	VIETNAM	AD	December 11, 2008	116.31%
STEEL THREADED ROD	CHINA	AD	April 14, 2009	39.42%—206.00%
WIRE SHELVING	CHINA	AD	September 14, 2009	0.00%—95.99%
	CHINA	CVD	September 14, 2009	7.85%—264.09%
PRESTRESSED CONCRETE STEEL WIRE STRAND	CHINA	AD	June 29, 2010	42.42%—193.55%
	CHINA	CVD	July 7, 2010	9.42%—45.85%
	BRAZIL	AD	January 28, 2004	118.75%
	INDIA	AD	January 28, 2004	83.65%—102.07%
	INDIA	CVD	February 4, 2004	62.92%
	JAPAN	AD	December 8, 1978	0.00%—15.80%
	KOREA	AD	January 28, 2004	35.64%—54.19%
	MEXICO	AD	January 28, 2004	62.78%—77.20%
	THAILAND	AD	January 28, 2004	12.91%

STATUS OF U.S. ANTIDUMPING (“AD”) AND COUNTERVAILING DUTY (CVD) ORDERS
ON STEEL WIRE AND WIRE PRODUCTS

BY PRODUCT

FEBRUARY 2016

PAGE 2

STEEL GRATING	CHINA	AD	July 23, 2010	137.76%—145.18%
	CHINA	CVD	July 23, 2010	62.46%
PRESTRESSED CONCRETE RAIL TIE WIRE	CHINA	AD	June 24, 2014	31.40%—35.31%
	MEXICO	AD	June 24, 2014	9.99%

Save the Dates! **Don't Miss These Upcoming Meetings!**

NEW DATES! AWPA Government Affairs Conference

June 6-8, 2016
The Hotel W
Washington, DC



This program moves to June for the 2016 election cycle, and will be held in conjunction with the National Association of Manufacturers' Manufacturing Summit, bringing hundreds of industry representatives to Capitol Hill to advocate for manufacturing issues. As always, it will provide valuable time with colleagues, insight into legislation and policy which impacts your business, and the opportunity to continue and strengthen relationships with your Congressional Representatives.

AWPA Operations Managers Meeting

September 2016
Dates to Be Announced this Spring!

This two-day conference has been designed to suit the needs of the Operations Manager by providing education and networking opportunities. The 2016 meeting will include a presentation and workshop on managing an inter-generational workforce, by Shira Harrington of Purposeful Hire, Inc. Watch for details coming this Spring!

AWPA Annual Meeting

February 20-22, 2017
The Meritage Resort
Napa, CA



In 2017 the Annual Meeting will head to sunny California! With economic experts, legislative updates, scrap and rod market updates, and all the information you need to stay competitive, along with time for business with colleagues and popular activities like the annual golf and tennis tournaments. The 2017 meeting will also include additional optional activities, to take full advantage of the beautiful location in California's wine country. Mark your calendar—you won't want to miss it!