



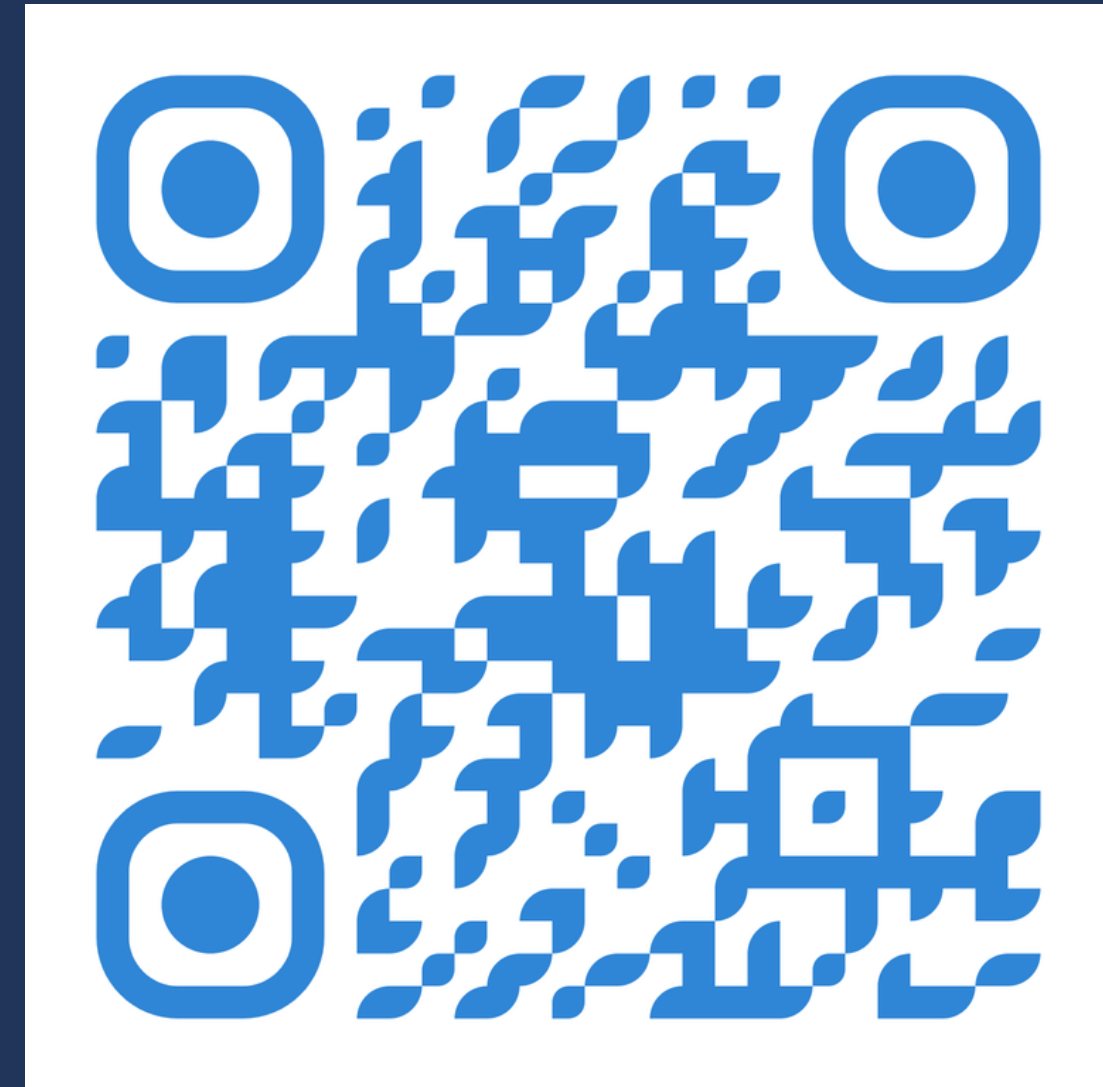
Speedrack

Where Quality and Innovation Stack Up.

DISTRIBUTOR DAYS

August 11th & 12th, 2026

Visit speedrack.net/dd/ or scan this QR Code to view the itinerary, download presentation slides, and more!





Speedrack Update & Steel Market Discussion

August 12th, 2026

Agenda

- 1. Introduction** with Eric Quist
- 2. Speedrack Update** with Paul Elia,
and Tricia Bouma
- 3. Steel Market Discussion** with Andy
Knaus & Joe Poot from Mill Steel

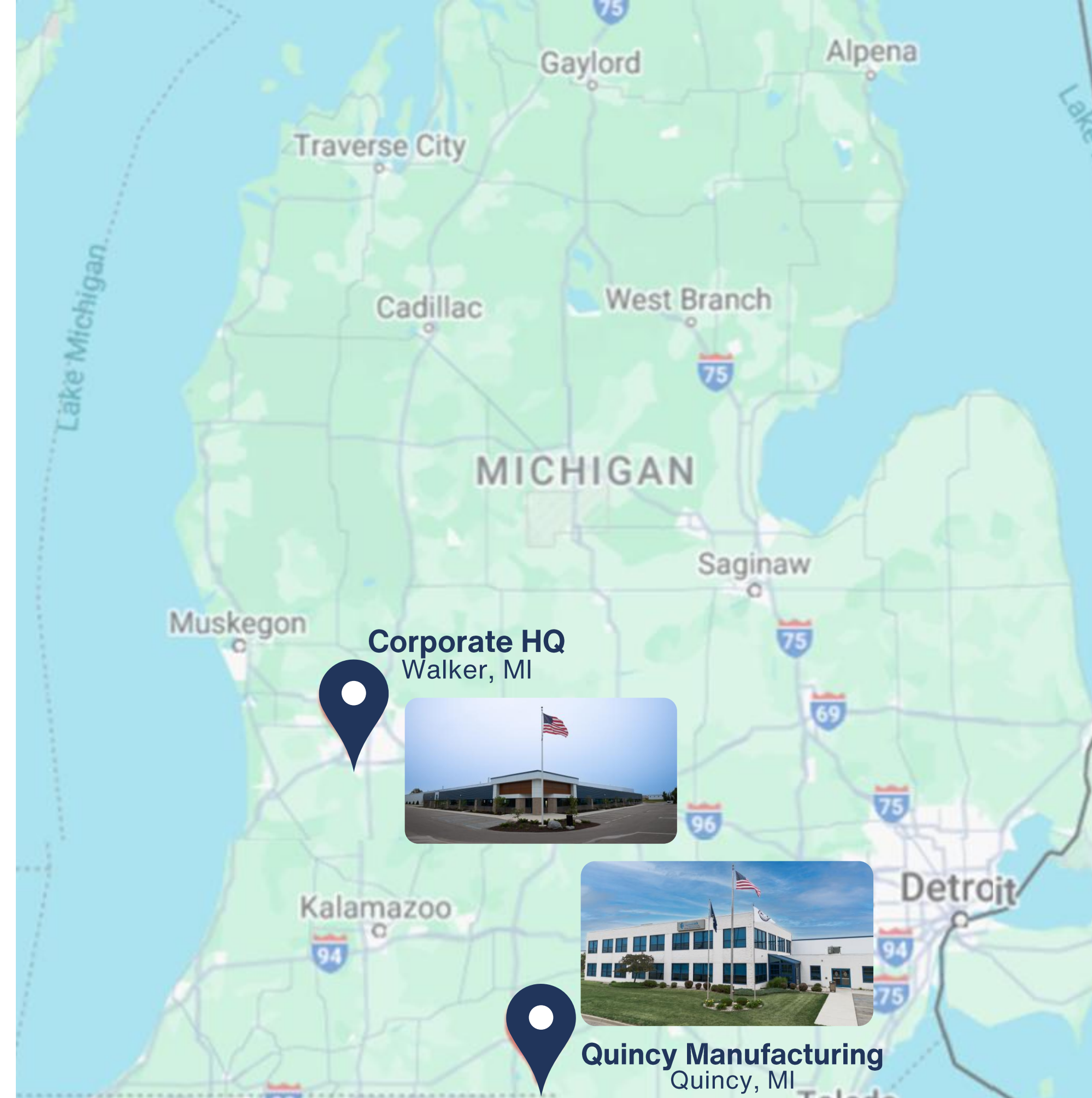


Speedrack
Products Group, Ltd.



Speedrack

Products Group, Ltd.



Meet Our Leadership Team



Eric Quist
President



John O'Brien
Chief Financial Officer



Paul Elia
VP of Operations



Daniel Rozycki
VP of Sales & Marketing



Jason John
VP of Project Management



Laura Sigg
VP of Human Resources



Bill Roney
VP of Engineering



Emily Johnson
Executive Assistant

Vision & Mission Statements

Vision

“To deliver premier solutions so our customers can distribute goods to the world.”

Mission

“To deliver unmatched quality solutions and customer care by developing leaders and enriching the lives of our employees while minimizing our environmental footprint.”

Our Values

PARTNERSHIP

Treating all stakeholders as team members by valuing a commitment to win-win results for long-term gains.

ACCOUNTABILITY

Conducting ourselves to meet expectations and standards by owning the failures and sharing the successes.



INTEGRITY

Leading by example, demonstrating respect towards others and always putting forth an ethical and moral solution.

INNOVATION

Leveraging continuous improvement with creativity to develop strategies, product designs, and best practices to grow our people and deliver best in class solutions.

TEAMWORK

Working inclusively towards a shared vision by building trust and treating others as internal customers.

PASSIONATE LEADERSHIP

Engaging ourselves in the pursuit of excellence at every level of the business through appreciation and education of others and challenging to do better and be better.

Rooted in Our Community.

At Speedrack, our Employee-Owners are committed to serving their community, and their impact has helped dozens of organizations since Speedrack Serves began.

24

\$ Raised: \$7,757
\$ Matched: \$2,465
Hours Served: 252

25

\$ Raised: \$13,852
\$ Matched: \$5,000
Hours Served: 291

26

\$ Raised: \$12,629
\$ Matched: \$3,110
Hours Served: 185
and counting

Speedrack History

- Speedrack pioneered modern storage systems when it began manufacturing storage racks in Skokie, IL in 1954
- **Initiated the totally tubular rack design in 1971**
- Charter member of the RMI (Rack Manufacturers Institute)
- Established Sparta, MI headquarters in 1989
- Purchased Palmer Shile and Keystone in 1990
- Incorporated Applied Dynamics to manufacture associated product lines in 1991
- **Opened the state-of-the-art Michigan Manufacturing Facility in spring of 2003**
- Introduced Innovative “e-commerce focused” Hybrid Shelving and Cantilever storage solutions in 2012
- Opened a second satellite manufacturing facility in Litchfield, MI primarily for LTL and stock uprights and beams in the summer of 2017
- Expanded the Quincy, MI manufacturing facility by **150,000 square feet**
- **Opened brand new state of the art facility in Walker, MI in 2022**
- Became an ESOP in 2023



Speedrack Updates



Recently became an “ESOP” Company

- “Proud to be 100% Employee-Owned”
- Union Members part of the ESOP
- Ownership Culture Ambassadors “OCA”
- Employees thinking and acting like Business Owners
 - Productivity, Safety, Quality, etc.



Operations

- Quincy and Walker
- Corporate Offices
 - Bringing Engineering, Sales, Manufacturing, etc. together all under one roof





Current Business Climate

- AMM and steel pricing



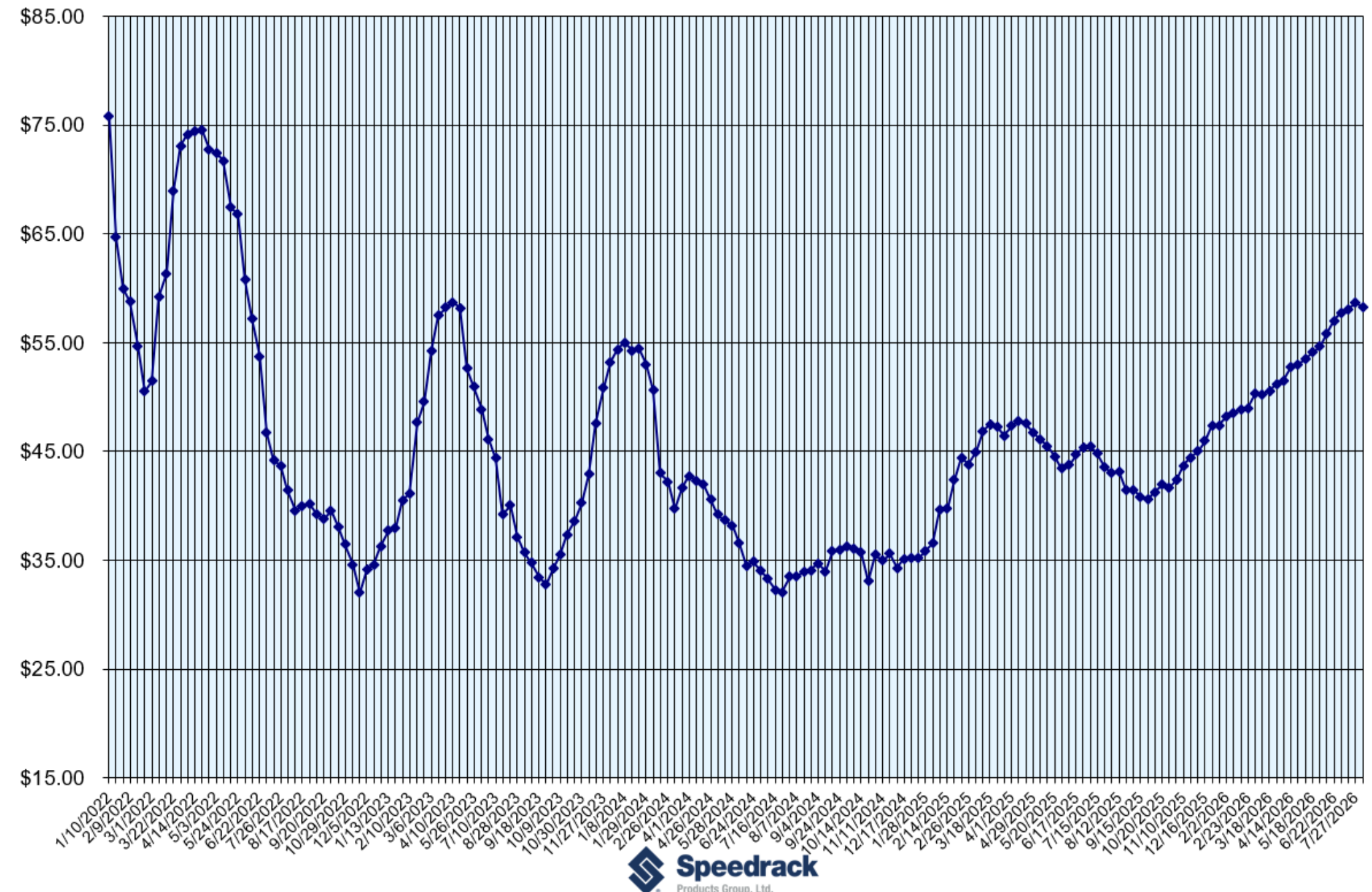
Manufacturing Operations

- New 275K sq ft Walker facility
 - New Corporate offices
 - 50% increase in overall manufacturing capacity
 - Better than expected mill/welding output
- Manufacturing redundancy – all plants
 - 4 powder coat paint lines
 - 3 new multi-purpose lines
 - 6 rolling mills
 - 2 new state-of-the-art column/beam combo lines
 - Robotic welding – Quincy and Walker
- Room to expand



Forward Thinking

- Diversify racking/product offerings



Setting the Standard in Racking Systems.

From state-of-the-art modules to rack supported buildings to engineered systems for automated storage and retrieval, Speedrack has storage products to support your needs.



Automation and Robotic Solutions



Selective Pallet Racking



Drive-In & Drive-Through Racking



Pick Module Racking



Push-Back Racking



Flow Products



Hybrid Rack/Shelving Systems



Structural Racking



Speedrack
Products Group, Ltd.

Our Industries



RETAIL & ECOMMERCE



MEDICAL



FOOD & BEVERAGE / FOOD DISTRIBUTION



LOGISTICS & 3PL'S



MANUFACTURING & INDUSTRIAL



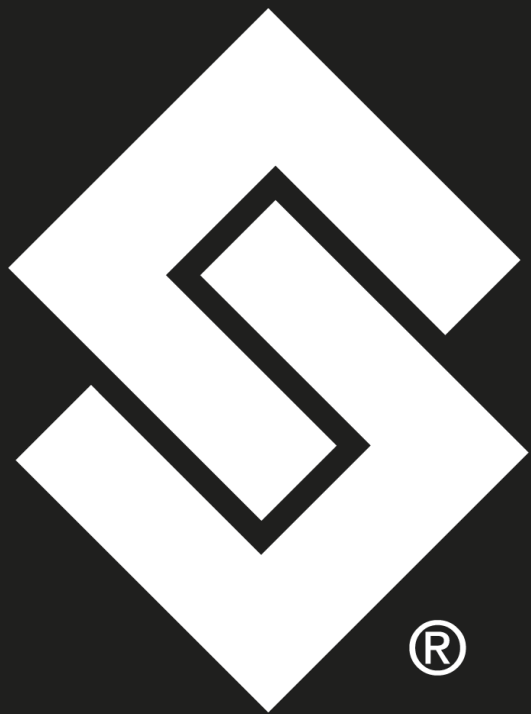
CONSTRUCTION



AUTOMOTIVE & PARTS DISTRIBUTION



COLD STORAGE



MANUFACTURING INVESTMENTS



Speedrack
Products Group, Ltd.

Quincy Operations – Primed for Growth

✓ Investing in Structural Capacity – aiming to produce
15-20M lbs annually

- Adding new drill line and press into Quincy in 2027
- More automation
- Competitive pricing in the market

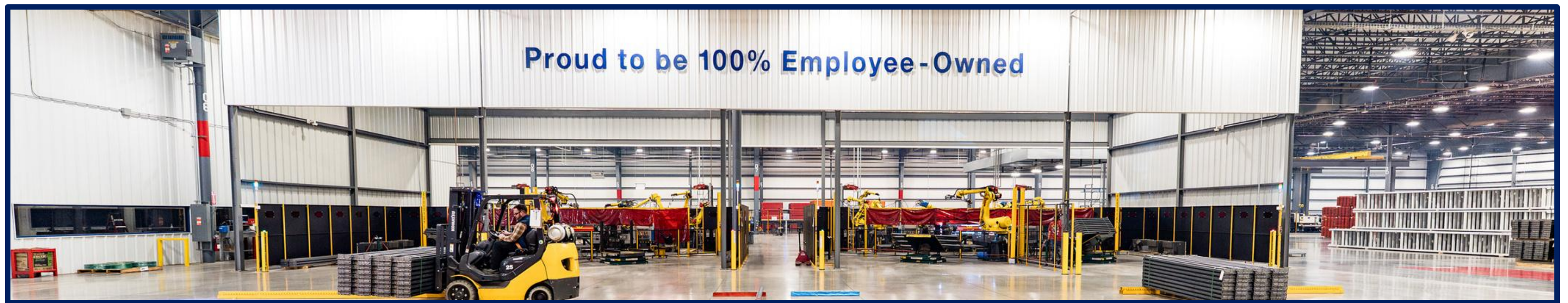


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Products Group, Ltd.

Walker Operations

✓ Walker fully up, running, and expanding

- Beating capacity expectations
- Running 1st and 3rd shift – room to add on 3rd shift
- Paint line out running mills
- Adding a new mill in 2027 to further expand production capabilities



Committed to Quality and Sustainability

Speedrack Certifications & Memberships:



ecovadis



American Welding Society
Avetta

100% Made in the USA

Speedrack is proudly 100% American-made, using only the highest quality steel sourced from the USA. By keeping our production domestic, we ensure superior craftsmanship, maintain strict quality control, and support local jobs and businesses. Our commitment to using American steel guarantees that our products meet the highest durability and performance standards in the industry.

SALES & MARKETING AT SPEEDRACK



Meet Our Sales & Marketing Team



Dan Rozycki
VP Sales & Marketing



Bretton Johnson
Senior Program Manager



Jacob Schott
Program Manager



Greg Dunneback
Estimating Manager



Cory Mahler
Senior Rack Systems Estimator



Tim Boeve
Senior Rack Systems Estimator



Shae Szalewski
Rack Systems Estimator



James Drew
Rack Systems Estimator



Travis Shelton
Rack Systems Estimator



John Loose
National Account Manager



Craig Pitsch
Regional Sales Manager



John Oliveira
Regional Sales Manager

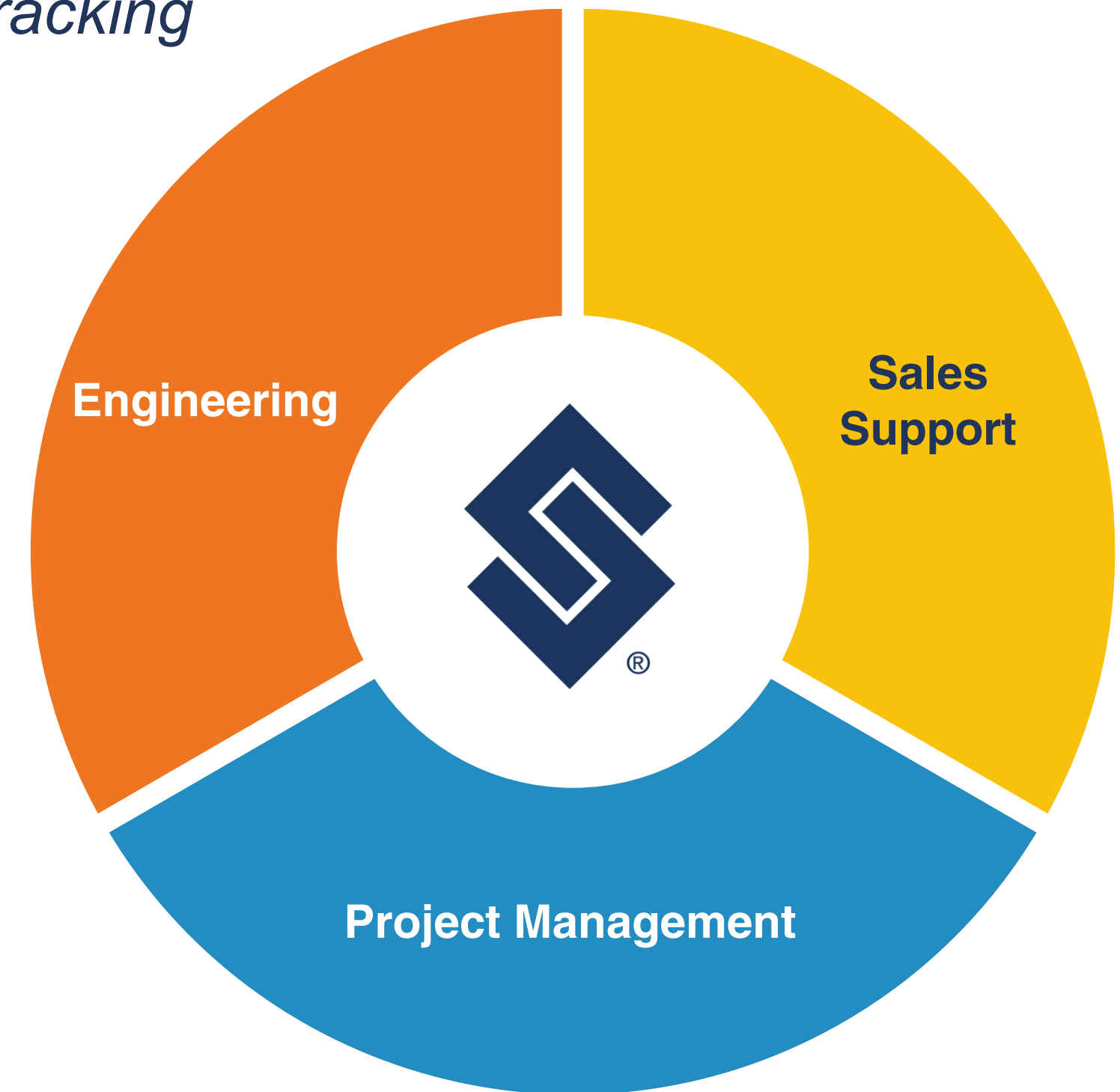


Tricia Bouma
Marketing Manager

Speedrack Systems Services

Speedrack offers turnkey solutions for many types of racking systems including:

- Selective Rack
- Hybrid Shelving/Hybrid Modules
- Cantilever Rack and Modules
- Decked Rack Modules
- Drive In/Drive Thru
- Pallet and Case Flow
- AS/RS
- Shuttle Systems



Speedrack Sales **Services**

- Initial Design
 - Warehouse design and layout
 - AutoCAD drawings for review
- Material Quotation
 - Quoting all material required for project scope
 - Freight with number of loads
 - Outsource material as needed (Flooring, Stairs, Decking, etc.)
 - Seismic design review per location
- Installation
 - Union and Non-Union pricing
 - Electrical and Sprinkler installation options
- Proposal and quote review
- Checked by engineering for accurate design and cost savings options



Capability / Requirement	RMI Member Company	R-Mark® Certified Manufacturer	Speedrack
Member of Rack Manufacturers Institute (RMI)	✓	—	✓ Charter Member
Sells rack in the US	✓	—	✓
Attendance at RMI technical meetings	✓	—	✓
Full control of manufacturing process	—	✓	✓
Independent review of critical components	—	✓	✓
Verified design calculations	—	✓	✓
Documented material integrity program	—	✓	✓
Documented product integrity program	—	✓	✓
Weld performance validation (where applicable)	—	✓	✓
Compliance with ANSI/RMI standards	—	✓	✓
Qualified Engineering Members on staff	—	✓	✓
Ongoing certification maintenance	—	✓	✓
ISO 9001 certified	—	—	✓
Tubular roll-formed rack design	—	—	✓
Environmental Product Declaration (EPD)	—	—	✓
Made in the USA certified	—	—	✓
AWS & CWB certified welding programs	—	—	✓

3060 S INDUSTRIAL DR NW WALKER, MI 49544

SPEEDRACK.NET

Why Choose Speedrack?

Certification, Control, and Compliance Matter.

- *Not all pallet rack manufacturers are created equal.* While some participate in industry associations, **only a select few** meet the highest standards for engineering validation, manufacturing control, and ongoing compliance.
- Understanding these differences *protects your operation, your people, and your investment.*

The Speedrack Advantage

- R-Mark® certification
 - A formal, third-party verification program
 - It confirms that a manufacturer meets rigorous requirements for engineering calculations, material controls, welding performance, and compliance with ANSI/RMI standards.
- Speedrack combines RMI membership, R-Mark® certification, and vertically integrated manufacturing with ISO 9001 quality systems, Made in the USA certification, sustainability, transparency, and more.

The Speedrack Advantage.



100% AMERICAN-MADE

Speedrack is proudly 100% American-made, using the highest quality steel sourced only from the USA. By keeping our production domestic, we ensure superior craftsmanship, maintain strict quality control, and support local jobs and businesses.



COMMITMENT TO QUALITY

Speedrack is ISO 9001 certified, R-Mark Certified by the Rack Manufacturers Institute (RMI), American Welding Society and Canadian Bureau Welding certified, Avetta and ecovadis rated, and more. We take quality and safety seriously, going above-and-beyond industry requirements to deliver quality products and services on-time, every time.



COMPREHENSIVE ENGINEERING & TURNKEY SOLUTIONS

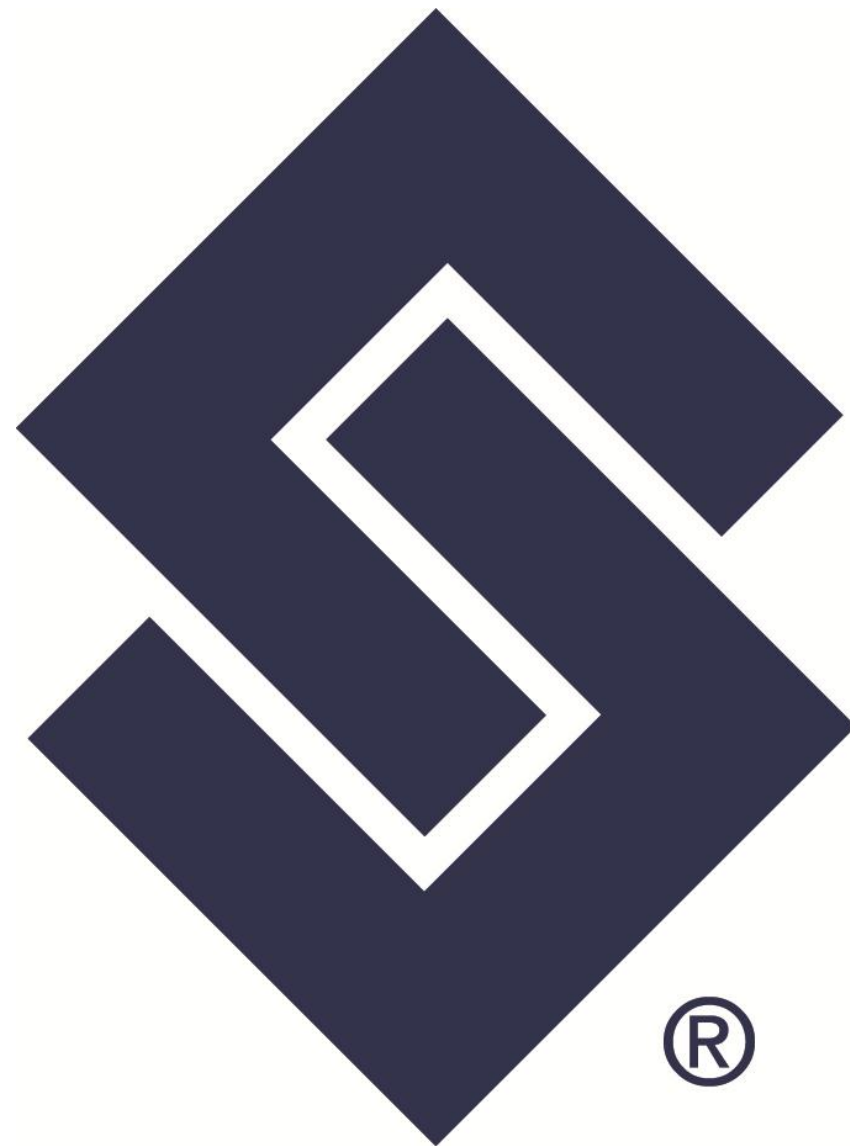
Our expert team of engineers, project managers, and installers provide customized and comprehensive services from design and layout to permitting and installation, all the way through ongoing support.



INDUSTRY EXPERTISE

With a history dating back to the 1950's, Speedrack has built a legacy of trust and excellence. Our decades of experience and dedication to innovation have made us a preferred partner for businesses of all sizes, from small warehouses to large distribution centers.

Upcoming Events



Chairman's Club 2027

February 7th - 11th

Contact your Speedrack representative to learn how to qualify!

ProMat 2027

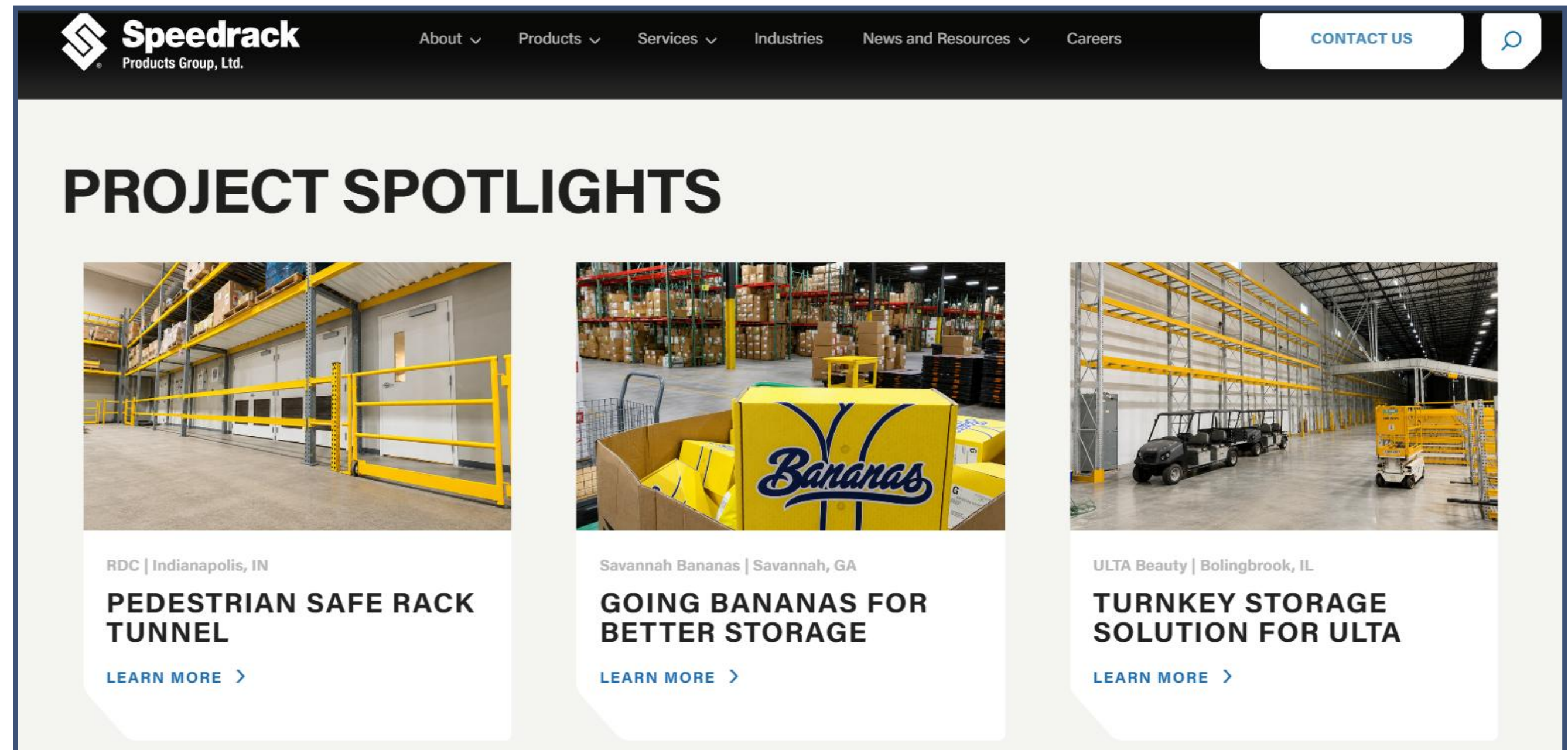
April 19th - 21st, 2027

Booth #S5341

Join us for Happy Hour on Monday April 19th! More details to come soon.

Project Spotlights

The Speedrack website has a new [Project Spotlight](#) section to highlight innovative customer projects and partnerships.



The screenshot shows the Speedrack website's Project Spotlights section. The header includes the Speedrack logo, navigation links (About, Products, Services, Industries, News and Resources, Careers), a CONTACT US button, and a search icon. The main heading is "PROJECT SPOTLIGHTS". Below it are three project cards:

- RDC | Indianapolis, IN**
PEDESTRIAN SAFE RACK TUNNEL
[LEARN MORE >](#)
- Savannah Bananas | Savannah, GA**
GOING BANANAS FOR BETTER STORAGE
[LEARN MORE >](#)
- ULTA Beauty | Bolingbrook, IL**
TURNKEY STORAGE SOLUTION FOR ULTA
[LEARN MORE >](#)

Why a Project Spotlight?

- Gives you a nicely designed one-pager you can easily share with customers
- Gives you a backlink on our website:
 - Gives referral traffic
 - Higher search rankings
 - Helps with “votes of confidence” for SEO and AIO
- Can be used in other industry outlets (like MHEDA or MHI, etc.)
- Assists with brand marketing



A Hole-in-One Storage Solution

SCOTT LAKE GOLF & PRACTICE CENTER: BETTER STORAGE FOR OUR FAVORITE FAIRWAY

Background

Every golfer knows that course management matters.

As the longtime home of our annual Golf League, and our unofficial favorite course, Scott Lake Golf has been part of many memorable rounds for Speedrack employee-owners.

When Scott Lake needed additional storage for course equipment and supplies, we saw an opportunity to support an organization that has supported us for years.

The solution was simple: a selective pallet rack system designed to help the course organize materials, maximize available space, and keep operations running efficiently.

The Challenge

SCOTT LAKE NEEDED A STORAGE SOLUTION THAT WOULD:

- Improve storage capacity without expanding the building footprint
- Maximize vertical space
- Improve organization of course equipment and supplies while maintaining easy access for staff
- Allow Speedrack to give back to a valued long-term partner

In golf terms, they needed to gain a few extra yards without changing clubs.



A HOLE-IN-ONE STORAGE SOLUTION

KEY FEATURES

Selective Pallet Racking

- Direct access to stored items
- Flexible beam adjustability for changing storage needs
- Durable steel construction built for long-term use
- Easy installation within the existing storage building

Optimized Storage Layout

- Utilized vertical space that was previously unused
- Improved organization and accessibility
- Created a cleaner, more efficient storage environment

Community Partnership

- Strengthened a long-standing relationship between Speedrack and Scott Lake Golf
- Supported a local organization that has become an important part of our company culture and has given so much joy to our employee-owners over the years

THE SOLUTION

Speedrack installed a selective pallet rack system inside Scott Lake's storage building, transforming underutilized vertical space into organized storage capacity.

The result is a simple but effective solution that helps course staff store equipment more efficiently while keeping valuable floor space open. More importantly, it allowed us to show appreciation for a place that has hosted countless rounds, league nights, and friendly rivalries over the years.

Not every project is a hole-in-one-sized warehouse installation. Sometimes the best projects are the ones that help great partners solve everyday challenges.

For Scott Lake, the scorecard was simple: more storage, better organization, and one less thing to worry about when maintaining a beautiful course.

ENGINEERING AT SPEEDRACK



Meet Our Engineering Team



Bill Roney

Vice President of Engineering



Eric VanSpronsen

Senior Structural Design Engineer



Madhav Gaur

Structural Design Engineer



Eric Catlin

Senior Structural Design Engineer



Bismark Yeboah

Structural Design Engineer



Tejeswar Rayala

Structural Design Engineer



Greg Pummel

Senior Designer



Megan Lowrie

Designer



Marc Clement

Senior Designer



Justin VanDam

Engineering Coordinator

Automation & Robotics Support

- Speedrack is ready to support you on future projects
- Custom details with built-in adjustability
- Enhancements in Production for Required Tolerances
- Grace Bartrand - *Director of Quality & Continuous Improvement*
- Incorporated Lessons Learned from Various Installs
- Technical Acceptance Process:
 - a. Speedrack Engineering reviews technical specifications
 - b. Clarifications on tolerances and other requirements (labels! millimeters!)
 - c. Worked on multiple styles & applications
 - d. **Examples Include:** HAI, Amazon, Libiao, BoxLogix, Spacemaker

Technical Document Clarifications		
Date:		
Section	SPGL Clarification	Response



PROJECT MANAGEMENT AT SPEEDRACK



Meet Our Project Management Team



Jason John
VP of Project Management



Billy Nowak
Project Operations Manager



Ryan Bouwhuis
Senior Project Manager



Ben Reitemeier
Site Coordination Manager



Clifford Pitsch
Senior Project Manager



Brian Allison
Senior Project Manager



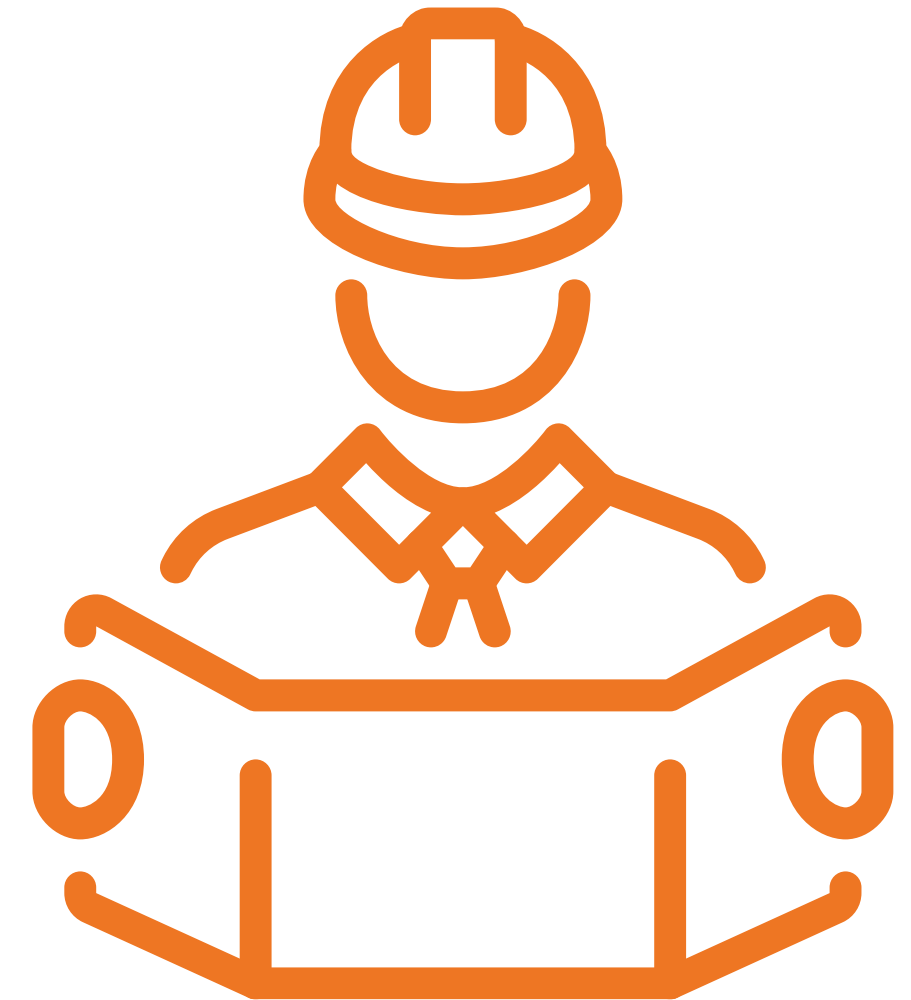
Austyn Henderson
Project Manager



Jennifer Rainey
Project Coordinator

Project Management **Services**

- Permitting
 - Local licensing
 - P.E. Stamped Drawing Plan Submittal
 - Timeline Management
- Material Management
 - Ordering all material required for project scope
 - Creating and Managing shipping schedules
 - Coordinate shipping to support installation while considering on-site staging constraints
- Installation Management
 - Creating and Managing installation schedules
 - Provide weekly progress updates to customer
 - On-site coordination manager (optional)
- Progress Reporting
 - Provide detailed reporting on installation and shipping progress
- Quality Inspections/Punchlisting
 - Thorough Inspections using scissor lifts to verify rack is installed per approved drawings, along with formal report
 - Set up 3rd party professional inspections required by AHJ or end user



Project Management Services

Wave Schedules

91210 - Amazon HMW3 - Quincy Wave Schedule							WEEK #1				WEEK #2	
ORDER	ITEM #	PART NUMBER	DESCRIPTION	DRAWING #	COLOR	TOTAL QUANTITY	QTY SHIPPED THIS WEEK PER SN	TOTAL SHIPPED	TOTAL DEMAND	AHEAD OR BEHIND DEMAND	QTY SHIPPED THIS WEEK PER SN	TOTAL SHIPPED
91210	1	UT42444HA-S	42" D X 444" H, "THA" UPRIGHT W/ SPECIAL BRACING & BP4-80-80-38 (BACK-TO-BACK ROWS)	SIM TBS-4786-B	P177 (LIGHT GREY)	2,547		0	0	0		0
91210	2	UT42444HA-S	42" D X 444" H, "THA" UPRIGHT W/ BCR PDB-138" SPECIAL BRACING & BP4-80-80-38 (SINGLE ROWS)	SIM TBS-4789-B	P177 (LIGHT GREY)	559		0	0	0		0
91210	3	UT24444HB-S	24" D X 444" H, "THB" UPRIGHT W/ SPECIAL BRACING & BP4-80-80-38	SIM TBS-4785-B	P177 (LIGHT GREY)	771	210	330	80	130	120	330
91210	4	UT30444HB-S	30" D X 444" H, "THB" UPRIGHT W/ SPECIAL BRACING & BP4-80-80-38	SIM TBS-4784-B	P177 (LIGHT GREY)	81	81	81	41	40		81
91210	5	UT48444HB-S	48" D X 444" H, "THB" UPRIGHT W/ SPECIAL BRACING & BP4-80-80-38	SIM TBS-4783-B	P177 (LIGHT GREY)	1,562	360	810	157	203	450	810
91210	6	UT60444HB-S	60" D X 444" H, "THB" UPRIGHT W/ SPECIAL BRACING & BP4-80-80-38	SIM TBS-4782-B	P177 (LIGHT GREY)	94	94	94	34	60		94
91210	7	KT30D-051-BA	BEAM, 3" H X 51" L, 3/8" DROP ON 2-PIN EP	STD	P882 (PATRIOT RED)	1205	655	655	122	533		655
91210	8	KT30D-102-BA	BEAM, 3" H X 102" L, 3/8" DROP ON 2-PIN EP	STD	P882 (PATRIOT RED)	71,060	11,550	18,374	7,106	4,444	6,824	18,374
91210	9	KT41D-048-BA	BEAM, 4-1/8" H X 48" L, 3/8" DROP ON 3-PIN EP	STD	P785 (AMAZON ORANGE)	749		0	0	0		0
91210	10	KT41D-096-BA	BEAM, 4-1/8" H X 96" L, 3/8" DROP ON 3-PIN EP	STD	P785 (AMAZON ORANGE)	34,587		0	0	0		0
91210	11	EB3204827AB1251	HSS 3" X 2" X 1/8" EXTENDED BACKSTOP BEAM, 48" LG.	ABS-1251-D	P785 (AMAZON ORANGE)	396		0	0	0		0
91210	12	EB3209627AB1251	HSS 3" X 2" X 1/8" EXTENDED BACKSTOP BEAM, 96" LG.	ABS-1251-D	P785 (AMAZON ORANGE)	19,773		0	0	0		0
91210	13	AFRS316AB1133	2-BOLT FRAME ROW SPACER FOR 3" COLUMN, 16" LG.	ABS-1133-C	GALV	3,979	3,979	3,979	0	3,979		3,979
91210	14	ARS3-58-0	RIGID ROW SPACER, "DC" SECTION FOR 3" COLUMN	STD	P177 (LIGHT GREY)	1,061	1,051	1,051	250	801		1,051
91210	15	ARS3-35-5	RIGID ROW SPACER, "DC" SECTION FOR 3" COLUMN	STD	P177 (LIGHT GREY)	87	87	87	45	42		87
91210	16	UPSL2-42-0	UPRIGHT PROTECTOR, 42" LG. SINGLE (LH)	STD	P150 (YELLOW)	86	86	86	0	86		86
91210	17	UPSR2-42-0	UPRIGHT PROTECTOR, 42" LG. SINGLE (RH)	STD	P150 (YELLOW)	86	86	86	0	86		86
91210	18	UPD2-47-0	UPRIGHT PROTECTOR, 47" LG. DOUBLE	STD	P150 (YELLOW)	35	35	35	35	0		35
91210	19	UPD2-24-0	UPRIGHT PROTECTOR, 24" LG. DOUBLE	STD	P150 (YELLOW)	54	54	54	54	0		54
91210	20	UPD2-30-0	UPRIGHT PROTECTOR, 30" LG. DOUBLE	STD	P150 (YELLOW)	10	10	10	10	0		10
91210	21	UPD2-48-0	UPRIGHT PROTECTOR, 48" LG. DOUBLE	STD	P150 (YELLOW)	100	100	100	100	0		100
91210	22	UPD2-60-0	UPRIGHT PROTECTOR, 60" LG. DOUBLE	STD	P150 (YELLOW)	6	6	6	6	0		6
91210	23	ACP220254AB0916	END OF ROW COLUMN PROTECTOR ANGLE BODY W/ TEARDROP CONNECTION	ABS-0916-B	P150 (YELLOW)	520	520	520	120	400		520
91210	24	UT00018HCTA2147	STUB COLUMN PHC X 18" WITH SADDLE FOOT	TAS-2147-B	P150 (YELLOW)	172	140	140	100	40		140
91210	25	CPCA5150	3-1/2" X 3-1/2" X 12 GA. PLATE (MIRRORS)	CAS-5150-A	PLATED	506	506	506	256	250		506
91210	26	BP4-80-80-06	SHIM, 8" W X 6" D X 1/16" T (4-HOLES)	STD	PLAIN	5,700	5,700	5,700	2,900	2,800		5,700
91210	27	BP4-80-80-13	SHIM, 8" W X 6" D X 1/8" T (4-HOLES)	STD	PLAIN	5,700	5,700	5,700	2,900	2,800		5,700
								0	0	0		0
		<u>HARDWARE</u>						0	0	0		0
91210	A	H001	SPRING CLIPS	N/A	PLATED	223,920	223,920	223,920	124,000	99,920		223,920
91210	B	H318	3/8-16 X 3-3/4" H.H. BOLT (BACKSTOPS/ ROW SPACERS)	N/A	PLATED	45,500		0	0	0		0
91210	C	H168	3/8-16 FLANGED LOCKNUT	N/A	PLATED	45,500		0	0	0		0
91210	D	H180	3/8" DIA. FLAT WASHER	N/A	PLATED	45,500		0	0	0		0



Report	Rack Type - Rainbow	BAYS			
		Total	Complete	Remaining	% Complete
BAY	Bay Steel	160	160	0	100%
BAY	Wire Braking	160	160	0	100%
BAY	Diodes	160	160	0	100%
BAY	Routing	160	160	0	100%
LINE	Relay/Wire Rack	160	160	0	100%
IND	Mirror Hous	4	0	4	0%
IND	EOB Guards	14	14	0	100%
IND	Lead Rating Placards	14	14	0	100%
		Area Overall Total:			
		87.50%			

BAY - Bay Color Changer when Component is Installed
LINE - Line Color Changer When Component is Installed
IND - Cell Color Changer when Component is Installed

Report	Rack Type - YMA	BAYS			
		Total	Complete	Remaining	% Complete
BAY	Bay Steel	1006	1006	0	100%
BAY	Wire Braking	1006	1006	0	100%
BAY	Diodes	1006	1006	0	100%
BAY	Pin Lines	1006	891	195	88%
BAY	Routing	1006	955	121	95%
LINE	Relay/Wire Rack	190	190	0	100%
IND	Mirror Hous	31	0	31	0%
IND	EOB Guards	66	66	0	100%
IND	Lead Rating Placards	66	66	0	100%
		Area Overall Total:			
		85.55%			

BAY - Bay Color Changer when Component is Installed
LINE - Line Color Changer When Component is Installed
IND - Cell Color Changer when Component is Installed

Report	Rack Type - PTR/PTRB/PTRB/ST	BAYS			
		Total	Complete	Remaining	% Complete
BAY	Bay Steel	1354	0	1354	0%
BAY	Wire Braking	1354	0	1354	0%
BAY	Diodes	1165	0	1165	0%
LINE	Relay/Wire Rack	828	0	828	0%
IND	Mirror Hous	32	0	32	0%
IND	EOB Guards	112	0	112	0%
IND	Lead Rating Placards	112	0	112	0%
		Area Overall Total:			
		0.00%			

BAY - Bay Color Changer when Component is Installed
LINE - Line Color Changer When Component is Installed
IND - Cell Color Changer when Component is Installed

Report	Rack Type - CEC	BAYS			
		Total	Complete	Remaining	% Complete
BAY	Bay Steel	44	0	44	0%
BAY	Wire Braking	44	0	44	0%
LINE	Relay/Wire Rack	44	0	44	0%
IND	Lead Rating Placards	44	0	44	0%
		Area Overall Total:			
		0.00%			

BAY - Bay Color Changer when Component is Installed
LINE - Line Color Changer When Component is Installed
IND - Cell Color Changer when Component is Installed

Jul 17, 2023

Job: 91266 - MDT9

Title:

Added By: Justin Shook

Log Notes:

See custom fields below

Weather Conditions:

Mostly Sunny



78° F

62° F

Wind: 12 mph

Humidity: 91%

Total Precip: 0"

Mon, Jul 17, 2023, 7:29 PM

Custom Fields
Inventory: Received 2 Speedrack trucks - as shipped Received 11 Nashville Wire trucks - as shipped
The crew has run out of 60" uprights for Phase3 VNA
Site Coordination : -Nothing to report today, coordination meetings are still happening every morning - no obstacles at this time
Installation: -A crew of 31 worked from 7am-5:30pm today
Progress Tracking: See attached progress tracker Phase1 - complete Phase2 -39 new bays stood -The crew has all the back-to-back netting installed and is working on the first single row netting

Progress Tracking: See attached progress tracker

Phase1 - complete

Phase2

-39 new bays stood

-The crew has all the back-to-back netting installed and is working on the first single row netting

-Wire deck has been installed to CL18+1row

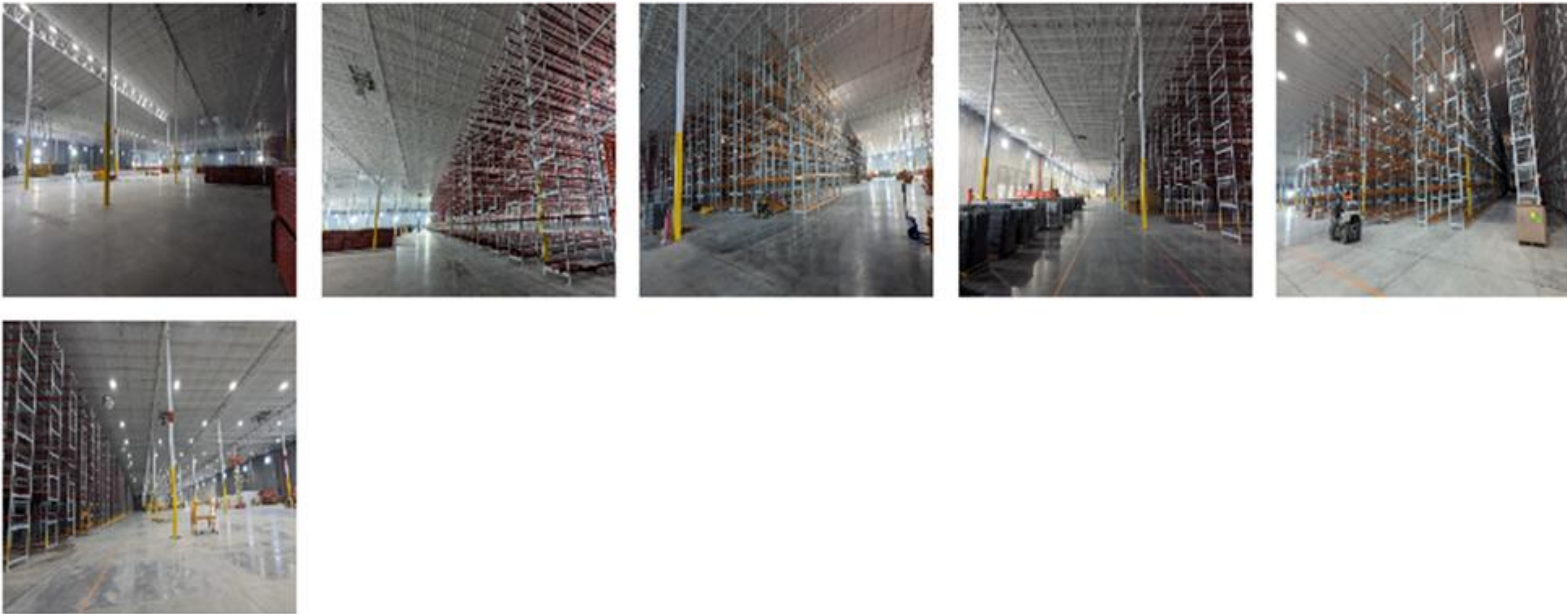
-Dividers have been installed to CL18-1row

-All available backstop beams and thru-bolts have been installed

Phase3 - 84 new bays stood before running out of uprights

Damaged Parts Inventory: -N/A

Attachments: 7

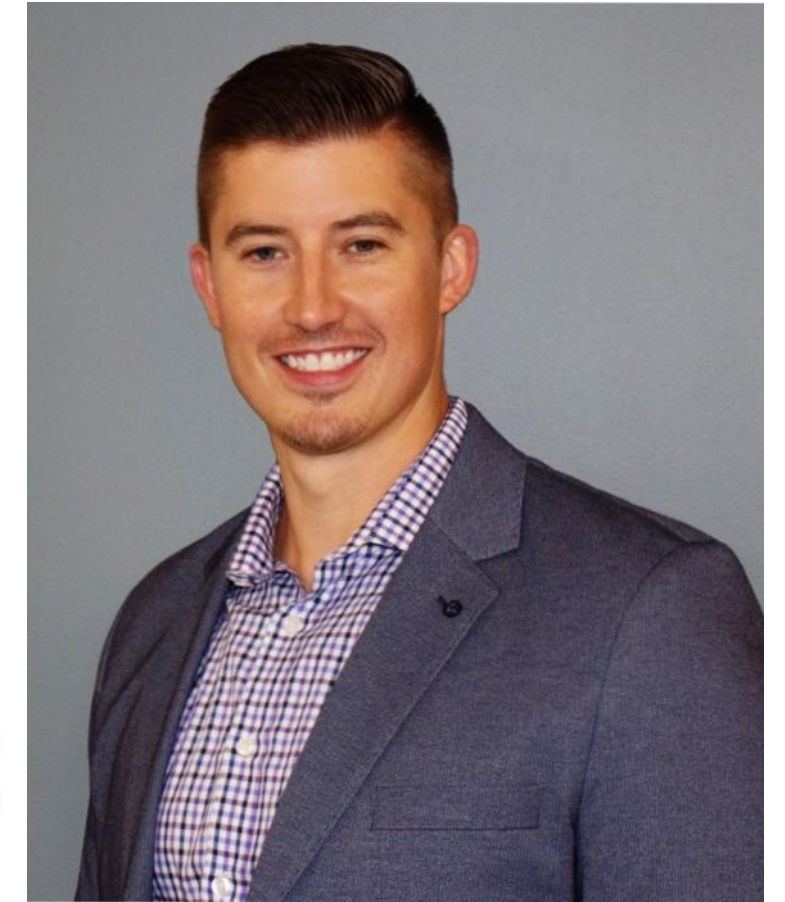




Joe Poot
Chief Operating Officer

Welcome

NLL STEEL



Andy Knaus
Director of Sales



NILL STEEL

C O M P A N Y

Welcome



Speedrack
Products Group, Ltd.

Steel Market Update

Joe Poot



Carbon Steel Update

- Things remain very tight.
- Inventory levels are at all time lows, both in actual tons and months on hand
- Imports remain at anemic levels with some signs of new bookings but still at low volumes
- Demand showing signs of strength....just wait for the slides
- Mills still holding to noms or mins
- Lots of fall outages
- Don't see much changing until late this year at the earliest



Survey participants

Our survey is by invitation only. Over 1,000 companies, mostly in the manufacturing or distribution industries, are asked to participate. Here are the percentages of participation in this week's survey by market sector.



Steel mill lead times by product

SMU lead times on new steel orders by product through Aug. 5, 2026.



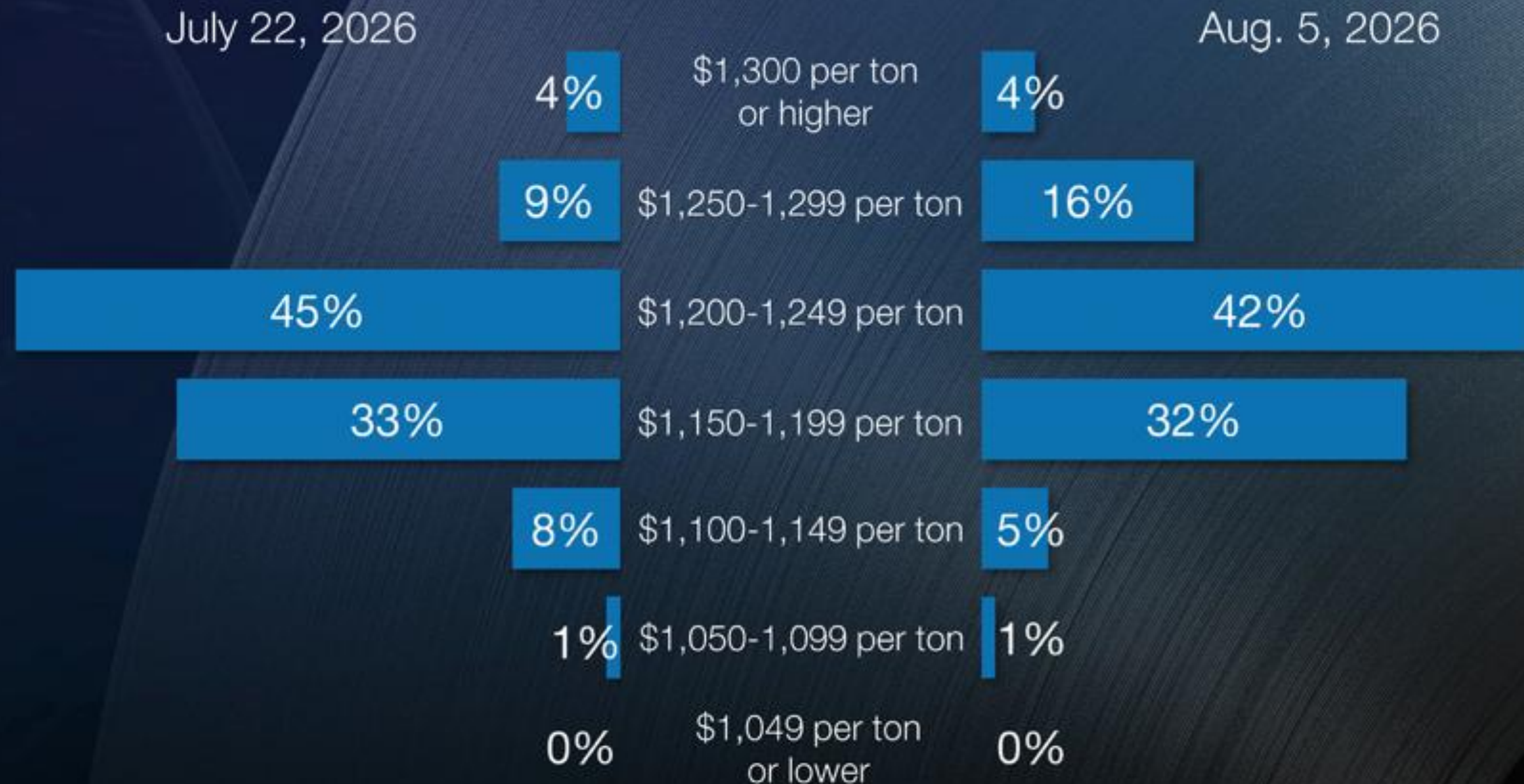
Hot rolled inflection point

When do you think steel prices will peak?



Future hot rolled prices

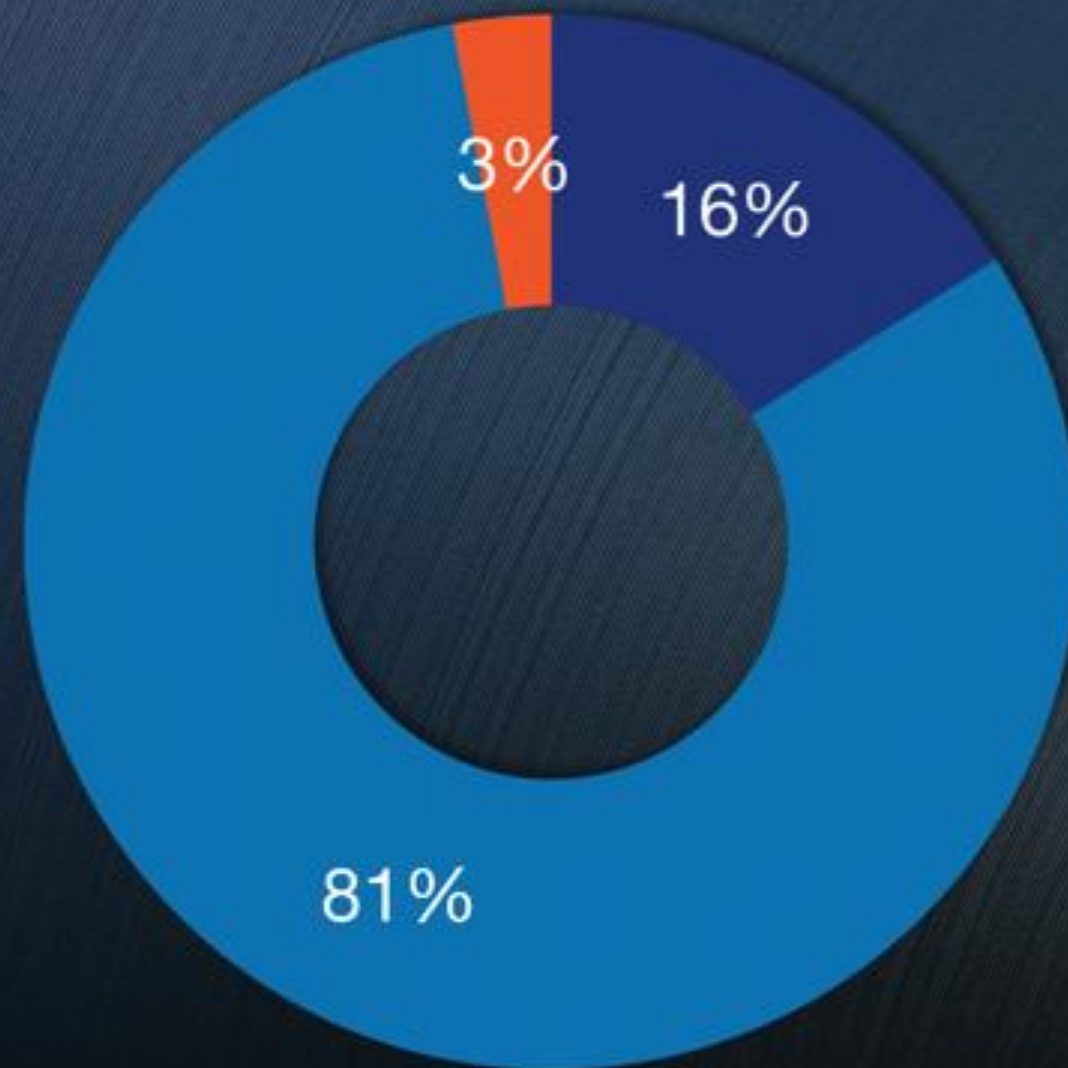
Where do you think HRC prices will be in two months?



August scrap

Prime scrap prices in August will be:

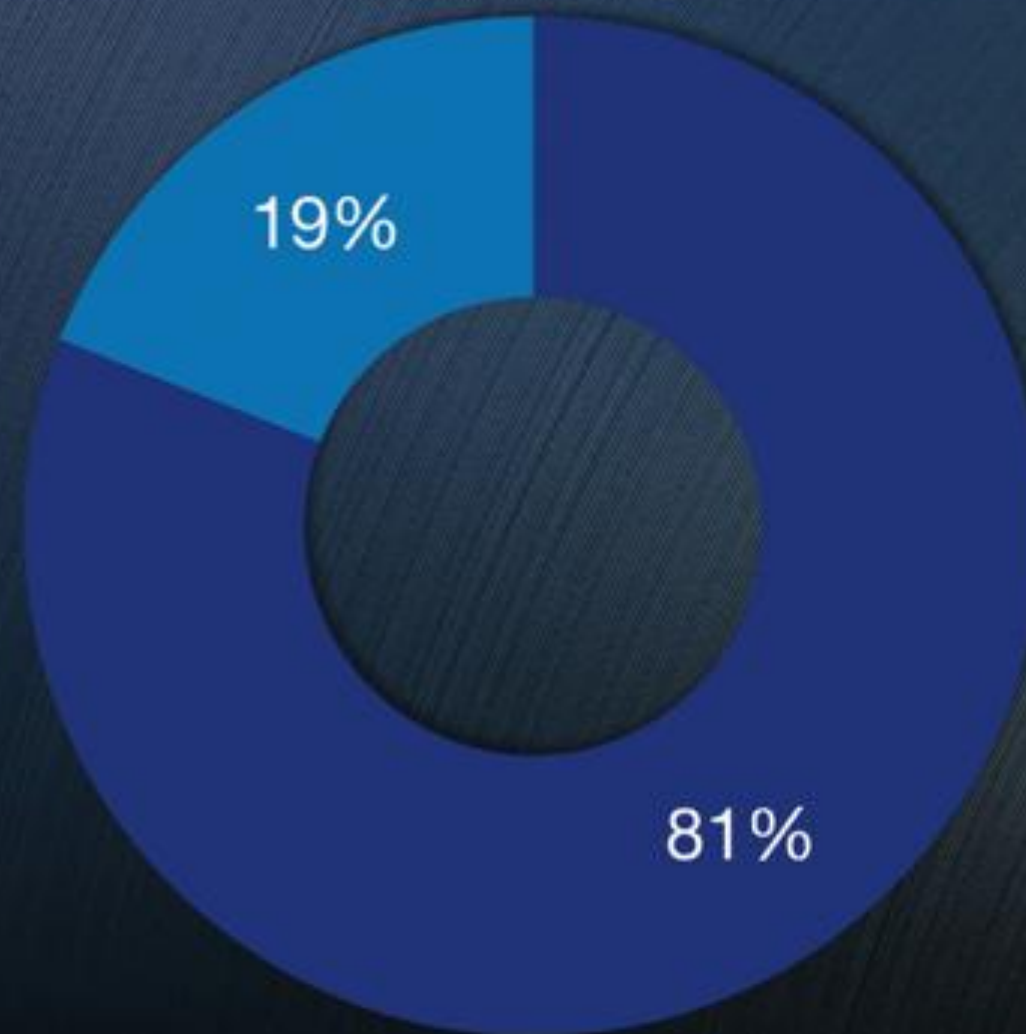
Up Sideways Down



Staying on the sidelines?

Are you an active buyer or on the sidelines?

■ Active buyer ■ On the sidelines

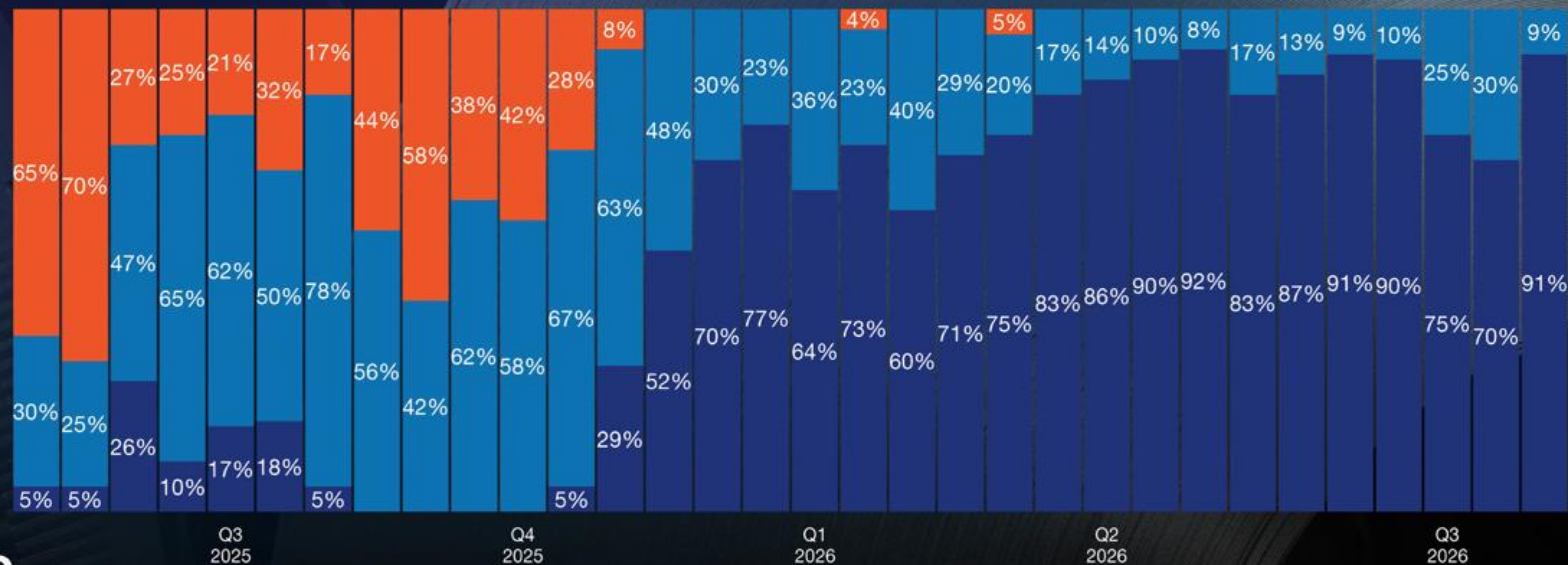


Service center view of selling prices history

Service centers

Compared to two weeks ago, how is your company handling spot pricing to your customers?

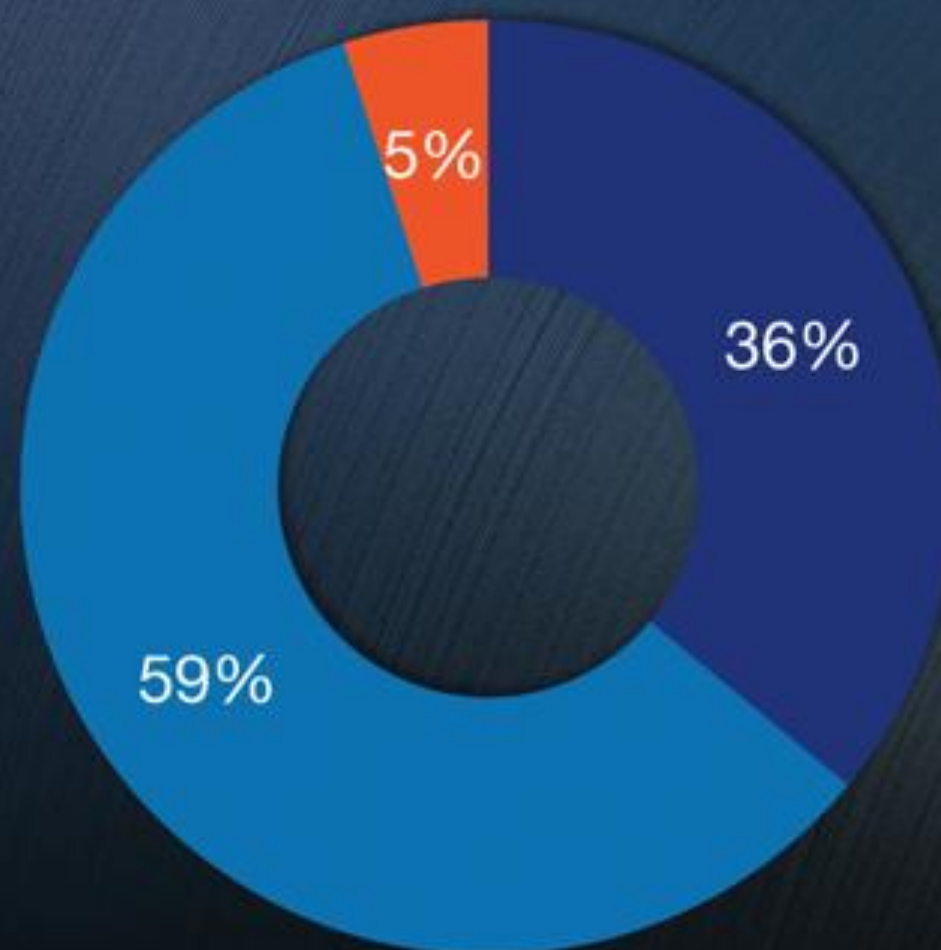
■ We are raising prices ■ We are keeping prices the same ■ We are lowering prices



Overall demand

How is demand for your products?

Improving Stable Declining



Manufacturer demand

Manufacturers

Demand for your products will _____ over the next three months based on current order flows.

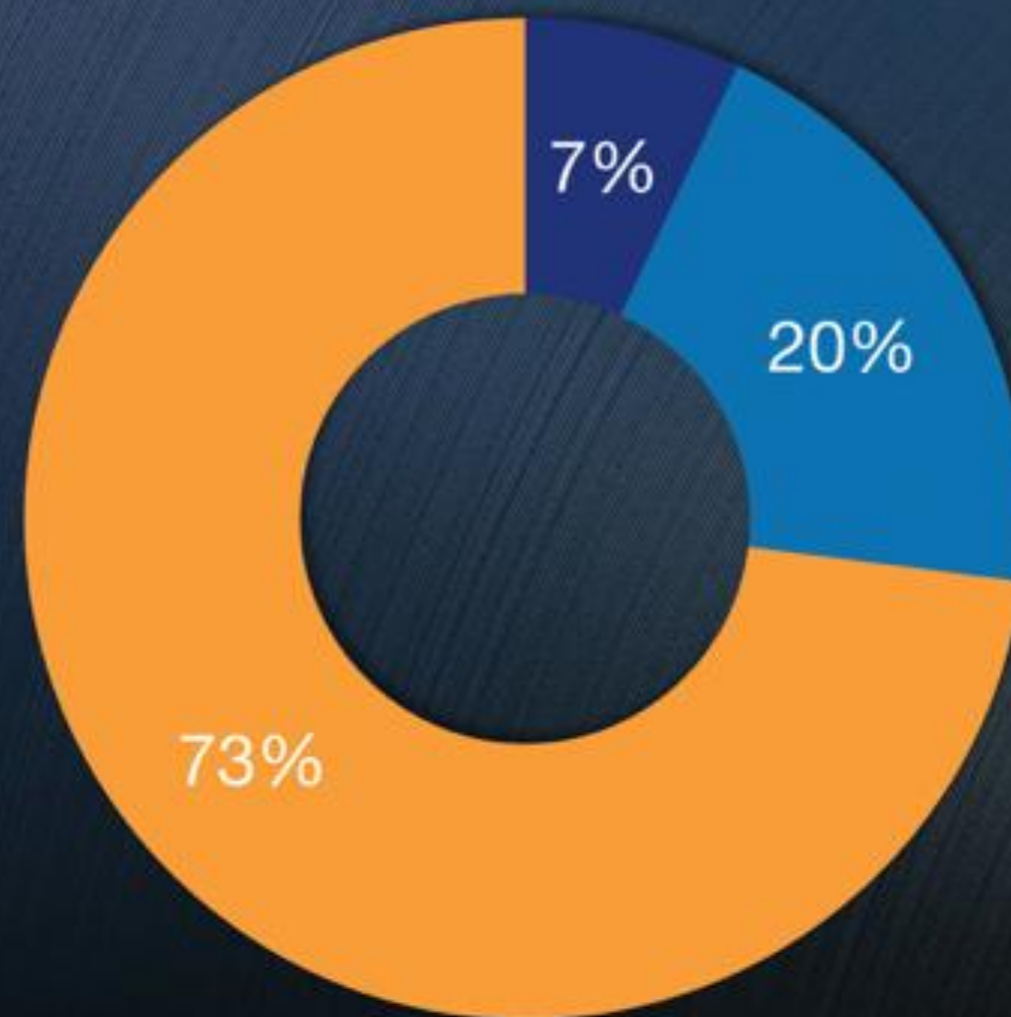
■ Increase substantially

■ Increase marginally

■ Remain the same

■ Decline marginally

■ Decline substantially



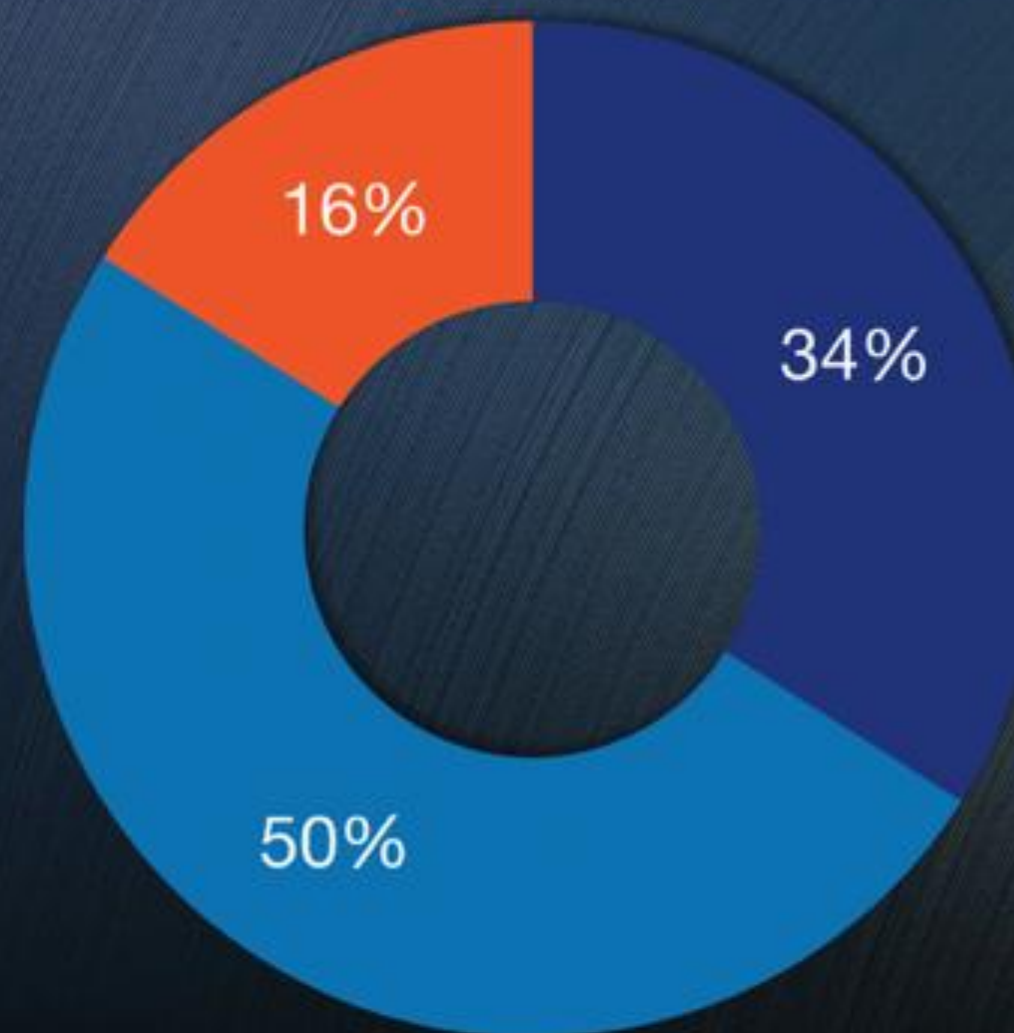
Business forecasts

How did your company perform last month compared to your forecast?

■ We exceeded forecast

■ We met forecast

■ We did not meet forecast



Service center releases

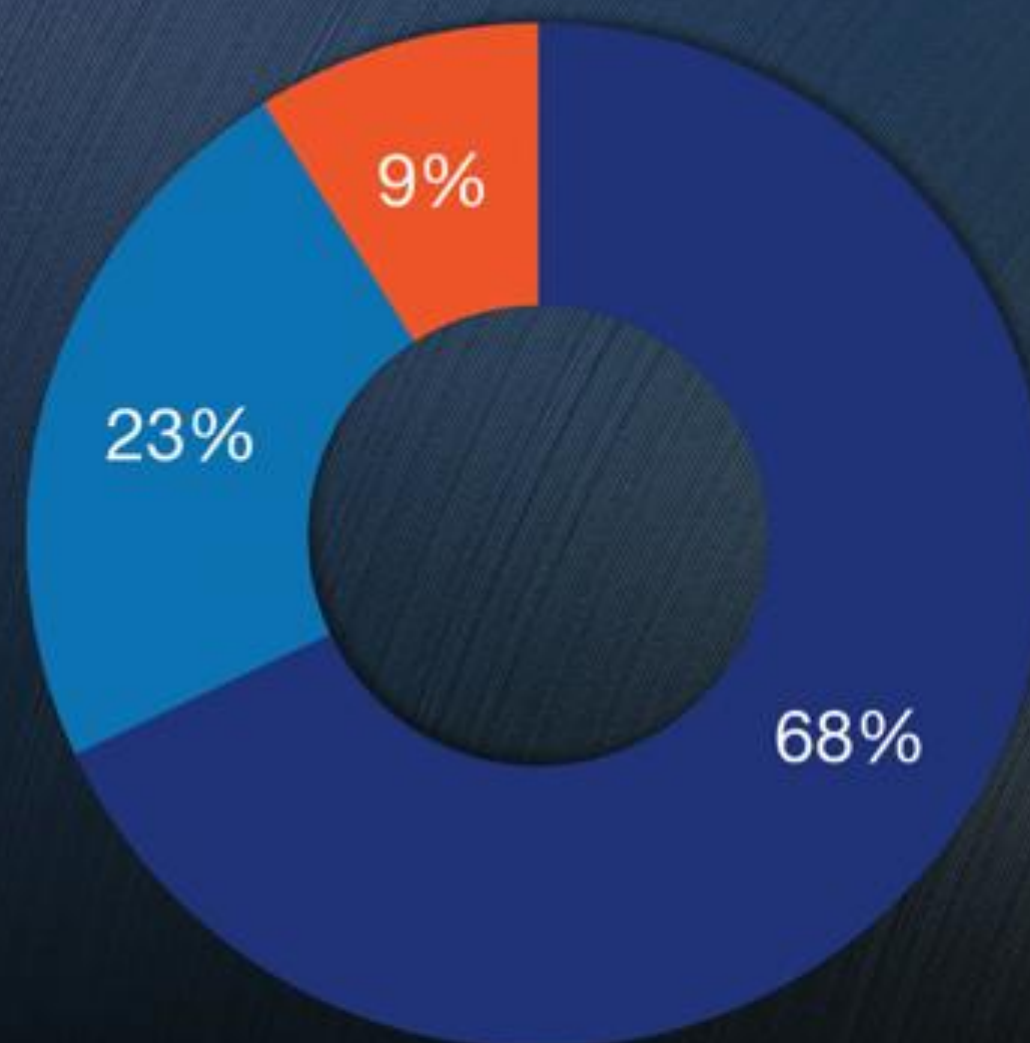
Service centers

How do you see your customer releases (demand) for your products compared to one year ago?

■ Releasing more steel

■ Releasing the same amount of steel

■ Releasing less steel

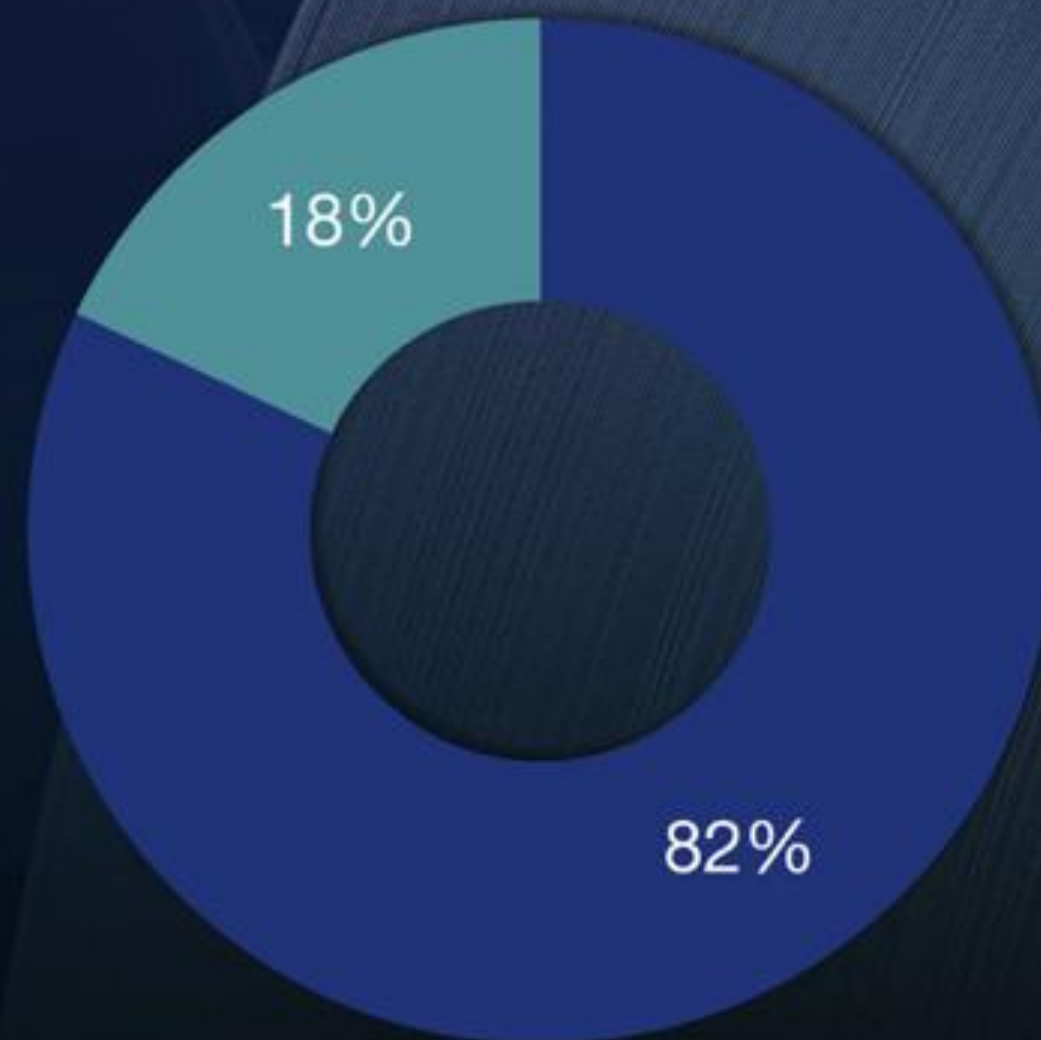


Foreign steel competitiveness

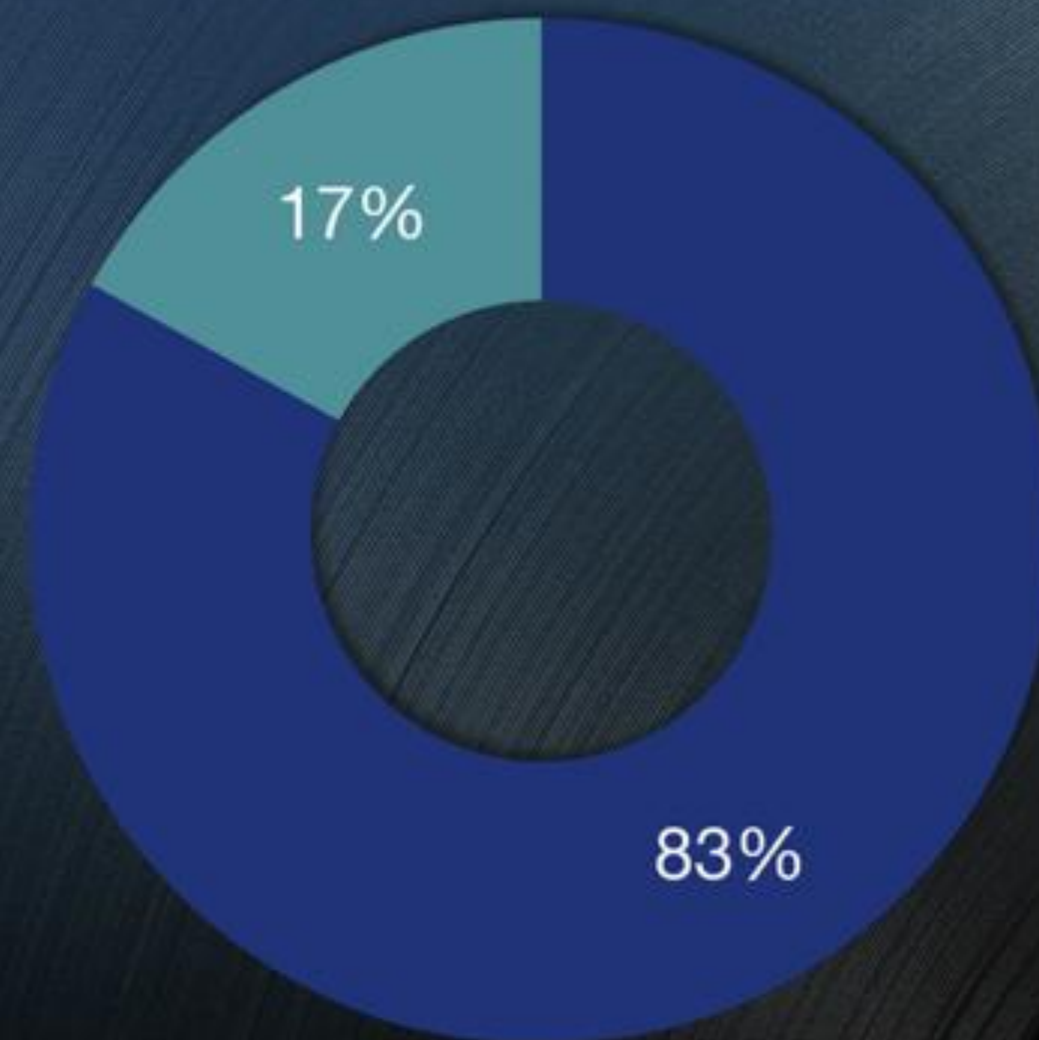
Are your foreign steel suppliers quoting you competitive prices for new orders for future delivery?

Yes No

Manufacturers



Service centers

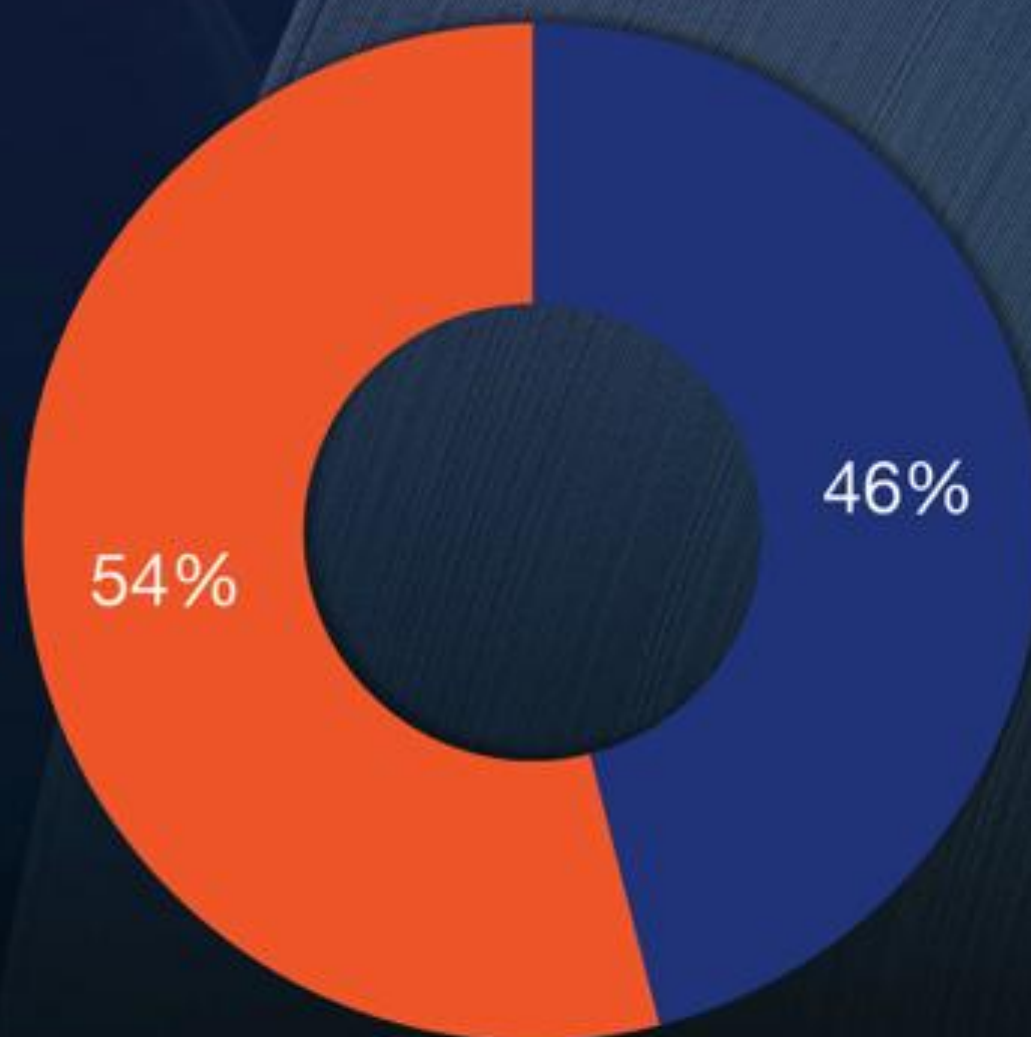


New foreign steel orders

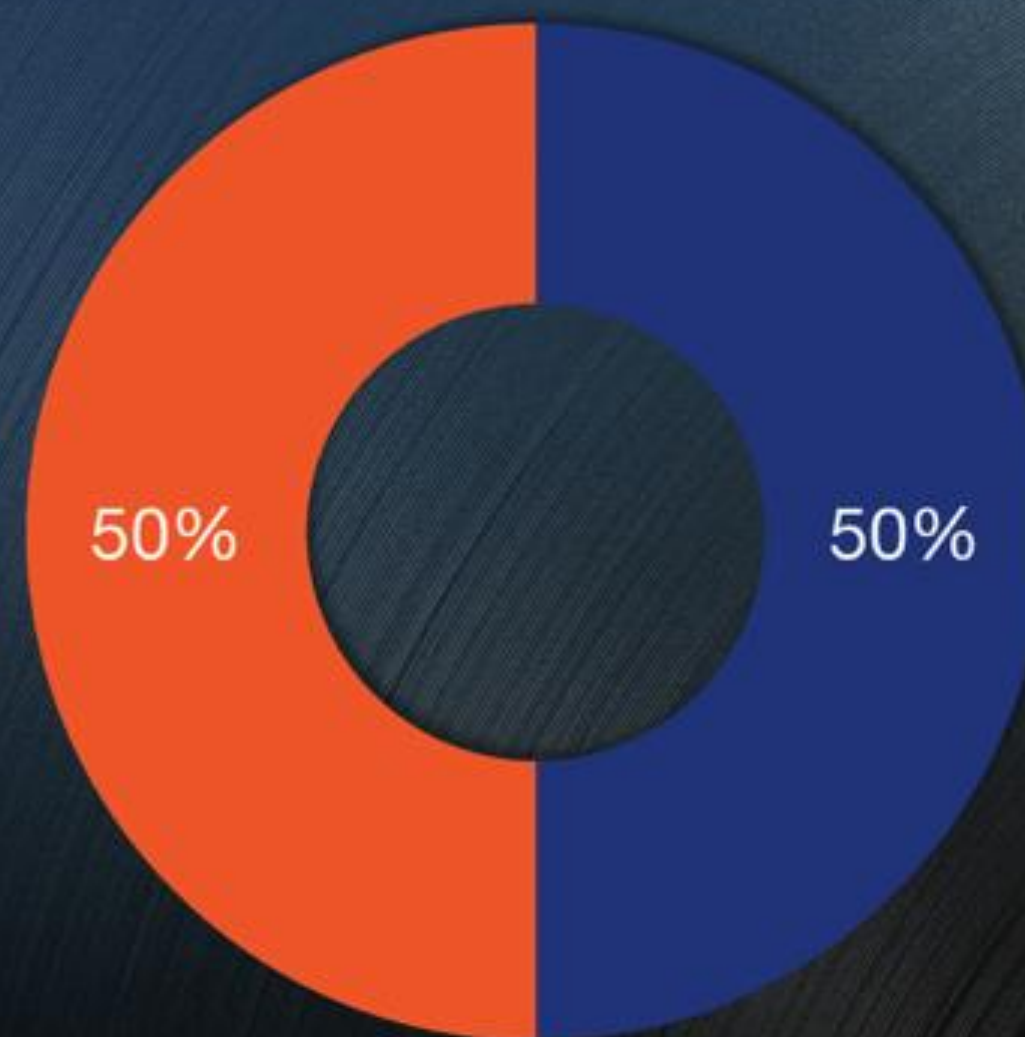
Are you buying new orders of foreign steel for future delivery?

■ Yes ■ No

Manufacturers



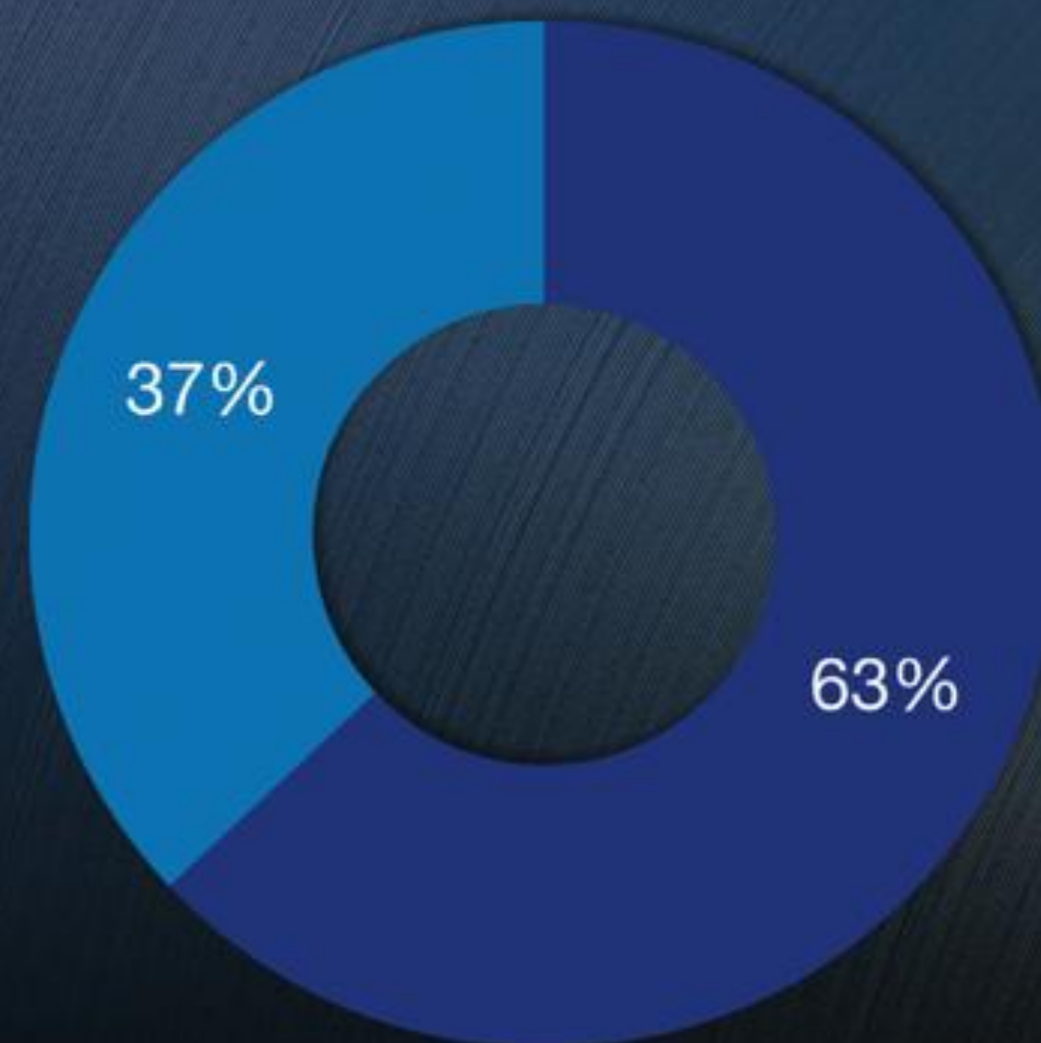
Service centers



Trading companies

Are you seeing an increase or decrease in orders from your North American buyers?*

■ Increase ■ Decrease





Speedrack

Where Quality and Innovation Stack Up.

Thank You!

Contact Us:

email: sales@speedrack.net

phone: 616.887.0002

web: www.speedrack.net

