

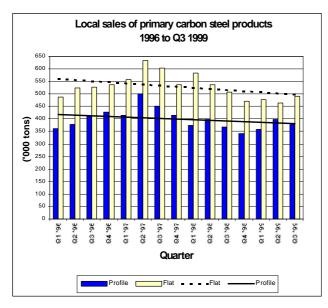
September 1999

Newsletter of the South African Iron and Steel Institute

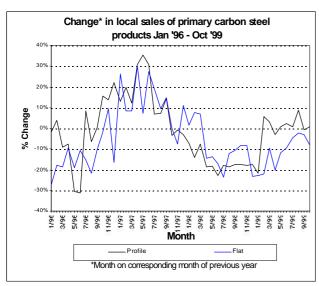
Issue 6

LOCAL SALES OF PROFILE STEEL PRODUCTS SHOW IMPROVEMENT

Although domestic sales of flat products declined by 2,7% during the second quarter of 1999, the sales of profile products to the domestic market increased by 11,1%. The sales of profile products during the second quarter of 1999 returned to the same level of sales achieved during the second quarter of 1998.



The domestic economy continues to perform well below potential after three years of slowing. The economic growth rate in the second quarter of 1999 managed only the same growth rate as in the second quarter of 1998. Real GDP is still expected not to be more than 1% for 1999 as a whole, notwithstanding the mild acceleration in growth momentum foreseen during the second half of 1999. The rapid decline in interest rates has, however, positioned the economy for a



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Comments on the contents and contributions for future editions are welcomed and should be sent to the Editor.

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Total local sales of primary carbon steel products-Jan.1998 to August 1999 ('000 tons)

| MONTH | 1998 | | | 1999 | | |
|-------|---------|---------|---------|---------|---------|---------|
| | PROF | FLAT | TOTAL | PROF | FLAT | TOTAL |
| JAN | 119.7 | 208.9 | 328.6 | 93.8 | 161.1 | 254.9 |
| FEB | 123.9 | 192.7 | 316.6 | 131.0 | 150.4 | 281.4 |
| MAR | 130.0 | 182.4 | 312.4 | 134.2 | 164.7 | 298.9 |
| Q1 | 373.6 | 584.0 | 957.6 | 359.0 | 476.2 | 835.2 |
| APRIL | 131.0 | 180.9 | 311.9 | 126.9 | 144.3 | 271.2 |
| MAY | 135.6 | 177.0 | 312.6 | 136.7 | 156.2 | 292.9 |
| JUNE | 132.4 | 180.0 | 312.4 | 135.2 | 162.7 | 297.9 |
| Q2 | 399.0 | 537.9 | 936.9 | 398.8 | 463.2 | 862.0 |
| JULY | 120.3 | 166.4 | 286.7 | 121.4 | 158.9 | 280.3 |
| AUG | 117.3 | 163.1 | 280.4 | 127.8 | 159.2 | 287.0 |
| SEP | 131.2 | 178.6 | 309.8 | 130.2 | 173.0 | 303.2 |
| Q3 | 368.8 | 508.1 | 876.9 | 379.4 | 491.1 | 870.5 |
| OCT | 134.2 | 188.2 | 322.4 | 135.3 | 173.5 | 308.8 |
| NOV | 132.0 | 166.1 | 298.1 | | | 0.0 |
| DEC | 76.3 | 115.9 | 192.2 | | | 0.0 |
| Q4 | 342.5 | 470.2 | 812.7 | 135.3 | 173.5 | 308.8 |
| TOTAL | 1 483.9 | 2 100.2 | 3 584.1 | 1 272.5 | 1 604.0 | 2 876.5 |

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moderately strong economic upswing and a growth rate of at least 2,5% is expected in 2000.

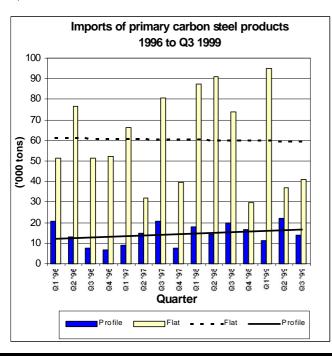
Domestic steel sales are expected to regain stability or at best increase marginally during the second half of 1999. Any improvement in domestic steel sales during this period could be contributed, to a large extent, to the rebuilding of very low steel stock levels at consumers and in particular at merchants.

DRAMATIC DECLINE IN STEEL IM-PORTS FROM RECORD HIGH FIRST QUARTER LEVEL

According to statistics from Customs and Excise, imports of primary carbon steel products (exc. wire, incl. rails) decreased substantially by 44,9% during the second quarter of 1999, compared with the record high level during the first quarter of 1999. The import level for the first half of 1999 is also 21,8% lower than the first half of 1998.

The imports of profile products increased by 92,9% during the second quarter of 1999 compared with the first quarter of 1999 and by 53,5% compared with the second quarter of 1998. However, imports of flat products decreased sharply. Compared with the first quarter of 1999, flat product imports during the second quarter of 1999 decreased by 61,3%. The import level for flat products during the first half of 1999 is also 37,5% lower than the first half of 1998. The imports of hot-rolled plates, sheets and coils declined by 84,5% during the second quarter of 1999 compared with the first quarter of 1999.

I mports as a percentage of local despatches decreased to 9,7% during the first half of 1999, compared with 11,1% during the first half of 1998. The decrease in the first half of 1999 was because of a rapid decrease in flat product imports. As a result of the rapid decrease in imports, exports were 13,4 times more than imports during the first half of 1999, against an average of 7,9 times for 1998 as a whole.



Imports of primary carbon steel products -Jan. 1998 to August 1999 ('000 tons)

| MONTH | 1998 | | | 1999 | | | |
|-------|------|-------|-------|------|-------|-------|--|
| | PROF | FLAT | TOTAL | PROF | FLAT | TOTAL | |
| JAN | 12.6 | 27.8 | 40.4 | 3.6 | 27.0 | 30.6 | |
| FEB | 3.0 | 47.1 | 50.1 | 3.6 | 27.3 | 30.9 | |
| MAR | 2.5 | 12.5 | 15.0 | 4.1 | 40.6 | 44.7 | |
| Q1 | 18.1 | 87.4 | 105.5 | 11.3 | 94.9 | 106.2 | |
| APRIL | 5.6 | 54.7 | 60.3 | 9.1 | 13.7 | 22.8 | |
| MAY | 5.6 | 10.1 | 15.7 | 8.8 | 9.5 | 18.3 | |
| JUNE | 3.1 | 26.3 | 29.4 | 3.9 | 13.6 | 17.5 | |
| Q2 | 14.2 | 91.1 | 105.3 | 21.8 | 36.8 | 58.6 | |
| JULY | 8.2 | 26.8 | 35.0 | 3.2 | 12.3 | 15.5 | |
| AUG | 4.1 | 28.6 | 32.6 | | | 0.0 | |
| SEP | 7.5 | 18.5 | 67.7 | | | 15.5 | |
| Q3 | 19.7 | 73.9 | 93.7 | 3.2 | 12.3 | 15.5 | |
| OCT | 4.4 | 14.9 | 19.3 | | | 0.0 | |
| NOV | 5.8 | 9.0 | 14.8 | | | 0.0 | |
| DEC | 6.5 | 5.9 | 34.2 | | | 0.0 | |
| Q4 | 16.7 | 29.8 | 46.5 | 0.0 | 0.0 | 0.0 | |
| TOTAL | 68.8 | 282.3 | 351.0 | 36.3 | 144.0 | 180.3 | |

South Africa's ten most important steel trading partners in 1998 and 1999 (7 months) Imports ('000 tons)

(All products incl. stainless and finished wire)

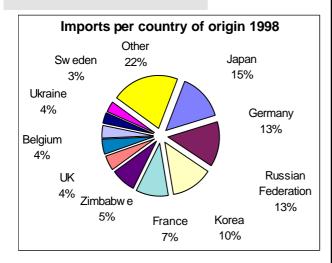
| Countries | | T | |
|--------------------|---------|--------------------|----------------|
| Courines | 1998 | Countries | 1999(7 months) |
| Japan | 56.168 | Japan | 29.969 |
| Germany | 51.708 | Netherland | 19.040 |
| Russian Federation | 50.727 | Germany | 17.984 |
| Korea | 38.393 | France | 14.620 |
| France | 28.381 | uK | 14.077 |
| Zmbabwe | 19298 | Zmbabwe | 13.941 |
| ик | 17:329 | India | 11.442 |
| Belgium | 14.499 | Russian Fed | 11219 |
| Ukraine | 14.294 | Sweden | 10.586 |
| Sweden | 12391 | Brazil | 9.440 |
| Total 10 countries | 303.188 | Total 10 countries | 152318 |
| Total imports | 387234 | Total imports | 202724 |
| 10 Countries/total | 78.3% | 10 Countries/total | 75.1% |
| | | | · |

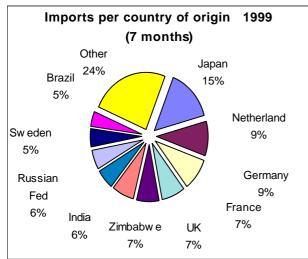
Source: Customs and Excise

Apart from 18 600 tons of hot-rolled flat products imported from the Netherlands during the first quarter of 1999, a negligible amount of steel was since imported from the Netherlands. Only about 1 860 tons of hot-rolled flat products were imported from Brazil up to July 1999 since the almost 6 780 tons that were imported during the first quarter of 1999.

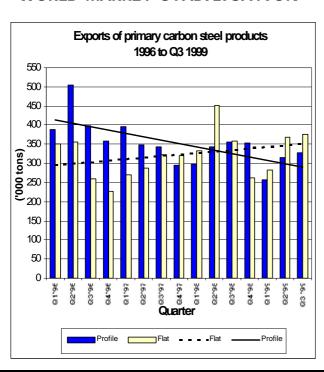
Imports from Japan reached almost 30 000 tons during the first 7 months of 1999, with approximately 55% of total imports from Japan consisting of hot-rolled flat products.

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EXPORTS RECOVER DURING SECOND QUARTER 1999 IN LINE WITH WORLD MARKET STABILISATION



Exports of primary carbon steel products, as reported by the members of SAISI, showed a decline of 13,6% during the second quarter of 1999 compared with the second quarter of 1998. However, exports of primary carbon steel products during the second quarter of 1999 increased by 27,1% compared with the first quarter of 1999.

Exports of flat products increased by 30,6% from the first to the second quarter of 1999 and by 40,3% from the very low level in the fourth quarter of 1998. Exports of profile products managed to recover from the slump during the first quarter of 1999 and improved by 23,2% in the second quarter of 1999 compared with the first quarter of 1999.

Exports of primary carbon steel products reported by the primary steel producers - Jan. 1998 to August 1999 ('000 tons)

| MONTH | 1998 | | | 1999 | | | |
|-------|---------|---------|---------|-------|-------|---------|--|
| | PROF | FLAT | TOTAL | PROF | FLAT | TOTAL | |
| JAN | 76.2 | 110.7 | 186.9 | 77.9 | 80.5 | 158.4 | |
| FEB | 133.8 | 106.3 | 240.1 | 84.7 | 96.8 | 181.5 | |
| MAR | 87.7 | 115.2 | 202.9 | 94.0 | 105.6 | 199.6 | |
| Q1 | 297.7 | 332.2 | 629.9 | 256.6 | 282.9 | 539.5 | |
| APRIL | 103.4 | 137.5 | 240.9 | 97.4 | 107.8 | 205.2 | |
| MAY | 102.5 | 156.4 | 258.9 | 112.0 | 123.0 | 235.0 | |
| JUNE | 137.0 | 156.9 | 294.0 | 106.7 | 138.8 | 245.5 | |
| Q2 | 342.9 | 450.8 | 793.8 | 316.1 | 369.6 | 685.7 | |
| JULY | 104.3 | 122.0 | 226.3 | 105.8 | 109.0 | 214.8 | |
| AUG | 157.9 | 118.2 | 276.1 | 113.0 | 151.3 | 264.3 | |
| SEP | 93.3 | 117.4 | 210.7 | | | 0.0 | |
| Q3 | 355.5 | 357.6 | 713.1 | 218.8 | 260.3 | 479.1 | |
| OCT | 150.5 | 103.6 | 254.1 | | | 0.0 | |
| NOV | 106.4 | 79.8 | 186.2 | | | 0.0 | |
| DEC | 97.0 | 80.1 | 177.1 | | | 0.0 | |
| Q4 | 353.9 | 263.5 | 617.4 | 0.0 | 0.0 | 0.0 | |
| TOTAL | 1 350.0 | 1 404.1 | 2 754.2 | 791.5 | 912.8 | 1 704.3 | |

South Africa's ten most important steel trading partners in 1998 and 1999 (7 months)

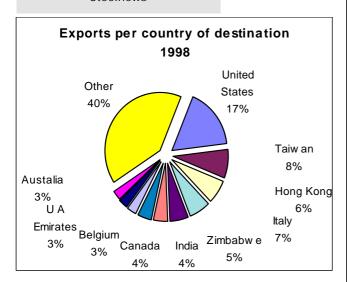
Exports ('000 tons)

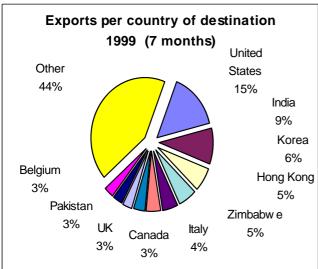
(All products incl. stainless and finished wire)

| Countries | 1998 | Countries | 1999(7 months) |
|---------------------|---------|---------------------|----------------|
| United States | 600.9 | United States | 300.9 |
| Taiwan | 285.3 | India | 183.3 |
| Italy | 237.9 | Korea | 127.0 |
| Hong Kong | 212.2 | Hong Kong | 104.6 |
| Zimbabwe | 192.9 | Zimbabwe | 94.3 |
| India | 149.2 | Italy | 83.5 |
| Canada | 138.3 | Canada | 64.6 |
| Belgium | 100.1 | UK | 58.0 |
| U A Emirates | 99.0 | Pakistan | 57.9 |
| Austalia | 95.8 | Belgium | 57.3 |
| Total 10 countries | 2 111.6 | Total 10 countries | 1131.301 |
| Total exports | 3 566.3 | Total exports | 1 989.4 |
| 10 Countries/ total | 59.2% | 10 Countries/ total | 56.9% |

Source: Customs and Excise

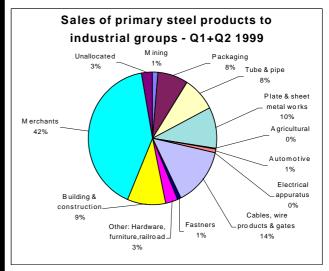
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SALES TO INDUSTRIAL GROUPS FIRST AND SECOND QUARTERS 1999

| Sales of primary steel products to industrial groups Sales in tonnes | | | | | |
|--|---------|---------|-----------|--|--|
| Sales III to | illes | 1999 | | | |
| | | Q1 & Q2 | | | |
| | Profile | Flat | Total | | |
| 1 Mining | 18 419 | 5 635 | 24 054 | | |
| 2 Manufacturing | 301 991 | 471 191 | 773 182 | | |
| Packaging | 0 | 130 624 | 130 624 | | |
| Stuctural Metal | 2 970 | 312 923 | 315 893 | | |
| Tube & pipe | 984 | 141 653 | 142 637 | | |
| Plate & sheet metal works | 1 986 | 171 270 | 173 256 | | |
| Agricultural | 2 691 | 546 | 3 237 | | |
| Automotive | 8 126 | 4 636 | 12 762 | | |
| Electrical apparatus | 0 | 3 482 | 3 482 | | |
| Cables, wire products & gates | 233 150 | 4 562 | 237 712 | | |
| Fastners | 18 045 | 0 | 18 045 | | |
| Other: Hardware, furniture,railroad | 37 009 | 14 418 | 51 427 | | |
| 3 Building & construction | 134 817 | 24 092 | 158 909 | | |
| 4 Merchants | 266 109 | 433 662 | 699 771 | | |
| 5 Unallocated | 41 840 | 7 276 | 49 116 | | |
| 6 Total | 763 176 | 941 856 | 1 705 032 | | |



| Sales of primary steel products to industrial groups Percentage of despatches | | | | | | |
|---|--------------------------------------|---------|--------|--------|--|--|
| | | | 1999 | | | |
| | | | 01&02 | | | |
| | | Profile | Flat | Total | | |
| 1 Mining | | 76.6% | 23.4% | 1.4% | | |
| 2 Manufact | uring | 39.1% | 60.9% | 45.3% | | |
| Pacl | raging | 0.0% | 100.0% | 7.7% | | |
| Stuc | tural Metal | 0.9% | 99.1% | 18.5% | | |
| | Tube & pipe | 0.7% | 99.3% | 8.4% | | |
| | Plate & sheet metal works | 1.1% | 98.9% | 10.2% | | |
| Agr | cultural | 83.1% | 16.9% | 0.2% | | |
| Auto | omotive | 63.7% | 36.3% | 0.7% | | |
| Elec | trical apparatus | 0.0% | 100.0% | 0.2% | | |
| | les, wire products & gates | 98.1% | 1.9% | 13.9% | | |
| Fast | Fastners | | 0.0% | 1.1% | | |
| Oth | Other: Hardware, furniture, railroad | | 28.0% | 3.0% | | |
| 3 Building & construction | | 84.8% | 15.2% | 9.3% | | |
| 4 Merchants | | 38.0% | 62.0% | 41.0% | | |
| 5 Unallocat | 5 Unallocated | | | 2.9% | | |
| 6 Total 44.8% 55.2% | | | | 100.0% | | |

SOUTH AFRICAN STEEL INDUSTRY URGES REVIEW OF WTO DUMPING RULES TO AVOID CURRENT MISUSE

The South African steel industry will request the World Trade Organisation (WTO), through the Department of Trade and I ndustry, to review article 6, which relates specifically to the issue of dumping, of the General Agreement of Tariffs and Trade (GATT), and particularly its use by the United States, at the third ministerial conference in Seattle during November 1999. This conference will be used to draw up the agenda for the next round of WTO negotiations.

The SA steel industry is also strongly opposed to some of the measures of the recently disclosed "US Steel Action Plan" engineered to support the embattled US steel industry. It appears as if the US is using antidumping regulations as an instrument of protection, as opposed to using the legislation to avoid material injury to its own industry as stipulated by the World Trade Organisation.