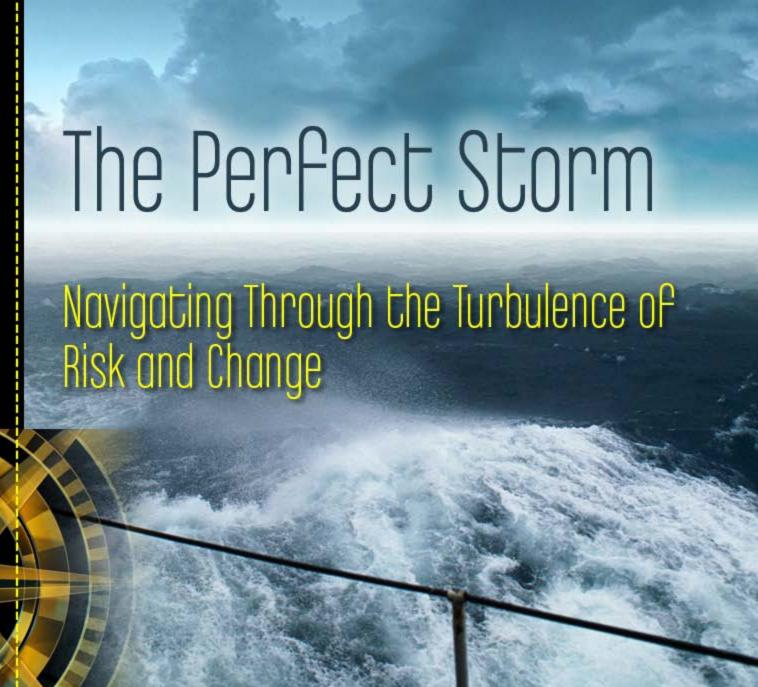


engineering and construction contracting association

41st Annual **ECC** Conference

September 9 - 12, 2009 Hyatt Lost Pines Resort Bastrop, Texas



Steel Materials Forum



Gary Ittner

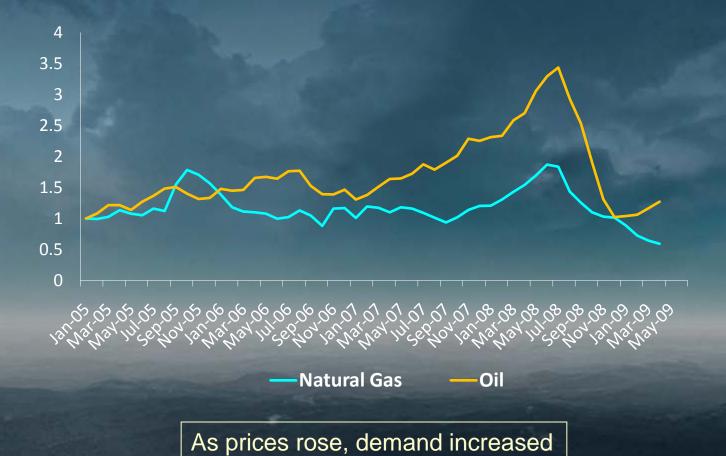
Executive Vice President – Supply Chain

McJunkin Red Man Corporation

41st Annual ECC Conference, September 9-12, 2009, Bastrop, Texas



Prices for oil and natural gas spiked last year...

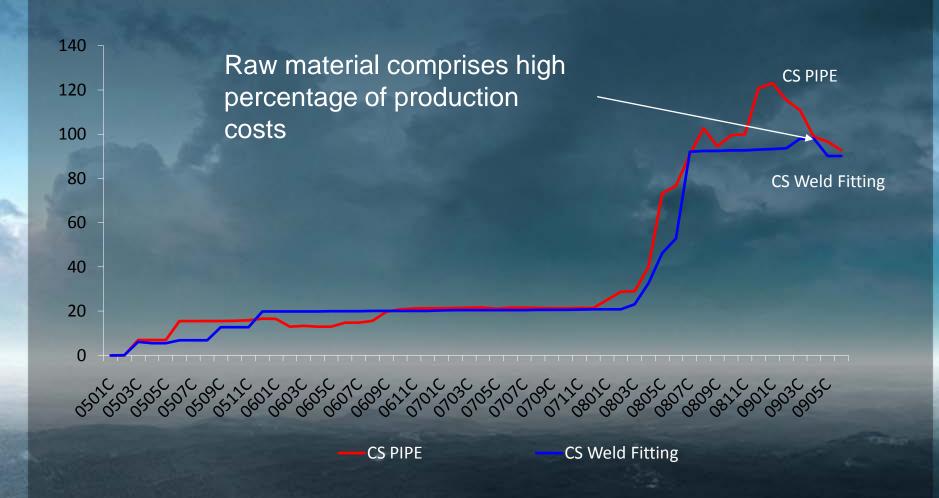




Source: Energy Information Agency

The Perfect Storm

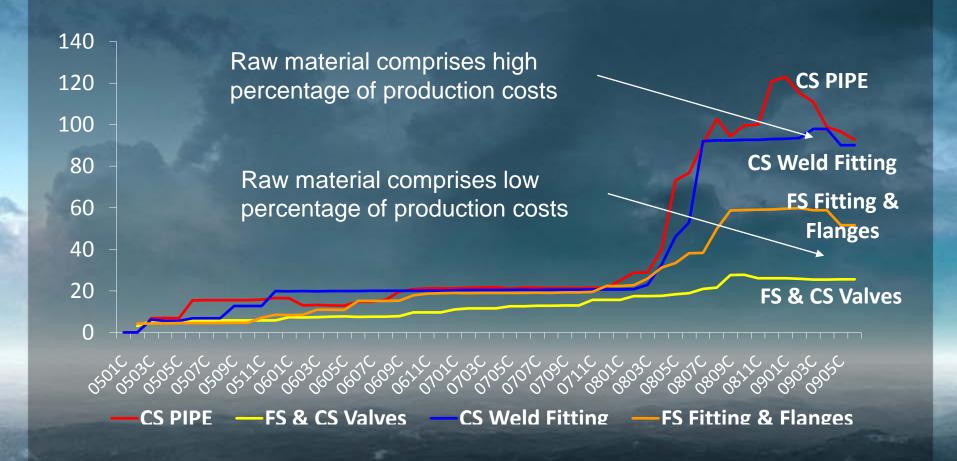
And though prices for some product groups followed





Source: Market and MRC proprietary data; MRC internal analysis

Others rose only modestly



Source: Market and MRC proprietary data; MRC internal analysis



Conclusions

- Pricing for piping trends seem to follow energy curve
 - Oil and gas prices drive OCTG demand
 - Standard and line pipe tend to follow OCTG
 - Other products tend to follow
- PVF has not fully retraced the reduction in energy pricing
- Influence of ongoing market dynamics is X-factor
 - Impact of excess for selected items
 - Tightly managed production output
 - Anti-dumping and countervailing duties
 - Limited number of manufactures for certain product types

