



### ***Fastmarkets Global Awards for Steel Excellence***

Fastmarkets proudly announces the 12<sup>th</sup> annual Global Awards for Steel Excellence. The 2021 Global Awards for Steel Excellence program will recognize the highest achieving companies across multiple categories.

We invite you to nominate your company today. If you are nominating for your client, your submission is subject to approval by the company, and a contact from the nominated company must be provided.

The judges evaluate nominations using a point-based qualitative approach to determine the winners. The nomination and judging processes are audited by and in full compliance with Euromoney/Institutional Investor guidelines and standards to ensure integrity and objectivity.

Upon closing the nomination process, nomination forms are reviewed by two judges from the Fastmarkets editorial team. They score each nomination on a scale of 1 – 10 with 10 being the highest. Those nominations that receive a minimum combined score of “14” then become a finalist.

Finalists’ nomination forms are delivered to all judges with a deadline to submit their scores. The judging panel also score each nomination of a scale of 1 – 10 with 10 being the highest. The nominee with the highest combined score from all judges is named the winner.

Please select from the following award categories applicable to your business:

- Best Innovation – Product
- Best Innovation – Process
- Best Mergers & Acquisitions
- Best Operational Improvements
- Technology Provider of the Year
- Financial Services Provider of the Year
- Legal Services Provider of the Year
- Information Technology Services (including enterprise and manufacturing software) Provider of the Year
- Environmental Responsibility/Stewardship/Green Steel Champion (including energy conservation or delivery)
- Logistics/Transportation Provider of the Year
- Scrap Company of the Year – Large: North America: (revenue greater than \$250 million USD)
- Scrap Company of the Year – Small to Midsize: North America: (revenue than \$250 million USD)
- Scrap Company of the Year – EMEA
- Scrap Company of the Year – Asia
- Scrap Equipment Provider of the Year
- Tube and Pipe Producer of the Year
- Service Center of the Year – Large (revenue greater than \$500 million USD)
- Service Center of the Year – Small to Midsize (revenue less than \$500 million USD)
- Raw Materials/Consumables Provider of the Year
- Production/Processors/Fabricators New
- Steel Producer of the Year – Americas
- Steel Producer of the Year – Middle East/Africa
- Steel Producer of the Year – Europe
- Steel Producer of the Year – Asia
- Ferro-alloy Company of the Year
- Energy Provider of the Year
- Workforce Diversity Company of the Year
- Automotive Supplier of the Year

- Ferrous Trading Company of the Year
- Exchange Company of the Year – Ferrous

There is no fee to nominate, and nominations in multiple categories are accepted. Please complete the following nomination form for each category in which you are nominating before the **deadline of February 12, 2021**. The form may also be accessed at <https://www.fastmarkets.com/Awards-Home.html>. Completed forms can be emailed to:

Bette Kovach  
[bette.kovach@fastmarkets.com](mailto:bette.kovach@fastmarkets.com)  
 Phone: 212-224-3902

**Nominating Contact Information:**

- I am nominating for my company
- I am a customer submitting for our supplier
- I am a PR company submitting for our client

**Submitting Company Detail:**

Nomination Submitted By:	Your Company:
Title:	Mailing Address:  City/State/Zip:
Phone:	Alternate Phone:
Email:	Fax:

**Nominated Company Information:**

(Please complete if submitting on behalf of a client or if there is an alternate contact)

Primary/Alternate Contact:	Name of Company being Nominated:
Title:	Mailing Address:  City/State/Zip:
Phone:	Alternate Phone:

Email:	Fax:
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**Best Innovation – Product:**

What was the objective of this innovation?

What were the background, scope and timeline of this initiative?

Describe the achievements of this initiative:

What was the return on investment as result of this innovation?

**Best Innovation – Process:**

What was the objective of this innovation?

What were the background, scope and timeline of this initiative?

Describe the achievements of this initiative:

What was the return on investment as result of this innovation?

**Best Mergers & Acquisitions:**

Tell us about the cost of and strategy/rationale behind this acquisition:

Describe the return on investment of acquisition in terms of market penetration, entré to value-added products or markets, management know-how, technological prowess and accretion:

Explain the approach and effectiveness of efforts to integrate two disparate corporate cultures:

**Best Operational Improvements:**

What was the objective of this enhancement?

Describe the background, scope, timeline and technologies employed to improve the operation:

Describe the achievements of this project:

What was the return on investment as result of this improvement?

**Technology Provider of the Year:**

Describe your technology, what distinguishes it from competing technologies, and how it aids the company.

What are the bottom-line benefits – in quantitative terms – provided by this technology/service to the steel industry?

How did the implementation and use of your technology improve the product, process or overall competitiveness and/or cost performance of the company?

What product or process innovations were realized as a result of implementing this technology?

**Financial Services Provider of the Year:**

Describe the scope of the financial services provided to the steel industry:

What changes/improvements were made to the client or clients' approach to financial reporting and/or measurements?

Describe the impact of your services on the overall financial performance of the client.

**Legal Services Provider of the Year:**

Describe the scope of services provided to the steel industry:

What are the areas of legal expertise offered to the steel industry, and what significant achievements were recorded within the industry in the recent past as a result of your initiatives?

Describe the impact of your firm's legal work on the client's regulatory compliance, financial performance and/or market share:

**Information Technology Services (including enterprise and manufacturing software) Provider of the Year:**

Describe the scope of services provided to the steel industry:

What are the bottom line benefits – in quantitative terms – derived from your firm's information technology services to the steel industry?

What product or process innovations were realized as a result of implementing this technology?

**Environmental Responsibility/Stewardship/Green Steel Champion (including energy conservation):**

Describe your 'green' or environment-related project and associated capital expenditures undertaken in the past five (three?) years:

What are the real-world results of those initiatives in terms of increased recycling rates, reduced carbon footprint and state and federal EPA interface?

Describe your participation in local community, state, and national green initiatives:

**Logistics/Transportation Provider of the Year:**

**For Driver-Oriented Businesses (rail, truck, waterways, etc.):**

Describe the continuous improvement efforts undertaken to enhance customer support, service, on-time pick-up and delivery, fuel cost containment and driver retention:

What growth rate have you experienced in the past three years in the number of customers you serve , and area you service? What factors influenced the direction of those numbers?

Describe initiatives you have undertaken to improve driver safety, and to reduce the number of recorded accidents and injuries in general and quantitative terms.

**For Port-Based/Intermodal Businesses:**

Describe the scope of facilities and services offered for moving steel products:

Describe your quality control and customer service procedures as they pertain to steel products and how they differ in form and results from your competitors:

How has your commitment to the steel industry changed in the past two years? (232 impact)

**Scrap Company of the Year – Large: (revenue greater than \$250 million USD) Americas:**

Describe the factors contributing to the success of your company in the ferrous scrap arena and what sets you apart from others:

What are steepest challenges your company has faced in the past two years and how have you responded to them?

What steps have you taken to sustain and/or improve the operations, general health and profitability of your business in the past year (2019 to 2020)? What are the results of those efforts in qualitative and quantitative terms?

**Scrap Company of the Year – Small to midsize (revenue less than \$250 million USD) Americas:**

Describe the factors contributing to the success of your company in the ferrous scrap arena and what sets you apart from your competitors:

What are the steepest challenges your company has faced in the past two years and how have you responded to them?

What steps have you taken to sustain and/or improve the operations, general health and profitability of your business in the past year (2019 to 2020)? What are the results of those efforts in qualitative and quantitative terms?

**Scrap Company of the Year – EMEA:**

Describe the factors contributing to the success of your company in the ferrous scrap arena and what sets you apart from your competitors:

What are the steepest challenges your company has faced in the past two years and how have you responded to them?

What steps have you taken to sustain and/or improve the operations, general health and profitability of your business in the past year (2019 to 2020)? What are the results of those efforts in qualitative and quantitative terms?

**Scrap Company of the Year – Asia:**

Describe the factors contributing to the success of your company in the ferrous scrap arena and what sets you apart from your competitors:

What are the steepest challenges your company has faced in the past two years and how have you responded to them?

What steps have you taken to sustain and/or improve the operations, general health and profitability of your business in the past year (2019 to 2020)? What are the results of those efforts in qualitative and quantitative terms?

**Scrap Equipment Provider of the Year:**

Describe the type of equipment you offer ferrous scrap processors, what distinguishes your equipment from your competitor's offerings, and the range of services provided to the ferrous scrap sector.

What innovative features have you introduced to your equipment lineup to help scrap processors continue to meet environmental regulations while reducing maintenance and operating costs and energy consumption?

What innovative steps have you taken in terms of equipment design, construction and operation to improve reliability and minimize user downtime?

**Tube & Pipe Producer of the Year:**

Describe the key factors contributing to the success of your company in the pipe and tube arena and what sets you apart from your competition:

What are the steepest challenges your company has faced in the past two years and how have you responded to them?

What steps have you taken to sustain and/or improve the operations, general health and profitability of your business in the past year (2019 to 2020)? What are the results of those efforts in qualitative and quantitative terms?

**Service Center of the Year – Large: (revenue greater than \$500 million USD):**

Describe the key factors contributing to the success of your company in the steel service center sector and what sets you apart from your competitors:

What are the steepest challenges your company has faced in the past two years and how have you responded to them?

What steps have you taken to sustain and/or improve the operations, general health and profitability of your business in the past year (2019 to 2020)? What are the results of those efforts in qualitative and quantitative terms?

**Service Center of the Year – Small to midsize (revenue less than \$500 million USD):**

Describe the key factors contributing to the success of your company in the steel service center sector and what sets you apart from your competitors:

What are the steepest challenges your company has faced in the past two years and how have you responded to them?

What steps have you taken to sustain and/or improve the operations, general health and profitability of your business in the past year (2019 to 2020)? What are the results of those efforts in qualitative and quantitative terms?

**Raw Materials/Consumables Provider of the Year:**

Describe the key factors contributing to the success of your company in the steelmaking raw materials and consumables arena and what sets you apart from your competitors:

What are the steepest challenges your company has faced in the past two years and how have you responded to them?

What steps have you taken to sustain and/or improve the operations, general health and profitability of your business in the past year (2019 to 2020)? What are the results of those efforts in qualitative and quantitative terms?

**Steel Producer of the Year – Americas:**

Describe the key factors contributing to the success of your company in the steelmaking arena and what sets you apart from your competition:

What are the steepest challenges your company has faced in the past two years and how have you responded to them?

What steps have you taken to sustain and/or improve the operations, general health and profitability of your business in the past year (2019 to 2020)? What are the results of those efforts in qualitative and quantitative terms?

**Steel Producer of the Year – Middle East/Africa:**

Describe the key factors contributing to the success of your company in the steelmaking arena and what sets you apart from your competition:

What are the steepest challenges your company has faced in the past two years and how have you responded to them?

What steps have you taken to sustain and/or improve the operations, general health and profitability of your business in the past year (2019 to 2020)? What are the results of those efforts in qualitative and quantitative terms?

**Steel Producer of the Year – Europe:**

Describe the key factors contributing to the success of your company in the steelmaking arena and what sets you apart from your competition:

What are the steepest challenges your company has faced in the past two years and how have you responded to them?

What steps have you taken to sustain and/or improve the operations, general health and profitability of your business in the past year (2019 to 2020)? What are the results of those efforts in qualitative and quantitative terms?

**Steel Producer of the Year – Asia:**

Describe the key factors contributing to the success of your company in the steelmaking arena and what sets you apart from your competition:

What are the steepest challenges your company has faced in the past two years and how have you responded to them?

What steps have you taken to sustain and/or improve the operations, general health and profitability of your business in the past year (2019 to 2020)? What are the results of those efforts in qualitative and quantitative terms?

**Ferroalloy Company of the Year:**

Describe the key factors contributing to the success of your company in the steelmaking ferro-alloys arena and what sets you apart from your competitors:

What are the steepest challenges your company has faced in the past two years and how have you responded to them?

What steps have you taken to sustain and/or improve the operations, general health and profitability of your business in the past year (2019 to 2020)? What are the results of those efforts in qualitative and quantitative terms?

**Energy Provider of the Year:**

Describe the services and products you provide to the steel industry.

What key factors have contributed to the success of your company in the steelmaking energy supply arena and what sets you apart from other energy providers:

What are the steepest challenges your company has faced in the past two years and how have you responded to them?

What steps have you taken to sustain and/or improve the operations, general health and profitability of your business in the past year (2019 to 2020)? What are the results of those efforts in qualitative and quantitative terms?

**Production/Processor/Fabricator of the Year:**

Describe the key factors contributing to the success of your company in the steel fabrication arena and what sets you apart from your competitors:

What are the steepest challenges your company has faced in the past two years and how have you responded to them?

What steps have you taken to sustain and/or improve the operations, general health and profitability of your business in the past year (2019 to 2020)? What are the results of those efforts in qualitative and quantitative terms?

**Workforce Diversity Company of the Year:**

Describe in detail the efforts you have undertaken in the past three years to create a more diverse and inclusive workforce. How have those efforts impacted/diversified the demographics (age, gender, minority representation) of your workforce from then to now?

Where, how and what tools do you rely on to recruit for diversity? How do you describe your organization's culture when interfacing with perspective minority recruits?

How do you measure the development and successful retention of a diverse workforce?

**Automotive Supplier of the Year:**

Summarize your commitment over the past five years to the automotive industry in terms of new product development and commercialization, capital investment, and patents granted.

What truly unique products and services do you provide automakers?

What steps have you taken to anticipate and ensure you meet automakers' emerging needs?

**Ferrous Trading Company of the Year:**

Describe how your firm has established its client base.

How does your firm create value for its clients?

How does your firm distinguish itself from its competition?

What services does your firm offer?

How can futures create value for companies in the ferrous supply chain?

**Exchange Company of the Year – Ferrous:**

Describe how your firm has established its client base.

How does your firm create value for its clients?

How does your firm distinguish itself from its competition?

How can derivatives create value for companies in the ferrous supply chain?

Information provided in this nomination form will be reviewed by judges to determine first the finalists and then the winners. Profiles on the finalists based on the information in the nomination form will run in the May issue of Metal Market magazine, and winners will be profiled in the July/August issue. Company names will be used in announcements of finalists and winners and may be used in promotion of future Fastmarkets AMM Awards for Steel Excellence programs.

We will announce the finalists in March 2021. Winners will be announced and honored during the Fastmarkets Awards for Excellence dinner, which will take place June 2021 in New York City. Please email your submission before the deadline of **February 12, 2021**.

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**Thank you for your submission.**