

Summer greetings from OSTP

We now fast approach the summer starting this week with the Nordic mid-summer celebrations – a very important event for all in Sweden and Finland!

Looking back to the start of the year we have all experienced exceptional conditions from the pandemic and rapidly changing market conditions as activities reactivate in many segments.

Covid-19 has impact everyone personally, socially and in business with us all having to adapt. Borders between countries have had strict controls and most of us have had little face to face time with colleagues and customers other than virtually. However we have all in the main adapted quickly and managed very well. Fortunately now things are improving quickly and there is real light in the tunnel as more and more people get fully vaccinated, so with a fair wind things after the summer should hopefully be more normal once again.

Stainless steel process piping product demand over the last 18 months was rather unaffected by the pandemic unlike other industry sectors and since Q1-21 actually demand has been very strong for a number of reasons. Regrettably as always strong demand, higher raw material costs and longer lead times on raw materials naturally result in rising product prices and this is indeed the case for Stainless Steel tubular products for the second half of the year and likely further forward.

We would like to take this opportunity to ask you our customers to consider in some detail your H2 volume product needs and with us plan ahead so we can best support you with our forward production planning and product supply service. Please take the time to discuss with our local OSTP sales managers your individual needs and together we will try to successfully navigate the future together.

Wishing you a very safe and enjoyable summer! Trusting that for all you football fans you see your teams in the last 16 delivering your hopes in the Euro 2020 competition.



Best Regards,

David Garrett
Head of Group Sales & Marketing



OSTP