



Direct Alloys LLC

An Online Premium Metals Clearinghouse

901 Broad Street Utica, NY 13501

315-883-1991 Fax 315-292-1088



Welcome to Direct Alloys

Direct Alloys is pleased to offer a new concept for the premium metals industry. Buyers and Sellers of specialty metals now have access to an online clearinghouse designed to sell the industry's excess prime mill products. Materials include forging stock, machining bar, plate, and sheet inventory. We are pleased to now offer remelt alloys for the investment casting industry to our portfolio. Alloy families include nickel and cobalt based superalloys, titanium, specialty steels and aluminum. *Direct Alloys'* goal is to provide the communication link between Buyers with short term requirements and Sellers with available inventory. We save purchasers and suppliers precious resources of time, energy and capital. By concentrating on a limited range of materials, we firmly believe our company provides a unique knowledge based service to the marketplace. The *Direct Alloys* website, database, and advanced sales tools offer a dynamic value-added service for suppliers and consumers of high performance metals.

To learn more about *Direct Alloys*, please take a few minutes to browse through the enclosed informational packet and website www.directalloys.com. The website is the nucleus of the *Direct Alloys* service. Prime certified inventory is listed on the *Direct Alloys "Clearinghouse"*. These mill products are available from manufacturers and users throughout the specialty metals industry. Buyers may browse or search for specific material through this continuously updated inventory list. Mill certificates and pricing may be requested for items of interest. Customers may submit inquiries for needed items not listed and our staff will help locate these materials. *Direct Alloys* also offers a section of the website for clients looking for materials. Recent open inquiries are listed on the *RFQs* page so that Sellers may offer their available inventory.

Direct Alloys Service Advantages:

For Buyers:

- Satisfies short term demands, supply short falls, and schedule changes.
- Enables the purchase of in-stock prime mill certified material directly from the mill source and other trusted industry users.
- Reduces the time and energy for your company's purchasing department to search for short term demand items and stock purchases.
- Expands the available sources of material supply.

For Sellers:

- Provides a continuous promotional sales outlet for excess prime mill products.
- Reduces on-hand inventories at higher than surplus or scrap value.
- Enables Sellers to set their own product pricing to the consumer market.
- Improves the turnover of working capital by making inventory visible to the market as soon as it is available.
- Reduces the internal company resources needed to track and move excess inventory.



How to Sell Inventory through Direct Alloys

Direct Alloys is an online premium metals clearinghouse that represents and promotes the sale of manufacturers', users' and distributors' excess prime material. We promote and encourage the use of our website and would be pleased to discuss the listing of your products. Listing and selling products through *Direct Alloys* is a straightforward simple process.

The Sales Agreement

This packet contains a Sales Agreement form for manufacturers and distributors who wish to sell their excess mill inventory. The agreement contains the minimum listing requirements and the commission structure for the service. It provides a mutual understanding of the terms of sale for products that are listed. The Sales Agreement does not obligate the Seller to list any products.

Listing a Product

Products may be submitted to *Direct Alloys* for free listing by email or via fax along with the product description. Copies of mill certificates should also be available. For convenience, Sellers may fill out our online **New Product Listing Form** and scan/email or fax the certificates. Information needed to list an item includes alloy, size, specifications, surface and heat treat condition, quantity, heats, pieces (lots), and asking price. Factors to consider for pricing include age, lot size and individual bar lengths, as well as current market conditions.

After *Direct Alloys* reviews and accepts the listing request, the item will be added to the online Clearinghouse list. Sellers receive confirmation when the item is listed, and also a periodic report showing the status of listed items. There is no time limit, exclusivity or cost to list items. Sellers may remove, change or add items at any time.

Receiving Purchase Orders

When a customer wishes to purchase a product through the *Direct Alloys* Clearinghouse, we will send the Seller a notification of the item to be purchased including the pertinent customer information. The Seller has the right to refuse a new order from a customer for credit reasons or unacceptable payment terms. In most cases, the purchase order will be entered directly by the Buyer to the Seller, with a copy sent to *Direct Alloys*. Questions regarding the order should be channeled through *Direct Alloys* so that we may assist with the sales process.

Completing the Sale

Purchase orders for products listed with *Direct Alloys* are the same as other products including shipment, invoicing and collection. We ask that a copy of the shipping paperwork and invoice be forwarded to *Direct Alloys* for our records. Commissions are due following payment of the invoice by the customer.



How to Buy Products through Direct Alloys

Inquiries

Customers may browse or search through the *Direct Alloys Online Clearinghouse* to see our current on-hand inventory listings from a variety of domestic and international mills and manufacturers who utilize specialty metals. Clients may also use the online **Inquiry/Search Form** to start a new specific or general product search. This form may also be downloaded and submitted by fax. *Direct Alloys* will use the search criteria to notify Buyers when material is found that matches their specific needs.

Sellers are encouraged to call us or email a request at any time to help them locate material for a specific need.

Determining Price, Availability and the Supplier

The selling prices and vendors of listed items are not shown in the Clearinghouse. Buyers may contact *Direct Alloys* for pricing and availability of the items of interest. Prices quoted for material listed are FOB Origin, Duty Not Paid unless otherwise stated. Offers for all material listed are referred to the vendor for approval. Items are normally listed in the "ready to certify and ship" condition. Shipment for purchased products should normally be less than seven days.

The listing Seller's contact information is provided when the customer is prepared to place a purchase order. The Seller has the right to accept or decline the final sale.

Using the Online Clearinghouse

The *Direct Alloys Clearinghouse* is organized by product category, alloy family and grade. Clients may browse or search through the listings to find alloys or specifications of interest. For example, a Buyer may enter a specification and any listing that contains the text will be shown. Additional details about a particular item may be obtained by clicking on the DA listing number. Requests for quotation and test certificate may also be easily submitted online.

Online Registration

While registration to the site is not required, it does speed the transaction flow and enables Buyers to receive notifications of new listings that meet their search criteria. Simply click the Register button on the menu to receive *Direct Alloys* periodic updates.

Entering Purchase Orders

The first step in entering a purchase order is to notify a ***Direct Alloys*** sales representative. ***Direct Alloys*** then provides the Seller with the Buyer details so they may confirm availability and terms. We will provide the name of listing Seller and their direct contact information. Purchase orders should be entered directly with the listing Seller or ***Direct Alloys*** as specified. Order acceptance is subject to Seller approval of payment terms and customer credit.

Pricing

Prices for all items may be obtained from ***Direct Alloys*** along with payment and shipment terms. Quoted prices are firm unless otherwise stated and include the sales commission.

Credit, Payment Terms, Freight and Shipping

Direct Alloys is a unique sales representative/broker connecting Buyers and Sellers of specialty metal products. Final credit approval, payment terms, freight and shipping arrangements are conditions of sale determined by the Seller. While assisting in the sales process, the decisions regarding acceptance of a purchase order and method of shipment are solely at the discretion of the listing Seller. Please see the website [Terms of Use](#) for further details.



Direct Alloys Website and E-mail Updates

Direct Alloys website www.directalloys.com contents:

Home – www.directalloys.com

About – www.directalloys.com/Welcome.aspx

Register – www.directalloys.com/Registration.aspx

Contact – www.directalloys.com/Contact.aspx

Inventory for Sale (Clearinghouse) – www.directalloys.com/Clearinghouse.aspx

Current Inquiries - www.directalloys.com/RFQs.aspx

Industry News – www.directalloys.com/DANews.aspx

Inquiry Form – www.directalloys.com/Inquiry.aspx

Submit Inventory – www.directalloys.com/ListingForm.aspx

About Buying – www.directalloys.com/Buying.aspx

About Selling – www.directalloys.com/Selling.aspx

We also send periodic e-mail updates of the current listings, open inquiries and recent industry news to registered clients.



Direct Alloys' Policies

Sales Agreement - Please contact *Direct Alloys* to obtain a Sales Agreement for listing products. (Separate Attachment)

Terms of Use - Use of website indicates the user's acceptance of the *Direct Alloys* Website Terms of Use Policy. For details please read enclosed **Website Terms of Use**.

Privacy Policy - *Direct Alloys* protects submitted personal and company information and only conveys the necessary information to conduct transactions. Please see enclosed **Privacy Policy**.



Contact Direct Alloys

By Phone: 315-883-1991

By Fax: 315-292-1088

By Email: sales@directalloys.com

By Mail: 901 Broad Street
Utica, NY 13501

Addendum 1.

Website Terms of Use

Terms of Use

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... Or by regular mail to Direct Alloys, 901 Broad Street, Utica, NY 13501

Links to Other Sites?

Users should be aware that, when they are on the Direct Alloys site, they could be directed to other sites that are beyond our control. There are links to other sites from the Direct Alloys pages that take you outside of our service. These other sites may send their own cookies to users, collect data, or solicit personal information.

Disclaimer of Warrantees and Liability

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Indemnification

You agree to indemnify, defend and hold harmless, Direct Alloys, its officers, directors, employees, agents, licensors, suppliers, and any third-party information providers from and against all losses, expenses, damages, and costs, including responsible attorneys' fees, resulting from any violation of these Terms of Use.

Addendum 2.

Privacy Policy

Privacy

Direct Alloys LLC ("Direct Alloys") is respectful of privacy concerns of the visitors to its sites on the Internet. Information about our clients is an important part of our business and we treat individual client information as confidential. As a general policy, no personal information is automatically collected from visitors to this site. However, certain non-personal information about visitors is recorded by the standard operation of Direct Alloys Internet servers. This information is primarily used to provide an enhanced online experience for the visitor. Information tracked includes the type of browser being used by the visitor (e.g., Netscape, Internet Explorer), the type of operating system (e.g., Macintosh, Windows) in use by the visitor and the domain name of the visitor's Internet service provider (e.g., America Online, etc.). By having this information, web pages optimized for a particular visitor's computer are automatically made available to that visitor. Other use of this information may include internal review of the number of visitors to this site, but only in aggregate and in a non-personally-identifiable form. Email addresses and other personally identifiable data about the visitor to this site are known to Direct Alloys only when voluntarily submitted by the user.

When you sign up for or inquire about Direct Alloys services, you may provide us with information that is associated with your personal identity, such as your name, service address, telephone number(s), user IDs, passwords, email address, billing and payment information, customer correspondence and communications records, and other related information. We may also collect information from visitors or customers who respond to e-mail surveys. All personal information that we collect is treated as confidential.

Security

The importance of security for all personally identifiable information associated with our guests is of utmost concern to us. We exercise great care in providing secure transmission of your information from your PC to our servers. Unfortunately, no data transmission over the Internet can be guaranteed to be 100% secure. As a result, while we strive to protect your personal information, Direct Alloys cannot insure or warrant the security of any information you transmit to us or from our online products or services, and you do so at your own risk. Once we receive your transmission, we make our best efforts to ensure its security on all of our systems.



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Inquiry/Search Form

Inquiry:

Alloy_____	Size/Shape/Tol_____
Form_____	Heat Treat_____
Quantity_____	Surface Finish_____
Length/Tol_____	Pieces_____
	Piece Wgt_____

Specifications_____

Additional Info_____

General Search Parameters: (We will email you when products are listed which match your search criteria).

Alloy Families:___Nickel ___Titanium ___Cobalt ___Steels _____Other

Specific Alloys:_____

Size Range:_____ Quantity:_____Min _____Max

Forms:___Billet ___Forge Bar ___Machining Bar _____Other

Specs:_____

Submitted by_____ Date_____

Contact Info_____

Company_____



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New Product Listing Form

Company_____	Lot ID_____
Alloy_____	Part No. or Item_____
Form_____	Size/Shape/Tol_____
Lot Wgt_____	Surface Finish_____
Piece Wgt_____	Heat Treat_____
Length/Tol_____	Pieces_____
Finished Product_____	Certified (please attach)_____
Specifications_____	

Other Capability Specs_____

Additional Info_____

List Price (\$/lb)_____

List Period (min 30 days)_____

Comments_____

Payment Terms_____

Shipment ARO_____

Ship Terms_____

Submitted by_____

Date_____

Contact Info_____

DA Internal:

*DA Item No.*_____

*Rec. Via*_____

*Listing Date*_____

*By*_____

*Period*_____