# SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549

## FORM 8-K

## CURRENT REPORT

## Pursuant to Section 13 or 15(d) of the

Securities Exchange Act of 1934
Date of Report (Date of earliest event reported): April 27, 2011

## Universal Stainless \& Alloy Products, Inc.

(Exact name of registrant as specified in its charter)

| Delaware <br> (State or other jurisdiction <br> of incorporation) | $\mathbf{0 0 0 - 2 5 0 3 2}$ <br> (Commission <br> File Number) | $\mathbf{2 5 - 1 7 2 4 5 4 0}$ <br> (IRS Employer <br> Identification No.) |
| :---: | :---: | :---: |
| $\mathbf{6 0 0}$Mayer Street, Bridgeville, Pennsylvania <br> (Address of principal executive offices) | $\mathbf{1 5 0 1 7}$ |  |
| (Zip code) |  |  |

Registrant's telephone number, including area code: (412) 257-7600

[^0]Item 2.02. Results of Operations and Financial Condition.
On April 27, 2011 , Universal Stainless and Alloy Products, Inc. issued a press release regarding its earnings for the first quarter ended March 31,2011 A copy of the press release is attached hereto as Exhibit 99.1.

The information in this Current Report on Form 8-K, including the attached press release regarding the Company's earnings for the first quarter ended March 31, 2011, shall not be deemed "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such a filing.

Item 9.01. Financial Statements and Exhibits.
(d) Exhibits
99.1 Press Release dated April 27, 2011

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

UNIVERSAL STAINLESS \& ALLOY PRODUCTS, INC.
By: /s/ Douglas M. McSorley
Vice President of Finance,
Chief Financial Officer and Treasurer
Dated: April 27, 2011

| CONTACTS: | Dennis Oates | Douglas McSorley | June Filingeri |
| :--- | :--- | :--- | :--- |
| Chairman, | VP Finance, CFO | President |  |
| President and CEO | and Treasurer | $(412) 257-7606$ | $(203) 972-0186$ |

## FOR IMMEDIATE RELEASE

## UNIVERSAL STAINLESS REPORTS STRONG FIRST QUARTER 2011 RESULTS <br> - EPS is $\mathbf{\$ 0 . 6 4}$ on Sales of $\mathbf{\$ 5 9 . 8}$ Million - <br> - Backlog of \$92 Million is Up 33\% from End of 4 Q10 -

BRIDGEVILLE, PA, April 27, 2011 - Universal Stainless \& Alloy Products, Inc. (Nasdaq: USAP) reported today that sales for the first quarter of 2011 were $\$ 59.8$ million, an increase of $72 \%$ from the first quarter of 2010 and up $16 \%$ from the 2010 fourth quarter.

Net income for the first quarter of 2011 was $\$ 4.4$ million, or $\$ 0.64$ per diluted share, which was more than triple the level of the first quarter of 2010 and up $25 \%$ from the fourth quarter of 2010 . Business development expenses of $\$ 0.4$ million pre-tax, equivalent to $\$ 0.04$ per fully diluted share, were included in the first quarter 2011 results.

The Company recorded negative cash flow from operations of $\$ 1.7$ million due to continuing investment in managed working capital to support increased sales activity and backlog. Capital expenditures for the first quarter of 2011 were $\$ 2.2$ million. At March 31, 2011, the Company had cash of $\$ 30.5$ million and total debt of $\$ 10.1$ million.

The Company noted that total shipment volume for the first quarter of 2011 increased $54 \%$ from the first quarter of 2010 and $15 \%$ from the fourth quarter of 2010 . Compared with the fourth quarter of 2010 , volume shipped to the aerospace market increased $26 \%$, service center plate shipments increased $71 \%$ and petrochemical volume rose $7 \%$, while shipments to the power generation market were $6 \%$ lower than the record level in the fourth quarter.

Chairman, President and CEO Dennis Oates commented: "Robust business activity across all end markets led to strong first quarter growth including record consolidated bookings and record Dunkirk segment shipments. Activity levels reflected increasing confidence and higher build rates in aerospace, continued strong repair and maintenance spending in power generation, additional oil and gas exploration, and recovery in supply channel demand for tool steel. Our focus remains on driving profitable growth through further operational improvement and seizing market opportunities."

## Segment Review

For the first quarter of 2011, the Universal Stainless \& Alloy Products segment had sales of $\$ 55.2$ million and operating income of $\$ 4.9$ million, yielding an operating margin of $8.9 \%$ of sales. This compares with sales of $\$ 31.2$ million and operating income of $\$ 1.9$ million, or $6.2 \%$ of sales, in the first quarter of 2010 . In the fourth quarter of 2010 , sales were $\$ 46.1$ million and operating income was $\$ 4.2$ million, or $9.2 \%$ of sales

Segment sales rose $77 \%$ from the first quarter of 2010 on a $65 \%$ increase in tons shipped mainly due to higher shipments to rerollers, destined mostly for the aerospace market. Segment sales rose $20 \%$ from the fourth quarter of 2010 on a $20 \%$ increase in tons shipped due to higher shipments to service centers and forgers.

Sales for the Dunkirk Specialty Steel segment reached a record $\$ 22.0$ million for the first quarter of 2011 and operating income was $\$ 2.3$ million, yielding an operating margin of $10.6 \%$ of sales. This compares with sales in the first quarter of 2010 of $\$ 10.1$ million and operating income of $\$ 0.3$ million, or $3.2 \%$ of sales. In the fourth quarter of 2010 , sales were $\$ 17.1$ million and operating income was $\$ 1.3$ million, or $7.8 \%$ of sales.

Dunkirk's sales increased $118 \%$ from the first quarter of 2010 on a $96 \%$ increase in tons shipped mainly due to a more than doubling of shipments to service centers. Dunkirk's sales increased $28 \%$ from the fourth quarter of 2010 on a $30 \%$ increase in tons shipped, also mainly due to higher shipments to service centers.

## Webcast

A simultaneous webcast of the Company's conference call discussing the first quarter of 2011, scheduled at 10:00 a.m. (Eastern) today, will be available on the Company's website at www.univstainless.com, and thereafter archived on the website through the end of the second quarter of 2011.

## About Universal Stainless \& Alloy Products, Inc.

Universal Stainless \& Alloy Products, Inc., headquartered in Bridgeville, Pa., manufactures and markets semi-finished and finished specialty steels, including stainless steel, tool steel and certain other alloyed steels. The Company's products are used in a variety of industries, including aerospace, power generation, petrochemical and heavy equipment manufacturing. Established in 1994, our experience, technical expertise, and dedicated workforce stand committed to providing the best quality, delivery, and service possible. More information is available at www.univstainless.com.

## Forward-Looking Information Safe Harbor

Except for historical information contained herein, the statements in this release are forward-looking statements that are made pursuant to the "safe harbor" provision of the Private Securities Litigation Reform Act of 1995. Forward-looking statements involve known and unknown risks and uncertainties that may cause the Company's actual results in future periods to differ materially from forecasted results. Those risks include, among others, risks associated with the receipt, pricing and timing of future customer orders, risks associated with significant fluctuations that may occur in raw material and energy prices, risks associated with the manufacturing process, labor and production yields, risks related to property, plant and equipment, and risks related to the ultimate outcome of the Company's current and future litigation and regulatory matters. The Company's actual results in future periods also may be impacted by various economic and market risk and uncertainties, many of which are beyond the Company's control. Certain of these risks and other risks are described in the Company's filings with the Securities and Exchange Commission (SEC) over the last 12 months, copies of which are available from the SEC or may be obtained upon request from the Company.

- TABLES FOLLOW -


## UNIVERSAL STAINLESS \& ALLOY PRODUCTS, INC

FINANCIAL HIGHLIGHTS
(Dollars in thousands, except per share information)
(Unaudited)

## CONSOLIDATED STATEMENT OF OPERATIONS

|  | For the Quarter Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  |  | 2010 |
| Net Sales |  |  |  |  |
| Stainless steel | \$ | 46,798 |  | \$ 24,049 |
| Tool steel |  | 5,491 |  | 6,175 |
| High-strength low alloy steel |  | 4,714 |  | 2,012 |
| High-temperature alloy steel |  | 1,680 |  | 1,892 |
| Conversion and other |  | 1,128 |  | 551 |
| Total net sales |  | 59,811 |  | 34,679 |
| Cost of products sold |  | 49,013 |  | 29,760 |
| Selling and administrative expenses |  | 3,830 |  | 2,660 |
| Operating income |  | 6,968 |  | 2,259 |
| Interest expense |  | (125) |  | (96) |
| Income before taxes |  | 6,843 |  | 2,163 |
| Income tax provision |  | 2,395 |  | 736 |
| Net income | \$ | 4,448 |  | \$ 1,427 |
| Earnings per share - Basic | \$ | 0.65 | \$ | \$ 0.21 |
| Earnings per share - Diluted | \$ | 0.64 | \$ | \$ 0.21 |
| Weighted average shares of Common Stock outstanding |  |  |  |  |
| Basic |  | 6,813,020 |  | 6,773,337 |
| Diluted |  | 6,952,162 |  | 6,840,783 |

## MARKET SEGMENT INFORMATION

|  | For the Quarter Ended March 31, |  |
| :---: | :---: | :---: |
|  | 2011 | 2010 |
| Net Sales |  |  |
| Service centers | \$28,628 | \$17,231 |
| Forgers | 11,870 | 9,984 |
| Rerollers | 12,805 | 3,660 |
| Original equipment manufacturers | 4,121 | 2,430 |
| Wire redrawers | 1,259 | 823 |
| Conversion and other | 1,128 | 551 |
| Total net sales | $\underline{\underline{\$ 59,811}}$ | \$34,679 |
| Tons shipped | 13,013 | 8,456 |

## BUSINESS SEGMENT RESULTS

## Universal Stainless \& Alloy Products Segment

|  | For the Quarter Ended March 31, |  |
| :---: | :---: | :---: |
|  | 2011 | 2010 |
| Net Sales |  |  |
| Stainless steel | \$30,577 | \$17,256 |
| Tool steel | 5,045 | 5,928 |
| High-strength low alloy steel | 466 | 449 |
| High-temperature alloy steel | 858 | 591 |
| Conversion and other | 898 | 424 |
|  | 37,844 | 24,648 |
| Intersegment | 17,306 | 6,595 |
| Total net sales | 55,150 | 31,243 |
| Material cost of sales | 29,086 | 14,157 |
| Operation cost of sales | 18,591 | 13,374 |
| Selling and administrative expenses | 2,559 | 1,778 |
| Operating income | \$ 4,914 | \$ 1,934 |

## Dunkirk Specialty Steel Segment

|  | For the Quarter Ended March 31, |  |
| :---: | :---: | :---: |
|  | 2011 | 2010 |
| Net Sales |  |  |
| Stainless steel | \$16,221 | \$ 6,793 |
| Tool steel | 446 | 247 |
| High-strength low alloy steel | 4,248 | 1,563 |
| High-temperature alloy steel | 822 | 1,301 |
| Conversion and other | 230 | 127 |
|  | 21,967 | 10,031 |
| Intersegment | 14 | 31 |
| Total net sales | 21,981 | 10,062 |
| Material cost of sales | 13,344 | 5,586 |
| Operation cost of sales | 5,041 | 3,269 |
| Selling and administrative expenses | 1,271 | 882 |
| Operating income | \$ 2,325 | \$ 325 |

## CONSOLIDATED BALANCE SHEET

|  | March 31, <br> 2011 | $\begin{gathered} \text { December 31, } \\ 2010 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: |
| Assets |  |  |
| Cash | \$ 30,535 | \$ 34,944 |
| Accounts receivable, net | 35,856 | 29,273 |
| Inventory | 80,010 | 69,710 |
| Other current assets | 7,198 | 5,661 |
| Total current assets | 153,599 | 139,588 |
| Property, plant \& equipment, net | 72,291 | 71,581 |
| Other assets | 1,464 | 1,499 |
| Total assets | $\underline{\underline{\$ 227,354}}$ | $\underline{\underline{\$ 212,668}}$ |
| Liabilities and Stockholders' Equity |  |  |
| Trade accounts payable | \$ 28,640 | \$ 20,022 |
| Outstanding checks in excess of bank balance | 754 | 544 |
| Accrued employment costs | 3,916 | 5,488 |
| Current portion of long-term debt | 2,794 | 2,833 |
| Accrued income tax | 2,537 | 47 |
| Other current liabilities | 713 | 558 |
| Total current liabilities | 39,354 | 29,492 |
| Long-term debt | 7,320 | 7,990 |
| Deferred taxes | 15,770 | 15,276 |
| Other liabilities | 235 | 287 |
| Total liabilities | 62,679 | 53,045 |
| Stockholders' equity | 164,675 | 159,623 |
| Total liabilities and stockholders' equity | \$227,354 | \$ 212,668 |

## CONSOLIDATED STATEMENT OF CASH FLOW DATA

For the Three-Month Period Ended March 31,

|  |  | 2011 |  | 2010 |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows provided by operating activities: |  |  |  |  |
| Net income |  | 4,448 |  | 1,427 |
| Adjustments to reconcile to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 1,461 |  | 1,329 |
| Loss on retirement of fixed assets |  | - |  | 17 |
| Deferred tax (decrease) increase |  | (512) |  | 31 |
| Stock based compensation expense |  | 400 |  | 286 |
| Tax benefit from share-based payment arrangements |  | (72) |  | (8) |
| Changes in assets and liabilities: |  |  |  |  |
| Accounts receivable, net |  | $(6,583)$ |  | $(6,598)$ |
| Inventory, net |  | $(10,300)$ |  | $(12,877)$ |
| Trade accounts payable |  | 8,618 |  | 11,123 |
| Net change in outstanding checks in excess of bank balance |  | 210 |  | (600) |
| Accrued employment costs |  | $(1,572)$ |  | 1,204 |
| Accrued income tax |  | 2,664 |  | 695 |
| Other, net |  | (466) |  | 614 |
| Cash flow used in operating activities |  | $(1,704)$ |  | $(3,357)$ |
| Cash flow used in investing activities: |  |  |  |  |
| Proceeds from sale of fixed assets |  | - |  | 17 |
| Capital expenditures |  | $(2,167)$ |  | $(1,090)$ |
| Cash flow used in investing activities |  | $(2,167)$ |  | $(1,073)$ |
| Cash flows used in financing activities: |  |  |  |  |
| Long-term debt repayments |  | (709) |  | (103) |
| Proceeds from issuance of common stock |  | 99 |  | 10 |
| Tax benefit from share-based payment arrangements |  | 72 |  | 8 |
| Cash flow used in financing activities |  | (538) |  | (85) |
| Net cash flow |  | $\underline{(4,409)}$ |  | $(4,515)$ |


[^0]:    Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2.):
    $\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

