SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
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FORM 8-K
CURRENT REPORT
Pursuant to Section 13 or $15(\mathrm{~d})$ of the
Securities Exchange Act of 1934
Date of Report (Date of earliest event reported): January 22, 2008

$$
\begin{aligned}
& \text { Universal Stainless \& Alloy Products, Inc. } \\
& \text {------------------------------------------------------- } \\
& \text { (Exact name of registrant as specified in its charter) }
\end{aligned}
$$

| Delaware | 000-25032 | 25-1724540 |
| :---: | :---: | :---: |
| (State or other jurisdiction | (Commission | (IRS Employer |
| of incorporation) | File Number) | Identification No.) |

600 Mayer Street, Bridgeville, Pennsylvania

Registrant's telephone number, including area code: (412) 257-7600
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.):
| | Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
|_| Soliciting material pursuant to Rule $14 a-12$ under the Exchange Act (17 CFR 240.14a-12)
|_| Pre-commencement communications pursuant to Rule $14 \mathrm{~d}-2(\mathrm{~b})$ under the Exchange Act (17 CFR 240.14d-2(b))
I_| Pre-commencement communications pursuant to Rule $13 e-4(c)$ under the Exchange Act (17 CFR 240.13e-4(c))

Item 2.02. Results of Operations and Financial Condition.
On January 22, 2008, Universal Stainless and Alloy Products, Inc. issued a press release regarding its earnings for the fourth quarter ended December 31, 2007. 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, 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

$$
\text { 99.1 Press Release dated January 22, } 2008
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## 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.

$$
\begin{aligned}
& \text { UNIVERSAL STAINLESS \& ALLOY PRODUCTS, INC. } \\
& \text { By: /s/ Richard M. Ubinger } \\
& \quad \begin{array}{l}
\text {------------------------------------ } \\
\\
\\
\text { Vice President of Finance, }
\end{array} \\
& \text { Chief Financial Officer and Treasurer }
\end{aligned}
$$

Dated: January 22, 2008

| CONTACTS: | Richard M. Ubinger |
| :--- | :--- |
|  | Vice President of Finance, |
|  | Chief Financial Officer and Treasurer |
|  | $(412) 257-7606$ |

June Filingeri<br>President<br>Comm-Partners LLC<br>(203) 972-0186

FOR IMMEDIATE RELEASE
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UNIVERSAL STAINLESS REPORTS 2007 FOURTH QUARTER, FULL YEAR RESULTS

- Fourth Quarter Diluted EPS is $\$ 0.65$ on Sales of $\$ 50$ Million -
- Full Year Sales of $\$ 230$ Million and EPS of $\$ 3.32$ Set New Company Records -- Cash Flow from Operations Reaches Record \$33.6 Million -

BRIDGEVILLE, PA, January 22, 2008 - Universal Stainless \& Alloy Products, Inc. (Nasdaq: USAP) reported today that sales for the fourth quarter of 2007 were $\$ 49.6$ million compared with $\$ 55.8$ million in the fourth quarter of 2006 . Net income for the 2007 fourth quarter was $\$ 4.4$ million, or $\$ 0.65$ per diluted share, compared with $\$ 6.3$ million, or $\$ 0.94$ per diluted share, in the fourth quarter of 2006 . For the full year 2007, sales rose to a record $\$ 229.9$ million and net income increased to a record $\$ 22.5$ million, or $\$ 3.32$ per diluted share, compared to sales of $\$ 203.9$ million and net income of $\$ 20.6$ million, or $\$ 3.11$ per diluted share in 2006.

The Company had forecasted sales in the range of $\$ 45$ to $\$ 50$ million and diluted EPS in the range of $\$ 0.60$ to $\$ 0.65$ for the fourth quarter of 2007 .

Results for the fourth quarter of 2007 included $\$ 586,000$ of other income, equivalent to $\$ 0.06$ per diluted share, from the receipt of import duties, compared with $\$ 465,000$, equivalent to $\$ 0.05$ per diluted share, in the 2006 fourth quarter.

Nickel costs continued to decline in the fourth quarter of 2007. The impact from the change in nickel costs on the Company's Dunkirk segment reduced gross margins by an estimated $\$ 53,000$ (FIFO charge) compared with an increase (FIFO benefit) of $\$ 1.1$ million, equivalent to $\$ 0.11$ per diluted share, in the fourth quarter of 2006 . The swing in the FIFO effect combined with lower total shipment volume reduced company-wide gross margin dollars in the fourth quarter of 2007 compared with the same period of 2006 .

The Company's tax rate for 2007 was $32.7 \%$ compared to $35.2 \%$ in 2006 due to adjustments to state income tax provisions. The impact of this rate change in comparison to the 2006 fourth quarter and full year was equivalent to $\$ 0.05$ and $\$ 0.12$ per diluted share, respectively. Net income for the 2006 fourth quarter has been adjusted for the retrospective application of an accounting pronouncement as detailed in the financial tables.

## USAP REPORTS RESULTS FOR 2007 FOURTH QUARTER

## - Page 2 -

For the full-year 2007, cash flow from operations reached a record $\$ 33.6$ million and free cash flow (cash from operations minus capital expenditures) rose to $\$ 24.8$ million, equivalent to $\$ 3.67$ per diluted share. This was due to lower levels of receivables and inventories. The strong cash flow enabled the Company to retire the $\$ 7.5$ million outstanding balance on its PNC term loan.

President and CEO Dennis Oates commented: "Our fourth quarter sales reached the high end of our forecast which recognized volatile raw material costs and economic uncertainty as well as normal conservative year-end order patterns. While we expected nickel to be the most volatile of our costs, the magnitude of its decline in December impacted our profitability for the quarter. Nickel prices have moved higher since then and we expect their volatility to continue.

[^0]trends through the balance of the year. We also expect our cash flow to remain strong."

Mr. Oates added: "We have entered 2008 with a high level of optimism about our prospects. To generate further growth, we are focused on quickly developing new business opportunities. Additionally, we are accelerating efforts to eliminate waste in our operations and enhance customer satisfaction."

Segment Review
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In the fourth quarter of 2007, the Universal Stainless \& Alloy Products segment had sales of $\$ 43.4$ million and operating income of $\$ 3.2$ million, yielding an operating margin of $7 \%$. That compares with sales of $\$ 47.1$ million and operating income of $\$ 4.6$ million, or $10 \%$ of sales, in the fourth quarter of 2006. In the third quarter of 2007, sales were $\$ 55.9$ million and operating income was $\$ 4.3$ million, or $8 \%$ of sales, and included a charge of $\$ 772,000$ to the LCM (Lower of Cost or Market) reserve attributable to the segment.

Segment sales declined 8\% compared with the fourth quarter of 2006 despite a $50 \%$ increase in sales of tool steel plate to service centers and a $12 \%$ increase in reroll product sales to the Dunkirk operation and other customers. These sales increases did not fully offset a $43 \%$ decrease in sales to forgers and a $22 \%$ decrease in sales of bar products to service centers, which continued to restrain orders due in part to volatile nickel pricing and excess inventories. Operating margins were lower due to a $15 \%$ decrease in shipment volume as well as product mix.

USAP REPORTS RESULTS FOR 2007 FOURTH QUARTER - Page 3 -
The Dunkirk Specialty Steel segment reported sales of $\$ 18.7$ million and operating income of $\$ 2.2$ million for the fourth quarter of 2007 , resulting in an operating margin of $12 \%$, which included the FIFO charge of $\$ 53,000$. That compares with sales of $\$ 20.3$ million and operating income of $\$ 3.9$ million, or $19 \%$ of sales, in the fourth quarter of 2006 , which included the estimated FIFO benefit of $\$ 1.1$ million. In the third quarter of 2007 , sales were $\$ 21.3$ million and operating income was $\$ 3.0$ million or $14 \%$ of sales and included a charge of $\$ 635,000$ to the LCM reserve attributable to the segment, offset by an estimated $\$ 1.5$ million FIFO benefit due to the timing of surcharges and the changing price of nickel.

The $8 \%$ decline in Dunkirk's sales over the 2006 fourth quarter reflected a 46\% decrease in sales of rod and wire products, which was partially offset by a $9 \%$ increase in sales of bar products to OEMs and service centers. The decline in the operating margin over the fourth quarter of 2006 mainly reflected a 15\% decrease in shipment volume and the swing in the FIFO effect resulting from the impact of nickel price changes in the applicable periods.

Business Outlook

The following statements are based on the Company's current expectations. These statements are forward-looking, and actual results may differ materially.

The Company estimates that first quarter 2008 sales will range from $\$ 50$ to $\$ 55$ million and that diluted EPS will range from $\$ 0.60$ to $\$ 0.65$. This compares with sales of $\$ 56.2$ million and diluted EPS of $\$ 1.00$, in the first quarter of 2007, which included a FIFO benefit estimated at approximately \$1.2 million, equivalent to $\$ 0.12$ per diluted share.

The following factors were considered in developing these estimates:

- The Company's total backlog at December 31, 2007 was approximately $\$ 85$ million compared to $\$ 88$ million at September 30, 2007. The Company experienced improvement in order entry for its electro-slag remelt products for the power generation market and for its tool steel products, which are used in heavy equipment manufacturing.

Sales from the Dunkirk Specialty Steel segment are expected to approximate $\$ 19$ million in the first quarter of 2008, with volume growth limited by high temperature annealing capacity constraints. The Company expects its
new high temperature annealing equipment to be operational in the 2008 second quarter.

The first quarter 2008 earnings forecast assumes that there will be no FIFO benefit at the Dunkirk operation. It also assumes lower interest expense due to the pay down of the PNC term loan. The estimated tax rate for 2008 is $34 \%$.

USAP REPORTS RESULTS FOR 2007 FOURTH QUARTER

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Webcast
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A simultaneous Webcast of the Company's conference call discussing the fourth quarter of 2007 and the first quarter outlook, 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. A telephone replay of the conference call will be available beginning at 12:00 noon (Eastern) today and continuing through January $29 t h$. It can be accessed by dialing 706-645-9291, passcode 30027258. This is a toll call.

About Universal Stainless \& Alloy Products, Inc.

Universal Stainless \& Alloy Products, Inc., headquartered in Bridgeville, Pa., manufactures and markets a broad line of semi-finished and finished specialty steels, including stainless steel, tool steel and certain other alloyed steels. The Company's products are sold to rerollers, forgers, service centers, original equipment manufacturers and wire redrawers. More information is available at www.univstainless.com.

Forward-Looking Information Safe Harbor
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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. 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.

- FINANCIAL 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 December 31, |  |  |  | For the Year Ended December 31, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2007 |  | 2006 |  | 2007 |  | 2006 |
| Net Sales |  |  |  |  |  |  |  |  |
| Stainless steel | \$ | 34,020 | \$ | 41,474 | \$ | 164,228 | \$ | 151,633 |
| Tool steel |  | 7,297 |  | 4,744 |  | 28,119 |  | 23,389 |
| High-strength low alloy steel |  | 6,080 |  | 6,145 |  | 25,892 |  | 16,467 |
| High-temperature alloy steel |  | 1,580 |  | 2,792 |  | 9,317 |  | 9,837 |
| Conversion services |  | 584 |  | 443 |  | 2,011 |  | 2,137 |
| Other |  | 72 |  | 209 |  | 369 |  | 410 |



Universal Stainless \& Alloy Products Segment

| For the Quarter Ended |  |
| :---: | :---: |
| December 31, | For the Year Ended |
| 2007 | 2006 |

Net Sales



MARKET SEGMENT INFORMATION

| For the Quarter Ended |  |  |
| ---: | ---: | ---: |
| December 31, | For the Year Ended |  |
| 2007 | 2006 | December 31, |
| ---- | ---- | --- |

Net Sales
Service centers
Forgers
Rerollers
Original equipment manufacturers
Wire redrawers
Conversion services
Other
$\quad$ Total net sales

Tons shipped

| \$ | 26,582 | \$ | 25,760 | \$ | 119,736 | \$ | 101,510 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 7,541 |  | 13,504 |  | 47,711 |  | 38,539 |
|  | 8,957 |  | 8,193 |  | 35,006 |  | 33,273 |
|  | 4,418 |  | 4,392 |  | 18,287 |  | 18,368 |
|  | 1,506 |  | 3,330 |  | 6,843 |  | 9,660 |
|  | 584 |  | 443 |  | 2,011 |  | 2,137 |
|  | 45 |  | 185 |  | 342 |  | 386 |
| \$ | 49,633 | \$ | 55,807 | \$ | 229,936 | \$ | 203,873 |
|  | 9,788 |  | 12,064 |  | 43,644 |  | 50,485 |

CONSOLIDATED BALANCE SHEET

| December 31, | December 31, |
| :---: | :---: |
| 2007 | 2006 |
| ---- | ---- |

Assets

Cash
Accounts receivable, net
Inventory
Deferred taxes
Other current assets

Total current assets
Property, plant \& equipment, net

| \$ 10,648 | \$ | 2,909 |
| :---: | :---: | :---: |
| 27,501 |  | 33,308 |
| 65,572 |  | 66,019 |
| 2,574 |  | 1,544 |
| 2,853 |  | 1,606 |
| 109,148 |  | 105,386 |
| 54,271 |  | 49,251 |


Total assets
\$ 164,186
\$ 155,221

Liabilities and Stockholders' Equity

| Trade accounts payable | \$ | 13,983 | \$ | 13,123 |
| :---: | :---: | :---: | :---: | :---: |
| Outstanding checks in excess of bank balance |  | 2,064 |  | 3,427 |
| Accrued employment costs |  | 5,307 |  | 4,121 |
| Current portion of long-term debt |  | 383 |  | 2,364 |
| Other current liabilities |  | 1,490 |  | 1,902 |
| Total current liabilities |  | 23,227 |  | 24,937 |
| Bank revolver |  | - |  | 8,392 |
| Long-term debt |  | 1,453 |  | 8,836 |
| Deferred taxes |  | 9,904 |  | 8,402 |
| Total liabilities |  | 34,584 |  | 50,567 |
| Stockholders' equity |  | 129,602 |  | 104,654 |
| Total liabilities and stockholders' equity | \$ | 164,186 | \$ | 155,221 |

CONSOLIDATED STATEMENT OF CASH FLOW DATA
For the Year Ended December 31, For the Year Ended December 31,

|  | 2007 |  | 2006 |  |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows provided by operating activities: |  |  |  |  |
| Net income | \$ | 22,504 | \$ | 20,590 |
| Adjustments to reconcile to net cash |  |  |  |  |
| provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 3,731 |  | 3,337 |
| Loss on retirement of fixed assets |  | 40 |  | 911 |
| Deferred tax increase (decrease) |  | 252 |  | $(1,852)$ |
| Stock based compensation expense |  | 427 |  | 273 |
| Tax benefit from share-based payment arrangements |  | (958) |  | (1,073) |
| Changes in assets and liabilities: |  |  |  |  |
| Accounts receivable, net |  | 5,807 |  | $(5,345)$ |
| Inventory |  | 447 |  | $(14,621)$ |
| Trade accounts payable |  | 860 |  | 544 |
| Accrued employment costs |  | 1,186 |  | 1,163 |
| Other, net |  | (67) |  | 2,374 |
| Cash flow provided by operating activities |  | 33,623 |  | 6,301 |
| Cash flow used in investing activities: |  |  |  |  |
| Cash flow used in investing activities |  | $(8,782)$ |  | $(7,716)$ |
| Cash flows used in financing activities: |  |  |  |  |
| Revolving credit net repayments |  | $(8,392)$ |  | 2,275 |
| Long-term debt repayments |  | $(9,364)$ |  | $(1,555)$ |
| Net change in outstanding checks in excess of bank balance |  | $(1,363)$ |  | 326 |
| Proceeds from issuance of common stock |  | 1,059 |  | 1,585 |
| Tax benefit from share-based payment |  |  |  |  |
| arrangements |  | 958 |  | 1,073 |
| Cash flow (used in) provided by financing activities |  | (17,102) |  | 3,704 |
| Net cash flow | \$ | 7,739 | \$ | 2,289 |


[^0]:    "While there is caution in our marketplace due to ongoing concern about the U.S. economy, the end markets we serve are global in scope and have solid backlogs going out for several years. Although our direct customers will continue to make periodic inventory adjustments, we expect to see improving

