SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549
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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): January 20,2005
Universal Stainless \& Alloy Products, Inc.
----------------------------------------------------
(Exact name of registrant as specified in its charter)


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.):

I_| 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 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Item 2.02. Results of Operations and Financial Condition.
On January 20, 2005, Universal Stainless and Alloy Products, Inc. issued a press release regarding its earnings for the fourth quarter ended December 31, 2004. A copy of the press release is attached hereto.

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.

## 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.

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By: /s/ Richard M. Ubinger
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Vice President of Finance,
    Chief Financial Officer and Treasurer
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Dated: January 20, 2005

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[GRAPHIC OMITTED]
Universal Stainless \& Alloy Products, Inc.
600 Mayer Street o Bridgeville, Pennsylvania 15017
CONTACTS: Richard M. Ubinger
Vice President of Finance,
Chief Financial Officer and Treasurer
(412) 257-7606
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## FOR IMMEDIATE RELEASE

Comm-Partners LLC
June Filingeri
(203) 972-0186

UNIVERSAL STAINLESS REPORTS RECORD QUARTER AND ANNUAL SALES

- Full year sales reach record $\$ 121$ million, backlog continues to grow -

BRIDGEVILLE, PA, January 20, 2005 -- Universal Stainless \& Alloy Products, Inc. (Nasdaq: USAP) today reported fourth quarter 2004 record sales of $\$ 37.0$ million and net income of $\$ 2.6$ million, or $\$ 0.40$ per diluted share. For the full year 2004, sales were a record $\$ 120.6$ million. Net income was $\$ 7.1$ million, or $\$ 1.12$ per diluted share, and included a total of $\$ 1.1$ million, or $\$ 0.11$ per diluted share, of other income from import duties received in 2004. Of that amount, $\$ 507,000$, or $\$ 0.05$ per diluted share, was received in the fourth quarter, as previously announced.

The 2004 fourth quarter results were in line with the Company's forecast of sales of $\$ 32$ to $\$ 37$ million and EPS of $\$ 0.32$ to $\$ 0.37$ before including the other income from import duties. In addition, fourth quarter earnings were reduced by a bad debt charge of $\$ 282,000$, equivalent to $\$ 0.03$ per diluted share, due to a financially distressed customer's inability to pay its outstanding receivable balance.

In 2003, sales for the fourth quarter and full year were $\$ 18.8$ million and $\$ 69.0$ million, respectively. The Company incurred a net loss of $\$ 273,000$, or $\$ 0.04$ per diluted share, in the 2003 fourth quarter and a net loss of $\$ 1.4$ million, or $\$ 0.23$ per diluted share, for the full year.

Commenting on the results, President and CEO Mac McAninch stated: "Our solid sales momentum allowed us to reach new company sales milestones in 2004. In the fourth quarter, sales to the power generation market climbed $22 \%$ and tool steel sales rose $38 \%$ compared with the prior quarter. Demand from all of our markets remained strong."

USAP REPORTS RECORD SALES

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Mr. McAninch continued: "Our cost recovery pricing initiatives in the fourth quarter helped to offset a $17 \%$ sequential increase in material costs and substantially higher electricity prices. Our recently announced base price increases are intended to offset higher energy and manufacturing costs, as well as support our capital investment program aimed at increasing throughput and efficiency."

Mr. McAninch added: "Our immediate priority is to increase our shipment levels in response to the growth in customer demand that has raised our backlog to a record $\$ 72$ million. Our capital investments in 2004, which are in place, have rectified production bottlenecks at Bridgeville. We are now turning our attention to improved scheduling and have added a production planning manager to take us to the next step."
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In the fourth quarter of 2004, the Universal Stainless \& Alloy Products segment had sales of $\$ 32.7$ million and operating income of $\$ 2.3$ million. This compares with sales of $\$ 16.5$ million and operating income of $\$ 226,000$ in the fourth quarter of 2003 and sales of $\$ 31.2$ million and operating income of $\$ 2.9$ million in the third quarter of 2004.

The 98\% increase in sales compared with the 2003 fourth quarter reflected substantial growth in all customer categories. Fourth quarter 2004 sales increased 5\% over the prior quarter, but higher electricity costs and increased $S \& A$ expenses caused by the bad debt charge resulted in a lower operating income compared with the prior quarter.

The Dunkirk Specialty Steel segment reported record sales of $\$ 10.5$ million and operating income of $\$ 1.2$ million. This compares with sales of $\$ 4.5$ million and an operating loss of $\$ 428,000$ in the fourth quarter of 2003 and sales of $\$ 9.5$ million and operating income of $\$ 1.2$ million in the prior quarter.

Dunkirk's sales rose $134 \%$ over the fourth quarter of 2003 , as it continued its ramp-up in 2004. The 10\% increase in fourth quarter sales over the prior quarter is primarily due to increased selling prices and surcharges to offset higher material costs. The operating income only improved slightly over the prior quarter due to a $22 \%$ increase in raw material costs.

USAP REPORTS RECORD SALES

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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 2005 sales will range from $\$ 35$ to $\$ 40$ million and that diluted EPS will range from $\$ 0.35$ to $\$ 0.40$. This compares with sales of $\$ 21.3$ million and diluted EPS of $\$ 0.04$ in the first quarter of 2004.

The following factors were considered in developing these estimates:

- The Company's total backlog at December 31, 2004 approximated $\$ 72$ million compared to $\$ 60$ million at September 30,2004 reflecting continued strength in all of the Company's markets.
o The implementation of recent price increases will allow the company to offset continuing manufacturing cost increases as well as support future capital improvements designed to increase production levels and efficiency.
○ Sales from the Dunkirk Specialty Steel segment are expected to approximate \$12 million as service center demand remains very strong.

Mr. McAninch concluded: "We are entering 2005 with a high level of optimism. Recovery in the aerospace market continues, demand for our power generation products is increasing rapidly, and the petrochemical market remains firm. At the same time, tool steel demand continues to be strong, which should bode well for the economy in the coming year."

Webcast
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A simultaneous Webcast of the Company's conference call discussing the 2004 fourth quarter and the first quarter 2005 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 27 th. It can be accessed by dialing 706-645-9291, passcode 3197137. 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 original equipment manufacturers, service centers, forgers, rerollers and wire redrawers.

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 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, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2004 |  | 2003 |  | 2004 |  | 2003 |
| Net Sales |  |  |  |  |  |  |  |  |
| Stainless steel | \$ | 28,944 | \$ | 14,482 | \$ | 94,530 | \$ | 52,546 |
| Tool steel |  | 5,890 |  | 2,345 |  | 17,075 |  | 9,673 |
| High-strength low alloy steel |  | 597 |  | 911 |  | 3,682 |  | 2,869 |
| High-temperature alloy steel |  | 673 |  | 732 |  | 2,468 |  | 2,482 |
| Conversion services |  | 751 |  | 234 |  | 2,386 |  | 1,079 |
| Other |  | 157 |  | 123 |  | 501 |  | 340 |
| Total net sales |  | 37,012 |  | 18,827 |  | 120,642 |  | 68,989 |
| Cost of products sold |  | 31,396 |  | 17,617 |  | 102,972 |  | 65,534 |
| Selling and administrative expenses |  | 2,053 |  | 1,412 |  | 7,401 |  | 5,837 |
| Operating income (loss) |  | 3,563 |  | (202) |  | 10,269 |  | $(2,382)$ |
| Interest expense |  | (120) |  | (94) |  | (422) |  | (383) |
| Other income |  | 542 |  | 54 |  | 1,119 |  | 128 |
| Income (loss) before taxes |  | 3,985 |  | (242) |  | 10,966 |  | $(2,637)$ |
| Income tax provision (benefit) |  | 1,392 |  | 31 |  | 3,835 |  | $(1,220)$ |
| Net income (loss) | \$ | 2,593 | \$ | (273) | \$ | 7,131 | \$ | $(1,417)$ |
| Earnings (loss) per share - Basic | \$ | 0.41 | \$ | (0.04) | \$ | 1.13 | \$ | (0.23) |
| Earnings (loss) per share - Diluted | \$ | 0.40 | \$ | (0.04) | \$ | 1.12 | \$ | (0.23) |
| Weighted average shares of |  |  |  |  |  |  |  |  |
| Common Stock outstanding |  |  |  |  |  |  |  |  |
| Basic |  | 318,951 |  | 289,538 |  | 304,909 |  | 287,088 |
| Diluted |  | 427,348 |  | 289,538 |  | 379,579 |  | 87,088 |


|  | MARKET SEGMENT INFORMATION |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | For the Quarter Ended December 31, |  |  |  | For the Year Ended December 31, |  |  |  |
|  |  | 2004 |  | 2003 |  | 2004 |  | 2003 |
| Net Sales |  |  |  |  |  |  |  |  |
| Service centers | \$ | 16,645 | \$ | 6,817 | \$ | 52,261 | \$ | 29,150 |
| Rerollers |  | 8,735 |  | 6,955 |  | 30,200 |  | 20,240 |
| Forgers |  | 6,827 |  | 2,719 |  | 22,008 |  | 9,773 |
| Original equipment manufacturers |  | 2,248 |  | 1,280 |  | 8,349 |  | 5,124 |



## BUSINESS SEGMENT RESULTS

Universal Stainless \& Alloy Products Segment
For the Quarter Ended
December 31,
2004

| \$ | 19,739 | \$ | 11,081 |
| :---: | :---: | :---: | :---: |
|  | 5,770 |  | 2,173 |
|  | 189 |  | 488 |
|  | 656 |  | 502 |
|  | 605 |  | 210 |
|  | 129 |  | 100 |
|  | 27,088 |  | 14,554 |
|  | 5,620 |  | 1,963 |
|  | 32,708 |  | 16,517 |
|  | 16,044 |  | 7,095 |
|  | 12,788 |  | 8,201 |
|  | 1,581 |  | 995 |
| \$ | 2,295 | \$ | 226 |



Dunkirk Specialty Steel Segment

|  |  | For the <br> D | $\begin{aligned} & \mathrm{ar} \\ & \mathrm{nb} \end{aligned}$ | Ended <br> 31, |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2004 |  | 2003 |
| Net Sales |  |  |  |  |
| Stainless steel | \$ | 9,205 | \$ | 3,401 |
| Tool steel |  | 120 |  | 172 |
| High-strength low alloy steel |  | 408 |  | 423 |
| High-temperature alloy steel |  | 17 |  | 230 |
| Conversion services |  | 146 |  | 24 |
| Other |  | 28 |  | 23 |
|  |  | 9,924 |  | 4,273 |
| Intersegment |  | 535 |  | 198 |
| Total net sales |  | 10,459 |  | 4,471 |
| Material cost of sales |  | 5,739 |  | 2,357 |
| Operation cost of sales |  | 3,008 |  | 2,125 |
| Selling and administrative expenses |  | 472 |  | 417 |
| Operating income (loss) | \$ | 1,240 | \$ | (428) |



CONSOLIDATED BALANCE SHEET


Cash flow due to investing activities
Cash flows from financing activities:
Net borrowings under revolving line of credit Deferred financing costs
Proceeds from deferred loan agreement
Repayments of long-term debt
Net change in bank overdrafts
Proceeds from issuance of common stock
Cash flow from (due to) financing activities
Net cash flow
----------
$(3,586)$
-----------
----------
$(1,193)$

| 8,635 |  |  |
| :---: | :---: | :---: |
| (26) |  | - |
| - |  | 200 |
| $(1,944)$ |  | $(1,948)$ |
| 1,825 |  | 538 |
| 319 |  | 52 |
| 8,809 |  | $(1,158)$ |
| \$ $(4,494)$ | \$ | 1,427 |

