

# **Universal Stainless Reports Record Sales and Earnings for Third Quarter 2006**

# EPS Reaches \$0.86 on \$55 Million in Sales

BRIDGEVILLE, Pa., Oct. 19, 2006 -- Universal Stainless & Alloy Products, Inc. (Nasdaq:USAP) reported today that net income for the third quarter of 2006 rose 73% to a record \$5.7 million, or \$0.86 per diluted share, on a 28% increase in sales, which reached a record \$55.1 million. This compares with net income of \$3.3 million, or \$0.51 per diluted share, and sales of \$43.1 million reported in the third quarter of 2005.

Third quarter 2006 results exceeded the Company's forecast of diluted EPS of \$0.65 to \$0.70 and sales of \$45 to \$50 million.

Net income for the nine-month period ended September 30, 2006 rose 50% to a record \$14.2 million, or \$2.15 per diluted share, on a 16% increase in sales, which reached a record \$148.1 million. In the prior year period net income was \$9.5 million, or \$1.47 per diluted share, and sales were \$128.0 million.

President and CEO Mac McAninch commented: "Continued robust aerospace demand, coupled with strong petrochemical and power generation markets, enabled us to achieve record results for the third quarter of 2006. Sales were further accelerated by the rapid increase in the cost of nickel, a major component of stainless steel, which increased the prices of our products due to the effect of the surcharge mechanism. Our Dunkirk operation also benefited from continued workforce additions, the timing of feedstock procurement and effective cost management. As a result, Dunkirk's sales reached \$20 million and its operating margin rose to a record 19% of sales."

Mr. McAninch continued: "Our investment in a sixth vacuum-arc remelt (VAR) furnace and the addition of milling machines and a plate flattener in Bridgeville enabled us to take advantage of our market opportunity and work down some of our substantial backlog. We completed installation of a seventh VAR furnace ahead of schedule this summer and expect to see a full-quarter benefit in the first quarter of 2007."

Mr. McAninch concluded: "We remain optimistic about the balance of the year even though we expect to see the normal seasonal patterns come into play in December and have developed our forecast accordingly. We see favorable conditions in our end markets continuing into 2007 and beyond."

### Segment Review

In the third quarter of 2006, the Universal Stainless & Alloy Products segment had record sales of \$47.2 million and operating income of \$4.0 million, yielding an operating margin of 9%. This compares with third quarter 2005 sales of \$40.0 million and operating income of \$4.0 million, or 10% of sales. In the second quarter of 2006, sales were \$45.7 million and operating income was \$5.8 million, or 13% of sales. The reduction in operating margin in the 2006 third quarter is primarily due to higher material costs incurred in comparison to prior quarters.

The 18% increase in sales from the 2005 third quarter reflects the contribution of the new vacuum-arc remelt furnace installed in December 2005 and additional milling machines and a plate flattener added in the 2006 first quarter. It also was due to higher product prices and a favorable product mix, including growth in shipments to forgers and of bar and plate products to service centers and OEMs. The 3% sales increase over the 2006 second quarter mainly reflected increased shipments of semi-finished product to rerollers and forgers and of bar products to service centers offset by lower shipments of tool steel plate to service centers.

The Dunkirk Specialty Steel segment reported record sales for the 2006 third quarter of \$19.8 million and record operating income of \$3.8 million, resulting in an operating margin of 19%. This compares with sales of \$14.0 million and operating income of \$1.8 million, or 13% of sales, in the third quarter of 2005. In the second quarter of 2006 sales were \$16.2 million and operating income of \$2.3 million, resulting in an operating margin of 14%.

Dunkirk's sales increased 42% over the 2005 third quarter and 23% over the 2006 second quarter. Operating income increased 117% from the prior year third quarter and rose 69% from the 2006 second quarter. The growth in sales and profitability was due to the previously mentioned factors, including the effect of the surcharge mechanism, workforce additions that helped increase throughput and effective cost management. In addition to increased sales to service centers and OEMs in the 2006 third quarter, Dunkirk's sales to redrawers rose substantially from the previous quarter due to a large shipment of rod product requiring special chemistry.

#### **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 fourth guarter 2006 sales will range from \$45 to \$50 million and that diluted EPS will range from \$0.70 to \$0.75. This compares with sales of \$42.0 million and diluted EPS of \$0.55 in the fourth guarter of 2005.

The following factors were considered in developing these estimates:

- -- The Company's total backlog at September 30, 2006 remained at high levels, approximating \$124 million compared to \$128 million at June 30, 2006.
- -- Despite continued strong end market demand, the Company expects normal year-end plant closings and inventory adjustments by its customers as well as trucking constraints to impact its sales company-wide. In line with this, sales from the Dunkirk Specialty Steel segment are expected to approximate \$17 million in the fourth quarter of 2006.

#### Webcast

A simultaneous Webcast of the Company's conference call discussing the third quarter of 2006 and the fourth 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 October 26th. It can be accessed by dialing 706-645-9291, passcode 7722080. 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 semifinished 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.

#### 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.

> UNIVERSAL STAINLESS & ALLOY PRODUCTS, INC. FINANCIAL HIGHLIGHTS (Dollars in thousands, except per share information) (Unaudited)

#### CONSOLIDATED STATEMENT OF OPERATIONS

	F	For the Quarter Ended September 30,			F	For the Nine-Months Er September 30,		
		2006 2005			2006		2005	
Net Sales								
Stainless steel	\$	41,726	\$	35,573	\$	- /	\$	103,397
Tool steel High-strength low		5,408		4,805		18,645		15,181

alloy steel High-temperature	4,529	1,506	10,322	4,270		
alloy steel	2,932	587	7 045	2,323		
			7,045	2,525		
Conversion services			1,694	2,533		
Other	54		201	275		
Total net sales Cost of products	55,110	43,097	148,066	127,979		
sold Selling and	42,912	35,692	116,924	106,299		
administrative expenses		2,043				
Operating income	9.160		22,969			
Interest expense						
Other income			(010)			
Other Income	2		0			
Income before						
	8,887	5,139	22,165	14,813		
Income tax	-,	-,	,	,		
provision	2 100	1,850	7 070	F 222		
provision	3,199					
Net income	\$ 5.688	\$ 3,289	\$ 14 186	\$ 9.480		
Nee moome		=========				
Earnings per share						
- Basic		\$ 0.52	ė 2.01	Ċ 1.40		
- Basic						
				=========		
Earnings per share						
- Diluted	\$ 0.86	\$ 0.51	\$ 2.15	\$    1.47		
	=========	=========	========	=========		
Weighted average shares of Common Stock outstanding						
	6,443,570	6,383,464	6,429,089	6,365,947		
Diluted	6,615,784	6,490,056	6,596,787	6,469,953		
	MARKET SEGMENT INFORMATION					
	For the O	wartar Endad	For the Ni	no-Montha Endod		
				ne-Months Ended		
		ember 30,		mber 30,		
	2006	2005	2006	2005		
Net Sales						
Service centers	\$ 26,394	\$ 18,039	\$75,750	\$ 53,396		
Rerollers	9,856					
Forgers	10,614	8,572				
5	10,014	0,372	20,000	44,174		
Original equipment	4 405	0 1 4 0	10 00-	0 0 0 0		
manufacturers	4,421	3,148		8,070		
Wire redrawers	3,310	-		7,934		
Conversion services	s 461	569	1,694	2,533		
Other	54	58	201	264		

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Total net sales \$ 55,110 \$ 43,097 \$ 148,066 \$ 127,979

# BUSINESS SEGMENT RESULTS

Universal Stainless & Alloy Products Segment

Net Sales	Septemk 2006	per 30, 2005	For the Nine Septemk 2006 	2005
Net Sales				
Stainless steel Tool steel High-strength low			\$ 74,353 17,466	
alloy steel	2,107	574	5,036	1,887
High-temperature allo	У			
steel			2,690	
Conversion services	321	466	1,243	2,122
Other	39	57	151	217
			100,939	
Intersegment		-	31,089	-
Total net sales	47,191	39,972	132,028	115,554
Material cost of sale Operation cost of	s 24,055	20,876	61,809	59,156
sales	16,965	13,651	49,700	41,734
Selling and administrative				
expenses	2,124	1,428	5,679	4,324
Operating income			\$ 14,840 =======	

#### Dunkirk Specialty Steel Segment

Fc Net Sales	-	er Ended For 30, 2005 		30,
Net Baleb				
Stainless steel \$	\$ 13,384 \$	12,022 \$	\$35,806 \$	34,533
Tool steel	556	236	1,179	458
High-strength low				
alloy steel	2,422	932	5,286	2,383
High-temperature alloy				
steel	2,001	80	4,355	88
Conversion services	140	103	451	411
Other	15		50	58
-				
	18,518	•	47,127	
Intersegment	1,317	617	2,874	2,098
-				
Total net sales	19,835	13,990	50,001	40,029
Material cost of sales	10,847	8,190	27,756	21,746

Operation cost of				
sales	4,263	3,428	12,216	10,817
Selling and				
administrative				
expenses	914	615	2,494	2,011
Operating income	\$ 3,811	\$ 1,757	\$7,535	\$ 5,455
	=======	=======	=======	=======

# CONSOLIDATED BALANCE SHEET

Assets	September 30, 2006 	December 31, 2005 
ASSELS		
Cash Accounts receivable, net Inventory Deferred taxes Other current assets	\$ 614 37,784 63,455 1,835 1,525	\$ 620 27,963 51,398 1,084 1,706
Total current assets Property, plant & equipment, net Other assets	105,213 49,381 500	82,771 45,761 495
Total assets	\$155,094 =======	\$129,027
Liabilities and Stockholders' Equi		
Trade accounts payable Accrued employment costs Deferred revenue Outstanding checks in excess of ban balance Current portion of long-term debt Other current liabilities	\$ 18,345 4,919 2,882 k 2,547 2,414 2,037	
Total current liabilities Bank revolver Long-term debt Deferred taxes Total liabilities Stockholders' equity	33,144 7,153 9,427 9,486  59,210 95,884	21,107 6,117 11,200 9,600  48,024 81,003
Total liabilities and stockholders equity	' \$155,094 =======	

CONSOLIDATED STATEMENT OF CASH FLOW DATA For the Nine-Month Period Ended September 30,

		2006	2005

Net income	\$ 14,186	\$ 9,480
Adjustments to reconcile to net cash		
provided by operating activities:		
Depreciation and amortization	2,460	2,301
Loss on retirement of fixed assets		705
Deferred tax (decrease) increase	(879)	193
Stock based compensation expense	369	
Tax benefit from exercise of stock options		173
Excess tax benefits from share-based payment		
arrangements	(179)	
Changes in assets and liabilities:		
Accounts receivable, net		(4,530)
Inventory		(12,889)
Trade accounts payable		(32)
Deferred revenue	2,498	310
Accrued employment costs		1,466
Other, net	1,204	1,483
Cash flow provided by operating activities		(1,340)
Cash flow used in investing activities:		
Capital expenditures		(5,233)
Cash flow used in investing activities	(5 587)	(5,233)
cash ilow used in investing activities		(3,233)
Cash flows provided by financing activities:		
Revolving credit net borrowings	1,036	(197)
Proceeds from long-term debt		8,050
Deferred financing costs		(48)
Long-term debt repayments	(914)	(755)
Net change in outstanding checks in excess of		
bank balance	(554)	248
Proceeds from issuance of common stock	326	554
Excess tax benefits from share-based payment		
arrangements	179	
Cash flow provided by financing activities		
	73	7,852
Net cash flow	\$(6)	 \$ 1,279
	ç (ö) =======	÷ 1,2,5
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