## Edgar Filing: USX CORP - Form 425

USX CORP Form 425 August 06, 2001

Filed by USX Corporation
Pursuant to Rule 425 under the Securities Act of 1933
And deemed filed pursuant to Rule 14a-12
Of the Securities Exchange Act of 1934
Subject Company: USX Corporation
Commission File No. 1-5153

[Slide 1] - United State Steel - Sheet Products - J. Paul Kadlic

[Slide 2] - Current Industry Recession - 1. Year-to-date shipments - 13% behind same period a year ago; 2. Industry Capacity Utilization - running below 80%; 3. Steel prices - lowest level of 20 year records

[Slide 3] - Area of Focus - Volume, Cost, Price

[Slide 4] - Value-Added Business Strategy - 1. Minimize exposure in highly competitive, commodity markets; 2. Maximize facility and systems capabilities - focus capital spending, continuing improvement in costs, efficiency is imperative

[Slide 5] - Value-Added Business Strategy - Commercial Department - 1. Automotive; 2. Appliance, Tubular, Drums; 3. Steel Framing, Steel Roofing; 4. Agricultural equipment, mining equipment, electrical, service centers

[Slide 6] - Value-Added Business Strategy - Commercial Department - 1. Automotive; 2. Appliance, Tubular, Drums; 3. Steel Framing, Steel Roofing; 4. Agricultural equipment, mining equipment, electrical, service centers - Strategies developed by multi-functional teams - sales, planning, marketing, engineering, operating, logistics, metallurgy - To address the needs of each industry

[Slide 7] - Value-Added Business Strategy 2000 Domestic Steel Shipments by Markets

- 22% Service Centers
- 16% Processing Joint Ventures
- 14% Transportation
- 11% Converters
- 9% Construction
- 9% Oil, Gas & Petrochemicals
- 8% Other
- 6% Containers
- 5% Export

[Slide 8] - Value-Added Business Strategy - Commercial Department - 1.Automotive; 2.Appliance, Tubular, Drums; 3.Steel Framing, Steel Roofing; 4.Agricultural equipment, mining equipment, electrical, service centers - Market Teams - formulate business strategies for a common focus and give direction to capital spending

[Slide 9] - Value-Added Business Strategy - Automotive Investments - 1.Upgrading Fairless Galvanizing Line; 2.Expansion of Pro-Tec Joint Venture - annual capacity 1 MMT, total sales responsibility; 3.Automotive Center in Michigan - formability research of high strength steels

[Slide 10] - Value-Added Business Strategy - USS Automotive - 1.Impressive quality success; 2.A leader in this area; 3.Advanced high strength steels - 28 new grades, 16 currently under development

## Edgar Filing: USX CORP - Form 425

- [Slide 11] Value-Added Business Strategy USS Automotive Shipments bar chart showing 000 tons for 1998, 1999, and 2000
- [Slide 12] Value-Added Business Strategy 1.Key Customers are Global Companies; 2. Challenging their suppliers to be global with them we have responded
- [Slide 13] Value-Added Business Strategy 1.Increased our presence in Mexico stamping and assembly facilities serve North American markets
- [Slide 14] Value-Added Business Strategy Growth in Mexico Acero Prime Joint Venture with Ferralloy Corporation and Intacero de Mexico high quality slitting, packaging, logistical support
- [Slide 15] Value-Added Business Strategy Acero Prime Location Map of Mexico showing a triangle between Monterrey, Silao, and Mexico City with San Luis Potosi in the middle (location of Acero Prime)
- [Slide 16] Value-Added Business Strategy Acero Prime Expansion Major Construction 60,000 Sq Ft Doubling Facility Size & Warehouse Capability Second slitting line, automatic packaging machine
- [Slide 17] Value-Added Business Strategy Acero Prime Expansion Additional 70,000 Square Foot Facility Constructed in Ramos Arizpe dedicated to storing and managing coil inventories, expect further expansion
- [Slide 18] Value-Added Business Strategy Global Base in Europe U. S. Steel Kosice Our success in Mexico can be replicated in Europe, Steel consuming plants within 500 miles radius of Kosice
- [Slide 19] Value-Added Business Strategy Global Base in Europe U. S. Steel Kosice Introduced to North American headquartered companies, present customers seek increased participation
- [Slide 20] Value-Added Business Strategy Global Base in Europe For the Automotive Industry extensive trials & quality systems qualifications are required, process has begun with major auto companies
- [Slide 21] Value-Added Business Strategy Enhanced Business Systems Continued investment in our systems help reduce costs, customers view this as leadership
- [Slide 22] Value-Added Business Strategy Enhanced Business Systems OPEX Order Processing Excellence Increase production efficiency, improves customer service
- [Slide 23] Value-Added Business Strategy Enhanced Business Systems OPEX Order Processing Excellence EXTRANET Between USS and Customer customers electronically interface, more accurate real-time information
- [Slide 24] Value-Added Business Strategy Enhanced Business Systems OPEX Order Processing Excellence EXTRANET Between USS and Customer SCM Supply Chain Management reduces steel products inventory
- [Slide 25] Value-Added Business Strategy Enhanced Business Systems Supply Chain Management Pro-tec has reduced coated inventory (50,000 MNT since January), major service center customer (reduced 43% inventory this year)
- [Slide 26] Value-Added Business Strategy Enhanced Business Systems bar chart showing SCM bookings in tons for 2H 1999, 1H 2000, remaining months of 2000, and January through August 2001

## Edgar Filing: USX CORP - Form 425

- [Slide 27] Value-Added Business Strategy Continuous Cost Reduction Increasing our reliability and flexibility right product each and every time, responding to customer's needs
- [Slide 28] Value-Added Business Strategy Continuous Cost Reduction Problem Solving Teams root causes, corrective actions, continuous improvement programs
- [Slide 29] Value-Added Business Strategy Automotive Rejections graph showing PPM performance for 1998, 1999, 2000, and 1st half 2001 decreasing
- [Slide 30] Value-Added Business Strategy Continuous Improvement We have identified \$30/ton of cost reductions and increased efficiencies in our U. S. operations over the next three years.

Table showing Selective Initiative and Expected \$/ton impact

Improved Productivity & Process Improvements \$10
Improved Cost of Quality & Material Yields \$6
Reduced Purchased Products & Services \$5
Energy Conservation \$3
Labor & Staffing Efficiencies \$3
Reduced Property Taxes & Royalties \$3
Total \$30
Over \$300 Million in Annual Operating Cost Savings

- [Slide 31] Value-Added Business Strategy Continuous Improvement Cost Improvement Programs enhanced productivity, improve quality, reduce energy and materials
- [Slide 32] Value-Added Business Strategy Continuous Improvement 1.Fairfield Blast Furnace coal injection, reduce material and oxygen costs; 2.Gary and Mon Valley's Hot Strip Mills hot charge slabs, reduce fuel usage
- [Slide 33] Value-Added Business Strategy Natural Gas Avg. Price \$/mmbtu for 1999, 1Q 2000, 2Q 2000, 3Q 2000, 4Q 2000, 1Q 2001, and 2Q 2001 Source: NYMEX
- [Slide 34] Value-Added Business Strategy Continuous Improvement 1.Extreme Gas Price Hikes reduce usage of natural gas by 25% (increased efficiencies in our burners, reduced waste, replacing with coke oven gas), expect further improvements
- [Slide 35] Value-Added Business Strategy Continuous Improvement 1.Implement more computer based inspection systems APEX quality program, automation, detect and correct quality more expeditiously, enhances service
- [Slide 36] Value-Added Business Strategy Capital Spending 1.Projects already in place assets in Mexico, assets in Kosice, expansion of Pro-tec galvanizing facility, automotive center in Detroit
- [Slide 37] Value-Added Business Strategy Capital Spending 1.Current capital maintenance projects rebuilding Gary's No. 2 stove at No. 6 Blast Furnace, reline Mon Valley's No. 3 Blast Furnace To increase our competitiveness
- [Slide 38] Conclusion Managing through 2001 1. Facing a tough market; 2.Remaining focused on strategies (maximize value-added volume and mix, continuous cost improvements)
- [Slide 39] Pictures of mill workers