



Impact by Design: Strengthening Supply Chains

Real Stories. Real Impact. Real results.

Fast Facts | Automotive

Need: An automotive manufacturer was seeking a new steel supplier to support its North American operations.

Challenge:

- Tariff issues and import reliance for production in Mexico
- Need for a reliable domestic steel source

Our Response:

- Built a strong partnership with the customer
- Qualified a record number of steel grades in just 2 years

Impact:

- 22 grades qualified
- 6 secondary routes developed
- 6 grades awarded for 2026 production in Mexico
- Customer positioned for growth through our global relationship with NSC

Challenge

A leading automotive manufacturer was seeking a new steel supplier to support its North American operations. Ongoing tariff challenges and dependence on imported materials were creating uncertainty in cost, lead time, and supply reliability. The company needed a trusted domestic partner that could provide advanced steel grades quickly, consistently, and competitively — ensuring resilience and stability in their growing production network.

Choice

They turned to U. S. Steel for a solution. In less than two years, our teams collaborated closely to qualify a record number of advanced steel grades, verifying performance and manufacturability for multiple production lines. This rapid qualification process showcased how U. S. Steel's domestic footprint and technical expertise could streamline supply and reduce reliance on imports.

Outcome

By partnering locally, the customer gained:

- Improved supply reliability through shorter logistics and lead times
- Reduced exposure to tariffs and geopolitical disruptions
- Increased collaboration speed between engineering teams
- Smoother production planning backed by domestic technical support

Today, 6 of those grades have already been awarded for 2026 production in Mexico. With additional opportunities on the horizon, the company continues to expand its relationship with U. S. Steel — strengthening its North American supply chain and supporting jobs, innovation, and manufacturing growth right here at home.

This collaboration demonstrates how domestic partnerships deliver measurable Impact by Design — combining innovation, reliability, and resilience to power the future of American manufacturing.

Ready to see what's possible?

Talk with your U. S. Steel representative to see how our SteelWorks360SM Team can help turn your challenge into results.