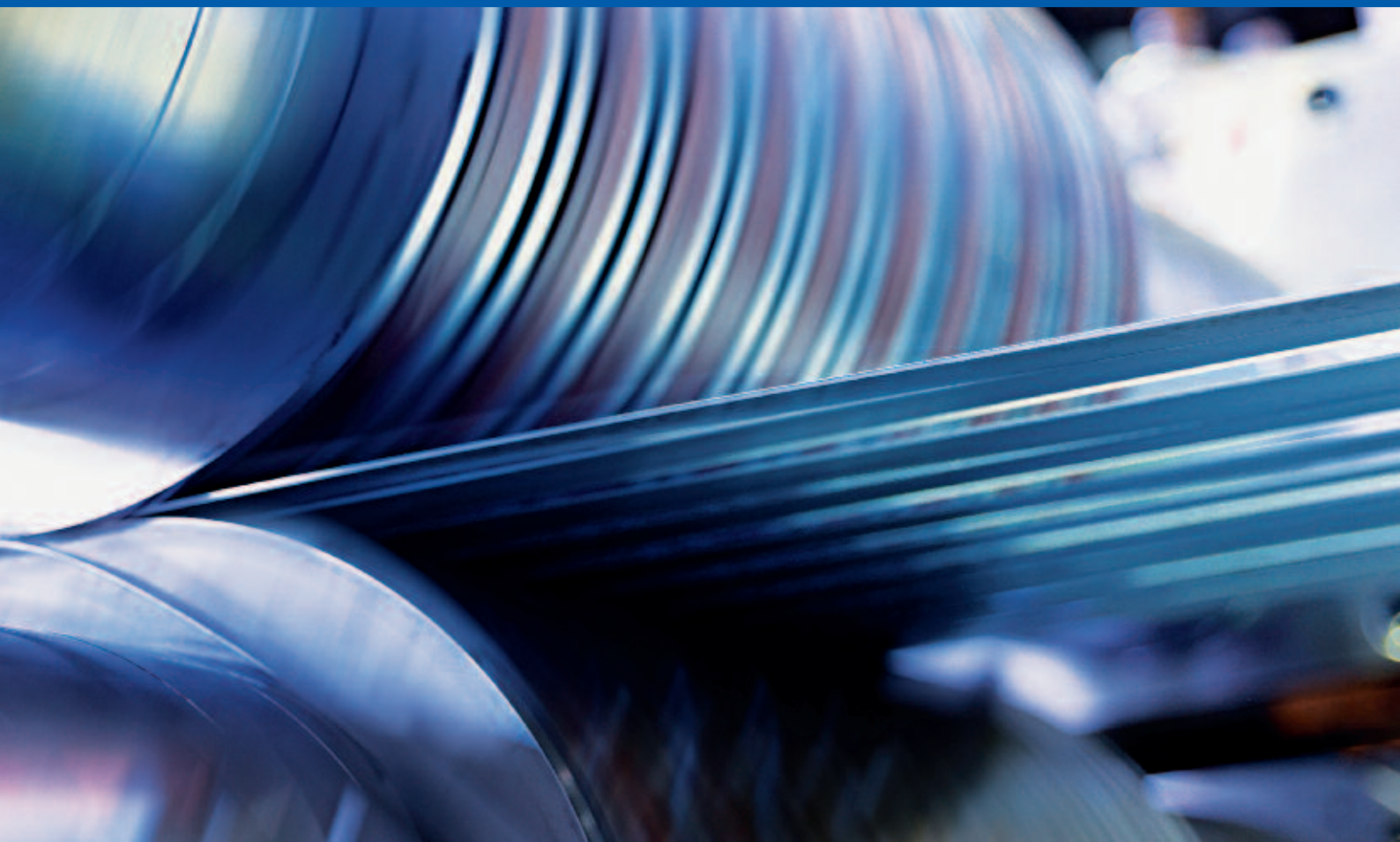




Performance in steel  
strip service at its best

Bandstahl-Service-Hagen GmbH





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# Targeted innovations true to tradition



## Our work is rewarded by good **WORD-OF-MOUTH** advertising

If a company has remained stable in this highly competitive market for three decades, there must be indicators that set us apart and explain our success. We think that one of these pointers must be our genuine heartfelt commitment to our customers. So it should come as no surprise that we have earned a good reputation in our business.

No question that dedication is essential; but without products of superior quality there will be no positive reputation. In a region with a long tradition for this product - the gateway to 'Sauerland' - BSH produces slit strips from hot rolled, cold rolled and zinc coated

steel. Our customers range from 'a' for automotive industry, 'c' for construction industry, 'e' for electro industry up to 's' for supplying industry. As a medium-sized company we have sales of more than 160,000 tons per year.

Bandstahl-Service-Hagen is also pleased to offer the service of commission processing for all sectors. Other services supplied by BSH include commission processing for aluminium, stainless steel and electrical steel. Our good reputation is reflected in the healthy level of orders. Targeted innovations are our byword.





State-of-the



## The technical **CORE** of BSH

Forgive the play on words, but when we talk about the customer being the focal point of our activities, we could illustrate this with the phrase 'accompanying our customers through thick and thin' in reference to our state-of-the-art production lines.

This is because we deliver slit strip produced on three slitter lines, which, so to speak, form the technical heart of our BSH production, in the following dimensions:

- Slit strip widths: 20 up to 1,650 mm
- Thickness: 0.3 up to 8.0 mm

These are definitely respectable figures. But with 'normal' values you don't normally get far. Our three slit to length lines, one of them manufactured by the market leader FIMI, guarantee clear slit edges and avoid strip sabre. The lines are suited for the slitting of cold and hot rolled steel as well as surface treated steel, colour-coated steel, zinc coated steel, stainless steel and aluminium.

Our storage for mother coils has a capacity of about 25,000 tons. This is, indeed, a "weighty" advantage. Working on a production and storage area of about 30,000 m<sup>2</sup> at Bandstahl Service Hagen is our competent team which takes good care of our customers.

State-of-the-art production lines for an extensive delivery programme

-art production lines





	Slitter line 1	Slitter line 2	Slitter line 3
Inauguration	1995	2001	2009
Thickness range	0.30 - 2.50 mm	1.25 - 8.0 mm	1.0 - 8.0 mm
Max. coil width	1,390 mm	1,670 mm	650 mm
Coil ID	508 / 610 mm	508 / 610 / 762 mm	508 / 610 mm
Max. coil weight	26,000 kg	30,000 kg	8,500 kg
Max. coil OD	2,000 mm	2,200 mm	2,000 mm
Possible slit widths	20 - 1,370 mm	29 - 1,650 mm	20 - 630 mm
Ring ID	508 / 610 mm	508 / 610 mm	508 mm

### Further production features

Slitter line 1

Suitable for the slitting of:

- Surface treated steel with delicate surface
- Cold rolled, colour coated, zinc coated steel
- Stainless steel and aluminium
- Electric steel

Slitter line 2

- Hot rolled and surface treated steel
- Stainless steel and aluminium steel

Slitter line 3

- Hot rolled and surface treated steel
- Edge rounding





# Delivery Programme

Slitted from hot rolled wide strip, in pickled and unpickled surface finish. Dimensional tolerances as per DIN EN 10051.

## Steel strip

Qualities:

- Continuously hot rolled strip of mild steel for cold forming per DIN EN 10111 - DD11 - DD14
- Hot rolled products of unalloyed structural steels per DIN EN 10025, steel grades S235 - S355 in the respective quality groups
- Hot rolled flat steel products from steels with high yield point for cold forming per DIN EN 10149-2 or per Stahl-Eisen-Werkstoffblatt 092 - hot rolled fine grained steels - grades S315 - S 700MC or QSTE with specified minimum yield point

Other qualities and finishes by arrangement

## Cold rolled strip

- Mild steel, enamellable, micro-alloyed (IF steel)
- Construction steel
- Steel with high-yield point, bake-hardening effect, phosphorus alloyed

## Coated strip

- Zinc coating Z
- Zinc-iron coating ZF
- Zinc-aluminium coating ZA



- Aluminium-zinc coating AZ
- Mild steel
- Construction steel
- Steel with high yield point  
Bake-hardening effect, phosphorus alloyed
- High strength steel / IF steel

## Electrolytic galvanised strip

- Mild steel
- Steel with high yield point

## Slitting of stainless steel as commission processing

## Slitting of aluminium as commission processing

## Slitting of electrical steel as commission processing

Our products comply with applicable industry standards. We also offer competent commission processing for all mentioned material grades up to 8.00 mm material thickness.



## A lot of **INTUITION** and ...

As a medium sized company with about 60 employees we have a more flexible organisation than many a large firm. The contact is obviously closer which encourages more immediate, and often more intensive liaison work. It is not least due to this direct communication that our employees have developed highly-tuned intuitive skills in their particular scope of work, especially exemplified in the requirements of our customers in the automotive industry.

Alongside our modern slitter lines, our absolute reliability as a provider for the automotive and supplier industry is the main argument for working with us. And, of course, we want to strengthen this position. Responsible for about half of the annual turnover at BSH, this sector forms a main pillar of our company.

Not really surprising in a region that is so dominated by various firms in and around the field of the automotive industry.

Acting reliably and offering top service is only possible when all actions are directed to one target which gives all employees a clear orientation for their activities. The maxim of our actions is the absolute satisfaction of our customers. In order to know what the customer requires and what the customer needs to maintain a successful market position, you not only need technical know-how but also good intuition. Only then – and not before – can you talk about customer orientation in your business philosophy with a good conscience.

## Absolute customer orientation with top service







... a good **NOSE** ...

Customer orientation and the intense co-operation within our team are two parameters for best performance that we provide daily; striving both for and with our customer for success in the present and the future. Another fixed point for a positive company performance is the sensitive handling of the material. This is not unusual, even with the hard material 'steel'. Experts at BSH have the proverbial good nose for steel strip in all its grades and with all its properties. This is essential in all fields.

For similar high requirements, as those found in the automotive industry and for its suppliers, are also valid for press, stamping and forming companies or for the electric industry. Behind the entire value-added process of our company there is a team of employees, who play together well, co-operate at the highest level and can score. As in many cases, it is also true to say here: the whole is more than just the sum of its parts. It is easy to make assertions – so we think you should check it out for yourself.



... and a keen **EYE**

In principle, you can take the contents of the following statements for granted at a well-established service centre. As a matter of form, however, we feel obliged to mention some rather obvious statements simply to avoid misunderstandings.

The name Bandstahl-Service-Hagen stands for production of high quality goods. You may take this as read. We have an eye for first class quality products. Only products that have passed extensive quality inspections are allowed to leave our house. Of course BSH is a certified company and production is run completely according to the standards of the current IATF 16949 as well as DIN EN ISO 14001.

The continuous thickness record during the production and the in-house analysis of the chemical and mechanical properties in our own laboratory guarantee the high quality standard as do the inspections for incoming goods during the production up to the final inspection.

Modern inspection devices as, for example, a spectral analysis device and a thickness measuring device and standards such as measuring and checking processes are all employed by us. Proverbial sloppiness as a cause for complaints has no place in our company because we make short work of all kinds of carelessness well in advance.

Superior quality with an attractive price-performance ratio







# ○○○ High Quality

## Everything works systematically

Quality is feasible. The employees of our company are supposed to and willing to deliver high quality work. This is the only way for us to stay on the road to success - together with our customers. The future can only be planned around success. This is conditional on all courses of action in a company being oriented to efficiency in advance. The effectivity and the control of all processes are subject to steady evaluation and control at BSH and, in this way, they contribute decisively to quality assurance.

In this way the modules of our modern inventory control system guarantee process monitoring and

retraceability; coils and charges are registered electronically and traced up to the goods issue department. According to the latest human assessment, this eliminates most of the errors. If contrary to expectations there should be reason for a customer complaint, this system guarantees a quick fault analysis and we will resolve the problem immediately. For it is still true to say, we have an ambitious target: we would like you always to associate best performance for slit strip service with an attractive price-performance ratio at BSH. And, if you like, let us talk about it together.

At Bandstahl-Service-Hagen all communication channels are open. The direct contact with our customers is vital to us. We are ready to listen to your request any time. You can reach us 5 days a week during our business hours.

## **Bandstahl-Service-Hagen GmbH**

Walzenstraße 12 - 18

58093 Hagen

Germany

### **Reception**

Tel. +49 (0) 23 31/95 02-0

Fax +49 (0) 23 31/95 02-91/-92

info@bandstahl-service-hagen.de

www.bandstahl-service-hagen.de

### **Management**

Fax +49 (0) 23 31/95 02-90



### **Sales office West**

Walzenstraße 12 - 18

58093 Hagen

Germany

Tel. +49 (0) 23 31/95 02-0

Fax +49 (0) 23 31/95 02-91

vertrieb\_west@bandstahl-service-hagen.de

### **Sales representation Switzerland**

André Allemann

Tel. +41 55 4601457

Mobil +41 79 6635426

a.allemann@bandstahl-service-hagen.de

### **Sales office South**

Haydnweg 2

89150 Laichingen

Germany

Tel. +49 (0) 73 33/92 57-140

Fax +49 (0) 73 33/92 57-142

vertrieb\_sued@bandstahl-service-hagen.de