



STEELHUB

TRADING & CONSULTING

Breakthrough Steel Technologies





Introduction

Our proposal:

To introduce to you the very latest steel technology enabling you to achieve significant cost reduction and increased efficiency across your manufacturing division.

- We have access to a deep pool of highly experienced professionals with comprehensive knowledge of the steel sector..
- Our well-researched approach ensures that we complete projects on time and within budget.
- Our team of technicians access their considerable experience having worked on projects of various types with companies such as:
 - Posco
 - Nippon Steel Corporation
 - Essar Steel
- Previous projects include
 - Comprehensive sustainable cost reduction programs
 - Casting defects reduction
 - Product range expansion
 - Raw Material Consumption
 - Energy Efficiency Programs
- This document outlines Steel Hub's profile and includes Case Studies of work previously conducted.
- We look forward to discussing how we can be of assistance to your company.

What We Do

Steel Hub delivers the highest standards of consultancy service to the steel production sector. Our highly professional team of specialists are available to be sent to production facilities anywhere in the world at short notice. We have the capability to help organisations in a variety of areas. Among others, we have undertaken projects involving sustainable cost reduction programs, steel quality up-grades, product range expansions, and raw material and energy efficiency implementations.

Our rigorous attention to detail and focus on producing solutions to problems that are sustainable over the long term has resulted in Steel Hub building up an international portfolio of highly satisfied Clients.



Projects Completed with Top Steel Manufacturers

Members of our team have previously worked on technical exchanges with senior executives in the steel business from all over the world.

As part of our experience, our team have worked under important consultancy agreements with some of the world's most prestigious steel producers including:

- POSCO
- a top Korean steel manufacturer
- the Japanese Nippon Steel Corporation

In addition, our team have worked with producers in:

- the EU
- South America
- the Middle East
- the USA



Technician and Project Team

Summary of experience

Steel Hub has access to a deep pool of highly experienced Steel industry Engineers who have undertaken a wide variety of projects around the world. Our Engineers have been involved in a number of complex projects from inception right through to completion and subsequent sign-off by satisfied clients.



Steel Hub In Five Words

Consulting expertise for breakthrough results

Our Mission

Utilising our team of highly qualified and widely experienced professionals, our mission is to help companies across the world achieve improved competitiveness, profitable growth, managed expansion, and the creation of value in all aspects of their business.

We wish to ensure that our clients can look to the future with confidence.





Case Study 1

A major re-vamp of two Converter Steel Shops for a steel company in Southern Europe.

Situation

After many years of low capital investment, a significant project to invest in heavy equipment was required to reduce break-downs, lower maintenance costs, and improve quality. The new equipment had to be introduced into the plant without interrupting production. With more than 650 people employed on-site simultaneously, safety considerations were paramount. The main elements of the steel shop that were changed were eight Charging Cranes each weighing more than 500 tons, three continuous Slabs Casting Machines, and one new RH de-gassing plant.

Our Approach

A carefully selected team of specialists was chosen to perform these critical tasks. As a consequence of the project's intense complexity, in-depth discussions had to be held with all suppliers and contractors. Particular methodology was designed and introduced to ensure that production remained almost unaffected by this project.

Results

Despite numerous highly complex interactions with suppliers, contractors, and staff, the re-vamp was completed successfully on budget and on time. Levels of production and quality both exceeded previous standards, and maintenance interruptions were reduced. As a consequence of team working, major injuries were avoided.

Case Study 2

Cost reduction program and streamlining of operations for an integrated steel production unit in the European Union.

Situation

The company was experiencing heavy losses after years of inefficient management. Despite having conducted numerous exercises in which expensive consultants were hired and their suggestions implemented, old habits soon returned and all of the savings benefits evaporated. A complete turnaround was required because the company's survival was at risk. Poor industrial relations and a lack of motivation were holding back the company. We set an ambitious cost reduction target in excess of 150 Million Euros. The company's revenue exceeds 3 Billion Euros.

Our Approach

An extensive analysis of cost drivers was completed quickly and an experienced team of professionals was sent to the plant to resolve the problems. Although the plant was complex, we were able to complete the task using a relatively small but highly specialised team. Cost management was completely revised. A proactive system was introduced to replace the previously used reactive approach. A detailed analysis of workflow, process, and organisation was conducted.

Results

The management of production cost was revised and brought up to industry standard. Key hurdles were identified that had effected past results. Although the project was extremely complex, by working in collaboration with local management we were able to overcome the difficulties. In addition, layers of management were removed which streamlined processes. Upon completion, cost savings of more than 20% were achieved despite initial resistance from the work force. Returning two years after completing our work we found that our pragmatic and workable solutions were still in practice and reaping cost saving rewards. Potential savings of a further 140 Million Euros were identified as well as opportunities to revise "make versus buy" policies.

Case Study 3

A complete turnaround of both the sales and procurement divisions of a major world steel producer.

Situation

A major European integrated steel plant wanted to redefine its growth strategy and reduce inefficiency. The overall objective was to develop both the strategy for increasing sales and for reducing inefficiency in procurement at a corporate level. Spending was spread across more than 20,000 suppliers. Purchasing decision makers were disorganised. The Sales division was operating inefficiently.

Our Approach

All the product categories were examined which resulted in a new special category of special materials being created (refractories, Electrodes, rolls, etc). The Purchasing division was restructured to ensure best practice across the whole business unit. A change management program was implemented to ensure sustainability of savings.

Results

Significant savings were generated after less than 6 months. The time from shipment to arrival of material at the plant was reduced. Processes were streamlined and made more transparent. Support was offered to allow management information to be used more effectively.

A black and white photograph of an industrial setting, likely a steel mill or refinery. Large, thick pipes with a corrugated or ribbed texture dominate the foreground and middle ground. These pipes are connected by various fittings, flanges, and valves. In the background, there are more pipes, structural steel beams, and what appears to be a walkway or platform. The lighting is dramatic, with strong highlights and deep shadows, emphasizing the metallic textures and complex geometry of the industrial infrastructure.

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