

dialog

December issue 2018

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Container Systems

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40 years of SCHÄFER KEGs

IBC

Expanding the production site in the Czech Republic

SCHÄFER Perforated Metal

Machining diversity for perforated sheets



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Theo Schäfer, managing partner at SCHÄFER WERKE and EMW Steel Service Centre

Dear readers!

The year 2018 is drawing to a close. Together, we've done our best to exceed the high expectations we paced on ourselves, and to create the conditions for successfully meeting the challenges of the future. I would like to express my sincere thanks to all employees and customers for your commitment, your performance and your trust.

In 2018 we placed great emphasis on extending our cooperation with our customers. Impressive evidence of this can be seen in the extension of sheet metal working centre for SCHÄFER Perforated Metal, with which we intend to complete our range of services for the long term and create added value.

The EMW Steel Service Centre rounded off its own range by adding a digital service. The customer portal www.yoursteel.de makes order processing fast, clear and efficient. The continuation of our traditional support for research institutes with KEGs from SCHÄFER Container Systems, as well as our successful participation in the EuroBLECH and BrauBeviale trade fairs, illustrate the importance we attach to close relations with our customers, partners and suppliers.

Consequently, we look to 2019 with great confidence and the intention of continuing our approach of combining tradition with innovation.

I would like to wish you and your families a very merry Christmas, a healthy and successful New Year, God's blessing and, not least, a lot of enjoyment reading this issue of "dialog".

With best wishes

Theo Schäfer
Managing partner at SCHÄFER WERKE and the EMW Steel Service Centre

Credits

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Pursuing a common goal

Around 300 SCHÄFER GROUP employees took part in this year's company fun run, which was held in Siegen for the 15th time. Crossing the line together in the sense of "Achieving a common goal", wasn't just the motto of many runners, but is also the intention of SSI SCHÄFER, SCHÄFER WERKE and SCHÄFER SHOP, the firms which together make up the SCHÄFER GROUP. There are over 10,000 qualified employees at national and international locations servicing

the world markets with great motivation and customer orientation, fully focussed on their targets, with the aim of achieving a common goal! So, it was only logical to participate side by side in the company fun run and enjoy a little movement together.

The fun runs in Siegen and Betzdorf are fixed dates in the SCHÄFER calendar that staff look forward to the whole year. Some have run at all 14 events and numbers of those participating are incre-

asing. After successfully completing the 5.5 km city centre course, the SCHÄFER runners were provided with snacks and cool drinks at their meeting point in a specially erected pavilion.

The SCHÄFER GROUP's team effort once more demonstrated the strength and cohesion of all business divisions, not only on the world markets, but in sporting events, too.

Trade Fairs in 2019



South Siegerland Vocational Training Fair
20.02.2019, Wilnsdorf



**Trade Fair Gefahrgut / Gefahrstoff Transport -
Intralogistics - Safety for the handling of
dangerous goods and materials**
09. – 11.04.2019, Leipzig



BLECHEXPO
**International trade fair
for sheet metal working**
05. – 08.11.2019, Stuttgart



BEER X, The Voice of British Brewing
14. – 15.03.2019, Liverpool/GB



**Siegen Chamber of Commerce (IHK)
Vocational Training Fair**
15. – 16.05.2019, Siegen

BrauBeviale2019

**BrauBeviale – Capital goods exhibition
for the beverage industry**
12. – 14.11.2019, Nuremberg



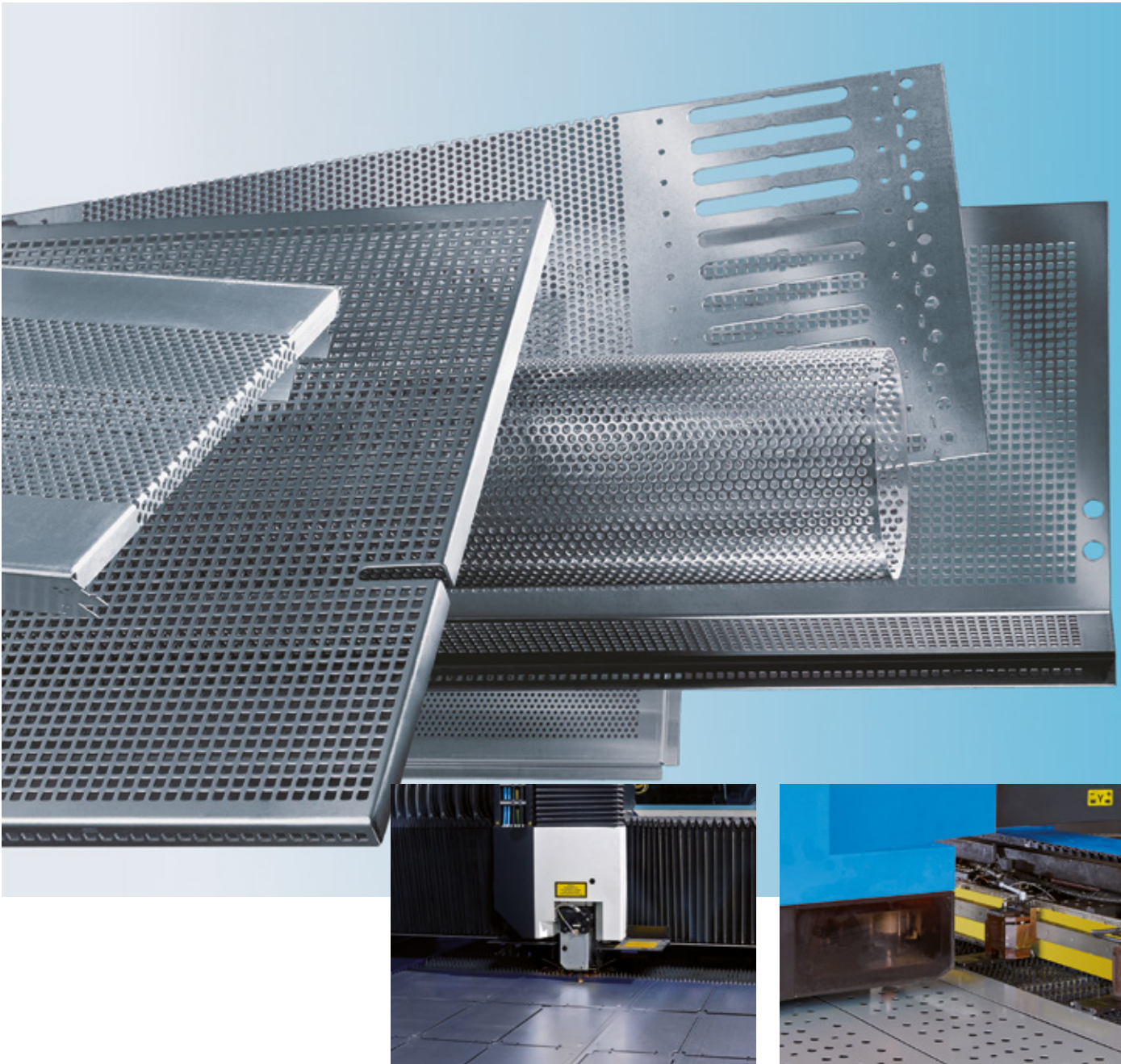
CRAFT BEER ITALY,
Conference and Exhibition on Craft Beer
Technologies, Raw Materials and Marketing
27. – 28.03.2019, Milan/IT



METALFORUM
Exhibition for the metal working industry
04. – 07.06.2019, Poznan/PL



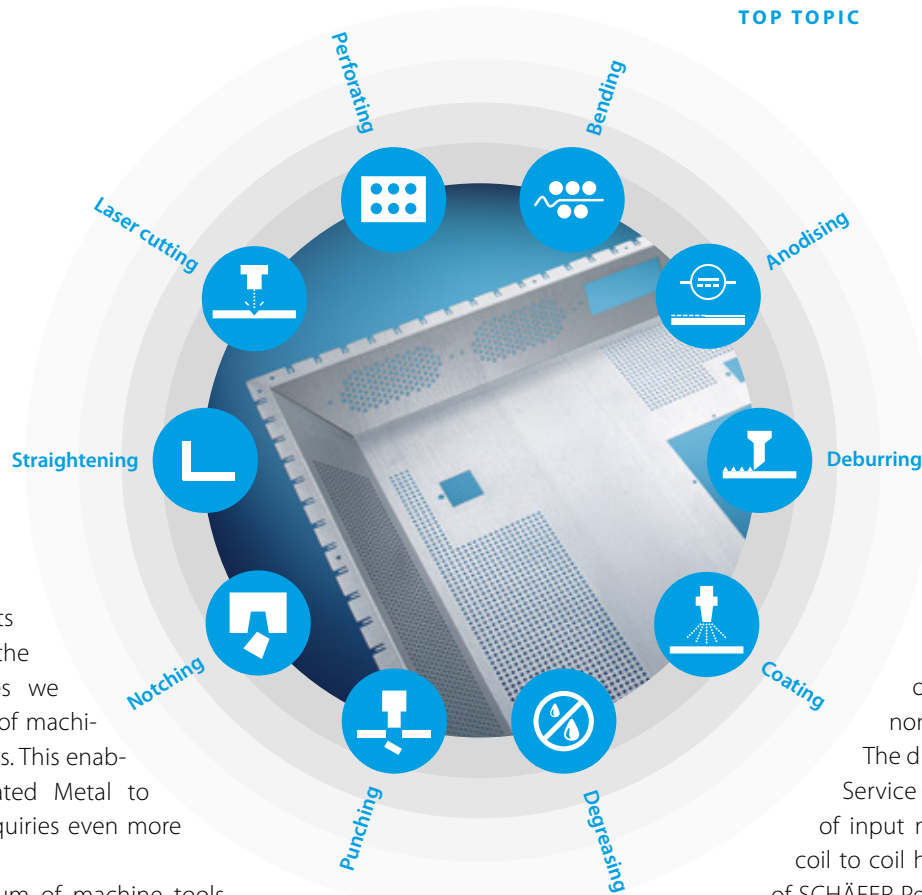
DATA CENTRE WORLD
For the data centre of the future
13. – 14.11.2019, Frankfurt



Utilizing expertise for tailor-made machining solutions

SCHÄFER Perforated Metal has once again extended its perforated sheet processing capabilities and bundled them in a metal working centre.

At the company's head office in Neunkirchen/Siegerland, investment has continued into new facilities and machines, which have now been put into operation.



Range of machining services

Our investments have extended the kind of services we can offer in the field of machining perforated sheets. This enables SCHÄFER Perforated Metal to react to customer inquiries even more quickly and flexibly.

With its wide spectrum of machine tools, SCHÄFER Perforated Metal can now fulfil their customers machining requirements from a single source. SCHÄFER's team of experts can offer laser cutting, notching, straightening, punching, degreasing, deburring, bending, coating, anodising and, on request, various other processing techniques. This saves customers unnecessary investments and creates the scope for activities with a higher value creation.

To enable customers to process perforated sheets quickly and smoothly, they have to meet specific requirements. The stainless steel perforated sheets for a screening plant in the food industry, for example, must be absolutely free of grease, while the facade plates for a new football stadium must be powder-coated in the club colours. The processed sheet solutions are then integrated

precisely into the workflow of SCHÄFER customers.

In order to realise individual solutions, SCHÄFER Perforated Metal is happy to develop new possibilities for product design together with its customers, not only in its machining service, but also with regard to perforation patterns. Customers of SCHÄFER Perforated Metal can choose from a standard range of more than 400 different perforation patterns in round, square, hexagonal, slot and special customised perforations.

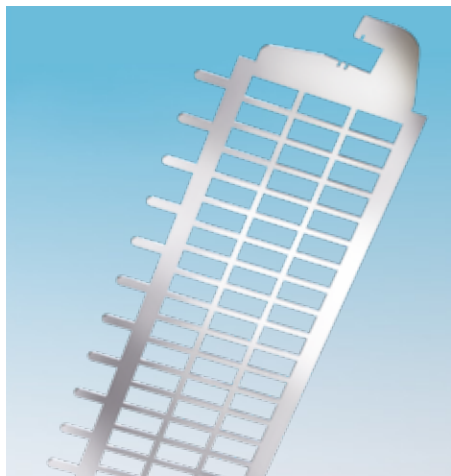
The wide range of perforation patterns at SCHÄFER Perforated Metal extends not only to the perforation of coils, but also to blanks up to 1,500 millimetres wide and 6,000 millimetres long. Material thicknesses of 0.5 - 3 mm and weights of up to 20 tons can be processed. In addition to the steel,

the range also includes perforated sheets made of aluminium and other non-ferrous metals.

The direct link to the EMW Steel Service Centre and the large stock of input material, perforating from coil to coil has become the speciality of SCHÄFER Perforated Metal and is characterised by the highest standards in material availability, quality, flexibility and delivery speed. The great skill of the SCHÄFER tool-making division is also a great advantage, as the tool technology determines both the quality of the perforations and the productivity of the production lines. However, it is also a prerequisite for the development of new perforation patterns and the realisation of individual customer wishes.



www.schaefer-lochbleche.de



SCHÄFER 
PERFORATED METAL

- Coil to coil perforation
- Perforated sheets to customer specifications
- Perforated sheets straight from stock
- Machining service

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Extension of the EMW logistics centre completed



As planned, the two new halls and the structure closing the gap between Steel Service Centre halls 3 and 6 will be completed at the end of the year. Together with SSI SCHÄFER's warehouse management software WAMAS, these approx. 12,000 m² facilities will significantly improve internal logistics processes and reduce loading times. This will result in a modern order processing system for the growing Steel Service Centre.

Increasing demand, new areas of application and steady growth in customer numbers were behind the decision to extend the capacity of the Steel Service Centre yet again. Priority was given to increasing the safety and speed of the overall intralogistics capacity of the new building. These goals were achieved by a new unloading

and loading concept, which allows a higher throughput and at the same time minimizes turnaround and waiting times for lorries. This guarantees smooth loading in a 3-shift operation. The new intralogistics are controlled by a warehouse management system, which is designed to comprehensively map and permanently improve all requirements. The

system receives the data required for control via a direct connection to the SAP system and so, by integrating control of the raw material stock, production and dispatch, an optimal material flow can be created.



www.emw-stahlservice.com

At a glance:

- Earth movement of approx. 280,000 m³ = approx. 20,000 HGVs
- New park and traffic areas of approx. 5,000 m²
- Area of the new halls 12,000 m²
- Overall area of EMW now covers 45,000 m²
- Loading volume capacity p. day 4,000 t / 180 HGVs



Steel in vehicle construction

Knowledge sharing at the EMW steel seminar

The motto was "Steel meets Mobility" and with this in mind, the EMW Steel Service Centre issued an invitation to customers in September. In a series of specialist talks, steel experts brought 41 seminar participants up to speed on current topics and trends in the fields of steel and automobiles.

Guest speaker Bodo Hämmerling from Tata Steel spoke about the properties, possible applications and production of hot-rolled and hot-dip galvanised automobile grades. The participants themselves also contributed with strong impulses for new business models, new markets and new values.

In addition to this, Prof. Dr. Udo Müller from the University of Applied Sciences in Würzburg gave some insight into the challen-

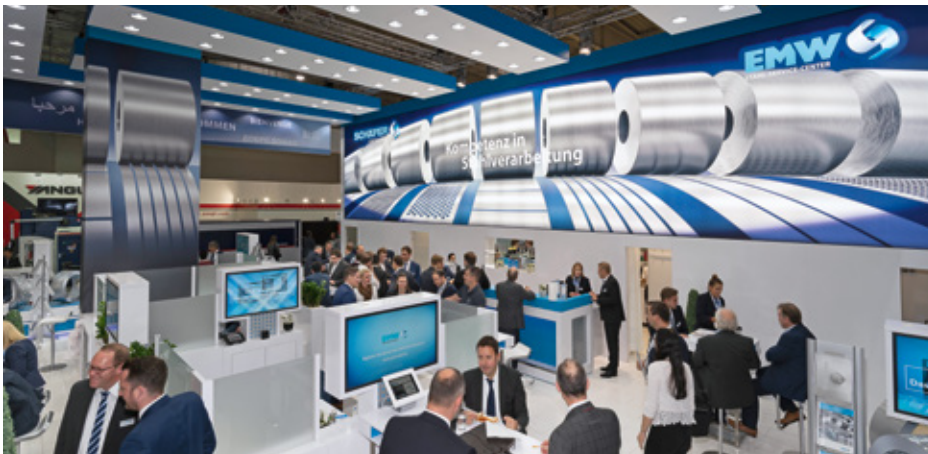


Seminar participants with the EMW management and employees.

ges and opportunities for automotive suppliers in his talk entitled "Car body construction in transition". The subsequent discussions and debates on these future-relevant subjects resulted in a very positive exchange of ideas and experiences that went down extremely well with all seminar participants.

The EuroBLECH exhibition in Hanover

At the 25th international sheet metal working technology exhibition in Hanover, EMW Steel Service Centre and SCHÄFER Perforated Metal had their fingers on the pulse of digitalisation. From 23rd to 26th October, the two SCHÄFER WERKE divisions presented their entire range of services on their 180 m² exhibition stand.



addition, users will also be able to download shipping documents and test certificates, for instance, and generate inquiries directly via the portal. This makes the portal, in this form, unique in the steel business so far. As a result, we not only cover the entire process chain for sheet metal processing, we are also taking another step towards digital transformation," says EMW Steel Service Centre's Managing Director Michael Mockenhaupt.



www.emw-stahlservice.com



Visit the new EMW customer portal at www.yoursteel.de

In the coming digital transformation, the focus will mainly be on how efficiency and automation can be increased. "New and exclusive to our customers is the EMW Portal that bundles all order data together and makes it available at first hand. Here, customers can view all their orders, check quantities of orders ready for dispatch or those already delivered, or access current and past transactions directly via their order numbers. Very soon, collection control will also provide logistics benefits, enabling partial quantity deliveries to be initiated and coordinated. In



- Coils
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Studying the art of brewing beer!



The universities of applied sciences in Berlin and Munich are now offering courses in brewing and beverage technology. SCHÄFER Container Systems supports these two teaching and research institutions.

Ranked first in the list of countries worldwide that brew the greatest number of different beers is Germany. So it's hardly surprising that German master brewers have such a good international reputation. Students aiming to graduate in the art of brewing and take advantage of these excellent career opportunities only need to choose between Berlin and Munich, as the technical universities in these two cities actually offer a course in brewing and beverage technology. Such a course has existed at the TU Berlin since around 1930, and the Royal Prussian College of Agriculture already carried out research and teaching on this subject. This was integrated into the newly founded TU Berlin after the Second World War and is now part of Faculty III.



The course itself is extremely popular. Between 150 and 300 applications are received each year, with usually around 20 of them – in exceptional cases a maximum of 30 – successfully gaining places on the course. Though originally developed as a “Diploma” course in the traditional German sense, it is now subdivided into bachelor and master’s degrees, with a place on the master’s course being guaranteed after successful completion of the bachelor.

In Munich, the capital of Bavaria, the state where beer is classified as a staple foodstuff, the course has been in existence since 1865. Around 500 students are studying for the bachelor and master qualifications. However, there is also a “Diploma Master Brewer” course, which is focussed entirely on the art of brewing beer. In the research brewery at the Weihenstephan School of Life Sciences, a faculty of the TU Munich, around 150 brews at 700 litres each are produced every year in experiments or student assignments, some of which are also put on sale. Despite the broad range, the quantities are of course limited, which makes the beer even more popular.

Practically based and extremely well structured

Depending on the envisaged qualification and location, the course duration is between 6 and 7 semesters. Semesters abroad are not compulsory, but at 18 months, the work placement proportion is relatively high. “The course is very practice based so that theory and application are closely linked from the outset. Before enrolling, all our students must have gained some practical experience in a brewery, which will then be intensified further during the course. The master brewer diploma course requires work placement experience of at least one year or a completed apprenticeship. For the bachelor, requirements are work placement of six weeks before the course and six more during, while for the master’s, it’s these 12 weeks plus six more during the course,” explains Dr. Johannes Tippmann, head of the research brewery and the Weihenstephan testing lab for beverage dispensing equipment.

In general, a basic knowledge of economics, food chemistry, mathematics, biology and physics are among the most important subjects at both universities. Depending on the specialisation, subjects such as business



administration or nutritional physiology are added. „The course not only covers the classical engineering subjects, such as mathematics, process engineering, thermodynamics or physics, but also chemistry, microbiology and specific brewery technology basics. This is followed by more subject-specific studies. Experience has shown how important practical craftsmanship is for students. Over the next few years, we will therefore be moving in earlier semesters to applying theoretical knowledge in practice,” says Prof. Dr.-Ing. Frank-Jürgen Methner, head of brewing in Berlin, who himself also has a practical background, after almost 20 years as Head of Technology and Development and Head of Technology and Quality Goods at the Bitburger Brewery Group.

Good prospects are included

Tippmann: “Today, there are graduates from Weihenstephan working in almost every major international brewery, such as Krombacher and Veltins in Germany, for example. The internships open doors to future jobs for most students, even before they finish their courses. In the supply industry in particular, there’s great demand for our students worldwide. In general, the prospects for graduates are very good. On the one hand, German universities rightly enjoy a very good reputation worldwide in terms of the depth of their education. On the other hand, the broad level of knowledge taught during their studies means that graduates are increasingly becoming attractive prospects for foreign companies. „Students gain a deep insight into the brewing process and pro-

duction, as well as into many of the peripheral areas involved. After the Bachelor’s degree, 80 to 90 percent complete the Master’s degree and then work in industry, with a smaller proportion going on to achieve a doctorate. In the end, about 30 percent actually work in breweries, the majority in the supply industry, two to three percent actually set up their own companies,” says Methner.

KEGs – just as important as the beer

In addition to scientific skills, students also learn all the manual craft skills required for the beverage production process. An important aspect is always the quality assurance of the products, as well as high hygiene standards. In order to bring more functionality to beverages, long-term processes are required in which food-design as well as beverage design have a role to play. As returnable containers, especially for the industrial filling and sterile storage

“The condition of the beer must not change during transport and storage. In this, the packaging also plays an extremely important role”

Prof. Dr.-Ing. Frank-Jürgen Methner

of beverages, KEGs are now well established and are also used by the TUs, both of which are supported by SCHÄFER Container Systems. As a manufacturer of reusable container systems for the beverage industry, SCHÄFER has a great interest in research in this field and has been providing KEGs to the universities for years. Methner: „A beer must not only taste good, but also look appetizing and, best of all, be good for you. The flavour and the ingredients, such as the iron content, must not be detrimentally affected by the sensor technology. Taste and colour are just as important as the nutrients in the beer. The packaging also plays an extremely important role. The condition of the beer must not change during transport and storage. This can only be ensured by selecting suitable packaging materials.”

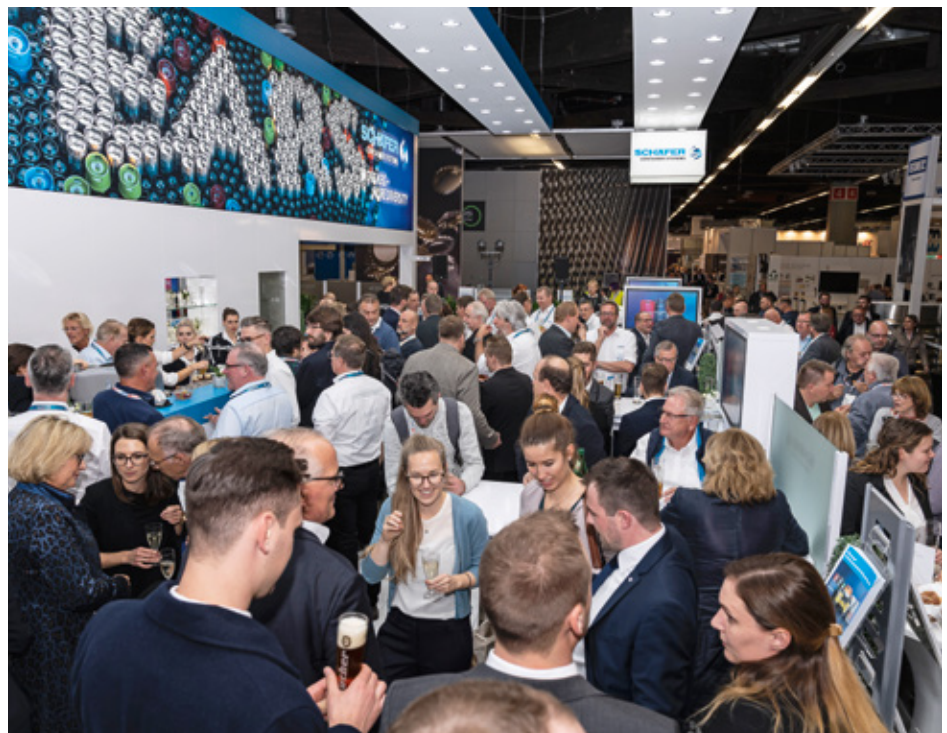
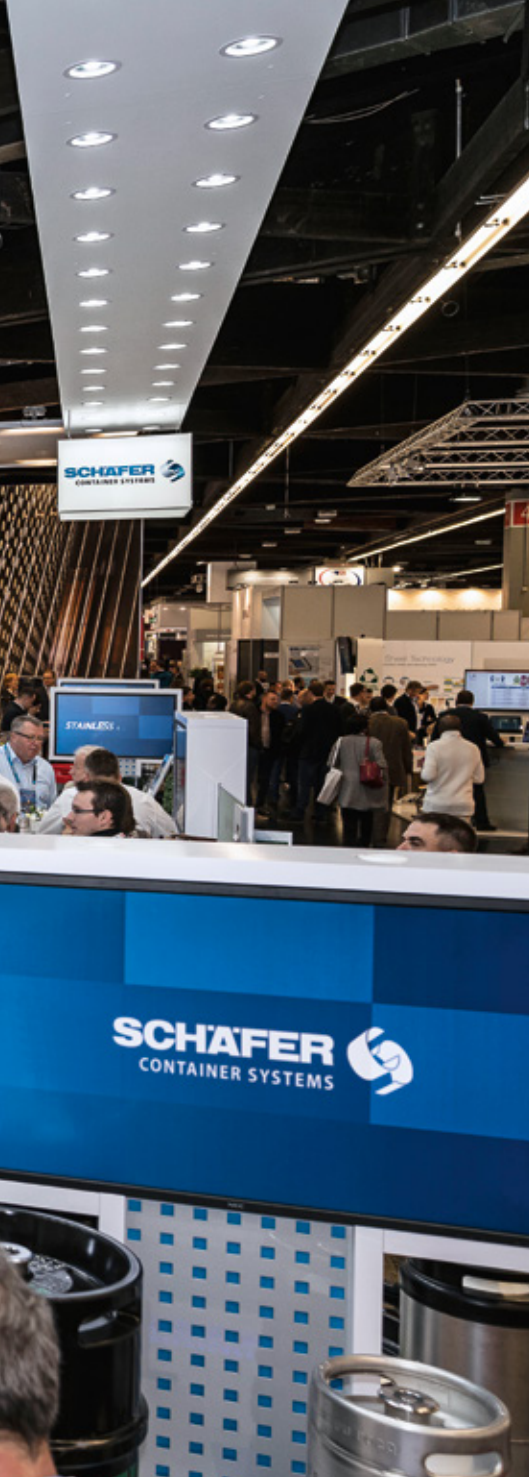


www.schaefer-container-systems.com



BrauBeviale in Nuremberg: where the industry's regulars meet!

The 2018 BrauBeviale in Nuremberg closed its doors on 15th November after three successful days. This year, over 40,000 trade visitors, including 18,000 from outside Germany, attended the most important capital goods exhibition for the beverage industry.



The trade visitors came from numerous sectors of the beverage industry: from breweries and malting plants, as well as from the mineral water sector, soft drinks, fruit juice, wine, mechanical engineering and plant construction, trades and restaurants and catering.

SCHÄFER Container Systems, the KEG sector's leading innovator, presented its products and services on a 182 m² exhibition stand. This time, the PLUS KEG, which celebrated its 40th anniversary this year, took centre stage. As early as 1978, SCHÄFER Container Systems developed and manufactured the cylindrical KEG with a stainless steel liner and patented PU jacket. This was the start of success story unprecedented in the beverage industry.

Thanks to its product-specific features, the polyurethane-foamed reusable KEG is now one of the most popular containers for beers, soft drinks, wine and non-carbonated beverages.

This year, SCHÄFER's KEG production volume will surpass the 25 million mark and the company will establish itself as the world's most successful KEG producer. To mark these two special occasions, SCHÄFER Container Systems organised a competition to find the oldest SCHÄFER KEG still on the market. And the winning KEG, whose owner received his prize at BRAU, is almost as old as the first KEG that came off the SCHÄFER production line. Both the 40th anniversary and the 25 million KEG landmark were then duly celebrated at a stand party.

Once again this year the SCHÄFER guests were catered for by Karl Schiffner with selected French beers and appetizers. Karl Schiffner is the first beer sommelier world champion and belongs to the family. For the 9th time, he presented SCHÄFER customers with delicious combinations of beer specialities and culinary delicacies.

„This BRAU has exceeded our expectations and has become a meeting place for different cultures and different ways of thinking. The quality of the conversations we've had

was excellent, because all the important decision-makers came round to our stand, so that concrete deals were actually done at the trade fair," says Guido Klinkhammer, Business Unit Sales Director at SCHÄFER Container Systems.



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SCHÄFER
CONTAINER SYSTEMS



■ Reusable container systems
for the beverage industry

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Investing in production and administration at Ledec nad Sázavou (CZ)

SCHÄFER Container Systems is expanding its site at Ledec nad Sázavou in the Czech Republic. The total amount of several million Euros is to be invested in machines, an extension to the administration block and communal facilities. All in all, the production capacity of the stainless steel KEG line was significantly increased.



Besides Neunkirchen and Betzdorf, Ledec nad Sázavou is the third SCHÄFER WERKE production location. Here, the company manufactures both high quality beverage container systems (KEGs) and Intermediate Bulk Containers (IBCs). Production stretches right through several halls, including a new one provided as part of the expansion pro-

gramme. Covering around 500 m², it has space for a new, additional deep-drawing press for forming operations, two MIG welding stations, (metal inert gas welding) for welding the top and bottom ring, as well as two WIG welding stations (tungsten inert gas) for welding the two half shells together. The entire pickling process was renewed by a new

pickling line with more efficient pickling technology and a level of process stability and safety. The existing administration building was also extended.

The aim was to modernise the existing offices, changing rooms and communal rooms by furnishing them more efficiently and attractively and adding new areas to them. In



Stainless steel KEGs about to be delivered to the brewery.

In addition, the adjacent buildings and the canteen were merged into one complex. The new canteen is open all day and has more than doubled in size. The increase in production capacity also improves flexibility, as delivery times can be significantly shortened and demand peaks can be met more quickly. At the same time, workplaces have been made more ergonomic and parts of the process

chain automated and digitalized. This has great benefits both for process optimization and for the employees: some manual tasks could be replaced, which now simplifies the workflow of the teams significantly.



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In addition to stainless steel KEGs, the production in Ledec includes UN-approved IBCs, heatable containers, food containers for aseptic applications and special containers made of stainless steel. These absolutely safe and reliable container systems for liquids, solids and granulates are used especially in industries with sensitive transport and storage requirements. SCHÄFER is a full-range supplier of IBCs of various sizes, from perfected and officially approved standard systems, such as tank, round and silo containers, right up to tailor-made, customized solutions. This enables many companies in the food, chemical and pharmaceutical industries to cover their requirements for container solutions almost completely from a single source.



Deep drawing press for forming operations.

SCHÄFER
CONTAINER SYSTEMS 

- Standard and special containers in stainless steel
- Hazardous goods containers
- Ion exchange units

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17 new trainees and one dual-track student launch their professional careers

On August 1st. this year, the SCHÄFER management along with the commercial and industrial vocational training instructors were once again able to welcome a host of new trainees and apprentices to Neunkirchen. 7 commercial and 10 industrial trainees as well as one dual-track student embarked on their well-grounded training courses with SCHÄFER. All in all, there are 57 trainees at SCHÄFER currently learning their trade as industrial management assistant, office management assistant, electronics technicians, industrial technician, engineering technician, technician for metals technology, cutting and forming technician, tool maker and IT specialist for applications development. There are also dual-track students and this year for the first time, a technical product designer. As SCHÄFER, like all companies, is dependent on good, qualified employees, they encourage and support the trainees as best they can with intensive company-internal teaching, extensive personal support and training courses and seminars aimed to promote individual development.



This year's examination results bear witness to the high standard of SCHÄFER's training programme. The trainees who successfully completed their courses in summer 2018 and can now lay the foundation for their future careers at SCHÄFER as qualified specialists, all attained above average marks in their final examinations.



Internal suggestion box

Staff help to cut costs with good ideas

Suggestions for improvement from staff can optimize operational procedures, cut costs for businesses and reinforce employees' motivation and development. This is why management are always glad to receive them. The staff are frequently the first to notice when things don't run smoothly in the factory and know very well where a tweak here and there would really improve things. At SCHÄFER, such suggestions are taken very seriously and are put into practice whenever possible, because businesses can waste valuable potential, if they ignore the proposals that come from their staff.

In 2017, 68 suggestions for improvement were handed in by staff in the different divisions. 48 of these ideas were assessed positively and rewarded to the tune of around €10,000. The 27 staff who handed in the 48 suggestions were entered into a draw and the three winners received further money prizes for their innovative ideas.

The winners are:

1 st prize	Nusret Argilli
2 nd prize	Leo Wilhelm
3 rd prize	Beytul Ünal

Our picture shows Beate Schäfer-Henrichs (SCHÄFER GROUP partner) as "Lady Luck" and Ralf Weid (Head of technical planning) picking out the lucky winners.

Trainees and apprentices as “energy consultants” in search of potential savings

Over the last 6 months, 41 trainees from 12 local businesses, 5 of them from SCHÄFER, have been trained to become “energy scouts”. On their “workshop days”, they showed great motivation in learning the fundamentals of topics like energy and resource efficiency, project management, how to operate measuring equipment and make proper use of communications and presentation techniques, which were then to be tailored to the needs of their own companies and put into practice there. Their practical projects will be assessed by a jury at the end of November and the three best projects will be awarded prizes. It’s also planned to continue the project initiative in 2019.



The energy scouts at their second workshop “Application of measuring devices by trainees”, which took place at SCHÄFER WERKE in Neunkirchen.

SCHÄFER WERKE awarded “South Westphalia Seal of Quality for Vocational Training”



Numbers of applications for training courses are gradually decreasing in many companies, as demographical changes take hold and the demand for university courses grows. To counter this and to draw attention to the innovative companies offering high-quality vocational training, Siegen Chamber of Commerce has introduced the “South Westphalia Seal of Quality for Vocational Training” for companies doing outstanding work in the field of vocational training.

The award offers businesses the opportunity to have the quality of their training courses objectively evaluated and certified. In addition, companies will also receive support in implementing further opportunities for people to gain qualifications, so they can widen their appeal and offer attractive courses for stronger candidates. The Seal of Quality is intended to provide young people with some orientation in choosing the company they would like to do their vocational training with, as it stands for the commitment of a company to the concept of vocational training and for a high level of satisfaction among the trainees themselves. And SCHÄFER has got it!



Left to right: Klaus Fenster (Head of business division I at Siegen Chamber of Commerce), Ralf Braun (Chief training instructor industrial trainees), Wolfgang Richard Weber (Chief instructor commercial trainees) and Klaus Gräbener (CEO Siegen Chamber of Commerce) at the official awards ceremony for the “Seal of Quality”.

SCHÄFER WERKE have successfully attained certification and have been awarded “South Westphalia Seal of Quality for Vocational Training” by the Siegen Chamber of Commerce. It documents the fact that before and during apprenticeships and training courses, the

company has concerned itself particularly with the subject of training and offered the trainees themselves a number of supplementary courses during their apprenticeships to provide them with the perfect preparation for their future careers.

Our locations



Head office and production plant in Neunkirchen (D)



Plant in Betzdorf (D)



Plant in Ledeč nad Sázavou (CZ)

SCHÄFER WERKE

SCHÄFER WERKE is an owner-led group of companies based in Neunkirchen/Siegerland and consists of four business divisions, SCHÄFER Container Systems, SCHÄFER Perforated Metal, SCHÄFER Interior Systems and the EMW Steel Service Centre. The work of all these divisions is based on high-quality fine steel sheet. The processing of this material is one of the core competencies of this enterprise.

EMW Steel Service Centre

As one of the largest independent steel service centres, EMW supplies coils, slit-strip, cut-to-size blanks and circular blanks to the manufacturing industry. The company, which celebrated its 60th anniversary in 2012, combines decades of experience and expertise in steel services with the very latest in logistics. In over 45,000 m² of storage space, EMW has around 150,000 tons of thin steel sheet in almost all current market grades permanently in stock.



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