

# About E-Steel

- E-Steel has been providing sheet and coil steel products to Australian industries since 1996.
- We source and stock a wide range of steel products and provide a full range of steel processing services.
- Our storage and distribution networks cover Vic, NSW, Qld, SA and WA.
- In 2007 we extended our product range to include Hot Rolled Plate.
- In 2010 we started our Adelaide branch which also provides tube and pipe, merchant bar and structural steel products to the local market.

# About E-Steel

- Over the years we have proven our ability to competitively source steel from leading international steel mills to meet the needs of local industries.
- We have been supported by an accredited Quality Management System (ISO 9001) since 1998 and are committed to continually improving our business processes and service to meet our customers' requirements.



# Our Philosophy and Values

- Our business philosophy is simple – we adapt to meet our customers' needs.
- We build strong relationships with our customers so as to understand their requirements.
- We do business in line with our values which are Strength, Responsibility, Respect, Integrity, Customer Focus and Alignment.
- We are striving to make E-Steel the most convenient supplier to our customers. We offer you steel supply solutions not just steel.

# Products

<b>Sheet and Coil Core Product Range</b>	These are the highest volume products used by our customers that form our stock range namely Cold Rolled, Galvanized, Hot Rolled and Hot Rolled Pickled and Oiled
<b>Hot Rolled Plate</b>	We stock a large range of HA250 and HA350 grade (AS 3678) Hot Rolled Plate
<b>Non Core Sheet and Coil Products</b>	E-Steel can also competitively source a wide range of other steel products for our customers including Aluminium, Aluminized, Aluzinc, CK1055, Colour coated, Galvanneal, Lycore, Stainless and Tinplate
<b>Tube and Pipe, Merchant Bar and Structural Products</b> (SA only)	Our Adelaide branch provides a comprehensive range of tube, pipe, merchant bar and structural products in a wide range of sizes, shapes and finishes. Ask our staff for a full listing of SA products.

# Supply Methods

- **Stock and Deliver**
  - Through close communication with you, we determine your ongoing requirements, procure & store product and then deliver it as you need it.
- **Indent**
  - We can import large parcels of steel at very competitive prices and have it delivered straight to our customers. You benefit from our strong supply relationships with some of the world's leading steel mills and our importing know-how.
- **Consignment**
  - You can choose to have stock delivered to your warehouse and have it invoiced as you use it.
- **Contract Supply Arrangements**
  - Through a proposal and negotiation process we establish contract arrangements with key customers which may include fixed pricing and customised terms & conditions.

# Processing Services

- **E-Steel offers a full range of processing services including:**
  - Slitting, Shearing, Blanking, Guillotining, Slaring, Recoiling and C.O.M. (Customer's Own Material) processing
- **We are able to provide a very wide range of slit widths and thicknesses all processed within very high tolerances:**
  - Slit width 8mm to 1524mm
  - Thickness range 0.2mm to 6mm
- **We can provide next day delivery for material ex-stock and we package material to suit your requirements.**
- **For more information about our processing capabilities please visit our website**

[www.esteelaust.com.au](http://www.esteelaust.com.au)

# Our Customers

- **We supply flat-rolled steel products to many different industry types throughout Australia including:**
  - Automotive
  - Construction and Building Fit-out
  - General Engineering
  - Mining
  - Piping
- **Our customers use our material in processes including:**
  - Blanking, Pressing and Stamping
  - Fabrication
  - Laser / Plasma Cutting
  - Roll-forming

# International Steel Supply



- We have strategic alliances with leading international steel suppliers who source product from all over the globe.



# E-Steel Ticks All the Boxes

- ✓ Quality Management System – Certified ISO 9001
- ✓ Large Product Range
- ✓ Flexible Supply Methods
- ✓ Full Range of Processing Services
- ✓ Experienced Management, Sales and Support Team
- ✓ Strong Supply Alliances with Leading International Steel Suppliers
- ✓ Experienced Steel Importers
- ✓ Financial Strength

# Our Point of Difference

- **But more importantly for you, we adapt to your needs. We can do this because:**
  - We have built our business model on this foundation – to understand and meet our customers' needs. To provide steel solutions, not just steel.
  - We have developed systems and processes to support our approach.
  - We are a highly experienced and enthusiastic team, committed to building strong relationships with our customers and supporting them in their ongoing success.