

Editors



Frank Wöbbeking
f.woebbeking@kci-world.com
Betsy Hammond
b.hammond@kci-world.com

Christian Borrmann

John Butterfield

James Chater

Joe Machney

David Sear

Tel: +49 2821 711 56 10

+31 575 585 270

Publishing Director

Donald Wiedemeyer

d.wiedemeyer@kci-world.com

Editorial Director

Sjef Roymans MA

sjef.h.roymans@kci-world.com

Advertising

Robert-Jan á Campo

r.a.campo@kci-world.com

Nicole Nagel

n.nagel@kci-world.com

Jeanette Ware

j.ware@kci-world.com

Judith Wanjala

j.wanjala@kci-world.com

Hui Liu

h.liu@kci-world.com

Subscriptions

Erica Riethorst

e.riethorst@kci-world.com

Renate Collet-Gorter

r.collet@kci-world.com

Press contributions

Press.ssw@kci-world.com

Design & Layout

Claire Smeets

claire.smeets@mediamixx.net

Production

Linsen Druckcenter GmbH, Kleve

Publishing House

KCI Publishing B.V.

P.O. Box 396

NL-7200 AJ Zutphen

The Netherlands

Tel: +31 575 585 270

Fax: +31 575 585 099

sales.ssw@kci-world.com

KCI GmbH

Tiergartenstraße 64

47533 Kleve, Germany

Tel: +49 2821 711 450

Fax: +49 2821 711 45 69

kci-deutschland@kci-world.com

KCI Shanghai

Shanghai Ke Sheng Business

Consulting Company

Room 603, 6F, ChunShenJiang

Building,

#400 Zhejiang Mid.

Road

Postcode 200001 Shanghai / PR

China

Tel: +86-21-6351 9609

Fax: +86-21-6351 9607

kci.shanghai@kci-world.com

Subscriptions will be renewed in accordance with Dutch legislation.

Subscriptions will be automatically renewed for one year and are valid until recall. Notices of cancellations have to be filed three months prior to expiration.

Stainless Steel World News is published ten times per year.
ISSN 1383-7184

In the Spotlight

Steel is everywhere: Marcegaglia transforming steel around the globe

Through its facilities, spread all over Italy and abroad, equipped with advanced technologies, more than 4.2 million tons of steel are processed every year. The daily production equals 5.3 kilometres of welded tubes, open profiles, drawn tubes, panels, coils, strips and sheets made from carbon steel, stainless steel and aluminium, in every size and thickness. Marcegaglia's strength stands mainly on its steel processing capacity. Giving shape to steel means developing a series of strictly controlled manufacture steps through competence, experience and know-how.

According to Antonio Marcegaglia, chief executive officer at Marcegaglia, the company plans to foster growth through continuing international investments. He

tional growth. China, Brazil, Russia and Poland host today our main foreign plants and will represent our production hubs outside Italy. Another 500 million euros will be used to empower the Italian sites, including the stainless steel sites." These factors place Marcegaglia among the world's top companies in the transformation of steel.

Plants

Thanks to its constantly growing activity in the carbon and stainless steel industry that started 50 years ago, Marcegaglia is recognized worldwide for its wide and varied productive range. The technical skills of Marcegaglia's specialized engineering staff are devoted to the design, construction and re-vamping of manufacturing plants, industrial automation



said, "Since 1987, when I joined the company, I firmly sustained our internationalisation policy, strengthening our direct presence in the international markets. We have now a significant presence worldwide and we are planning to invest more into our growth: we are going to earmark 1 billion euros in the next four to five years and at least half of it will be invested into interna-

and IT systems, and to the management of large projects as general contractor. More than 150 engineers and technicians form the research, development and management teams of Marcegaglia engineering. More than 510 steel processing plants have been designed and assembled, and more than 2,380 have been equipped with automation and IT systems over 50 years.



Antonio Marcegaglia commented on the company's decision to build its own facilities. "We trust in our ability and within the core business we think it's more sane and sound to build our own facilities with our own resources. It has to do with our culture and the way we foresee our role, our competence and our ability to transfer the industrial and cultural values into a new venture, be it in Italy or abroad. In this regard, I have sustained our continuous growth in the Italian plants, then also in our facilities abroad because I firmly believe that a modern entrepreneur should export experience, methodology and know-how interacting productively with local competence and values".

Building

With a specific know-how in the building and construction and a strong presence in the Architecture, Building & Construction (ABC) segment, Marcegaglia engineers and manufactures technologically advanced finished products and complete solutions. Steel is not only an environment-friendly material of choice for contemporary architecture; it also possesses the required mechanical properties, aesthetic values and durability. Carbon and stainless steel flat and long products by Marcegaglia provide solutions for certified quality structures as well as finishing details for the building industry. Marcegaglia product range for this market includes, but is not limited to, corrugated sheets for walls and roofs, self-supporting large span roofing, insulating panels with polyurethane and rock wool insulation for wall and roof, high-thickness panels for cold rooms, sound insulating panels and integrated photovoltaic roofing systems. The company product range of cold formed sections from carbon and stainless steel hosts more than 500 types in all thicknesses and 500 special shapes, for several applications including doors and windows, cladding and façade systems.

The company also has extensive product range in scaffolding; storage and handling solutions; steel road safety barriers; just to name a few of their construction products.

Process Industry

With such a strong presence in ABC, when asked if Marcegaglia planned to extend further into the process industry, Antonio Marcegaglia responded, "With 30 to 35 percent total production we are well represented in the process industry but not as good as it could be. Roughly 50 percent is ABC (including some ornamentals), 15 percent is automotive, whereas the proportion for ornamental is slightly diminishing but increasing in the automotive and process industry. Our ability to cover the different process lines, the different systems of welding and the different end-users will give us flexibility within our strategy."



Stainless Steel

When asked about Marcegaglia strategy for stainless steel, Antonio Marcegaglia commented, "When we talk about tubes, Marcegaglia is undoubtedly the number one manufacturer worldwide. We have already invested 120 million euros into an annealing and pickling line as well as into a cold rolling mill facility at our headquarters in Gazoldo. This is a very significant investment that provides us with self-sufficiency in pickling and rolling. This investment will also enable us to enter the stainless steel flat market. I guess that we will sell between 120,000 and 150,000 tonnes of stainless steel coils, sheets and strips, in

addition to our growing tube segment. The stainless steel segment is only one part of Marcegaglia's product portfolio which makes up 12 to 15 percent of our total production and turnover.

The growth of our stainless steel tubular products worldwide is another important target. Thus, we are also making large investments abroad. Our focus is particularly on Russia, where we have opened a new plant in Vladimir, but also in China with large investments in carbon steel tubing and precision tubing. In Brazil and in the US we are also developing our product range. In three to four years time we expect a total capacity of 180,000 tonnes of welded tubes, which hopefully increases to 300,000 tonnes, depending on the development in China, Russia and Brazil. From China we will serve the Southeast Asian market aim-

ing to grow significantly in stainless steel tubing. We should be able to produce an additional 150,000 to 200,000 tonnes of flat steel. We hope to come close to half a million tonnes of converted stainless steel which would turn Marcegaglia into one of the biggest transformers independent from steel mills worldwide."

Founded in 1959 and fully owned by the Marcegaglia family, the group is headquartered in Gazoldo degli Ippoliti, Mantova, and is organized into 7 business areas: steel, building, home products, engineering, energy, tourism, services.

The publishers and the authors state that this magazine has been compiled meticulously and to the best knowledge, however, the publisher and the authors can in no way guarantee the accuracy or completeness of the information. The publisher and authors therefore do not accept any liability for any damage resulting from actions or decisions based on the information in question. Users of this magazine are strongly advised not to use this information solely, but to rely on their professional knowledge and experience, and to check the information to be used. KCI Publishing cannot guarantee the accuracy of information provided by participating companies and authorities. The publisher reserves the right to combine, delete and change sections. The publisher reserves the right to edit and re-use (parts of) the articles and to distribute the information by any means. All rights reserved. No part of this publication may be reproduced, stored in a retrieval system or transmitted, in any form or by any means, electronic or mechanical, photocopying recording or otherwise, without the written permission of the publisher.