Hart BV is a specialist company located in central Netherlands with eight members of staff and a dedicated stock. As a leader in a specialist market, Hart BV is taking the market by storm. Mr Hart began: “Expansion has been high on our agenda for a long time, but it has taken on a new guise. Instead of expanding and diversifying the product range as we had been doing up until 1991, we have spent the past fifteen years consolidating a more focused but broad and high-quality product range consisting of heat and corrosion resistant alloys. This product range includes a wide variety of materials, from special stainless grades to high nickel alloys and titanium. We offer pipes, flanges, fittings, plates, bar and billet in a whole package. Currently, one of the top three suppliers of these materials in the Netherlands, we are now focused on promoting this more specific and specialist product range in other geographical markets.”

Company name: Hart BV

Hart BV 1964 Nijkerk, the Netherlands Specialising in nickel, titanium, chemical, petrochemical and offshore industries

Facts & Figures

One of the company’s main advantages is its focussed involvement within the niche market of nickel alloys and titanium. Mr Hart: “We can offer a wide range of products, and a wide range of materials. We guarantee our customers a complete package and exemplary service to go with it.” On top of packages of course, Hart BV can also supply individual products in quantities as small as one metre of pipe to as large as a few kilometres of pipe or bar. In addition to this, Hart supplied a FDA plant in India with prefabricated pipe headers of Hastelloy C276 last year. Just as it was one of more unusual orders Hart BV is more than happy to accommodate. “This kind of flexibility is a second very important advantage to the Hart BV business strategy. We are a small, flexible and efficient team with only well-trained, experienced staff in house.” Mr Hart added.

In addition to being well-trained and flexible, the Hart team also has a great number of years experience in the heat and corrosion resistant materials market. Mr Hart has been with the company for twenty-five years and has in determined to spread the word.

In The Spotlight

Global expansion high on Hart’s agenda

When visiting Hart BV at its head office in Nijkerk, the Netherlands, one cannot help but join in the company’s enthusiasm for what 2005 has in store.

As a leading supplier/stockholder of heat and corrosion resistant alloys in the Netherlands, Hart BV is set for a number of large and exciting global investments. In an interview with Henry N. Hart, Managing Director, and Lizette Lachtoft, Sales Manager, Stainless Steel World News was given an exclusive on the company’s plans for this year.

Stainless Steel World News is published ten times per year.
ISSN 1383-7194

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