Unprecedented developments are taking place in the Energy market and only by timely reacting to the changes and being flexible on the market will stockists in the stainless steel industry be able to stay in the race. Product specialization, global networks, and knowledge of the industry are all essential issues. Recently the Van Leeuwen Pipe and Tube Group strengthened its already leading position in the industry by acquiring Teuling Staal, a supplier of duplex and super duplex stainless steel pipes, fittings, flanges and specialty products for use in the Oil and Gas market and the Offshore market.

Van Leeuwen and Teuling Staal expand Potential

The Company
Van Leeuwen Pipe and Tube Group
Van Leeuwen Pipe and Tube Group is an international trader of steel pipes, tubes, valves and fittings. The company is active in practically all industrial sectors and has more than forty branches spread throughout Europe, the Middle East, Asia, Australia, and North America. Van Leeuwen focuses on the markets Industry and Energy. In August 2011 Van Leeuwen acquired Teuling Staal in order to strengthen their duplex and super duplex product portfolio.

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Spotlight on
Van Leeuwen and Teuling Staal expand Potential

Extensive product range
Not every supplier of stainless steel products has duplex and super duplex in stock. As these high quality products are mainly used for specific applications, product expertise and knowledge on the use of the products is a must. The Van Leeuwen Pipe and Tube Group recently added duplex and super duplex to their product range by acquiring Teuling Staal. Van Leeuwen earlier started their duplex stock in Singapore and last year the company created a specialized sales team with a stock location in Aberdeen, Scotland. Through the acquisition of Teuling Staal, Van Leeuwen has acquired a leading supplier with a wide range of stock.

Johan de Ruijter, Managing Director of Teuling Staal, says: “becoming part of the Van Leeuwen Pipe and Tube Group will create many opportunities for Teuling Staal. The possibilities to benefit from the international network, especially in the Middle East, Asia, and Australia, are endless. It has pleased us to offer our customers an even more complete package of products and services.” The optimal logistical network assures a global availability of products. Combined with knowledge and experience all customer requests can be fulfilled.

The acquisition of Teuling Staal is part of Van Leeuwen’s strategy through which they are able to offer customers within the Energy market the necessary product expansion. Adding duplex and super duplex to the product range also adds value to the company’s role as an all-round supplier. Additionally, the exchange of employees and knowledge provides mutual growth. Knowledge, experience and skills will be combined so that every country and every market can be served. Both companies own stock and have excellent relations with suppliers and mills. This unique international infrastructure together with the stock specials is fundamental to making reliable delivery agreements. A solid foundation creates a healthy future.

Pro-active due to international network
With over 100,000 transactions a year, Van Leeuwen Stainless in Beesd, the Netherlands, is a major distributor and product specialist in the stainless steel industry. The warehouse contains over 7,500 unique products for mainly European customers. The distribution of these products does not stop at Van Leeuwen Stainless’ own customer network as the company is also a major supplier to other international Van Leeuwen sites. A role Teuling Staal can now strengthen.

As regards the growth in the stainless steel industry, André Dekker, Managing Director of Van Leeuwen Stainless, comments that “proactively responding to customers’ needs is certainly one of the most important qualities you must possess if you want to be able to expand your position in the industry. This means your service must entail more than merely delivering stainless steel products to customers. The timing also has to be right and the product must be sold at a fair price. This is only possible with an international network of suppliers and mills. High quality products, reliability and a broad product range are important elements we use to meet the needs of different markets. These are the qualities our customers benchmark us by.”

Energy market: in motion
With an ever growing population and over seven billion citizens in the world today the demand for energy continues to rise each day. However, the locations where oil and gas used to be easily accessible are being shifted to the Middle East and refined products are being shipped to Europe where an investment wave in storage tanks is occurring. The importance of national oil companies and their contractors, particularly in Asia and the Middle East is rising. Brazil and India are tapping at a rapid pace, while Australia is huge in investing in LNG-factories (Liquefied Natural Gas). Oil and gas deposits are mined in areas with limited infrastructure, such as Russia and Western Africa. All these developments make for a dynamic period for Hans Weerstra, Director of the Energy Division at Van Leeuwen Pipe and Tube Group, to which he responds full of verve. “Being able to act on a global level is a requirement for playing a prominent role in this industry. In doing so, we are

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Petrobras’ First Wind Power Plant begins Operation

Nunavik Nickel Mine sticks to 2012 Start-up

ILASA changes to Alacero

Arvind Parakh quits JSL

Van Leeuwen Stainless

Teuling Staal

Company Sectors

Van Leeuwen’s energy department focuses on three business sectors.

Process

There could be no petrochemistry or refining without steel pipes. Whether for the supply, processing or disposal of oil, gas and chemicals: carbon and stainless steel pipes, valves, fittings and flanges are indispensable. With decades of experience in this sector Van Leeuwen has fashioned a strong global position as an expert supplier of certified products for construction and maintenance of the installations.

Power

Within the Power sector Van Leeuwen is a reliable partner for customers with high demands and complex projects. Due to the increasing demand for clean energy the company has invested in the replacement and expansion of power for many years now. Especially in developing countries and in Asia high-tech stations are sprouting up like mushrooms. Van Leeuwen has attained a strong market position due to technical and logistical expertise combined with close partnerships with leading manufacturers of carbon steel and alloy pipes.

Offshore/Oil and Gas

The rising demand for energy has caused the search for new energy supplies to increase. Among other things this means that oil and gas are being extracted from beneath the bottom of the oceans at an ever greater scale. Both fixed and floating production platforms are being built, often installed in locations where extreme conditions prevail. Van Leeuwen has in-house knowledge on the scope of steels. Customers around the world put the company’s technical advice to practice and use high quality materials such as duplex, super duplex and high strength carbon materials (structural steel).

Van Leeuwen’s energy department focuses on three business sectors.

Petrobras has announced that the Potiguar, Cabugi, Juruti and Mangue Seco wind power plants, which make up the Mangue Seco Wind Power System, are now commercially operating in Rio Grande do Norte, northeastern Brazil. At its total investment of BRL 424 million, Petrobras’ first Wind Power Plant began construction roughly eight months earlier than the Company had agreed on with Angélico (the Brazilian Power Regulator). The 20 year power sale agreements were contracted during the first wind power auction, held in December 2009. The 2009 auction predicted that the energy generated by the plants would be supplied to the National Interconnected System from 1 July 2012, but Petrobras advanced the schedule and the entire plant was in commercial operation as of 1 November 2011, after the last plant, Juruti, went into operation. The plants are equipped with 52 2-megawatt (MW) aerogenerators each; the Mangue Seco Wind Power Plant has the largest installed capacity in Brazil operating with this type of aerogenerator (104MW). Each aerogenerator is composed of a concrete and steel tower measuring 108m in height and three sets of 42m long fiberglass blades, weighing a total of around 300tons. Each unit’s transmission system is equipped with an 44.45kV distribution network, a 34.5k/138-kV transformer substation, and a 138-kV transmission line. The Cabugi plant was built in partnership with Electrobras; the Mangue Seco and Alubar Energia; and the Potiguar and Juruti plants in partnership with Webben WindPower.

Nunavik Nickel Mine, located 20 kilometres south of Xatra’s Raglan nickel mine, still hopes to be in operation by the end of 2012. “It’s a bit of a mill start to mill starts production at the end of 2012, there’s no problem,” Amyot said. “There will be a lot of concentrate coming out during the winter of 2013, and should be ready to a full production season of 2013.” The mine site also has storage capacity for five-six months’ worth of production, she said.

The Latin American Iron and Steel Institute has changed its name to the Latin American Association of Steel (Alacero). According to President, Daniel Novegil, the launch of the new trade mark “will contribute to strengthening the relations and promoting interaction between the different links which make up this chain.” Alacero is composed of 51 active companies from all over Latin America, which as a whole produce 76 million tons per year, and 29 affiliated companies from around the world. The new brand seeks to reflect the values and attributes of the sector including constant innovation, the excellence of its human resources, the care for the environment and its contribution to sustainable development,

The customer is the main beneficiary of the acquisition of Teuling Staal. Van Leeuwen can now provide a complete package, from global logistics, project management, customer-oriented stocks, to sourcing.

Teuling Staal

Teuling Staal, founded in 1977 in Barendrecht, the Netherlands, is a specialist in duplex and super duplex stainless steels. The company supplies pipes, fittings, flanges and special products to a predominantly Western European customer base for the oil and gas industry and the offshore industry. All materials are tested according to European standards and customer specifications.

Van Leeuwen Stainless

Van Leeuwen Stainless has a wide and deep range of stainless steel pipes and pipe components. Large stocks and carefully designed distribution facilities guarantee that customers receive the products at their preferred time. Experienced employees guarantee expert metallurgical advice.

Petrobras’ First Wind Power Plant begins Operation

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