

# TATA STEEL



## Case Study

### PALFINGER AG

**Project Name:** Tata Steel supports PALFINGER with an extended service Ympress® E690TM/S700MC steel used an innovative crane solution

**Project:** innovative crane solutions

**Client:** PALFINGER AG

**Product:** Ympress® E690TM/S700MC





# PALFINGER AG

The production of PALFINGER's innovative cranes includes on average 8,000 tonnes of Ympress® E690TM/S700MC steel per year. The crane manufacturer sources the goods ex works assigning Tata Steel with the responsibility for all aspects of supply-chain management, logistics, product development and associated data processing.

## Background

In a competitive market place, global companies seeking to maintain the lead position in their industry sector by continuously improving their products are looking for more than a materials supplier. And with ongoing pressure from rivals, and costs, many companies are increasingly outsourcing services relating to material procurement.

In order to provide its customers with comprehensive support, Tata Steel offers in addition to its product portfolio a broad range of services. The steel producer has also aligned itself against the specific requirements of respective industries with defined market sectors and an organisation based on particular product groups. PALFINGER, a leading international manufacturer of hydraulic lifting systems, is one of the customers that Tata Steel is supporting through its expanded service offering, using Ympress® steel in its cranes for more than ten years.

## Organisation with a single point of contact

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Tata Steel Service Centre, Blume Stahlservice GmbH, functions as the central contact point for PALFINGER. All of the crane manufacturer's needs are coordinated here, with actions forwarded to the relevant department within the Tata Steel group as required. Blume is part of the newly-created company division, "Heavy Gauge Europe", and communicates directly with the lifting and excavating sector experts in the production facilities or in research and development.

## Close networking between the two companies

Tata Steel and PALFINGER have been working closely together for many years, and have recently installed a shared IT system for a more joined-up process. This platform was tailor-made for the crane manufacturer, and is used for managing the entire ordering process, sharing important data, and planning forecasts.

Tata Steel personnel trained specifically on this system check the latest information on material requirements and stock from the database on a daily basis. At the same time, they input information on documentation or logistics, which can then be accessed by PALFINGER. Tata Steel can use this, for instance, to produce bar codes directly from its customer's IT system.

## Supply chain management

Tata Steel organises the entire supply-chain process on behalf of PALFINGER, from raising orders, to production of the steel, to delivery of the required materials to sites in Austria, Slovenia, Bulgaria and Brazil. This includes calculating of the required quantity for the Ympress® E690TM/S700MC dimensions, as well as ensuring the right quantities for the individual sites.

To ensure fast delivery, steel produced at the Tata Steel plant in IJmuiden, Netherlands, is held in a central storage facility in the Maastricht, with the storage and quality management specifications outlined by PALFINGER. Blume organises the decoiling of the Ympress® coils, as well as delivery of sheets in the required dimensions to the PALFINGER production facilities. Thanks to efficient logistics, the site in Austria, for instance, can be restocked in just 48 hours.

## Joint development projects

Tata Steel is working to further develop its Ympress® product range in cooperation with PALFINGER. The aim of this work is to supply the crane manufacturer with the newly developed S900MC and S960MC Ympress® steel grades in future. At the same time, the RQT® product range is being adapted so that these high-strength, roller quenched and tempered steels can also meet PALFINGER's requirements.

PALFINGER's new loading crane has set particularly high standards for the surface finish of the steel. An extremely smooth surface is required for subsequent processing steps such as painting and coating. Tata Steel is currently working on solutions, ensuring a delivery of the desired surface roughness of less than 30 µ, without the need for further post-treatment by the customer.

At the same time, PALFINGER is maximising the outreach of its new long-arm concept, increasing stiffness and drastically reducing unladen weight. This application will require higher strength steels in future, in order to ensure the new design can be produced with reduced gauges and thus lower weight.

**Summary**

Through years of close cooperation, Tata Steel knows the specific requirements of PALFINGER very well. This experience helps when it comes to timely and precise calculation of material requirements, essential for making optimum use of storage capacity, and ensuring that steel products are delivered for production just in time.

PALFINGER, technology leader and number one worldwide for loader cranes, forestry and recycling cranes, container handling systems and cranes in the offshore wind energy industry, continues to develop its innovative solutions with the help of Tata Steel's Ympress®, a cooperation that is set to expand in the future.

Steel used in modern cranes must feature excellent reliability, stability and durability. For this reason, PALFINGER has relied on Ympress® steel from Tata Steel for many years. The Ympress® product range is recognised for its high strength and outstanding formability.



**Tata Steel**

Lifting and Excavating  
PO Box 4, Bridgnorth Road, Wombourne  
Wolverhampton, WV5 8AT, United Kingdom  
T: +44 (0) 845 600 7673  
F: +44 (0) 870 049 1672  
E:liftingandexcavating@tatasteel.com  
**www.tatasteelliftingandexcavating.com**  
NLISLTCS:750/ENG:11/2013

[www.tatasteeleurope.com](http://www.tatasteeleurope.com)

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