Material Handling
Steel products and expertise to give you an edge
HELPING YOU TO PERFORM

Equipment manufacturers are demanding components that are stronger and lighter. That’s where we come in.

Understanding your needs is the starting point for our business. By recognising what drives your business – and the challenges you face – we can use our steel know-how to add value.

We know that material handling equipment users want hard-working, nimble and efficient machines. They also want machines with a reliably low cost of ownership. We’re working closely with machine manufacturers to help them meet these challenges.

We do this by:
• sharing our expertise in steel performance and application
• working with you to explore opportunities for innovation and improvement
• continuously investing in our extensive range of steel products
• tailoring our products and service to help you perform at your best
**WORKING WITH YOU**

Our engineers are keen to work with you in the early stages of your product design process. By using our expertise in steel and its application, we are helping customers to design and manufacture stronger, lighter and more reliable components. Typically, early vendor involvement also helps to ensure the most efficient solution with the benefits of:
- fewer fabricated parts
- faster processing
- reduced material costs

**RESPONDING TO YOUR NEEDS**

Flexible operations enable us to customise our product range to meet your requirements for product performance. For example, we customise forklift mast sections for improved driver visibility and safety. A flexible approach in our special profiles rolling programme also allows us to tailor our output to match your needs. Coupled with a just in time service ex-stock, it helps customers to:
- optimise operational efficiency
- minimise storage requirements
- reduce cash tied up in inventory

**MAKING LIFE SIMPLER**

Our dedicated market sector team helps to make your life easier by providing a single point of coordination. Combined with our multi-product portfolio, it provides opportunities to simplify your supply chain – saving time and effort. We also offer a wide range of downstream processing services. These include profiling, machining, sawing, drilling and light fabrication. It means we are able to tailor products to your exact specifications – enabling you to concentrate on your core operations.

Our wide network of service centres, together with our extensive distribution network, ensures a smooth and timely delivery.

**HELPING YOU GROW**

We combine dedicated customer service with world-class research facilities to develop and deliver high quality steel products that add value to your business. We can support you with the size and strength of our operations too. As Europe’s second largest steel producer, we have three integrated steelmaking sites in the UK and The Netherlands. They are located at or near the coast - opening up a global transport infrastructure for our customers. We have been working with customers in the material handling sector for several decades. We are building on that experience and growing our knowledge of the market. We are also committed to building strong and enduring collaborative relationships with our customers for mutual benefit.

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UNRIVALLED PRODUCT CHOICE

We produce a wide variety of steel products for material handling machines. With special profiles, plate, hot rolled strip, bar and tubes all on offer, we would argue it’s the most extensive range of products on the market.

Our multi-product portfolio provides enormous scope for customers to simplify the procurement process. Our knowledge and experience across this range of equipment components also means we can support you in the continuous improvement of your products and your processes.

We continue to invest in our manufacturing processes. All of our products are fully traceable and compliant with international quality standards.

Our product range includes:
- customised and standard mast sections
- carriage bars and flat profiles for fork arms
- profiled steel for chassis and body parts
- engineering grade bar products for high-performance and lightweight driveline components
- tubular steels for rollover and falling object protective structures (ROPS and FOPS)
Tata Steel is Europe’s second largest steel producer. We serve many different and demanding markets worldwide, including aerospace, automotive, lifting and excavating, construction, energy and power, and packaging. Our primary steelmaking operations in the UK and the Netherlands are supported by a global sales and distribution network.

Steel is an essential material, intrinsic to our way of life and to the products society will demand in a sustainable future. Steel is a material that is used, not consumed. It is recycled and used again, without any loss of quality, time after time. At Tata Steel, we are committed to making the products society needs and to making them in the most responsible way possible.

This means, practically, that we commit to:
- producing steel products for the future
- investing in sustainable steel-making
- improving our existing processes
- facilitating the recycling loop

Our European operations are a subsidiary of Tata Steel Group, one of the world’s top ten steel producers. The combined group has an aggregate crude steel capacity of more than 28 million tonnes and approximately 80,000 employees across five continents.

Our steel enables our customers to make safer cars, more energy-efficient buildings and infrastructure, easily-recoverable and recyclable packaging and many other products which help to move society towards our vision of a sustainable future.