



The warehouse in Rastede was expanded to encompass 8000 m² in 2008.



Jürgen Witte Nederland WITTE TUBE & PIPE SY

Jürgen Witte Nederland B.V., the stainless steel specialist, recently changed its name to WITTE TUBE & PIPE SYSTEMS GMBH. Stainless Steel World talked to Tom Witte (General Manager) and his sales team about this fact, as well as about the company's unique competencies that have enabled it to gain such a wide client base in recent years and expand so successfully into the international marketplace. At a time of market turmoil, WITTE TUBE & PIPE SYSTEMS GMBH has established itself as a pillar of stability and competence – a family-owned, medium-sized, self-financed business without loans or debts that combines traditional values and a vast experience and knowledge to a modern customer-orientated and solution provider approach.

By John Butterfield

WITTE TUBE & PIPE SYSTEMS GMBH is a new name for Jürgen Witte Nederland B.V., the company that was established by Jürgen Witte in 1974 in Slidrecht, The Netherlands, but which was relocated first to Elsleth in Germany in 1984, and then to Rastede in Germany in 1987, where it has remained ever since. During its existence it has always been something of an anomaly being a German company with its main office

and warehouse in Germany, but bearing a Dutch name.

The decision to rename the company was not made overnight. It was meticulously thought through beforehand. Some people, it appears, were initially suspicious about the new name change thinking that it could have resulted from the company being in financial difficulties. Nothing, however, could have been further from the truth. The company has always had a strong

financial basis. Since the beginning, it has been completely funded through its own turnover and it does not rely on any loans or credits. These measures have put it in a strong position economically, particularly since profits have constantly been reinvested back into the company, enabling it to expand so well over recent years. Nevertheless, the name change has not only enabled the company to re-emphasize that it is a totally German-owned company operating out of

warehouses in Rastede have expanded over the last years to reach a current area inside and outside of 12,000 m², of which 8,000 m² is indoor. The total area presently owned by the company is 29,000 m². There are, moreover fifty-three employees working there. In the present economic situation, it is, therefore, not surprising that customers are relieved to be working with such a reliable, solid, and knowledgeable company. As a result, turnover had risen to the order of twenty-seven million euros in 2011.

Business sectors and stock program

During their many years of doing business, WITTE TUBE & PIPE SYSTEMS has built up a strong clientele working in the on- and offshore, the chemical and petrochemical, heat exchanger, ovens, pump, compressor, nuclear and conventional power plants, engineering, and machine building industries, as well as with trading companies. The company stocks material grades in Duplex, 904L, 316/316L, 321/321H, and 316Ti among others.



Tom Witte, General Manager.



There are more than three thousand dimensions stored in the warehouse in various grades.

WITTE TUBE & PIPE SYSTEMS also stocks duplex material, even in heavy wall dimension, according to Shell specifications. In total, they have more than 3000 dimensions available in a multitude of grades.

Why do business with Witte?

The company has thirty-eight years of experience in the industry and combines traditional values with a modern customer-service focus and solution

nd B.V. became STEMS GMBH

Germany but also the new English-language name helps to continue to position it for the increasingly international role that the company plays as a stockist and supplier of stainless steels, heat resistant steels, nickel and nickel alloys, and special stainless steel pipes, fittings, and flanges. So although the company has a new name and is entering a new phase in its history, it still remains true to its traditional-based values of honesty and transparency, and its wealth of knowledge and experience resulting from almost thirty-eight years of being associated with the industry.

“We provide clients with a transparent and a secure way of doing business”

That customers are very keen to work with WITTE TUBE & PIPE SYSTEMS can be shown by the rapidity with which their

“We have one of the largest stocks of 904L and duplex in Europe”



Everything is meticulously stored in the warehouse so that it can be found in an instant.



Seamless pipes being collected for an order. Before they are shipped out they will be sealed at their ends to protect the edges.



All components are checked against customer specifications before they are dispatched. Where necessary special requests with regards to parts can be taken care of in the company machine shop, where orders can be worked on 24/7.

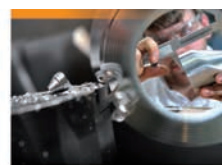
provider approach. The company has a relatively flat organizational structure, which means that communication lines are kept short. Moreover, customer support contacts are able to help with all aspects of an order – you do not need to worry about the minor details, these will be intrinsically taken care of as the order is processed. Staff take an interest in their clients, they are not treated as a number. Additionally, the customer-support team is multi-lingual so customers can communicate with them in German, English, French, and Russian.

“Taking care of special requirements and complete projects are the order of the day”

The company also makes use of its own machine shop where special orders can be handled 24/7, where necessary according to supplied drawings or incorporating special markings. Orders are, moreover, shipped out even during the weekend, if required, so that deadline dates are always met – deliveries in Europe being regularly

made within twenty-four hours. Stocks are large so clients can usually obtain what they need on a fast turnaround. Even if what they want is not in stock then WITTE TUBE & PIPE SYSTEMS can usually acquisition it for them very quickly, as over the years, they have built up a very useful network of suppliers even for materials that are difficult to obtain. Of particular importance is that before making up orders the staff at WITTE TUBE & PIPE SYSTEMS will always recheck/inspect the materials they have in stock against client specifications to ensure that

Below the stock range within the company



WELDED PIPES	SEAMLESS PIPES	FITTINGS	FLANGES	MACHINE SHOP	PROJECTS
1/2" up to 24" 10 s / 40 s	1/8" up to 8" 10 s / 40 s / 80 s / 160 s	1/2" up to 18" 10 s / 40 s / 80 s / 160 s	1/8" up to 12" 150 lbs / 300 lbs	welding bosses according to drawing	Oil- & Chemical Companies according customer specification
Duplex / S31803 / S32205 904 L	Duplex / S31803 / S32205 904 L 321 / 321 H 316 / 316 L 316 Ti	Duplex / S31803 / S32205 904 L 321 / 321 H 316 / 316 L 316 Ti	Duplex / S31803 / S32205 904 L 321 / 321 H 316 / 316 L	Duplex / S31803 / S32205 904 L 321 / 321 H 316 / 316 L 316 Ti	stainless steels heatresistant steels nickel & nickelalloyes alloy & low-alloy

certificate to: TÜV
LLOYDS REGISTER
PED

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compliance is 100%. The company also regularly carries out its own PMI tests as an additional quality check. Moreover, all their stock material is certified. No risks are ever taken with this. This type of reliability is without comparison since such client servicing is unique to WITTE TUBE & PIPE SYSTEMS.

The company has further the following approvals: ISO 9001:2008; AD 2000-Merkblatt W0; PED 97/23/EG; and re-marking authorization acc. DIN EN 764-5, Abs. 6 AD2000-HP0, Abs. 4.

Future

The future looks bright for WITTE TUBE & PIPE SYSTEMS. It is already a strong international business that has seen considerable growth in recent times and which intends to continue to expand internationally during the coming years.

In addition to playing an active role in Germany and Europe, the company also has strong ties with Asia, South Africa, the US and Latin America including Brazil. On the export side, they are working with many different traders and agents, and are also directly in contact with end-users. Increasingly, they are also involved in large projects. 2011 saw the company delivering nickel-alloy products for several projects in Taiwan to the order of over a million US dollars. Similarly, over the last two years the company has very successfully entered the Russian market, regularly supplying 316L urea grades there. To take care of this expansion in orders, WITTE has just increased the size of its Sales Department – now up to ten staff and intends shortly to expand the Purchasing Department. A Dutch sister branch office

was also opened in 2008 in Papendrecht, The Netherlands to handle Dutch operations – Jürgen Witte Stainless. Staff there are responsible for the following markets: The Netherlands, Belgium, Luxemburg, England, and Norway.

In conclusion, WITTE TUBE & PIPE SYSTEMS is steadfastly building itself a strong basis for continued expansion. With its solid financial basis, its honesty and commitment to fulfilling the needs of its clients in a transparent way, it continues to make many friends in the procurement world of stainless steels.

For more information about WITTE TUBE & PIPE SYSTEMS GMBH, please visit: www.witte-tube.com



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