



Teuling Staal – expanding stocks over the world

A view of the new Teuling Staal warehouse, which has been built in Zwijndrecht, The Netherlands, to store their duplex and super duplex stocks.

In 2011 Teuling Staal was acquired by the Van Leeuwen Pipe and Tube Group. Just one year later, the company has moved to Van Leeuwen's branch in Zwijndrecht, where a special warehouse has been created for their duplex and super duplex stocks. Stainless Steel World visited Teuling Staal and spoke to Mr. Johan de Ruijter, Managing Director of Teuling Staal.

By John Butterfield

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 these products is a must. Through the acquisition of Teuling Staal, Van Leeuwen has acquired a leading supplier

with a wide range of stock. Johan de Ruijter is very pleased that Van Leeuwen has acquired the company in order to introduce this additional specialty. "I believe that becoming part of the Van Leeuwen Pipe and Tube Group will create many opportunities for Teuling Staal, as the possibilities to benefit from the international network, especially in the

Middle East, Asia, and Australia, are endless. It enables us to offer our customers an even more complete package of products and services." The optimal logistical network ensures a global availability of products and, combined with knowledge and experience, all customer requests can be fulfilled.



The new warehouse is completely segregated from the carbon steel to avoid any contamination.

Warehousing

What developments have occurred since Teuling Staal was acquired by Van Leeuwen? De Ruijter: "Within the main premises of Van Leeuwen a special warehouse has been created for our stocks, completely separated from the carbon steel to avoid contamination. As regards space our warehouse facility has more than doubled compared to what we

had in Barendrecht. This enables us to enlarge and expand our stocks and services. Through our new warehouse our customers can benefit more from the worldwide logistic network of Van Leeuwen".

For better service around the world, local stocks in duplex and super duplex have also been created in both Aberdeen and Singapore. The main warehouse in

The acquisition of Teuling Staal is part of Van Leeuwen's strategy of strengthening its range of products and services to customers within the Oil & Gas market. Adding super duplex and duplex to the product range expands the company's role as an all-round supplier. Additionally, the exchange of employees and knowledge provides mutual growth. Knowledge, experience, and skills are combined so that every country and every market can be served. This unique international infrastructure, combining Teuling Staal's and Van Leeuwen's specialty steel stocks and external relations with manufacturers, is fundamental to making reliable delivery agreements. This solid foundation creates a healthy future.



A series of elbow pipes stored ready for purchase.



Pipes waiting to be dispatched in the huge, new warehouse.

Zwijndrecht functions as a hub. From Zwijndrecht, the stocks in Aberdeen and Singapore are kept at a constant level,

both in quantity and quality. The range can be adjusted quickly when required for local projects and better service.

COMPANY SECTORS

Van Leeuwen's Energy division focuses on three business segments.

Process

There could be no petrochemistry or refineries 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 attained 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 plants for many years now. Especially in developing countries 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 accelerate. Amongst other things this means that oil and gas are being extracted from under the seabed on an increasing 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 and continues to learn. Customers around the world put the company's technical advice into practice and use high quality materials such as duplex, super duplex, and high strength carbon materials (structural steel).

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 won are becoming exhausted. Deep Sea Mining, together with all associated technical challenges, is becoming increasingly important. Geographical factors are also causing changes. Oil refineries are shifting 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 maturing at a rapid pace, while Australia is hugely investing in LNG-factories (Liquefied Natural Gas). Oil and gas deposits are mined in areas with limited infrastructure, such as Russia and Western Africa. Expanding the product range with duplex and super duplex because of the increasing demand was a logical step for Van Leeuwen.

Large but flexible in response to a dynamic industry

Partly due to a growing number of complicated rules and regulations projects often become unmanageable. There are often too many parties to be reckoned with. Project planning has become a precarious undertaking and the counter reaction to this is customers looking for simplification. Key questions of customers nowadays are: how can I reduce the number of parties involved to a workable amount? And: which of these parties can help me make my project lead times more manageable? The answer to these questions is combining local business with a global network. Long term relations with suppliers are crucial. Understanding the customer and his business is the key. "Besides delivering pipes, we are increasingly taking care of the entire supply chain, from stocking to project management. Large but flexible is our answer to the dynamisms in the industry." 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.



Flanges are stored in duplex and super duplex grades.



Teuling Staal stocks are used widely around the world in major end-user projects.



BP – Valhall platform on transport in Rotterdam area.

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 international standards and customer specifications.

Van Leeuwen

The Van Leeuwen Pipe and Tube Group is a globally operating trading company specialized in steel pipes, and pipe and tube applications. The company was founded in 1924. Van Leeuwen is active in virtually all industrial sectors and has fifty branches spread throughout Europe, the Middle East, Asia, Australia, and North America.

Products

Teuling Staal total stocks are around 800 tonnes over approx. 1700 different products in mainly duplex and super duplex. Pipe from ½ inch to 24 inch in various thicknesses with corresponding butt weld fittings (elbows, tees, reducers etc.), flanges in ANSI pressure classes from 150 u/i 2500lbs and API 6a up to 10.000 psi as well as forged branch fittings (weldolets etc.) and barmaterial.

All products can be delivered according to international standards (NEN - EN - ASTM - ASME - DIN - API - BS - MSS), customer requirements or tailor made specific design and project requirements.

Materials are supplied with certification to EN 10204 : 2004 - 3.1 and 3.2 to international and customer requirements complete with mechanical, metallurgical and non-destructive testing.

Services

Besides our general activity in supply of materials Teuling Staal supports with:

- Design and Engineering
- Internal Stress Calculations
- Project Material Management
- Supply Chain Management
- Planning, Expediting and Status reporting
- Inspection Services
- Material Consultancy
- Specification Design
- Material Testing
- Stocking Services.