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# centre of Europe

Within the space of 50 years, Vogten Steel has expanded to become one of the leading steel service centres in Europe. Approximately 350,000 tons of steel are processed annually by a workforce of about 80. Vogten Steel thus contributes to defining the corporate image as an integral part of Steelport Maastricht.

## Outstanding service

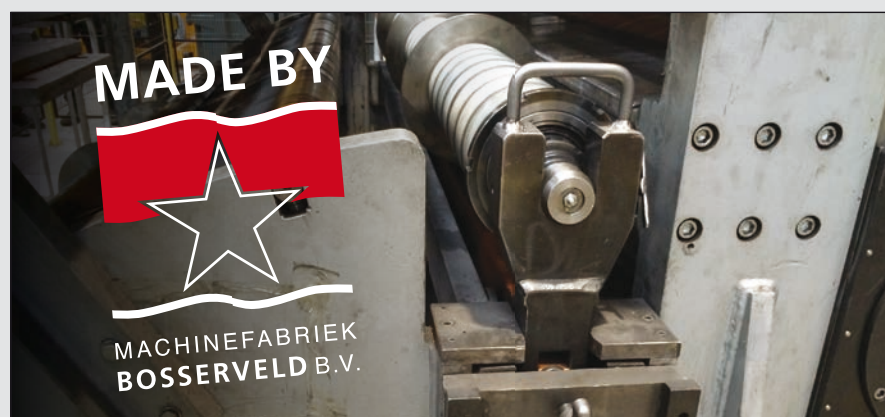
Vogten is a real family business that attaches a great deal of importance to its provision of service and the quality that it offers. That is why targeted investments are made in order to provide optimal solutions for its customers. By keeping a stock, Vogten is able to cater for the specific requirements of its customers much more quickly and to also enhance its reliability of delivery. Moreover, by using Electronic Data Interchange, customers will be able to monitor their own order in the factory in the near future.

## A reliable partner

For more than 50 years, Vogten Steel has demonstrated its profile of being a reliable partner, and has collaborative partnerships with several customers spanning several generations. Vogten Steel is thus firmly committed to investigating how collaboration can be strategically enhanced, together with its customers.

## Our customers

The customers of Vogten include different types of companies from various sectors. For example, Vogten Steel is a supplier to the automotive industry, the yellow goods industry, and companies working in the construction, civil engineering, profiling and laser-cutting sectors.



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# 3 generations of entrepreneurship

## #1 A bold company

In 1967, Huub Vogten founded his own trading company in rolling mill products: Vogten Steel. A bold step for a company at a time when the continuous threat of closure of the mines in South Limburg was a reality. However, this proved to be an excellent move since the demand for customisation rocketed. Huub cleverly capitalised on this by establishing his own production company in steel processing activities. The Beatrix harbour ('Beatrixhaven') in Maastricht proved to be an ideal location.

## #2 Technological Innovation

In 1980, Jos Vogten joined his father's company. He took over the day-to-day management of the production company and focused on innovation. For example, he ensured that the company with state-of-the-art machinery could respond more effectively to the demand from the customers. Vogten Steel continued to expand and this resulted in a new location on the Klipperweg. This new location offered the opportunity to also develop innovative production lines. Jos, who in the meantime had become the Managing Director of the entire Vogten Group, personally set a new standard for the sheet metal industry.

## #3 Towards a leading position in Europe

After the sudden passing of Jos, his son Dennis Vogten took over the management of the Vogten Group in 2003. He continued his father's work. Under his management, Vogten Steel expanded its capacity. Dennis also continued to invest in new technological developments and innovative steel processing production lines. Thus, under the management of Dennis, Vogten Steel expanded to become one of the leading steel service centres in Europe. In view of future developments and challenges in the steel sector during the course of 2014, Jack Papen was appointed as co-owner of the Vogten Group. Together with Dennis Vogten, he manages the group.



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# Continuing to look ahead, especially in turbulent times

The world around us is constantly evolving. Significant fluctuations in demand as well as in supply dictate that the steel industry cannot escape the crisis. Throughout the entire world, companies in the steel sector have to fight for their survival. On the one hand, these troubled times cause economic turbulence and, on the other hand, this period provides an opportunity for innovation so that the company can keep their distinguishing edge.

## **Keep thinking ahead**

We dare to look ahead with the long-term perspective in mind. By talking to our customers, we have developed a good understanding of the needs in the market today. With this knowledge, we have been able to make targeted investments in order to further enhance our quality and our provision of service.

## **Celebrating our 50th anniversary**

We have demonstrated that growth in turbulent times is indeed possible. We have tripled our production volume during the period 2010-2015. Our 50th anniversary thus symbolises an important milestone. We can look back on 50 wonderful years knowing that we have laid a solid foundation for a bright future.

Dennis Vogten  
Jack Papen

*Management, Vogten Steel*

**'Vogten Steel has a bright future. A future in which we create added value with our excellent provision of service and in which we can investigate how we can strategically enhance collaboration, together with our customers.'**





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# State-of-the-art production lines

Our production site can be found in the heart of Steelport Maastricht, in the middle of the Beatrix harbour ('Beatrixhaven'). With our innovative production lines for steel processing activities, we are a key supplier to a wide range of sectors.

## Pickling

We have a coil pickling line that is unique in Europe. With this line, we can process 2-metre wide 40-ton coils in thicknesses ranging from 2 mm to 16 mm. After the coils have passed through the entire process, a static oiling machine is used to oil the steel to the desired oil and layer thickness. After this, the coils are again tightly wound.

## Decoiling

We have two fully automated decoiling installations that can process coils that have a thickness ranging from 2 to 21 mm, into sheet steel. The lines can process 40-ton coils into a maximum sheet length of 20 metres. The sheet steel is then packed in our fully automated packaging line.

## Cutting and bending

We have various guillotine shears that can process sheet steel that has a thickness of up to 15 mm and a length of 8 metres in all sizes. Our advanced folding machines also enable us to cater for the specific requirements of the customer. On these folding machines, we can process sheet steel up to a length of 6 metres. Since the dimensions remain within extremely close tolerances, our customers can immediately deploy the finished steel in their own production.

## Slitting

We have our own slit line that can process 40-ton coils that have a width of 2 metres and a thickness ranging from 1.4 to 13 mm. This line can cut 24 strips from a coil having a minimum width of 80mm (40 mm after cutting). The slit line is connected to a robot that automatically mounts and dismantles all blades and washers for optimal cutting quality. If desired, the processed steel is tipped over and automatically packed.





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# Transil International



In 2013, Transil International was taken over and incorporated in the Vogten group. The activities of Transil optimally supplement those of the Vogten group in a market with considerable growth potential.

## **Designer and manufacturer of top quality silos and accessories**

Transil International has already been an acknowledged leader in the design and manufacture of rectangular silos for many years. Transil stands out from the competition with its top quality innovative products, and serves large and small customers all over the world from its Dutch production site.

## **Synergy**

The Vogten Group as well as Transil International wish to create added value for its customers by offering a top quality level of service. The various insights that both parties contribute enable Vogten as well as Transil to continue to evolve in these areas. However, the acquisition offers many more opportunities. Transil and Vogten adopt a different stance within the steel-processing industry. They have different expertise and insights in relation to market trends. By merging these, both parties can provide their own customers with even better customised services.

*'The acquisition was a logical step for Vogten as well as Transil. After many years of intensive collaboration, both parties had a clear idea of the opportunities emanating from the acquisition. With a better insight of the market trends for sheet steel, more growth potential and with the development of existing as well as new products, Vogten Group as well as Transil International are guaranteed a bright future.'*

Jack van der Aalst,  
Director Transil International



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## Advertorial ABUS

# 50 years as a leader in overhead cranes

Just like Vogten Steel, this year is our 50th anniversary. An ideal opportunity to put our people as well as our solutions in the spotlight. We have given substance to this intention by developing our own visitor centre where our business contacts can view and try out all of our cranes.

### **Strong in series construction**

In the meantime, we now work at four different locations around Gummersbach in Germany where we construct all of our cranes and components in-house. The various specialist locations enable us to offer solutions that have outstanding quality at very competitive prices. This is how we construct double girder cranes with a span of up to 40 metres in our factory in Herreshagen.

### **Optimal collaboration with Vogten Steel**

We have been collaborating with Vogten Steel for decades – a great collaborative partnership that has much to offer to both parties. During the past years, we have for example invited many of our potential customers to Vogten Steel in order to see our overhead travelling cranes in action. Moreover, Vogten Steel is our reliable supplier of top quality decoiled sheet steel for the production of our box girders. This enables us to guarantee our quality and also guarantee an optimal ABUS product.





ABUS 8+8t  
hal 9 Kran 2

ABUS 10t  
hal 8 Kran 1

90



## Advertorial Fagor

# Innovation and partnership

A new building provides unique opportunities. With the return of Vogten to the Beatrix harbour ('Beatrixhaven') in 2007, we joined forces in order to develop a trendsetting production site together with Vogten.

### **Innovative steel processing lines**

As the supplier and developer of complete production lines for the steel-processing industry, we like to collaborate with our customers. By developing cutting, slitting and other steel processing lines in consultation, we combine innovation and partnership.

### **Mutual benefits**

The collaboration between Vogten and Fagor offers many benefits for both parties. We are given the opportunity to provide solutions for the most challenging present and future issues. Moreover, our innovative solutions enable Vogten to stand out from the competition in terms of quality and to further enhance its market position.

### **New issues, new solutions**

We continue to explore how we can effectively deploy technological innovation when developing innovative technical solutions for the steel-processing industry. In this respect, Vogten is our reliable partner.





# We continue to look ahead

We owe the significant growth that we have experienced in recent years to our customers, many of whom we have collaborated with for generations. For us, this is the superb proof that we offer an optimal price/quality ratio and that investments in our provision of service reap their benefits.

## **Staying at the forefront in terms of quality**

In a turbulent market, we know how to distinguish ourselves as a reliable partner that is always at the

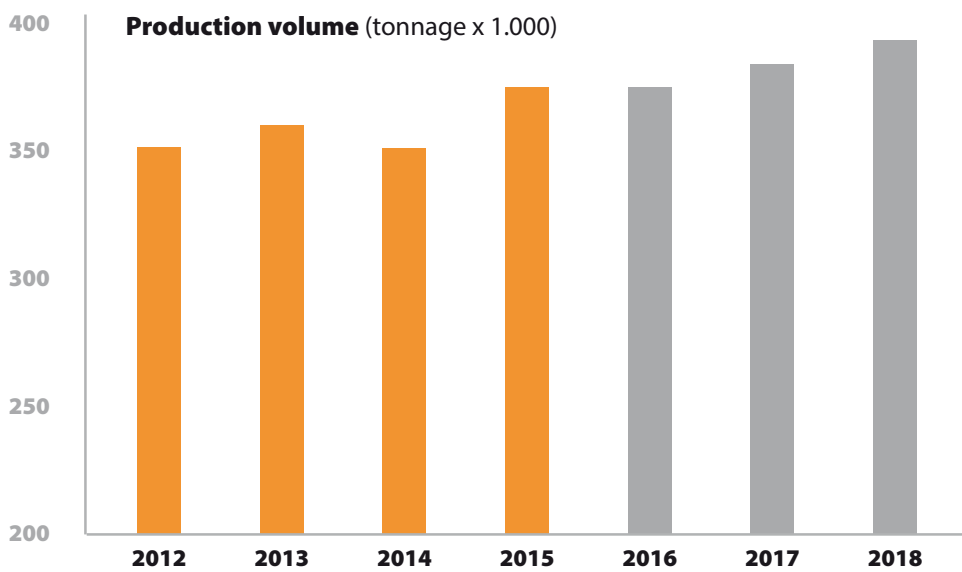
forefront in terms of quality. We comply with the requirements of the most stringent quality standards, train our inspectors and have, for example, invested in advanced camera inspection systems. We continue to respond to technological innovations and have thus been able to significantly enhance the surface quality and the tolerances of all of our products in recent years.

## **Responding to specific requirements with optimal provision of service**

We want to keep informed about developments at our customers and what they need. We like to discuss this with our customers in order to learn as much as possible about how we can respond to their specific requirements. In recent years, we have not only invested in our quality assurance, but also invested in software systems that can give our customers peace of mind.







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# Steelport Maastricht

In 2015, Vogten Steel jointly contributed to the initiative to pool the expertise of the steel industry in Maastricht via Steelport Maastricht. By entering into the collaboration with the various large steel companies that are abundant in the region, better use can be made of the enormous potential of this steel cluster.

## **The benefit of a convenient location**

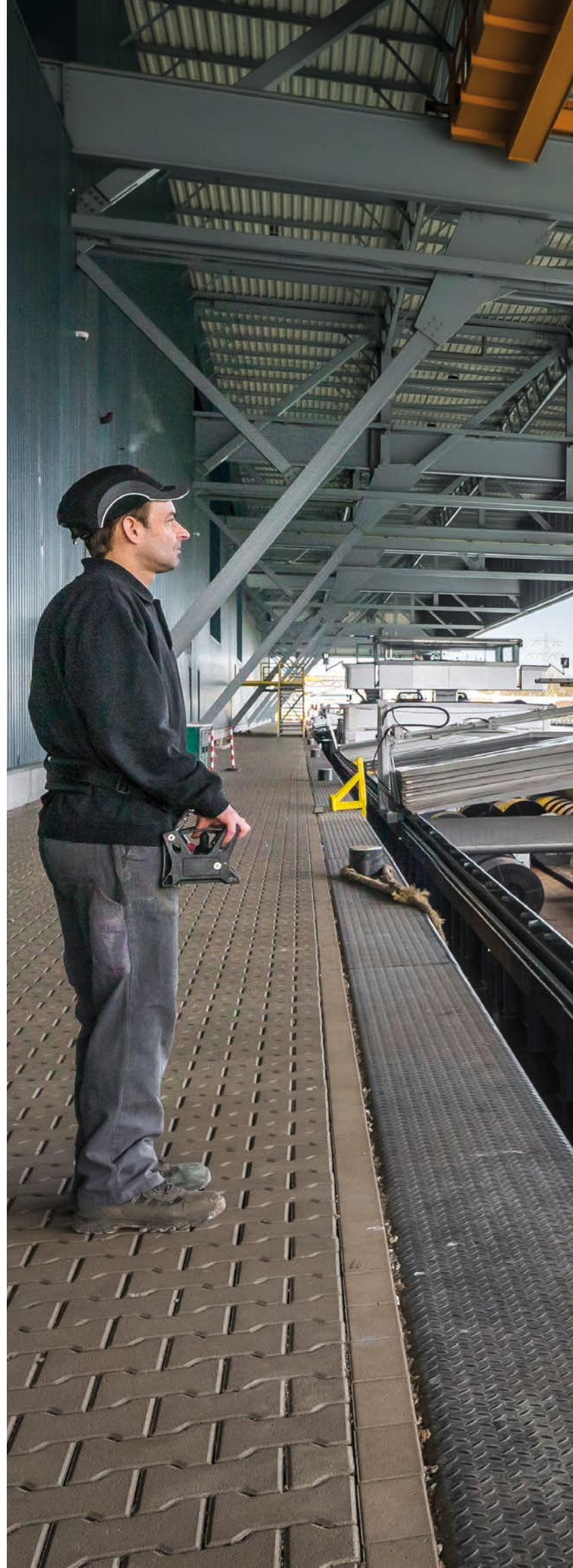
The enormous potential of Steelport Maastricht is, for example, portrayed by the convenient location of this steel region. The steel cluster is accessible by land and water and is centrally located between the major ports of Antwerp and Rotterdam and the European hinterland. Thanks to the collaboration, Steelport Maastricht can provide much more awareness of these geographical benefits.

## **All steel specialities in one region**

Steelport Maastricht unites companies that specialise in the distribution, processing and trading in steel and is thus the link between the bulk suppliers and companies providing customised solutions. In collaboration with local, regional and provincial authorities, Steelport Maastricht is working on enhancing the presence of a steel cluster that can offer all specialities.

## **Customer-focused innovation**

The collaboration between the companies of Steelport Maastricht goes beyond simply enhancing the visibility of the steel cluster. The various steel companies have joined forces in terms of education, logistics and innovation.





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