



**Eurasia Steel
Company**

ESC Çelik Ürünleri Paz. ve Tic. Ltd. Şti.
Eurasia Steel Service & Trading Center Ltd. Co.

Global Tedarik & Çözümler
Global Procurement & Solutions

❖ Incorporation

- **Business Title** ESC Çelik Ürünleri Sanayi ve Ticaret Limited Şirketi (“ ESC “)
E S C - Eurasia Steel Service and Trading Center LLC.
- **Foundation & Shareholding Structure Investment in Turkey** Incorporated in 2003
as a Limited Liability Company
Paid-up capital, fully
- **Sector & Process** Steel Service & Trading Center
Processing of Iron & Steel works specialized on low – high carbon flat steel, in the form of coils and sheets
- **Sales to** Local Market & International Market
- **Products** CR - Cold Rolled Steel
HR-HRPO - Hot Rolled Steel
HDGI/HDGZ-GI - Hot-Dip Galvanised Steel
HDAS-Hot-Dip Aluminised Steel & PPGI - Pre-Painted Steel
Stainless St, Long/Strand Products, Seamed/Seamless Tube/Pipe, Profile, Channel, I-H Beam, Billet/Slab, Pig Iron, Steel Scrap and Metal Derivatives



❖ Overview

➤ Center Management in Istanbul & Steel Processing in Kocaeli (Izmit)

❖ Used Area – 12.500 sqm
incl.second warehouse

Center
Istanbul

Flat Steel Processing Facility
Kocaeli (Izmit)

- Center Management Office
- Total Gross Area – incl.second warehouse
- Closed Production Area – incl.second warehouse
- Administrative Office

450

7.500

4.650

350

❖ Employees – 42 working people

Center
Istanbul

Flat Steel Processing Facility
Kocaeli (Izmit)

General Management

2

White Collar/Middle Mng.

8

Blue Collar

26

Logistics, Warehouse, Delivery etc...

4

Quality Assurance & Control

2

- Slitting Line Production Capacity & Capability
- Cut-to Length Line Capacity & Capability

85.000 mtons* theoretical capacity

65.000 mtons* theoretical capacity



❖ Overview (Continued)

➤ Istanbul & Kocaeli (Izmit)

- **Total Gross Area** **12.500 sqm**
- **Closed Production Area & Adm. Office / Center Mng.** **5.450 sqm**
- **Employees=>Blue & White Collar** **42**
- **Slitting Line Production Capacity & Capability** **85.000 mtons (1 Line)**

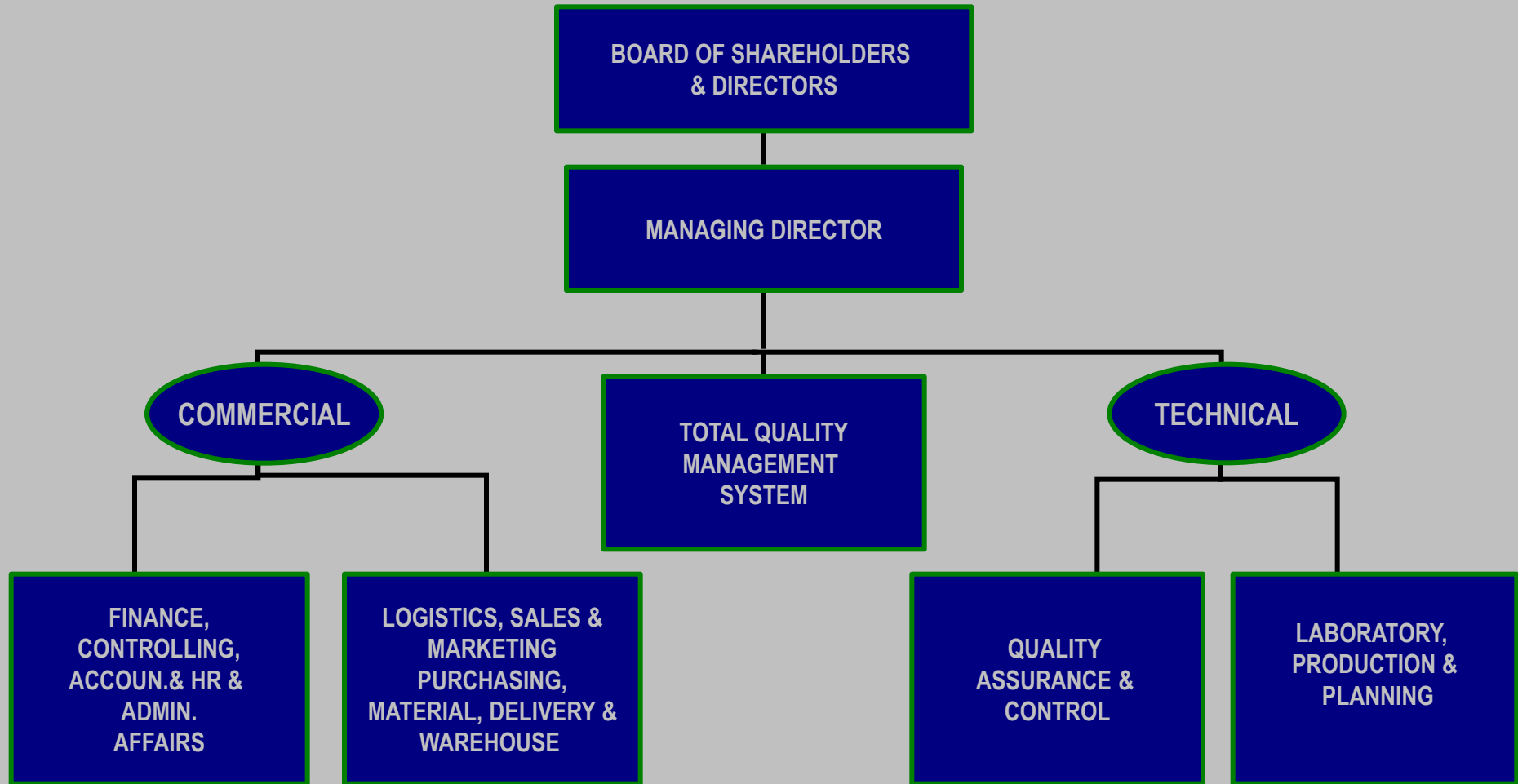
Product / Material	Thickness (mm)	Width (mm)	Max.Coil Weight & Inner/Outern Coil Ø
CR-Cold Rolled	0,20–3,50/over 3,50-sc	20 – 1.600	16 mtons&508-610>mm/2000 mm
HR-Hot Rolled HRPO-Hot Rolled PO	1,50–3,50/over 3,50-sc	20 – 1.600	16 mtons&508-610>mm/2000 mm
HDGI-Hot-Dip Galvanised & HDAS- Hot-Dip Aluminised & PPGI-Pre-Painted Steel	0,20–3,50/over 3,50-sc	20 – 1.600	16 mtons&508-610>mm/2000 mm

- **Cut-to Length Line Capacity & Capability** **65.000 mtons (1 Line)**

Product / Material	Thickness (mm)	Width x Length (mm)	Max.Coil Weight & Inner/Outern Coil Ø
CR-Cold Rolled	0,20–3,00/over 3,00-sc	250–1.600X350-6.000	16 mtons&508-610>mm/2000 mm
HR-Hot Rolled HRPO-Hot Rolled Pickled & Oiled	1,50–3,00/over 3,00-sc	250–1.600X350-6.000	16 mtons&508-610>mm/2000 mm
HDGI-Hot-Dip Galvanised & HDAS- Hot-Dip Aluminised & PPGI-Pre-Painted Steel	0,20–3,00/over 3,00-sc	250–1.600X350-6.000	16 mtons&508-610>mm/2000 mm



❖ Organisational Chart



❖ The strengths of ESC

- Reliable Business Partner
- Competence & Technology
- Production Performance
- Perfection & Flexibility
- Satisfying the customer demands
- Network & Sources
- Quality Assurance & Control
- Customers
- Logistics & Delivery Performance



❖ Reliable Business Partner

▪ Reliable Business Partner

ESC has become the trustable partner for the industry as a result of the long time experience and direct contact to our local and international customers. This partnership is also based on close co-operation with reliable steel mills suppliers in Turkey, Europe and Far East , good teamwork and high standards steel processing to its customers.



❖ Competence & Technology

▪ Competence & Technology

As a steel service center of more than 100.000 mtons processing capacity and capability, experience and high-tech machinery park provides easy production at all stages of manufacturing and guarantees the exact satisfaction to our customers.

Our goal is to achieve the optimal efficiency for our customers.



❖ Production Performance

■ Production / Steel Processing (slitting & cut-to length) Performance

Using the latest technology in the fields of steel processing of slitting and cut-to length technology,

Computer and robot-aided manufacturing processes ensure constant performance and reliable production.



❖ Perfection & Flexibility

▪ Perfection & Flexibility

Customer demands the steel which perfectly fits to its production. This can only ensure when the slitting and cut-to length meets the specifications desired by the customers.

Every steel / coil / sheet processed in the facility/plant fulfils these high requirements.

Throughout World, ESC's service has been proved themselves to be a reliable business partner.



❖ Customer satisfaction

▪ Satisfying the customer demands

Despite our mechanised world, the human being is still the focal point of our business. To react quickly to customer demands requires not only a well-functioning logistics system but also flexible working processes. ESC employs a competent team of experts who work permanently on improving productivity. This is reflected above all in the reduction of production costs and delivery times.

The road to success lies on the basis of complete know-how and trust. The interaction between price and performance, and between quality and reliability is the guarantee for a satisfactory partnership. This is a road we wish to continue together with our customers.



❖ Network & Sources

▪ Network - System Integration

ESC promises quick response to all customers assured by reliable ERP & MRP system.

▪ Sources - ESC's Production Facilities

Turkey is a natural bridge between the Europe and Asia, and has located where the continents meet each other, which our country is the energy corridor and terminal between the Europe, the Central Asia and the Middle East. ESC has placed in Istanbul & Kocaeli (Izmit) where provides us easy access to the sources and customers since our location is the gateway to the Europe, the CIS-Commonwealth of Independent States , the Middle East, the North Africa, the Caucasus, Central Asia and Pan-Euro-Mediterranean Region.

ESC positively invests its sources in production facilities to improve its quality and productivity.



❖ Total Quality Management

ESC is realizing all needs of total quality management systems in each step of the production processes, environmental management, logistics and personal management in a very high standard.

- DIN EN ISO 9001:2015 Quality Management Systems
- EN ISO 14001:2015 Environmental Management Systems
- BS OHSAS 18001:2007 Employee Occupational Health and Safety Assessment Series



❖ Quality Assurance & Control

▪ Tests Equipments & Laboratory

ESC has already made all necessary arrangements to avoid dependability of any kind of customer demands on outsourcing and to reach %100 customer satisfaction. With these investments in last technical test machines and laboratory facilities ensure that our product and its production are under control permanently. We perform constant controls via test equipments of Kosgeb & own ;

Via Kosgeb

ESC

➤ Mechanical Tension Test
(Yield Point, Tensile, Elongation
& Longitudinal Elongation)

➡ Coating Thickness Measurement

➡ Digital Comparator with Scale

➤ Chemical Analysis Test

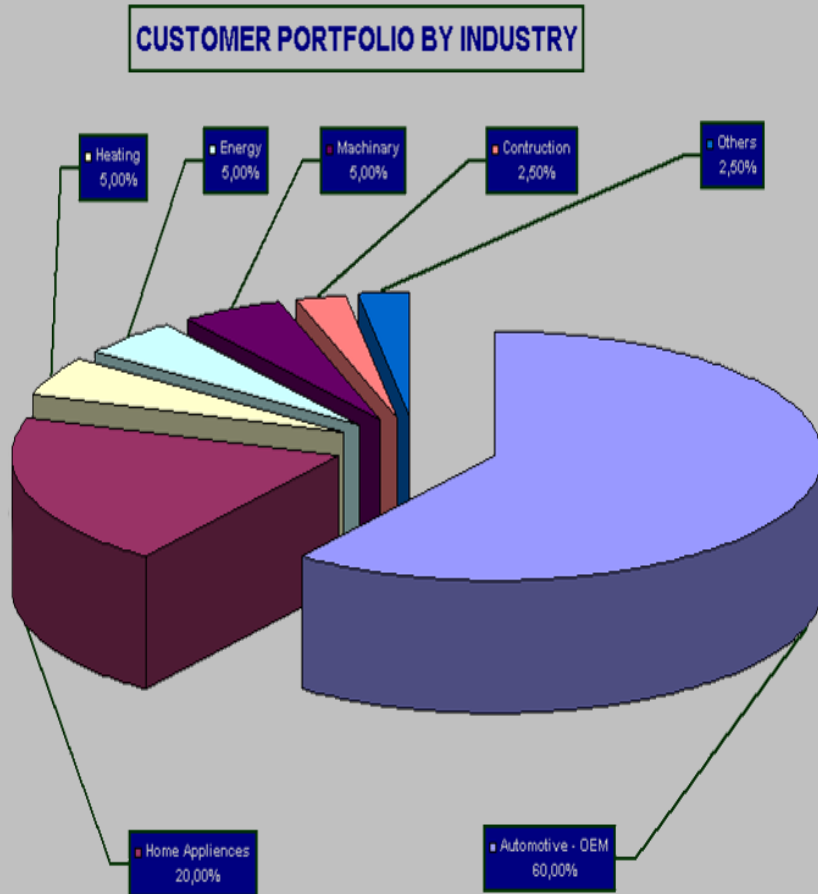
➤ Surface Hardness Measurement

➤ Microstructure Analysis



❖ Customers

▪ Well known customers in Local & International Market



❖ Average Sales Outlook – from 2012 up to 2020

➤ Own Trading & Processing

Avr. 20.000 – 25.000 mtons/year

Process by Product Group

CR	-	% 40
GI	-	% 40
AS/SS/Tube/PPGI/HR	-	% 20

➤ Subcontracting & Processing

Avr. 35.000 – 40.000 mtons/year

Services Performed as Subcontractor

Slitting – Cut-to Length – Packing – PVC Coating –
Transportation – Warehousing – Oiling – Surface
Control – Coil Weight Reducing



❖ Success on Delivery

▪ Delivery Performance

ESC 's logistic section which we provide logistics and transport services as a door to door approach upon customer request with an attractive prices together with more than 30 LKWs/trucks on held in the fleet of sister company, Plastnak Transport Co.
www.plastnak.com.tr

Our logistics experience ensures the JIT-just in time delivery and JIS-just in sequence delivery.



❖ Policies

- Our company policy is :
 - To improve ourselves in order to find the correct solution,
 - To produce the product under the assurance of DIN EN ISO 9001:2015 standards, which corresponds to customer demands in full, with “ZERO DEFECT” with optimum costs, in qualified and steady conditions,
 - To use all requirements of “EN ISO 14001: 2015” standards,
 - To use all kinds of sources to proceed the steadiness of “ EN ISO 14001: 2015” standards,
 - To apply Integrated Management Systems,
 - To accept that education and training are the most significant criterias to establish the individual responsibility of all employee,
 - To set up plans and systems to care for the Health and Work Security of the employee,



❖ Objectives

- Our company objective is :
 - To provide Full Customer Satisfaction.
 - To minimize the raw material and energy consumptions.
 - To determine the probable Environmental Pollution Risks, manage these risks and keep them under the assurance of BS OHSAS 18001:2007 standards.
 - To decrease and keep under control the risky and unrisky waste in all kinds of operations.
 - To provide internal and external communications to be effective.
 - To prevent probable work accidents.



❖ Principles

- Our company principal is :
 - To carry out the responsibility for the Total Quality Management.
 - To be in concordance with all kinds of legal procedures, which should be also cared to Environmental Regulations.
 - To provide necessary information requested by any authority and to be transparent to legal institutions.
 - To use the new technologies in all kinds of processes like production, service and other activities in order to have “Environmental Pollution and risks” under control.
 - To feel sensitive all the employee and any outsourcing company about Environmental System and train in case needed.
 - To share the responsibility of “Occupational Health and Safety” with all Employee.
 - To optimize all kinds of sources in order to award success, to increase the performances, to improve the knowledge, to assure efficient, safety and health working conditions.



❖ Management

❑ Commercial

- **Yasemin Yıldız** Managing Director yyildiz@esc.web.tr
- **Logistics (Sales, Marketing, Material, Foreign Trade & Warehouse Management)**
- **Bedri Satılış** Business Development bsatilis@esc.web.tr
- **Savaş Türkoğlu** Sales, Marketing & Distribution – Domestic & Export info@esc.web.tr
- **Aslıhan Özer** Raw Material & Ind. Material Purchasing, Logistics info@esc.web.tr
- **Representative Office in Germany for Europe & Middle East & African Region**
- **M. E Yıldız** Exclusive Sales Representative - African Region , CIS & M. East emyildiz@esc.web.tr
- **M. N** Marketing & Sales, Procurement – Balcans, E/W Europe info@esc.web.tr
- **Controlling (Finance, Accounting, HR, Budgeting, Administrative Affairs, IT-Information Technologies)**
- **M. Maruf Zenger** Consultancy - Tax & Audit / Reporting info@esc.web.tr
- **Nilgun Karakütük** Finance, Acc, HR & Adm. Affairs nkarakutuk@esc.web.tr
- **Nefide Tuna** Finance & A/R - Costing, A/P & Foreign Trade ntuna@esc.web.tr
- **Saim Hasanusta** Information Technologies & System Solutions, ERP/MRP App. info@esc.web.tr

❑ Technical

- **Production (Planning, Engineering, Research & Development)**
- **Özgür Genç** Production, Planning, Engineering, R&D-Industrial Engineering ogenc@esc.web.tr
- **Quality (Quality Assurance, Integrated Quality Management & Quality Control)**
- **Mükremin Bozkır** TQM, Quality Assurance & Control – Metallurgy & Material mbozkir@esc.web.tr

www.esc.web.tr

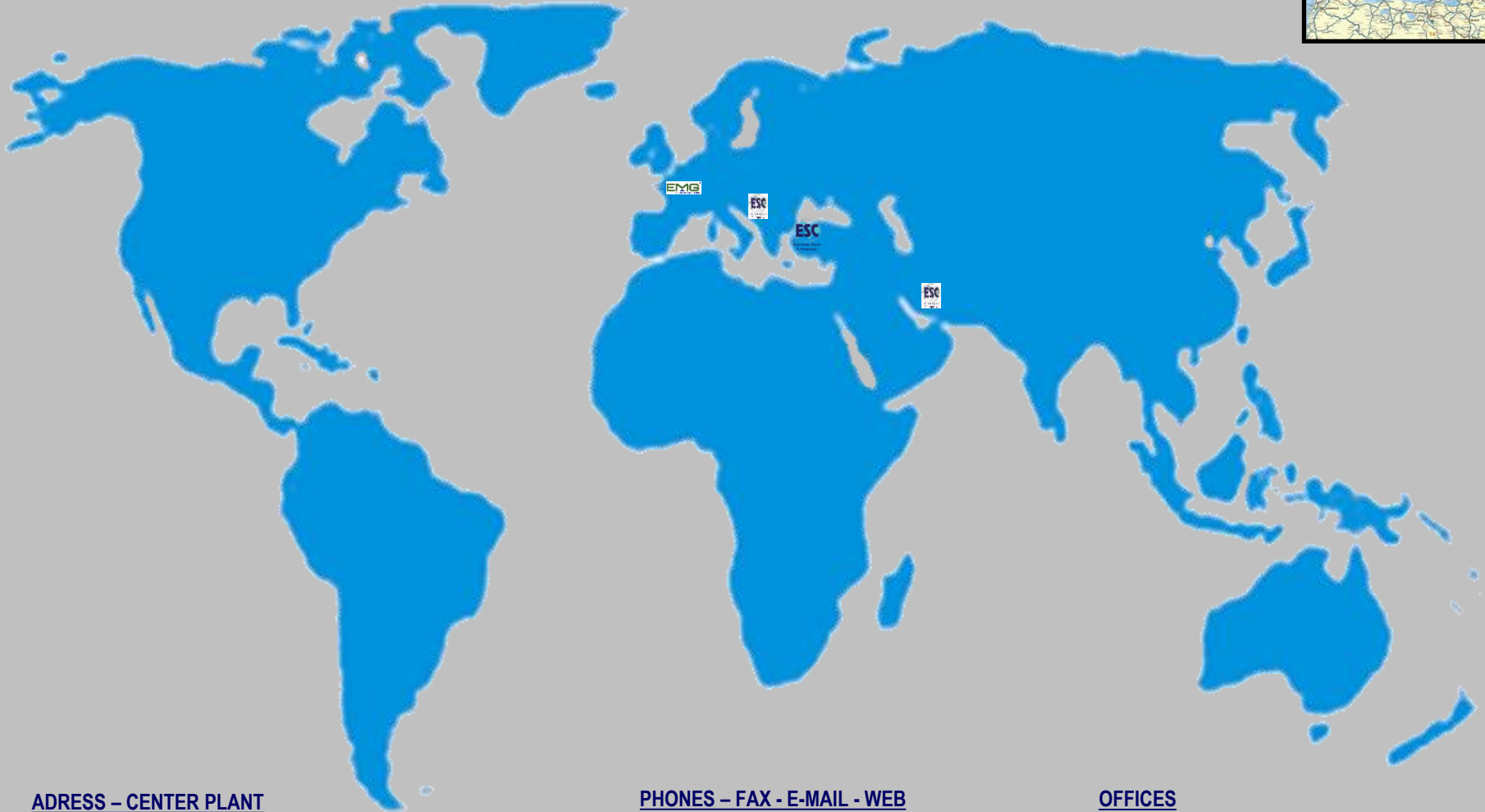
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Global Tedarik & Çözümler
Global Procurement & Solutions



❖ ESC Turkey - Contact



ADRESS – CENTER PLANT

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❖ Plant in Kocaeli (Izmit)



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❖ Thank you



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