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# Spotlight On

## Stalutube Ready for the upswing

**With expanded production capacity, newly developed products and value added services for customers, Stalutube continued to invest in its performance throughout 2010. The Finnish manufacturer of stainless steel hollow sections says it is now ready for 2011. "The signs are positive for the upcoming year," confirms Marketing Director Sami Packalén.**

### Small and large diameter

As part of Stalutube's planning, the production capacity of small diameters has been expanded. "We acquired the Outokumpu square and rectangular hollow tube business," said the Marketing Director. "The new equipment gives more capacity and flexibility to the small and medium size range. At the same time," says Packalén, "new production facilities for tailor-made hollow profiles in large diameters were created. We are now able to manufacture hollow sections with a diameter

close contact with customers. "In addition to high-quality products, we want to provide our customers with significant added value," said the Marketing Director. Meanwhile, Stalutube even provides training for clients. "Upon request, we advise our clients on current issues. For example, how they can save money by clever use of materials and value-added services like cut-to-length tubes and thus respond to the challenges of the market," said Packalén. This offer has been readily accepted. Stalutube's experts visit customers, for

tions," say Packalén. "An overview of stock will be available online. Speaking of storage, we have had a new warehouse go into operation. These investments provide clients with two advantages: one, Stalutube can deliver faster because the client is less dependent on the acquisition of source materials; On the other hand, customers can reduce their own inventories, enabling costs reductions."

### Cut to size

Hollow sections cutting capability is a proven service offering at Stalutube. If desired, tube



metallurgical sector. The in-house R&D department is continually evaluating possible applications for new materials. Stalutube, sees great potential especially in the area of duplex grades. So, this area receives a dedicated research focus.

Stainless steel applications for hollow sections are versatile. The square tubes are used in the process industries, construction, offshore applications, shipping, and transportation and in food and pharmaceutical industries. The prod-

on customer visits allowing order to go smoothly from the start. "So, we can guarantee that the end-user gets exactly what is needed. We find the material that meets the requirements and produce a customized solution," Packalén states.

### Confidence

The expansion of the Dubai Airport is an example of a typical project. Stalutube has been involved for several years, providing hollow tubes for different applications. For another interesting project in Finland, The Hartwall Brewery, one of the most advanced beverage manufacturing facilities in the world, Stalutube delivered stainless steel products for various areas of production.

The first new projects are already in the pipelines. "We are very confident that the orders this year pick up again, as we bounce back from the economic downturn," says Packalén. The company is certainly ready for the challenges of the next few years . . ."



of 38"x38", and these in custom lengths and diameters."

The company's main products are square and rectangular hollow sections. Stalutube has the world's largest production line for forming and welding these products. Product diameters range from 1"x1" up to 12"x12" and 1½"x1" up to 16x8 inches wall thickness varies from 0.47 to 1/2 inch.

### Value

An important part of the company philosophy is

example, when they get together for sales meetings. Additionally, upon request, Stalutube conducts training sessions at the company's headquarters in Lahti.

Another key service offering is the order-tracking feature on the company website. Here, customers find out exactly where their order is in the process. The Internet site, which has also been translated into German, continues to offer further extended functions. "We want to offer customers more op-

portunities. Surfaces can be processed with Stalutube supplying all the usual methods of surface treatments – depending on whether aesthetic reasons, like a shiny surface, are called for or because the area of operation requires increased corrosion resistance. Additionally, hollow sections can be accurately cut to size as required. The tubes can be immediately installed at their destination, with nothing going to waste, thereby saving customers costs and avoiding waste. Also, Stalutube can perforate and laser cut the hollow sections upon request prior to delivery. "We are able to prepare all the products before so that the end user can use it directly," said Packalén. This includes safe packaging, containing an inventory list with all specifications for the product.

The company is also further developing their



ucts are distributed primarily through stockists and stainless steel distributors. Stalutube accompanies its professional dealers regularly

### Dates & Facts

**Company Name:** Stalutube Oy, Stalutube Inc.  
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**Production:** Lahti, Finland  
**CEO:** Jukka Nummi  
**Employees:** 120  
**Products:** Profile  
Welded  
Stainless steel pipes  
**Industries:** Construction  
Food- and Beverage Industries  
Water &  
Waste water  
Offshore Oil & Gas  
Transportation & Automotive  
Mechanical  
Engineering  
Nuclear Industry  
**Export:** More than 90%  
**Turnover 2010:** USD 110 Million  
**Website:** www.stalutube.com

