



Termination of trading activities Heine Steel

Heine Steel has been active since 2012 as a specialized supplier in (bright) bar steel. As a sales office for the German mother company **Heine+Beisswenger**, we gained a great market share as a supplier in the steel processing industry in a relatively short period of time. We can count OEMs, machine factories and traders among our customer group. Lately, we have found that our concept is no longer in line with market dynamics. Despite the (internal) changes we have made and constant focus on operating costs, we have to note that our activities do not contribute to the desired result. In recent months, various scenarios have been compared to each other to finally conclude that the continuation of the current trading activities is not profitable. The costs do not outweigh the small margin that can currently be calculated towards the end user.

We are therefore sorry to announce that Heine Steel will end trading activities

per 31-12-2020.

What does that mean for you:

- **You are a customer at Heine Steel:**

The current orders are delivered according to the agreements made. New orders can be placed until 13 November next, with an external delivery time of week 50-2020. The Dutch warehouse of Heine Steel will be closed on 31-12-2020. Any free stocks available will be moved to other locations within our trade organisation in Germany.

- **You are a supplier of Heine Steel**

The current orders will be taken by agreement any delays of delivery times later than 30-11-2020 will have to be communicated before mid-November, perhaps an alternative delivery address will have to be agreed. New orders for 2021 will no longer be placed.

- **You are a partner of Heine Steel**

Any contracts or agreements have been/will be terminated in accordance with the notice period. If you have not received a response from us before 09-10-2020, please contact us to review any commitment. Other specific agreements will be agreed separately.

Proud

From our start in 2012, we have managed to attract more than 400 customers, ranging from order frequency of 1x per year to full service contracts for large OEMs. In recent years, we have delivered over 27,000,000 kilos of quality steel (4 to 400 mm in diameter) to customers all over the world, from the adjacent machine factory in our hometown to customers in New Zealand and the Philippines. The feeling of pride prevails because we know that our products have been successfully applied in windmills, tow bars, transport rollers, chair lifts, hydraulic tools, forklifts, trucks, bridges, lots of machines and more applications.

Thank you for trusting us to be your partner!

We ask you to share the above information internally with your colleagues so that they too are familiar with this rigorous decision. For additional information, you can reach us on the (mobile) number known to you

Best regards,

Team Heine Steel