Presseinformation

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STRONG TRADE PARTNERSHIP IN THE EUROPEAN STEEL INDUSTRY

astedis distribution network

Dortmund, 15/10/2024 – Five leading European steel purchasing organisations cooperate under astedis to create synergies for greater growth in steel trade. The foundation of astedis in 2023 marked the start of the professional cooperation between NORDWEST, Coalsider (Spain), European Steel Group (Poland), Sider Center (Italy) and Socoda (France) with the aim of working together to ensure the success of the sector and its members in Europe.

astedis remains focussed on operating as a sales reference point for key European steel producers in relation to the affiliated private steel traders and establishing strategic relationships with important manufacturers in Europe. Together, the five founding partners are responsible for a purchasing volume of around 3.5 million tonnes of steel and represent over 200 medium-sized steel trading companies. The partnership in the astedis network is based on mutual economic interests and goals as well as a profound alignment of cultural values and business philosophies. "Despite the different national structures and market conditions, all partners share the conviction that long-term success is based on trust, integrity and common values", highlights Claudio Kemper, Head of Division Steel at NORDWEST. "These common underlying values are the foundation for the successful cooperation and enable us to exploit synergies in order to cultivate new markets and expand existing partnerships."

These kinds of networks are more important than ever in the current steel industry, which faces significant challenges in the European Union and Germany in particular. "Our astedis cooperation is an important step towards strengthening our market position and unlocking new potential in the industry and in specialist wholesale", explains Claudio Kemper. "The exchange with our cooperation partners allows us to generate further added value for our respective national trade partners and set new benchmarks for the industry."

The founding partners of astedis remain independent at the national level and respect the individual characteristics of the relevant markets. This allows them to use their national strengths, while simultaneously developing additional synergies for the European market through the cooperation. "The positive development and increasing acceptance of the astedis network in the European environment are a testament to the relevance and success of our cooperation", adds Stefano Dall´Aglio from Sider Center (Italy). “Our network maintains constant dialogue to strengthen existing delivery conditions and jointly develop new business opportunities.”

As a whole, the astedis partners have been able to successfully present the ideas and visions to numerous strategic European suppliers in discussions and negotiations. Claudio Kemper concludes: "There is a common awareness that we need to look beyond immediate results and build the cooperation on a long-term foundation. This has already been reinforced by joint supplier talks,

meetings with dealer groups and trade fair appearances."

Über die NORDWEST Handel AG:
Die NORDWEST Handel AG mit Sitz in Dortmund gehört seit 1919 zu den leistungsstärksten Verbundunternehmen des Produktionsverbindungshandels (PVH) mit einem Geschäftsvolumen in Höhe von 4.801 Mio. Euro gesamt per 2023. Die Kernaufgaben des Verbandes zur Unterstützung der rund 1.255 Fachhandelspartner aus den Bereichen Stahl, Bau-Handwerk-Industrie und Sanitär- und Heizungstechnik (Haustechnik) liegen in der Bündelung der Einkaufsvolumina, der Zentralregulierung, einem starken Zentrallager sowie in umfangreichen Dienstleistungen. NORDWEST ist auch in Europa, insbesondere in den Schwerpunktländern Österreich, Schweiz, Frankreich, Polen sowie Benelux aktiv.

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