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# Stainless Steel Focus

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**Reprint - Schenk Stahl GmbH:  
A specialist for high temperatures**

**THE journal for the  
stainless steel specialist**



*Schenk Stahl, with over 250 t of tube in stock, covering more than 800 dimensions, is one of the best stocked distributors in the world.*



20<sup>th</sup> anniversary for Schenk Stahl GmbH

## A specialist for particularly high temperatures

**T**oday's Schenk Stahl GmbH was founded in 1986 by Peter and Radmila Schenk as a trading company for stainless and heat resistant products with its headquarters in Vienna. Just a few years later, in 1989, it was decided to open a warehouse in Düsseldorf-Heerdt.

### *A good 250 t in stock*

This made it possible, they told **Stainless Steel Focus** in a recent interview, to tailor their product programme even more closely to customers' requirements. Ever since, Schenk Stahl has aimed to adapt its inventory to the needs of the market.

Experts for heat resisting tubes are rare. One person who knows this area well, and has become established there, is Peter Schenk who originates from Vienna, but now lives in Düsseldorf. For more than 40 years, his professional life has revolved around stainless steel tubes, especially those which are resistant to particularly high temperatures. This year, the entrepreneur celebrates the 20<sup>th</sup> anniversary of Schenk Stahl, once again underlining that he is one of the most important stockholders for "heat resistant".

In order to meet these self-imposed standards, and at the same time have the necessary range of products, Peter Schenk decided in the mid-1990s to specialise exclusively on the market for highly heat resistant tubes, both welded and seamless.

For a number of years now, son Frederic Schenk has been taking care of the advertising/marketing side of the business, concentrating on the company's presence at trade fairs, and how it should present itself. This incorporates, inter alia, the optimisation of the distribution structure and the development of new markets.

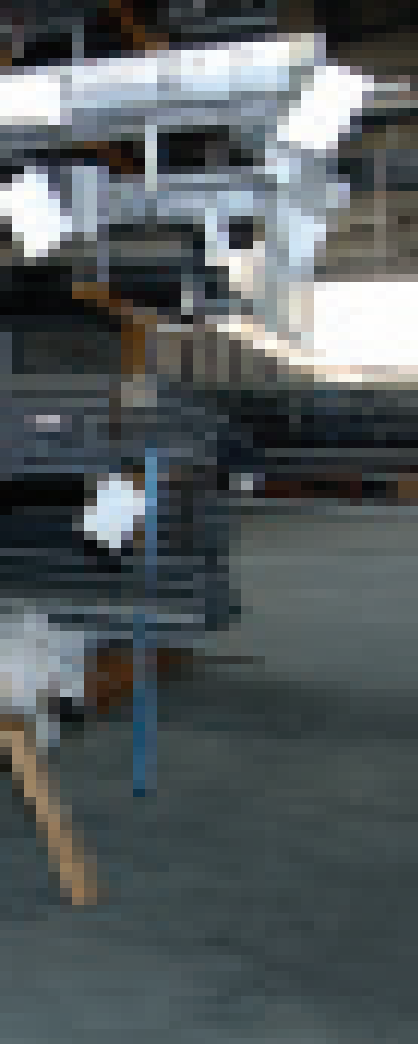
Today, Schenk Stahl has eight employees in total, who are all motivated to position their company as an effective partner, above all by ensuring that order completion is quick and on-time. In addition to Peter and Frederic Schenk, company secretary Ingo Mohr ensures the effective management of the company.

Schenk Stahl, with over 250 t of tube in stock, covering more than 800 dimensions, has become one of the best stocked distributors in the world. To this can be added order completion which is both quick and on-time.

In detail, the Schenk Stahl GmbH product program-

me comprises ferritic and austenitic tubes in the dimension range from 6.0 to 406.4 mm.





- 1.4845 TP 310
- 1.4841 TP 314
- 1.4828 TP 309
- 1.4864 TP 330
- 1.4878 TP321
- 1.4876 Alloy 800
- 2.4816 Alloy 600
- 2.4851 Alloy 601

What should be emphasised is the willingness and flexibility of the company to continuously adapt to the requirements of the market and to the needs of its customers. Recently, for example, nickel-base alloys, and in particular Alloy 800, were incorporated into the delivery programme in both standard and intermediate sizes.

The areas of application of these materials are very diverse. They are used at temperatures of 550 to 1,200°C,

- 1.4762 TP 446
- 1.4749 TP 446
- 1.4742 TP 430
- 1.4724 TP 405
- 1.4720 TP 409
- 1.4713

- in the wire industry as annealing tubes,
  - for furnaces as lance/burner tubes,
  - in industrial furnace construction, for example as annealing and muffle tubes,
  - in pre-heaters and recuperators,
  - in steel production, in blast furnaces,
  - in rolling mills as furnace tubes, etc,
  - in plant construction as heat exchanger tubes for high temperature applications,
  - in measuring and control technology, as well as
  - heating conductor tubes
- The inventory philosophy of the company guarantees



melting shops, and sinter plants,

- in the petrochemical sector as crack tubes and pigtails,
- in the chemical industry for high temperature processes,
- pyrometer tubes,
- in power stations,

the supply of special intermediate dimensions, and special customer requirements. For example, annealing tubes for the wire industry, which are stocked in lengths up to 13 metres.

Schenk Stahl does not have minimum order quantities - even small and very small quantities can be supplied due to the good contacts to mills and tube producers. This applies both to grades and to unusual dimensions. In addition, the team around Peter Schenk is always available to provide pertinent product advice. In

***The Schenk family  
(from left to right:  
Peter, Radmila, and  
son Frederic Schenk)  
and Aneta Bugiel***



Germany, he explained, process technology is, to a very large extent, standardised; abroad, on the other hand, there is an extraordinarily high requirement for information, and that is something that we can to a large extent supply.

Tubes from Schenk Stahl are supplied all around the world, especially to Eastern Europe. The market for this type of product has increasingly moved there over the past few years, says Frederic Schenk. But Schenk tubes are also shipped to Western European countries. "The specialisation in this product area and the speedy and on-time delivery, are very much valued by our customers. We also have long-standing overseas customers", he continues. All in all, the export share of deliveries is around 40%, exclusively handled from Düsseldorf.

Schenk Stahl maintains close contact with customers, and does this in what is a fundamentally rather stable market - surprises brought about by economic developments

## **Very stable market**

are an exception in this particular area. Not least against this background, it has been possible over the past 20 years to establish Schenk Stahl as a leading company in an innovative sector. For the management it is important that inventories are self-financed, without resorting to outside capital.



"We have continued over time to further increase inventory levels - always with a view towards our customers in order to be able to meet all their re-

quirements", Peter Schenk explains.

Because of the rising trend towards single-sourcing of all heat resistant products, the company is

incorporating the following products into its delivery programme: bars, sheet, fittings, flanges, centrifugally cast tubes, and tubular sections. Because of the inclusion of these additional products and the extra space needed for them, Schenk Stahl is planning a significant new investment in the near future.

