

 **ParkerSteel**

# INSIGHT



**2024 Issue**

**THE ART OF STEEL**  
INSPIRING CREATIVITY  
& INNOVATION



# INSIGHT

THE ANNUAL ISSUE OF  
PARKERSTEEL LIFE

# 2024

## ParkerSteel Limited

Leading Steel Stockholder & Processor

## Partners

Behringer

Canterbury Eagles FC

Herne Bay Roller Hockey Club

Hilti

Kings Hill FC

Lamma

Masterhitch Europe Ltd

Nass

Row4Ukraine

Rupert Till

Trumpf

University of Kent

Voortman

# FORGING SUCCESS THROUGH ADVERSITY

The UK steel industry is facing a daunting road to recovery, with escalating geopolitical tensions, global excess steel capacity and high interest rates hindering the long-awaited uptick in demand. The future remains uncertain but, despite these challenges, there is plenty of room for optimism, as we continue to expand ParkerSteel's operations and explore new avenues for growth and improvement.

This year, we have taken major strides towards our long-term goal of becoming leaders in steel processing in the UK, adding a new Trumpf tube laser and several high-performance saw and drill units from Voortman and Behringer to our line-up of processing machinery. These machines feature the very best in cutting and drilling technology, with a focus on delivering enhanced efficiency and quality. As the steel industry changes, our adaptability as a company ensures that we evolve with it and are prepared to provide the right products and services to meet our customers' requirements.

Green steel is a growing and ever-present topic in our line of work, as the implementation of burdening and fast-approaching government and global carbon reduction policies loom. Europe's Carbon Border Adjustment Mechanism (CBAM) is already in its transitional phase, while the UK government recently confirmed that its own CBAM will be introduced in 2027. Under the guidance of our sustainability-focused SWITCH model, ParkerSteel are fortunate to be one step ahead, positioning ourselves at the forefront of the green steel transition. We have had the opportunity to partner with many customers this year who have a requirement for 'low carbon' steel, and with the support of our phenomenal global supply chain, we are more than prepared for this new era of steel and construction.



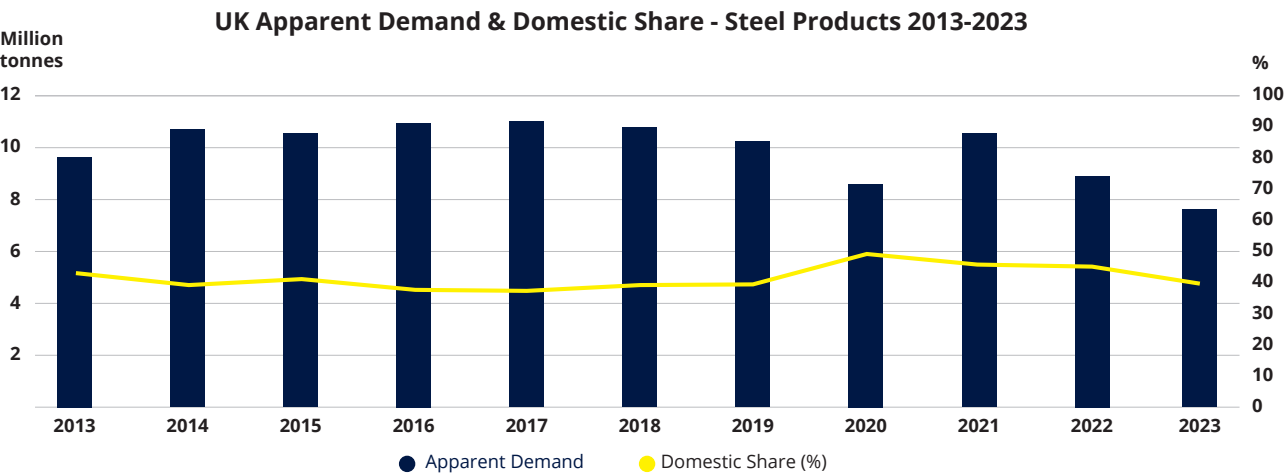
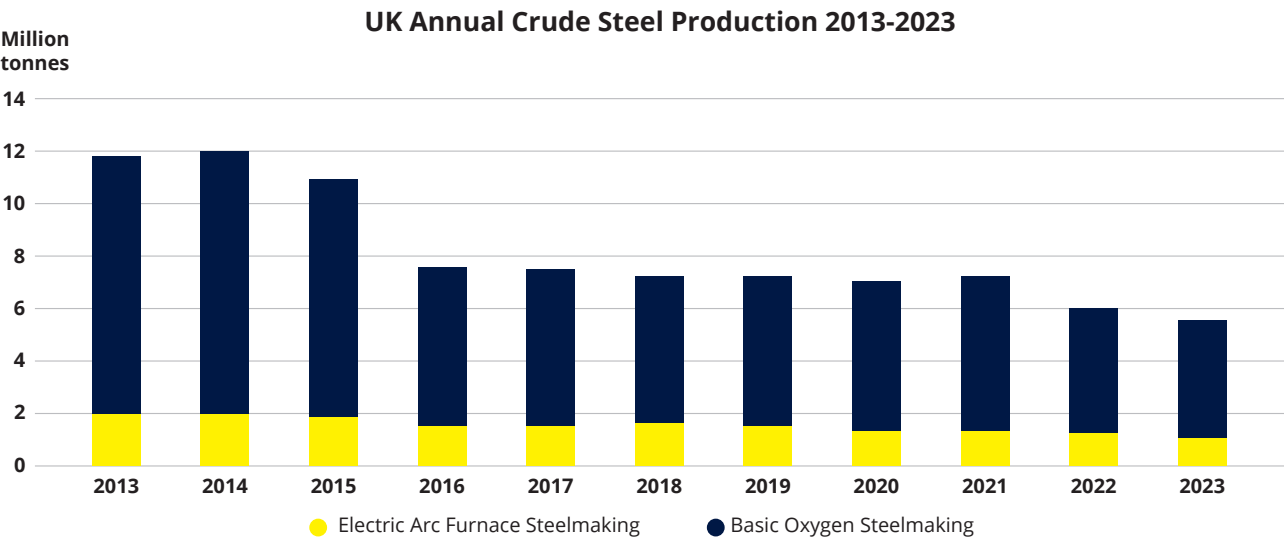
One of the most significant milestones for our business in 2024 was the launch of ParkerSteel's new website, which has been under development for the past year. A unique aspect that sets this platform apart, however, is the fact that it was completely designed and built in-house by our own teams who have a first-hand perspective of what our customers are looking for from a modern steel e-commerce website. When ParkerSteel's very first website launched over 20 years ago, it established our company's long history of forward thinking and leading the market in terms of technology, and we are proud to continue that legacy with this next-generational reboot.

Looking outside the steel industry, the UK economy may have moved out of recession, but its impact on daily life has been widespread and long-lasting. During times of hardship, it is vital that we give back to our community, and therefore, it has been a priority to support the local organisations and causes which align with our company ethos. ParkerSteel sponsors a growing number of local sports clubs, several of which have ties to our own employees, and we firmly believe in the positive outlet that sport provides for young people and the lifelong lessons of respect, teamwork and leadership that it teaches.

And, as always, we have the utmost gratitude for our ParkerSteel people, who have helped us to navigate these challenging times for the industry and continued to apply their talents and dedication towards making this business a success. With the vast knowledge and experience we have within our teams, the strong backing of our partners at Taurani Holdings Ltd, and the guidance of our purpose-driven strategy, the upcoming year will undoubtedly be bright for ParkerSteel as we build collaborative success with our customers and partners.

# STEEL MARKET INSIGHT

The steel industry has been marked by an ongoing spell of weak demand and declining prices, with no obvious signs of recovery yet. From a holistic perspective, the UK is in turmoil with little-to-no growth, mass increases in insolvencies, high interest rates and increasing unemployment. With the improving economic outlook next year in addition to the following factors, we believe there will be a strengthening in steel prices overall.



## 1. Green Steel

Steel production remains one of the highest contributors to carbon emissions worldwide, leading to the implementation of burdening and fast-approaching government and global carbon reduction policies. Specifically in Europe, the Carbon Border Adjustment Mechanism (CBAM) will be introduced, starting with a transition period in 2023 and financial obligations commencing in January 2026. Essentially, this policy will charge for the amount of carbon embedded in the production process, significantly pushing up suppliers' costs, especially those with blast furnace operations.

To reduce the carbon embodiment in steel production, producers are globally transitioning to electric arc furnaces which use a high percentage of scrap in the steel-making process. Currently, an excess of 30% of steel supply into Europe and 50% of steel supply into the UK are being met by foreign sources, ultimately leading to a steep change in prices that will ramp up consecutively year-on-year.

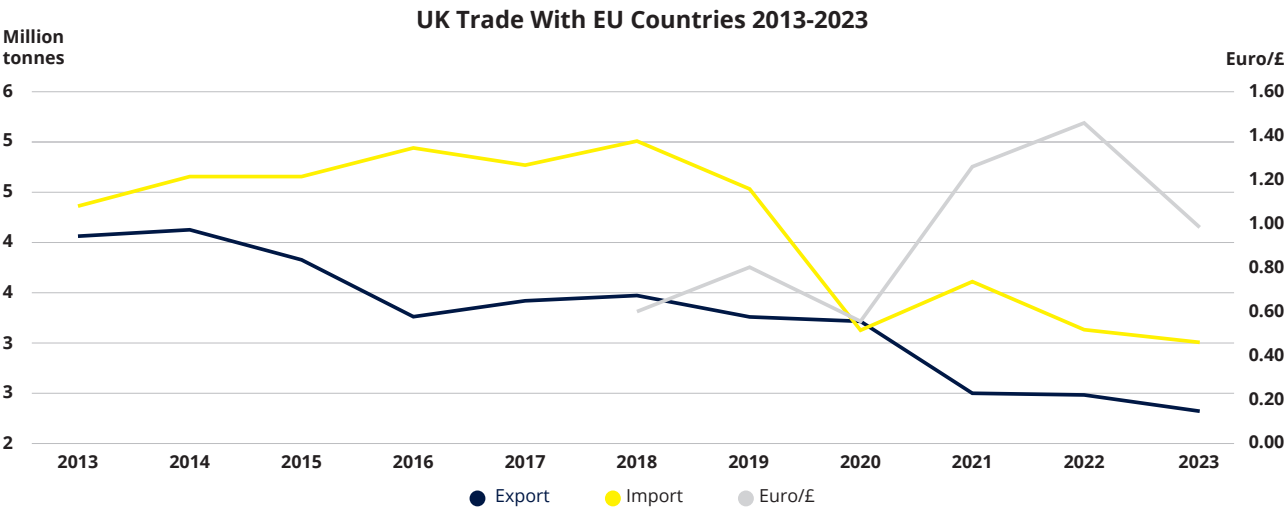
## 2. Energy Costs

While energy costs in many European countries have stabilised after sky-rocketing in the 2021-2022 period, they have notably remained well above average in Spain and Italy. Spanish electricity prices, for instance, have fluctuated heavily, with prices reaching as high as €93.42 per megawatt-hour (MWh).

These two countries produce high volumes of commonly used steel sections, and since energy costs can have a substantial impact on the overall pricing of steel products, there are concerns that the European steel industry may be losing its competitiveness in the global steel market.

## 3. Geopolitical Uncertainties

The ongoing conflicts in the Middle East and Ukraine have continued to affect the global steel supply chain, disrupting the production and export of essential raw materials used in steel manufacturing. For instance, security issues in the Red Sea have prompted many international shipping lines to either drastically change their shipping routes or cancel them altogether, leading to a sharp rise in shipping costs and directly impacting the overall cost structure of steel production.



Please note, the views expressed here are strictly those of the author from ParkerSteel Ltd and are designed to provide opinions on how we view the market to best assist our customers with their planning and material purchases. Date: December 2024.





# OUR BUSINESS

P10-35

Building a legacy of excellence

---

# OUR OPERATIONS

P36-51

Delivering precision and innovation

---

# OUR PARTNERS & CUSTOMERS

P52-61

Collaborating for mutual success

---

# OUR PEOPLE & COMMUNITIES

P62-73

Building a stronger tomorrow



# OUR BUSINESS

**P10-35**

Building a legacy of excellence

***“Dream, Dare and Do.”***

*Arjan Taurani*  
*Founder of Taurani Group*



# AT A GLANCE

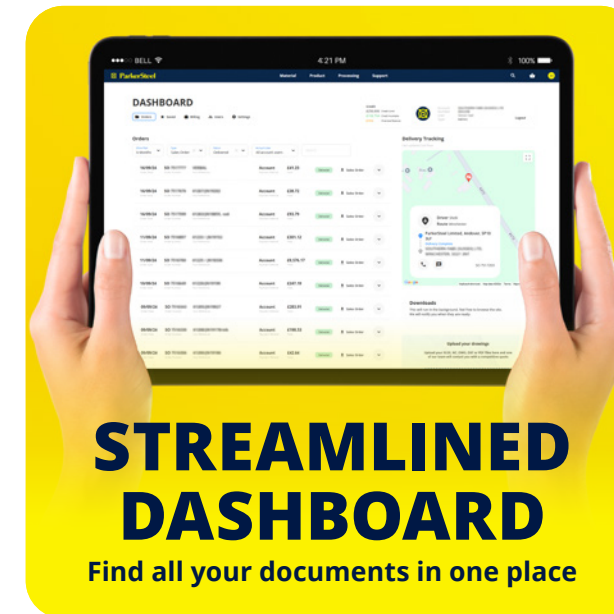
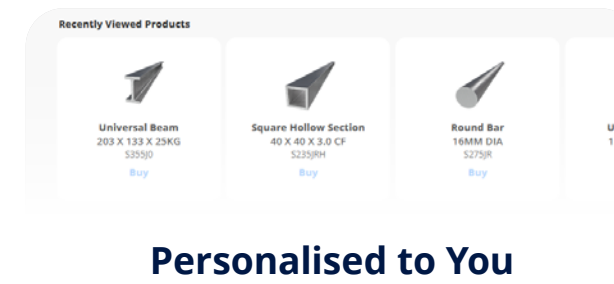
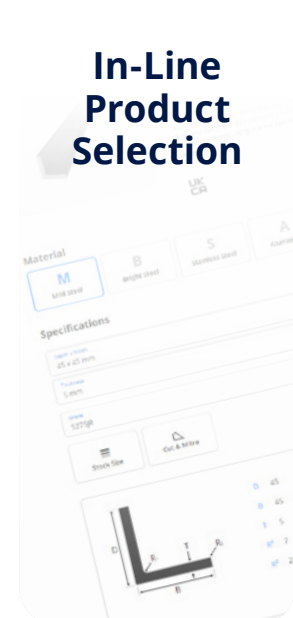
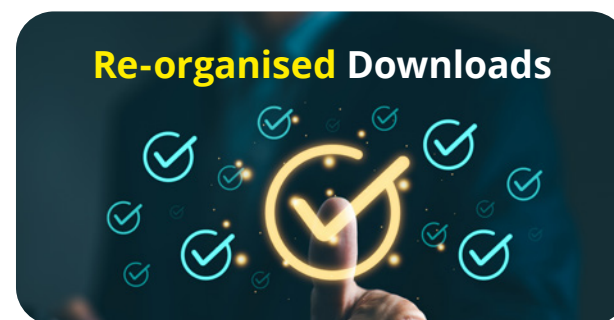
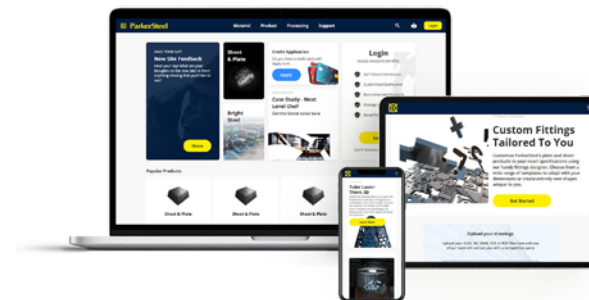
## Experience ParkerSteel's Next-Gen Website

After a year of conceptualisation, collaboration and creation, we were delighted to finally launch our all-new ParkerSteel website, built from the ground up with our customers in mind. Every aspect of this intuitive and streamlined platform was designed and created in-house by our teams to ensure a seamless online shopping experience that prioritises convenience and personalisation.

We are excited to showcase the new features and improvements of our redesigned platform, which will continue to be built upon in the future. Visit [www.parkersteel.co.uk](http://www.parkersteel.co.uk) to explore our website for yourself and experience the next-generation of steel procurement.



## INTUITIVE NAVIGATION



# THE CUSTOM WEB EXPERIENCE

**Material**

M Mild Steel B Bright Steel S Stainless Steel A Aluminium

**Specifications** View Product Matrix

Depth x Width 80 x 80 mm

Thickness 8 mm

Grade S275JR

Stock Size Cut & Mitre

**Cut & Mitre**

Cut Type Straight

Z4

**Mitre**

P1 R1 S1 T1 U1

V1 W1 X1

**Cut Dimensions**

Cut Length A 150 mm

Angle B 45 °

**Part Identification**

Add part identification to easily identify your products

Part Identification

**Shotblast & Primer**

None Shotblast Only Shotblast & Red Primer Shotblast & Grey Primer

**Packaging Options**

Select Packaging Option 1 tonne load on pallet

**Add to My Parts**

My Part Name MITRED ANGLE FOR FRAME

Select List (optional) 3 Bedroom House

**Regular Order?**

Streamline the checkout process and save customised products to your account by giving them an ID and adding them to your basket.

[Learn more about Products & Lists](#)

D 80 Depth d mm

## Select Material

Browsing material choices is even easier than before on our new product selection screen.

## Specify Size & Grade

Sizing choices update dynamically based on previous selections. Want a broader view? Select 'View Matrix' to quickly choose products from a size chart.

## Mitre or Cut to Length

We've enhanced our cutting selection process to give you a visual guide of the dimensions and cutting angles inputted.

## Part ID

Mark or stamp your product with an ID for easy identification on-site.

## Finishing

Add shotblasting or priming services to your product.

## Package

Choose your preferred packaging option for hassle-free offloading and storage.

## Save as Part

Is this a frequently ordered product? Save time on future orders by saving your customised part to your account with its own unique part name. Parts can be added to a list of components to create an assembly list or list of favourites, which can be ordered simultaneously at the click of a button.

## Customise Your Product in Seconds

We've streamlined our product customisation page to ensure our customers can order the material they require in the fastest and simplest way possible. With over 1,500 products available to choose from online and over 11 processes to customise them with, the possibilities for what you can create are truly endless.

Once you've created your perfect design, save it to your account for future orders or get an instant price in the Basket. And to enhance your custom web experience, we'll remember your frequent and recently ordered products, allowing us to tailor the product recommendations on your Homepage for easy selection.



# MY DASHBOARD

## Saved

View your saved parts and lists and reorder your favourites with just the click of a button.

## Billing

Keep up to date with your invoices and statements in our Billing tab, which is only accessible to permitted users.

## Users

Your account's Key User can manage user permissions, personal details and company information, all without having to pick up the phone.

## Settings

Manage your communication preferences and edit your addresses from the Settings tab at any time.

## Dashboard

ParkerSteel's redesigned Customer Dashboard gives you complete control over your account, including financing, saved parts, order documents and more. Everything you need can now be found in one convenient location, without clicking around on multiple pages.

Whether you are a buyer, estimator, working on site, or anything in between, our website was created with you in mind. From beginning to end, your entire purchasing journey can be handled with ease from the Customer Dashboard, which features unique benefits for every user, regardless of their role.

## Account Overview

Key account details are displayed clearly and conveniently for instant access, including relevant company and credit account information.

## Delivery Tracking

Get real-time updates on your delivery, including live tracking. Tip: Click on the SO number to view your full order details.

## Upload Drawings

Upload your drawings directly to us from the Dashboard, whether it's a full CAD file or just a scribble on a scrap of paper, and let us handle the hard work.

## Orders

Seamlessly browse through your orders and enquiries or download relevant documentation stored on the cloud, available whenever and wherever you need it.

The screenshot displays the ParkerSteel Customer Dashboard. At the top, there's a navigation bar with tabs: Orders, Saved, Billing, Users, and Settings. Below this, the 'Orders' section is active, showing a list of orders with columns for Order Date, Order Number, Your Reference, Account, Total, and Status. The first order is dated 07/11/24, order number SO 1234565, with a total of £3,600.00. The second order is dated 05/11/24, order number EN 1234562, with a total of £2,533.49. The third order is dated 01/11/24, order number SO 1234564, with a total of £443.30. The fourth order is dated 01/11/24, order number SO 1234563, with a total of £960.00. The fifth order is dated 01/11/24, order number SO 1234562, with a total of £1,002.00. To the right of the orders, there's a 'Delivery Tracking' section showing a map with a driver's location and route. Below the map, there's an 'Upload your drawings' section with a dashed box and text: 'Drop to upload your files or click to browse'. The dashboard also includes a 'Credit' section showing a credit limit of £250,000, a credit available of £131,438, and an overdue balance of £2,785. The account overview section shows the account number ABC123, user type Caelum Nimbus Admin, and a logout button.

# STREAMLINED SUPPORT

## 24/7 Online Support

Can't find what you're looking for? Need to log a website issue or return a product? The support section on our website is an exciting new feature that aims to answer all your questions without you having to pick up the phone.

Our support cards are categorised to help you find the information you need in just a few clicks, or you can also search for keywords in our dedicated support search bar to provide targeted results. And if you still want to speak to a member of our team, look out for the contact information on each support card which will refer you to the most relevant department to speak to about your issue or query.

### CUSTOMER SERVICES

#### Credit Account Application

Apply for a credit account using this form

### ACCOUNTS & BILLING

#### Statements

Find and download your statements

### ACCOUNTS & BILLING

#### What Is a Credit Account Handler?

Learn about your credit account handler and what they do

### SALES & ORDERS

#### Getting Quotes

Learn the best way to supply us information to get a quote

### SALES & ORDERS

#### Payment Methods

Accepted payment methods

### WEB HELP

#### Password Help

Get help for forgotten passwords or reset an existing one

### WEB HELP

#### Using Vouchers

How to apply vouchers to your purchase

### SALES & ORDERS

#### Using My PIN

How to use your PIN to make credit purchases

### CUSTOMER SERVICES

#### Report a Website Issue

Something not working as it should? Let us know!

### WEB HELP

#### Managing Addresses

Learn how to manage your delivery, invoice and email addresses

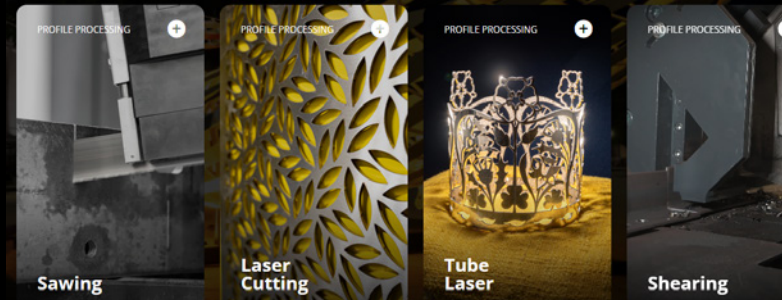
## What would you do with more time?

In an industry with tight deadlines, our in-house processing delivers a complete solution to save time, reduce labour costs and facilitate the next stage of construction.

Fast. Cost Effective. Precision. Power. Convenient. Mass Production. Reliable.

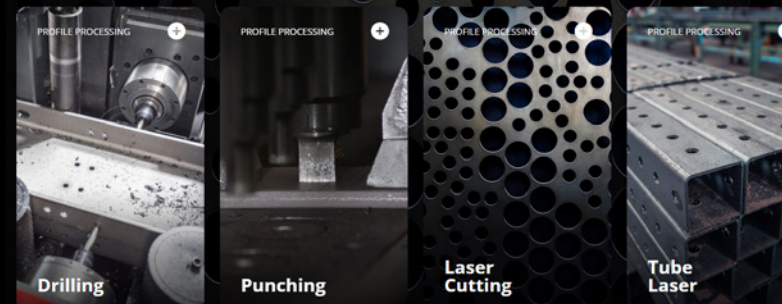
## Cutting Solutions

Metal products come in all shapes and sizes, and our extensive selection of cutting solutions ensures that every piece is processed by the machine that is best suited to the job. Browse our processing services to learn more or get in touch with our team to ensure that you find the right match for your project.



## Hole Cutting

Hole cutting is a standard process to accommodate bolts or fasteners in construction or to create custom cutouts for specific designs. No matter the shape, size or material, our hole cutting services deliver precise, versatile solutions for projects of any scale.



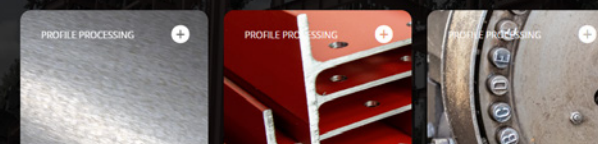
## Forming

Forming allows a sheet or plate to be reshaped into new profiles without material being added or removed. Use ParkerSteel's precision folding service to produce standard or custom shapes in a variety of lengths, materials and thicknesses.



## Finishing

Whether it's labelling your products for ease of use or priming them for further protection, our range of professional services provide the perfect finishing touch, ensuring your selected material is ready for the next phase of construction.



# PRECISION PROCESSING

## Precision. Power. Speed.

ParkerSteel offer an extensive range of metal cutting, forming and finishing solutions, which have been used to create both practical and decorative structures across a wide range of industries. Each one of our value-added services focuses on delivering quality and precision, to save time and facilitate the next stage of construction.

Visit the Processing page on our website to learn more about our exceptional processing solutions, including the technical specifications for each machine.

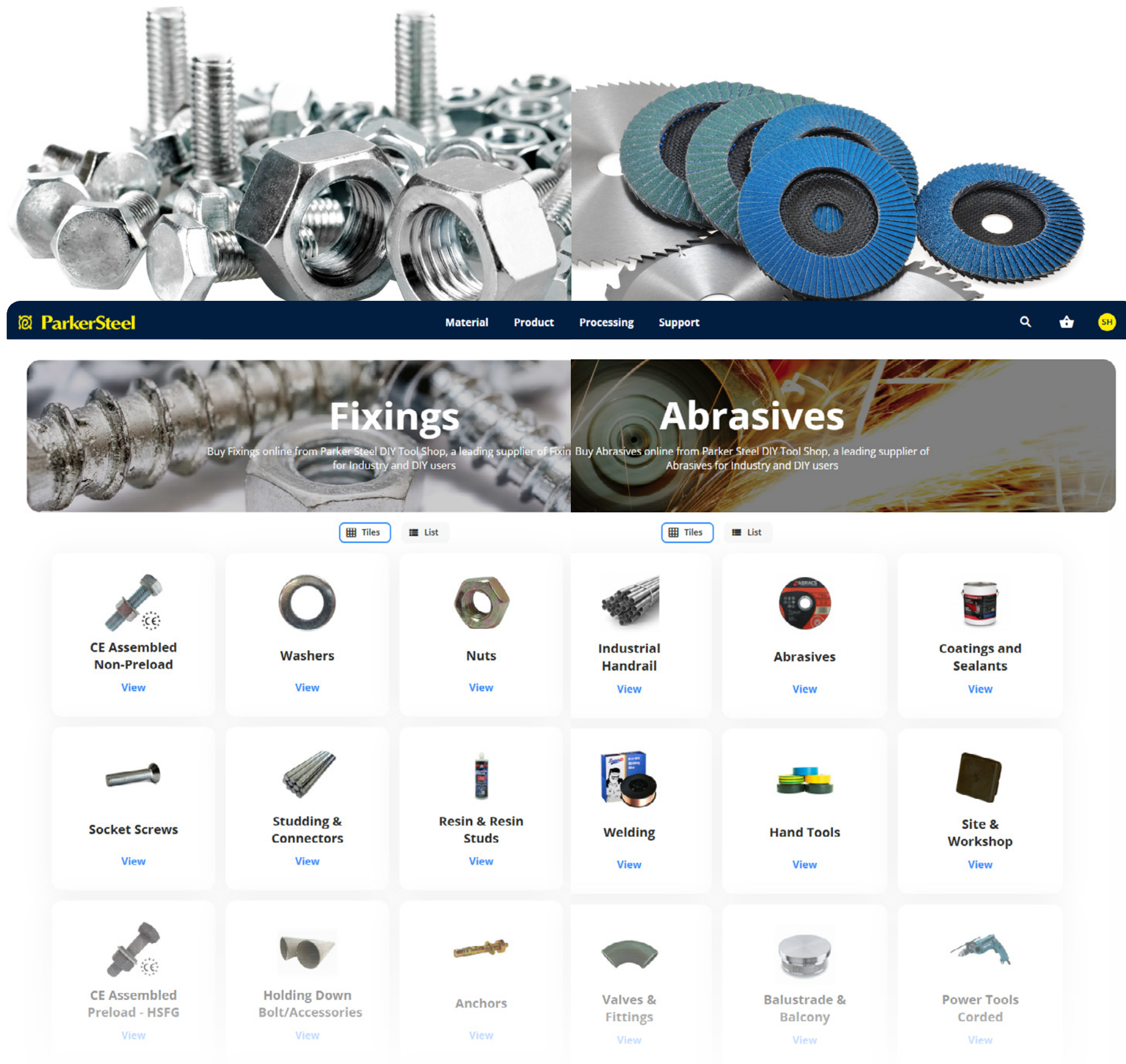


# FIXINGS & FASTENERS



## More Than Steel

Since the launch of the website, ParkerTools has been integrated into the Product Menu, allowing you to shop the complete steel solution on one comprehensive platform. Choose from over 12,000+ product lines, including fixings, fasteners, tools, safety gear, and more. We also stock over 100 globally renowned brands, such as Hilti, Lindapter and Bosch, providing the quality and range you need to complete your build.



# TOOLS & SAFETY

## Not Just Online

Did you know that ParkerTools has a dedicated shop at our site in Canterbury? If you are local to the area, you can drop in to browse our selection of tools, fixings and consumables in person from 7:30A.M. till 17:00P.M., Monday – Friday.





## **HILTI** COMES TO PARKERSTEEL!

We were delighted to welcome two industry experts from the globally renowned Hilti to ParkerSteel, Justin Crux and Giorgio Liessi-Pimm, who hosted an informative workshop on resins and anchors for our team.

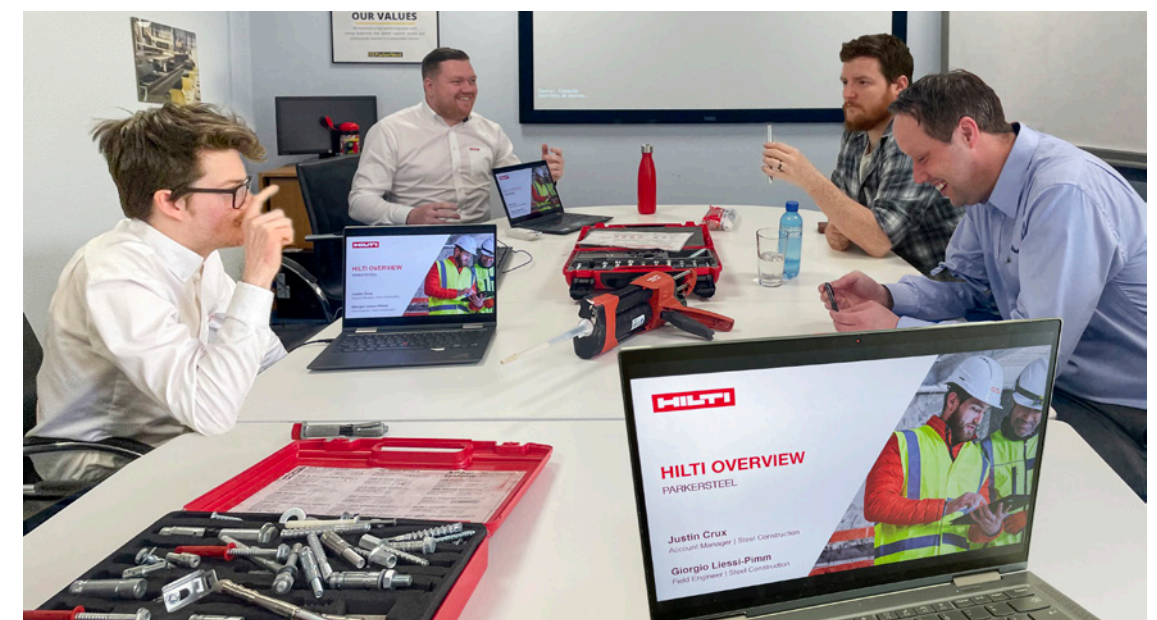
This educational initiative was organised by our ParkerTools and Fixings Division Manager, Steven Drury, as part of our ongoing commitment to excellence and employee development. As ParkerTools now carries Hilti products, the insights gained in this session ensures that our team is well-equipped with the knowledge and confidence to continue delivering outstanding service for our customers.



## **EXPANDING OUR STOCKHOLDING CAPABILITIES**

The hire workshop and yard at our Canterbury site received a major transformation this year, as they were converted into a brand-new stockholding facility for our on-site ParkerTools shop. Led by our long-serving ParkerTools and Fixings Division Manager, Steven Drury, this

expansion project created over 500 new bulk pallet spaces, allowing us to accommodate an additional £500k of fresh inventory to supply our ever-increasing customer base around the UK.







# Sustainability

## Transforming Business Through Sustainability

### Economic

Economic sustainability involves the preservation of environmental, social and cultural aspects alongside the long-term development of a company. It ensures that a company remains profitable without adversely affecting society or the surrounding environment.

### Environmental

We have a responsibility to protect the health and well-being of global ecosystems. Awareness of this issue is increasing worldwide, and many companies have now set goals for carbon neutrality and the reduction of their environmental footprint.

### Social

Promoting wellbeing in the home and workplace is an important aspect of social sustainability. As a business, contributing to improve sustainability in society can include creating positive impact through jobs, useful goods and services, and investing in inclusive value chains.



## ARE CLOSED-LOOP SYSTEMS THE FUTURE OF WASTE-FREE STEELMAKING?

Steel is a critical component of nearly every aspect of life, forming our infrastructure and influencing our industries and economy. However, the traditional methods of steel production, which follow the linear 'take, make, dispose' model, are increasingly under scrutiny for their environmental impact, particularly the amount of waste that is generated at various stages of production.

In 2023, researchers from Birmingham University proposed an innovative solution for blast furnace steelmaking which they believe could almost completely decarbonise the steel industry. Their system consists of a closed-loop recycling method, which could be retrofitted to existing steelmaking facilities and replace up to 90% of the coke typically used in current steel production.

**SWITCH** Snippets

Read the full article

<https://switch4better.co.uk/Articles>







# Waste

## Recycle, Repair, Redistribute, Re-use & Reduce

### Recycle Scrap

Scrap metal consists of the leftover offcuts and waste from metallic products that can be recycled and re-used. The UK scrap metal industry is worth over £5.6 billion and includes both ferrous and non-ferrous materials from commercial and domestic sources. Reusing scrap metal contributes enormously to minimising CO2 emissions and reducing pollution and water consumption.

### Switching to Circularity

To transition to a better future, we must create a circular economy. One focused on reduced demand for goods, on the extension of product life, and on the reduction of waste, only returning readily re-absorbed outputs such as water and compost to the environment. Circularity refers to the re-design of products and business models to promote the reduction, repair, re-use, re-distribution, and recycling of products. We have to change the way we produce, the way we operate and the way we live.

## ZERO-WASTE INITIATIVES IN THE STEEL INDUSTRY

Steel is the foundation of our modern society, used in almost every aspect of our lives from skyscrapers to kitchen appliances. In 2022 alone, worldsteel estimated that 1,885 million tonnes of it were produced worldwide. It is completely recyclable and requires less energy to produce than many other materials, and yet, the steel industry has often been associated with significant environmental challenges, particularly in terms of waste generation. As a result, many leading steel manufacturers have taken steps to reduce the amount of waste and CO2 that is produced by the steelmaking process.

### Understanding the Steel Industry's Waste Problem

The steel manufacturing process is a lengthy one which involves various stages, from iron ore mining and extraction to the production of steel products. These complex tasks generate a significant amount of waste, including slag, dust and by-products which have traditionally been considered unavoidable. A study by leading steelmaker ArcelorMittal revealed that manufacturing just one tonne of crude primary steel using the standard blast furnace/basic oxygen route uses 1,400 kg of iron ore, 800kg of coal, 300 kg of limestone, 120 kg of recycled steel and generates 600kg of by-products. To make matters worse, many of these by-products are often disposed of in landfills or stored on-site, creating further environmental and sustainability challenges.



**SWITCH** Snippets

Read the full article

<https://switch4better.co.uk/Articles>







# Inform

## Teach to Achieve via New Ways of Thinking

### Learn

Awareness is the first step to creating change. Recognising the environmental and social impact of your company empowers you to start building a sustainable future.

### Discover

Find out what other companies similar to you have done to implement changes to their operations. How has it improved their workplace and their environmental footprint?

### Think

Start to think about what real changes you can make at home, in your community and in your business. Taking even small steps in the right direction can create measurable impact to society.

### Create

Create a customised solution that is practical for your home and company. There is no blueprint for success in implementing sustainable, ethical and social changes. Find out what works for you and follow through.



## IMPACT INVESTMENT IN CONSTRUCTION

### Exploring Innovative Financing Models

The construction industry is vital to overall global economic development, providing the necessary infrastructure for societies to grow and thrive.

However, this sector has also long been associated

with negative environmental and social impacts, such as resource depletion, pollution and labour exploitation.

To combat these challenges, there has been an increasing interest in 'impact investment', a financial strategy that intends to not only generate financial returns but also create positive, measurable social and environmental impacts. In 2023, the global impact investing market grew to \$495.82 billion, at a 17.8% compound annual growth rate (CAGR) from the previous year<sup>1</sup>. Investors who engage in impact investment are motivated by a desire to make a difference and contribute to a more sustainable and equitable world.



**SWITCH** Snippets

Read the full article

<https://switch4better.co.uk/Articles>







# Technology

## Advance with Tech

### React Quicker

SMART technology promotes safety in the workplace, by preventing accidents, monitoring health and providing a secure work environment.

### Stay Informed

Businesses can use SMART technology to gather data to improve workplace efficiency. Customers can benefit by receiving live updates for real-time delivery tracking and stock availability.

### Reduce Waste

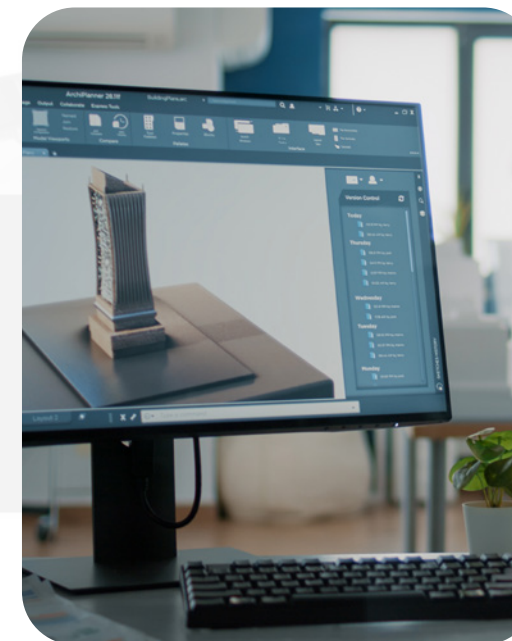
Using software to calculate the most efficient ways of cutting material significantly reduces the amount of waste created in processing.

### Reduce Energy

Applying smart thermostats or intelligent lighting systems with motion sensors in the office contributes towards reducing daily energy consumption.

### Share Knowledge

Technology promotes employee collaboration, particularly with remote workers, using shared networks, screen sharing technology and web conference software.



## IS 3D PRINTING THE FUTURE OF MANUFACTURING?

**Each year, 9.2 billion tonnes of industrial waste are produced globally from manufacturing processes**

This enormous quantity of by-products with no further use is a significant source of pollution on the planet, particularly as the vast majority of it is not disposed of responsibly. However, thanks to advances in additive manufacturing and 3D printing, it is now possible to envision a future where production processes generate minimal waste, and materials are used with far greater efficiency. These methods use only the necessary amount of material, drastically reducing waste and ensuring complete precision.

**SWITCH** Snippets

Read the full article

<https://switch4better.co.uk/Articles>







# Community

## Support Communities at Every Level

### The Right to Work

Providing opportunities to earn a livelihood and start a career should be available to all and free from discrimination.

### Equal Pay

Fair and equal wages for all employees regardless of gender, age or background is a fundamental right.

### A Safe Environment

The physical and mental health and safety of employees should be the number one priority.

### Nurture Knowledge

Creating opportunities for employees to upskill and grow encourages collaborative success and creative problem solving.

## SOCIAL SUSTAINABILITY IN CONSTRUCTION

### Building a Better Future

When we talk about sustainability in the construction industry, it is easy to gravitate towards environmental concerns such as reducing carbon emissions, conserving finite resources and implementing greener building practices. While these aspects are undeniably crucial, it is important to remember that they represent just one dimension of a business' triple bottom line.

The triple bottom line is a concept which measures a business' success in three areas: profit, people and the planet. However, the construction industry tends to have a greater focus on the environmental and economic dimensions of sustainability, with research showing that companies are the least concerned with the social sustainability side of a project 1. Social sustainability encompasses a range of factors, including worker safety, inclusive design and community engagement, all of which play a vital role in ensuring that construction projects benefit the people involved and the communities they serve.



**SWITCH** Snippets

Read the full article

<https://switch4better.co.uk/Articles>







# Home

## Empowering the Next Generation

### Educate Employees

Demonstrating ways in which improvements can be made at both work and home is the first step to enlightening employees of the benefits of SWITCH.

### Smart Takeaways

By implementing changes to the way we work and putting them into practice on a daily basis, employees will find that they become second nature, and will instinctively find ways to translate these changes into their home life.

### The Next Generation

Parents are the ultimate role models for children when it comes to ethics. If the SWITCH model becomes a part of daily life and routine for children from a young age, it will be a force of habit to abide by when they are older.

### The New Normal

If the next generation grows up with the SWITCH way of thinking ingrained into their lives, they will naturally educate their children to follow suit.



## KEEP YOUR HEART HEALTHY

### Did you know?!

- An adult human heart is roughly the size of a large fist
- The heart beats about 100,000 times per day (about 3 billion beats in a lifetime)
- An adult heart beats about 60-80 times per minute
- A baby's heart beats faster than an adult's, about 70 -190 beats per minute
- The heart is located in the centre of the chest, usually pointing slightly left
- Every day, the heart creates enough energy to drive a truck 20 miles. In a lifetime, that is equivalent to driving to the moon and back
- Because the heart has its own electrical impulse, it can continue to beat even when separated from the body, as long as it has an adequate supply of oxygen
- The 'thump-thump' of a heartbeat is the sound made by the four valves of the heart closing



**SWITCH** Snippets

[Read the full article](https://switch4better.co.uk/Articles)

<https://switch4better.co.uk/Articles>





## OUR OPERATIONS

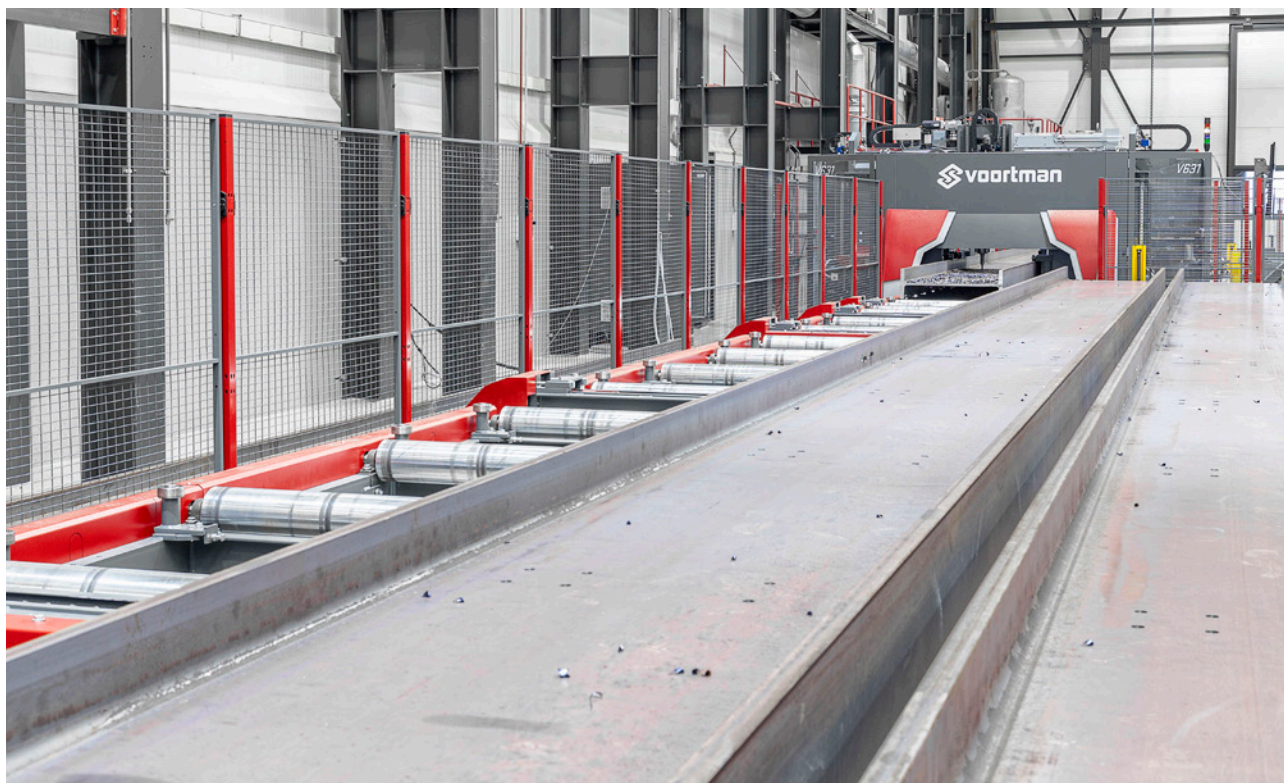
P36-51

Delivering precision and innovation

***"A company's true potential is unlocked  
when its operations are run with precision,  
generating value at every step."***

*Andy Stephens  
ParkerSteel General Manager*





# PRECISION MEETS POWER

## V631 & VB1050 SAW & DRILL

Setting new standards for versatility and speed, the V631 Voortman is a high-performance saw and drill unit which boasts the fastest milling times in the market. Both the web and flange of a beam can be drilled simultaneously, while its drill heads are equipped with automatic tool changers, significantly reducing both labour hours and operational costs. Additionally, nearly every 3D shape can be processed on this incredible machine – from universal beams to channels and hollow sections – providing our customers with greater choice and flexibility to suit their requirements.

▶ **Watch the Video**

Scan the QR code to see us  
in action.







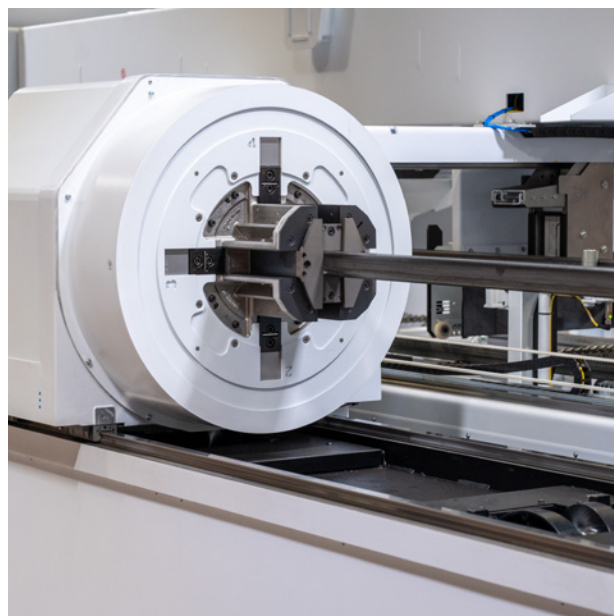
# VERNET FG2000 DRILL LINE



## Doubling Down On Our Drilling Capabilities

The Vernet FG2000 from Behringer is the latest addition to our line-up of processing machinery, delivering drilling, milling, marking and scribing in one powerhouse piece of equipment. With the ability to process plates up to 60mm thick and a maximum drilling diameter of 50mm, the Vernet is particularly effective for heavier, thicker materials, reducing processing times and ensuring maximum productivity not only strengthens our operational efficiency, but also showcases our commitment to delivering exceptional value and excellence for our customers.





# CUTTING-EDGE TUBE LASER TECHNOLOGY

## Trumpf Laser Tube 5000

Although its name is quite the mouthful, the Trumpf Tru Laser Tube 5000 is a truly outstanding piece of equipment, which excels at productivity, accuracy and reliability. Its open concept allows material to be loaded and unloaded at greater speeds with optimal accessibility and is equipped with several stand-out features, including an additional outfeed length and bundle loader infeed and the ability to process heavier, thicker tubes due to its increased laser power. This investment brings our total number of tube lasers to six, ensuring that ParkerSteel has the capacity and capability to meet the expected up-tick in demand.



[Watch the Video](#)

Witness hollow section being cut at light speed.



## MORE THAN TUBES...

Despite their name, our tube lasers can process an array of products, including:

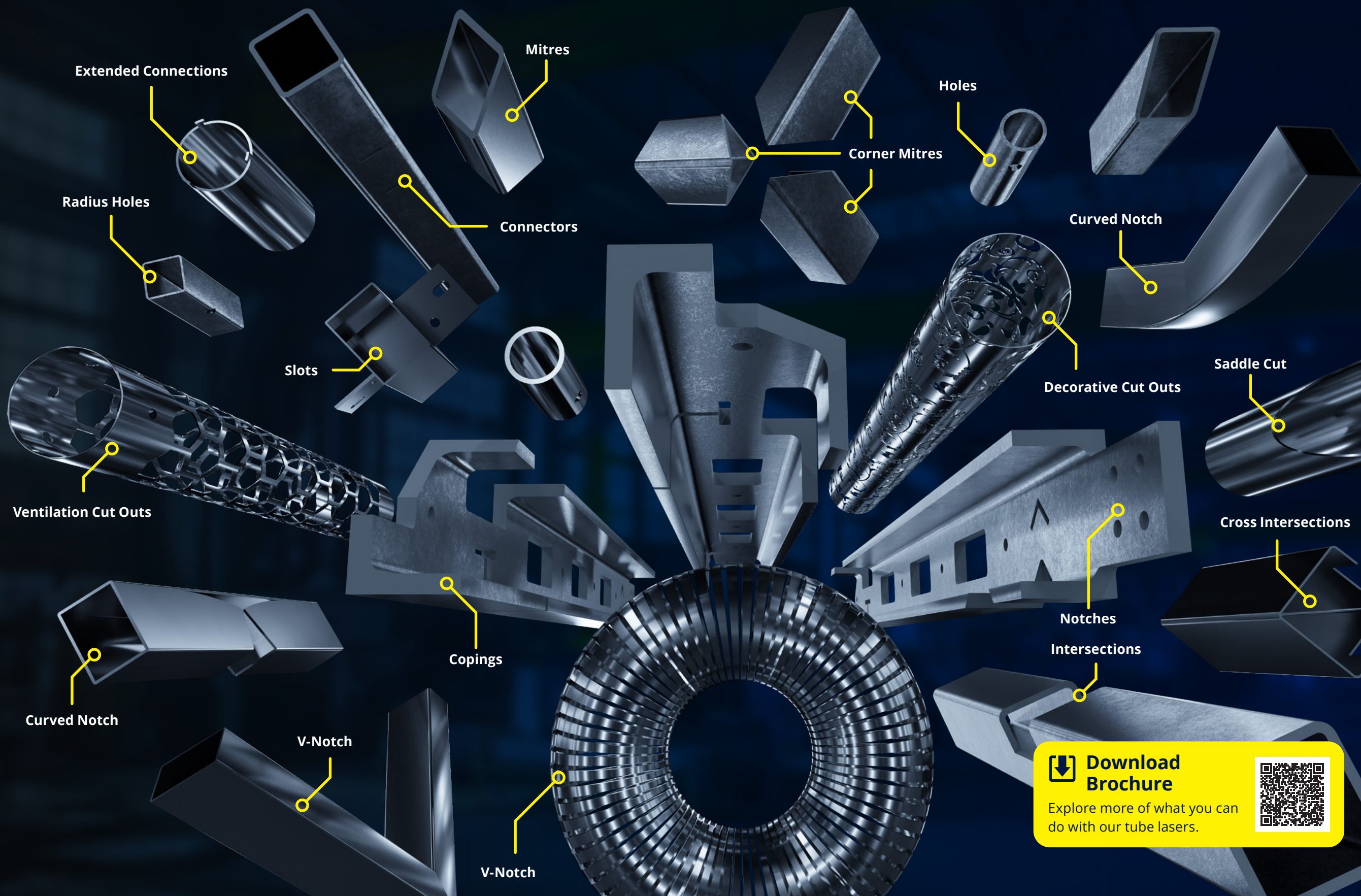
- Angle Section
- Channel Sections
- Flat Bar
- Hollow Section





Precision. Quality. Speed.  
*Think three-dimensional.*

Capable of a mind-bending array of cuts on tubes, hollow sections and long steel products, tube laser unlocks an astonishing range of construction possibilities that cannot be achieved by other methods of cutting. Download our brochure through the QR code below to learn how our tube laser capabilities can reduce the fabrication time and costs of your next project.



 **Download Brochure**  
Explore more of what you can do with our tube lasers.



TUBE LASER



# GOING ELECTRIC

## MEET OUR NEW £1.6MIL INVESTMENT

Our mission at ParkerSteel has been to lead the industry in both technological innovation and environmental sustainability and our latest crucial investment has helped us to make significant strides towards both these goals.

We replaced our Diesel Combi forklifts with an all-new fleet of Baumann Electric Sideloaders, a major £1.6 million investment that will save an enormous 20,000 grams of CO2 emissions per hour of use! They are also equipped with the latest in AC battery-powered technology, enabling them to operate at peak performance for longer periods of time. Each electric machine is fitted with increased pallet movements and a hefty 8-tonne capacity, both of which translate to greater efficiency and productivity.

While the electric forklifts have made significant contributions to our green transition, they also come supplied with state-of-the-art safety features, providing operators with heightened awareness of people and objects in their vicinity.

Due to the scale of our equipment, substantial storage is also essential, and therefore, we made an additional key investment in a custom-built battery exchange enclosure. This facility includes a crane specifically designed for unloading and replacing the 3.5-tonne batteries, along with a range of chargers for our smaller electric sideloaders. This setup guarantees that our forklift fleet remains consistently ready for operation and is maintained to a high standard.

Our dedicated maintenance team, led by Derek Downing, spearheaded the installation of this new facility, while our Health and Safety department, led by Andy Stephens, ensured that comprehensive training was provided for those operating the new Baumann forklifts.

We are tremendously proud to continue our journey to be at the forefront of sustainability and innovation in our industry and demonstrate that positive change on a large scale is not only possible but also achievable.





# PARKERSTEEL ARE A TRIPLE THREAT!



## ISO 14001

Over the last few years, our award-winning SWITCH model has been an invaluable asset for our business, enabling us to carry out targeted initiatives to improve our environmental performance. Achieving this internationally recognised certification for the first time demonstrates our active commitment to sustainability and environmental responsibility as part of our company's focus on performance with purpose.



## ISO 45001

Our Health and Safety Department has proven time and again that it is truly world-class, and this year was no exception, as ParkerSteel achieved ISO 45001 for the first time as a result of our continued excellence in this area. Our dedicated HSEQC Director, Andy Stephens, has played a key role in this accreditation through his proactive approach to keeping ParkerSteel's workplace physically and mentally safe for our employees.



## ISO 9001

Following a rigorous auditing process, ParkerSteel achieved re-accreditation of ISO 9001 in addition to our environmental and health and safety certifications, proving that good things do come in threes! In our industry, quality and accuracy are key to success and we take great pride in our exceptional quality control process, which ensures that our customers' products are processed and delivered at a consistently high standard.

# STRENGTHENING OUR NETWORK WITH **NASS**

ParkerSteel have become official members of NASS, the National Association of Steel Service Centres. This long-standing organisation is the leading trade association representing professionals in steel and, as members, our company will have the opportunity to exchange key insights with other players in the steel industry, stay up to date with business trends and receive representation on a national scale. With over 8 million tonnes of steel provided to UK manufacturing industries across the country, NASS members are a vital link in the supply chain, and we are immensely proud to be a part of this prestigious association.

# PARKERSTEEL PROMOTION: ANDY STEPHENS

With over 7 years as our HSEQC Director, Andy Stephens received a well-deserved promotion to General Manager of ParkerSteel, a role which will focus on managing our people, improving company processes and ensuring that our customer service remains at the highest standard. During his time as HSEQC Director, Andy built an outstanding Health and Safety Department that has been the recipient of multiple awards and orchestrated ParkerSteel's ISO certification process, which we received in all three categories of Environmental, Health and Safety and Quality Management.

Andy's dedication and expertise has already contributed greatly to the success of our business, and we are confident that he will bring that same passion to his new role leading the operational teams.





# TALENT SPOTLIGHT

## University of Kent MBA Apprentice of the Year

Our talented Senior Sales Manager, Daniel Hiscock, saw his hard work and dedication pay off when he won the University of Kent's coveted Apprenticeship of the Year Award! These awards celebrate the outstanding achievements of apprentices who have gone above and beyond to reach personal and professional goals, and his remarkable win reflects the immense talent and dedication we have within our ParkerSteel team. With over four years at our company, Daniel has been able to apply the knowledge and skills he has learned in his MBA to his role, enhancing his strategic and innovative abilities.



# EXPANDING OUR SOUTH AFRICAN TEAM

As part of our ongoing growth strategy, we have continued to expand our team in Durban, South Africa, a development which will strengthen our position in the industry and create value for our customers and stakeholders.

Just one year ago, ParkerSteel established its first office in the coastal city of Durban, starting out with just a small sales and technical team. Since then, the Durban branch has rapidly grown to include 22(?) colleagues, who have joined the Sales, Tools, Finance, Technical, Customer Service, Purchasing and IT departments, bringing with them fresh and unique perspectives on the business as well as new skills and experience.

# NURTURING TALENT & EXPERIENCE

## Long Service Awards

ParkerSteel's long-serving staff are the pillars of our company, whose knowledge and experience in every department enable us to continue providing exceptional service for our customers. Congratulations to all our employees who have reached a milestone year in their career, and a special congratulations to Andrew Kerr, who is celebrating an extraordinary 35 years at ParkerSteel!

### 35 Years

Andrew Kerr

### 30 Years

Clive Pressley  
Gary Hollett  
Graham Eastes  
Richard Cook  
Richard Spencer

### 25 Years

Matheu Niblett  
Richard Young  
Sarah Baker

### 20 Years

Ken Parkin  
Michael Raye  
Robert Smither  
Stephen Grant

### 15 Years:

James Newington

### 10 Years:

Daniel Baldock  
Derek Castle  
Dylan Alexander  
Kevin Arnold  
Lee Durrans  
Mark Buckley  
Stuart Cornish

### 5 Years:

Dan Hiscock  
Marcus Morgan  
Michael Gulvin  
Nicholas Robson  
Sarah Jasper  
Sven Witney





## OUR PARTNERS & CUSTOMERS

P52-61

Collaborating for mutual success

*"Our customers are partners in progress, driving us to deliver excellence and exceed expectations in every project we take on."*

*Melvin Slight  
ParkerSteel Sales Director*

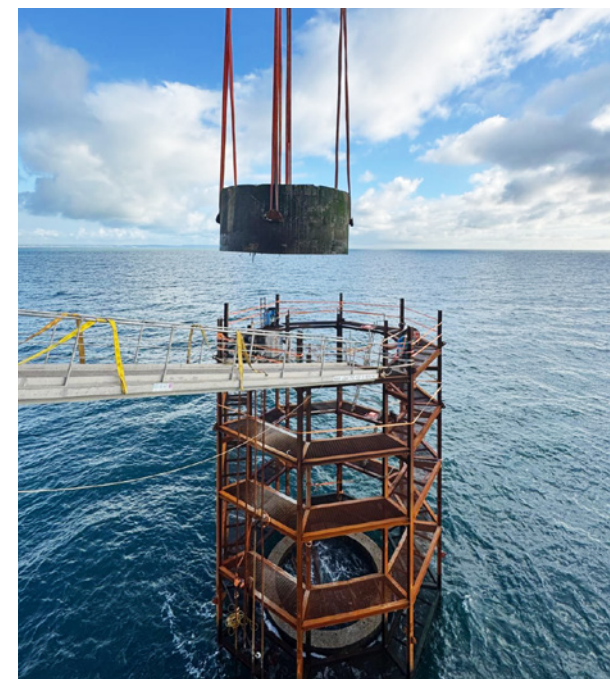


# DECONSTRUCTING ROYAL SOVEREIGN LIGHTHOUSE

## MASTERHITCH EUROPE LTD

ParkerSteel were proud to partner on a unique and complex project with Masterhitch Europe Ltd, a company which specialises in bespoke engineering solutions. Masterhitch were enlisted by Robore Cuts Ltd to utilise their expertise in the deconstruction of Royal Sovereign Lighthouse, a historic structure located 8 miles offshore in the English Channel near Eastbourne.

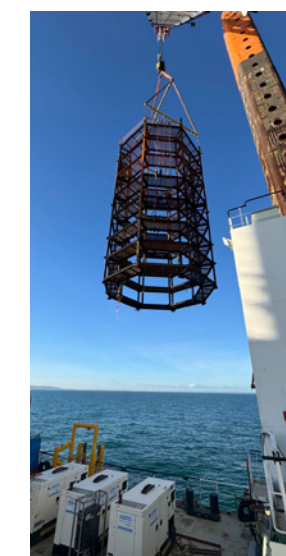
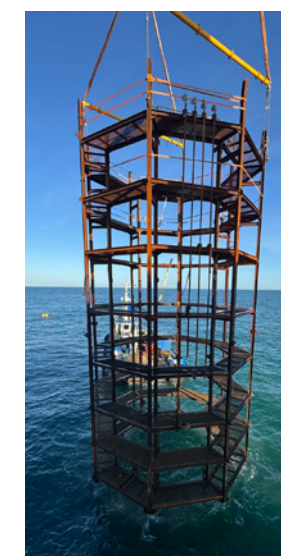
For over 50 years, the lighthouse served as a guiding beacon to passing maritime vessels but has significantly deteriorated over time. It was determined that the only safe option to prevent collapse or accidental injury was to dismantle it using a wire saw system to cut away segments of the lighthouse column and remove them piece by piece.



This proved to be a challenging task, but Masterhitch designed a custom solution which would maximise the safety and efficiency of the lighthouse's deconstruction – a towering, multi-level steel frame to encapsulate the column and form a skeletal framework to hold the wire saws in place and provide a platform for the core drillers to work from.

ParkerSteel were contacted to supply and process the 75 tonnes of steel used to fabricate the frame, including universal columns, rectangular hollow sections and flow forge walkway, which was cut and drilled to the customer's specifications using our advanced saw and drill lines.

As the disassembly needed to take place before winter weather set in, the deadlines for this project were extremely tight. Melvin Slight, the Sales Director at ParkerSteel, took charge of the large-scale operation, keeping in close communication with Sean Greene, the Engineering Manager at Masterhitch, to ensure that the steel was processed smoothly and delivered on schedule for fabrication and assembly.



Despite facing some incredible challenges, such as the frame being hit with 7-metre-high swells, the Royal Sovereign Lighthouse was successfully dismantled in just 14 weeks, a testament to the collaboration and expertise of everyone involved in this project. With 2,200 tonnes of reinforced concrete removed in a safe, timely and environmentally friendly manner, the deconstruction was a true world first, and we were delighted to play an instrumental role in its success.



**Get Inspired**

Read all about how our customers are using steel.



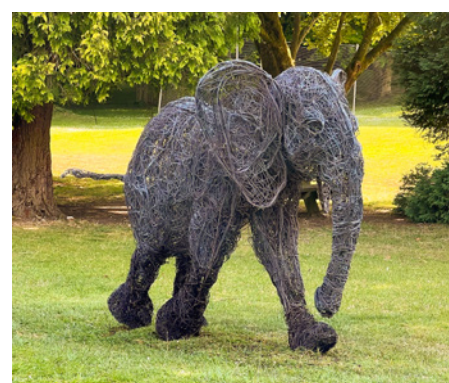




# THE ART OF STEEL

## RUPERT TILL

Since leaving the Chelsea School of Art thirty-four years ago, Rupert Till has crafted over 800 incredible sculptures of varying sizes using steel wire and round bars as his materials. He is also a long-standing customer of ParkerSteel, having used our 6-12mm steel round bars to create the base for his masterful creations since 2010.



**Q.** What inspired you to use steel as a medium for your art?

**A.** Sustainability is a very important aspect of my sculptures and there are so many ways to reuse steel as a material. I used to work with recycled wire netting, but back in 2008, I started to use tying wire. I thought it was brilliant to be able to give this material, that is often only seen as a tool to bundle together steel, another purpose and create something beautiful out of it.

**Q.** Why is ParkerSteel your preferred supplier?

**A.** I just couldn't believe that in today's world, you could get a next-day delivery service for a heavy, bulky item like steel. ParkerSteel makes it easy with their online ordering system, you can go on the website at lunchtime, order the steel you need, and it appears at your door the next morning – it's just extraordinary!

**Q.** What do you like most about working with ParkerSteel?

**A.** It's the people who work for ParkerSteel. The delivery drivers are the perfect ambassadors for the company, always arriving with a smile on their face and willing to have a chat, even after a long day of steel drops. And that means an awful lot.

**Q.** What is your favourite piece that you created?

**A.** Never Alone – it's an image of a horse and a hare, which involved a lot of work and a lot of 6mm steel round bars.

**Q.** Where do you usually display your work?

**A.** I've worked with Chelsea Flower Show over the years, and I also send a lot of pieces abroad to Dubai, Abu Dhabi and America. But it's a myth that only wealthy people can afford sculptures, I've had quite a few clients commission small-scale sculptures for their backyard or even their balcony.

**Q.** What do you hope people take away from your work?

**A.** I would like to inspire people, particularly creative people who work in the steel industry, like fabricators, to view steel in a more artistic way. Instead of letting offcuts and excess material go to waste, why not use them to create something inventive and beautiful?







# EXPERIENCE LIVE!

Our Experience LIVE! days at ParkerSteel have become an annual tradition, giving our valued customers an exclusive behind-the-scenes look at our site and operations and promoting transparency throughout our company.

Twenty-three of our customers from around the country were invited to this year's event, which was held at our Canterbury location, and taken on a guided tour of our expansive stockholding facilities and cutting-edge processing capabilities. And, as a special surprise, our partners at HMT held a pop-up shop on-site to showcase their innovative cutting tools and product ranges.

After the tour, we treated our guests to a hog roast and refreshments, giving our sales agents and customers the opportunity to network and discuss future projects. Organising these exclusive events allows our ParkerSteel team to get to know our customers personally and provide a fully customised service that matches their requirements.



**Get Inspired**

Read all about how our customers are using steel.





# BBQ STOVE

As an extra-special treat for guests of our annual Experience LIVE event, we designed a custom BBQ Stove, built entirely in-house using our materials and processing machines. This unique gift showcases the precision and quality of our cutting services, and was delivered to our customers at the event, just in time for BBQ weather!



## MAKING OUR DEBUT AT LAMMA

ParkerSteel had a busy start to the year as we made our grand debut at the LAMMA show in Birmingham, one of the most important agricultural events of the year. With over 600 exhibitors, LAMMA was a perfect opportunity to network with our contacts and explore the latest in technology, services and tools from every area of the industry.

Our farmyard-themed stand, which was designed and crafted in-house, stole the spotlight at the exhibition hall and provided a unique backdrop to showcase our products and services. The elements of the stand were laser cut from stainless steel panels, demonstrating the exceptional quality, versatility and smooth, professional finish of our 2D laser capabilities. Our laser machines are uniquely suited to support the agricultural industry, with the ability to process everything from structural fittings and fencing panels to decorative cutouts.

LAMMA was a phenomenal success from start to finish, allowing us to promote our business but also to create positive and meaningful connections with new and existing customers.



## OUR PEOPLE & COMMUNITIES

P62-73

Building a stronger tomorrow

***"Strong communities are the foundation of a strong business. By investing in them, we invest in a better future for everyone."***

Gary Axford  
ParkerSteel Purchasing Director





# MAYORAL AWARD FOR LOCAL LEGEND

## Celebrating Our Community Champion

With 41 years of experience at ParkerSteel, Gary Axford is a long-standing pillar of our company and a true expert in his field as Purchasing Director. Outside of work, however, he is also the founder of Faversham Strike Force FC, a club which boasts over 690 playing members across 40 teams.

Gary's relentless dedication and service to his club and community earned him a Civil Service Award from the Mayor of Swale and his achievements could not be described any better than by the club themselves, who posted this tribute in recognition of his award:



Gary founded Faversham Strike Force FC in 1999 and has dedicated 25 years of his life to the club's development and community enhancement. Gary's commitment has led to the club offering various programs, including Walking Football, youth and adult recreational sessions, disability sessions and social inclusion projects. As the Club Manager and treasurer, Gary's selfless dedication, volunteering over 5000 hours, has made a significant impact on the lives of many in Faversham.

His dedication to creating a safe and enjoyable football environment has not only encouraged volunteers to pursue employment opportunities but has also positively impacted thousands of individuals through physical activity and community engagement.

It is impressive to note that 20% of the club's members come from the most deprived areas in Faversham, highlighting the inclusivity of Gary's football club. To commit over 25 years of one's life to an organisation without any financial gain, sacrificing over 5000 hours, is truly admirable. Gary's selflessness and drive has undoubtedly made Faversham a better place."



And Gary's dedication to his club has certainly paid off, as Faversham Strike Force have since gone on to win 'Football Club of the Year'! The team was awarded this well-deserved title at the Club Awards 2024, which celebrate the amazing volunteers who work tirelessly to ensure the longevity and success of the clubs that they run. Congratulations Gary and Faversham Strike Force for this incredible achievement!





Since 2022, the invasion of Ukraine has left millions of people displaced and wounded and entire communities destroyed in the aftermath. To raise awareness of the human cost of the war, a team of four injured servicemen from the UK and Ukraine will take on a daring and monumental challenge – rowing 3,000 miles across the Atlantic in just 50-60 days.

The crew will be led by Lee (Frank) Spencer, a former Royal Marine who holds the Guinness World Records for the first physically disabled person to row solo and unsupported across the Atlantic Ocean as well as the World Record for the fastest Atlantic crossing.

ParkerSteel are honoured to play a part in supporting this unique and inspiring expedition! We recently had the pleasure of meeting Lee to wish him and his team the best of luck in their mission, which begins this December. If you would like to support Row4Ukraine, visit Lee's website linked in the comments below.







# TAKING ON THE FAN DANCE

Seven of ParkerSteel's most daring employees took on a truly iconic challenge in July that would push them to their absolute limits – the formidable Fan Dance Race. Set in the Brecon Beacons region of Wales, this timed 24km event is used by the British Armed Forces SAS as a test of mettle, and it is not difficult to see why!



The route encompassed a variety of challenging terrains, in what was described as 'four seasons in a day' weather. With icy rain pelting down during the climb up Jacob's Ladder, gale force winds threatening to blow our competitors away at Windy Gap and scorching sun beating down along the Roman Road, this was the hardest challenge ParkerSteel has taken on to date.

coveted Fan Dance finishers patch in front of the infamous red phone box at the end of the race. This colossal achievement is a testament to the physical and mental fortitude of the participants and proves that there is no challenge too tough for our amazing ParkerSteel team to overcome.

But the greater the challenge, the greater the sense of accomplishment, and our group were filled with pride as they received their highly

**Watch the Video**

Scan the QR code to see us in action.

# CANTERBURY 10 MILE RACE



ParkerSteel started the year off strong by sponsoring the Canterbury 10 Mile Road Race, an annual event which takes place in the scenic south of the city and attracts participants from all over the country, including some top local athletes.

Over 1,400 people turned out for this year's race, including six of our ParkerSteel team members. Our entire team performed brilliantly in the competition, demonstrating the resilience that defines our company and setting the bar high for our future fitness challenges.



# BBQ CUP 2024

For the fourth year running, ParkerSteel held its annual BBQ Cup at the University of Kent, a highly anticipated occasion that celebrates the hard work of our staff with a day of fun, food and football.

Our football tournament was the highlight of the event, with a tense showdown between the Blues and the Yellows to claim the coveted BBQ Cup. Despite an evenly matched first half, the Blues eventually won the day with a decisive 5-2 victory. A special shout out to Simon Hall, whose two brilliant goals and 3 assists earned him both the Golden Boot and Man of the Match Award!



This annual get together is always a fantastic opportunity to strengthen bonds across the company's various departments and we look forward to continuing this tradition for many years to come.



## KINGS HILL FC



We take great pride in supporting our local sports teams and the Kings Hill Rangers exemplify this, providing grass-roots community football for over 900 players since 2003, with teams from U5s through to Veterans. ParkerSteel were delighted to sponsor the U7s team this year and celebrated their end-of-season Presentation Day which recognises the achievements of their players.

## CANTERBURY EAGLES FC



Founded in 1979, Canterbury Eagles FC is a long-standing local institution that provides a supportive, inclusive environment for football players of all ages, genders and abilities. ParkerSteel were proud to provide a two-year sponsorship for the club's U12 boys teams, which was particularly meaningful as three of our ParkerSteel people volunteer as coaches – Simon Beaney, Kieran Osborne and Graham Cross. Our long-serving employees, Simon and Kieran, who have worked with us for 16 and 11 years respectively, were delighted to receive the company's support, and we wish them the best of luck in their upcoming season.

## HERNE BAY ROLLER HOCKEY CLUB

The Herne Bay Roller Hockey Club is the oldest and most accomplished club of its kind in the UK, and we are proud to have sponsored it for the past three years. Their latest season has been nothing short of inspirational, with the U13s, U15s and U20s teams each claiming the title of National League Champions.

Mick Harris, the Head Coach of Herne Bay Roller Hockey Club commented, 'We are incredibly grateful to ParkerSteel for their continuous support, which has enabled us to invest in our young player and nurture their talent. As the oldest roller hockey club in the world, it's an honour to be able to carry on this legacy but having such fantastic kids to pass it on to – that's the real blessing.'

As a small club with big dreams, any support, whether through donations or sponsorships, makes a real difference. If you'd like to be part of their journey, please reach out to:  
secretary@hernebayrinkhockey.org











**YOUR *Complete* STEEL SOLUTION**