



# *Hascall*

STEEL COMPANY

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# 06

## STEPS TO MAKE YOUR STEEL ORDERS EASIER

We know ordering steel can be a big job and we're here to help! Remembering the following tips will help make your next steel order the easiest yet.

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YOUR TRUSTED  
CHOICE

## WE LISTEN FIRST. PERIOD.

"It's only from listening and understanding our customer's needs that we can truly deliver the **expertise** we offer. From there we can anticipate future needs and **deliver the right steel, right on time.**"

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Chris VanWingerden | *President*



# WHAT'S HERE?

## KNOW YOUR NUMBERS

*The old adage: "measure twice, cut once" is brought into what we do every day, but before we cut, we'll need accurate calculations from you. We'll share some tips and tools for getting proper calculations on your steel order.*

## KNOW YOUR "PART"

*We work with manufacturers like you, every day. Helping us understand the actual parts you'll be making with our steel gives our experts the opportunity to find the best material for your application.*

## KNOW YOUR SPECS & TOLERANCES

*Do you know what specifications your steel needs to have for your particular application? What are the physical and chemical requirements for your steel?*

## DOCUMENTATION

*Does your steel need to be ROHS or DEFARS compliant? Do you need mill certificates? We've got you covered.*

## PACKAGING, SHIPPING, & THE UNKNOWN

*We are masters of the details. Here's how we can work together to reduce variables and exceed your expectations.*

## OTHER RESOURCES

# KNOW YOUR NUMBERS

## THE CHALLENGE

Our goal is to process the most accurate order of steel for you. This means we need to start with your coil and sheet weight or the linear distance for the amount of steel you need. The better numbers we have from you, the more accurate we can be with our process.

## THE SOLUTION

The challenge to accurately calculate numbers is one we wanted to solve for our customers, once-and-for-all. So we developed a calculator tool on our website to calculate steel coil weight, steel sheet weight, linear distance, as well as a conversion tool to convert metric into standard measurement. (SEE IMAGE BELOW)

1. **Visit:** [hascallsteel.com](http://hascallsteel.com)
2. **And Click:** The CALCULATOR button on the left side of your screen.
3. **Choose:** The proper tab on the left side of the calculator tool for correct calculation.

The image shows a screenshot of the Hascall Steel website's calculator tool. The website has a dark blue header with navigation links: WHY HASCALL, STEEL SERVICES, HERITAGE, REQUEST QUOTE, CONTACT, LOCATIONS, and NEWS. The Hascall Steel logo is in the center. On the left side, there is a vertical menu labeled 'CALCULATORS' with four options: COIL WEIGHT (selected), SHEET WEIGHT, LINEAR DIST., and CONVERSION. The main content area is titled 'STEEL COIL WEIGHT CALCULATION' and includes the text: 'The approximate coil weight can be determined by measuring the Outside Diameter (OD), Inside Diameter (ID), and the Width.' Below this, there are three input fields: 'Outside Dia (OD) inches', 'Inside Dia (ID) inches', and 'Width inches'. A 'Weight lbs' field is also present. A 'CALCULATE' button is at the bottom. The background features a large, semi-transparent watermark that reads 'YOU GOT IT' and 'FOR SLIT COIL, SHEETS & BLANKS'.

# KNOW YOUR "PART"

## THE CHALLENGE

*At the end of the day, the steel we provide is only good if it makes a good part for our customers. Often our customers think that all we care about is the raw steel, but the truth is, we want to provide the right steel, at the right price, within the right timeline for you. If we don't know the end use of the steel we're providing for you, we may miss out on opportunities to save you time and money.*

## THE SOLUTION



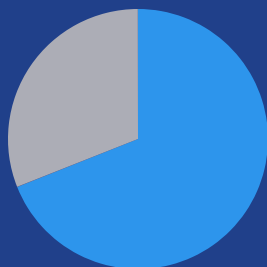
***It is important for you to talk with your sales rep about what you are looking to get out of your steel.***

*Specs and drawings only tell half the story, the other half comes from the knowledge that you have about your machines, process, and product.*

*Hascall's Sales Reps are experts at helping you find the material that will produce the best part possible.*

## DID YOU KNOW?

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**69% OF ALL STEEL IS RECYCLED  
IN THE US EACH YEAR**

*- more than paper, aluminum, glass  
and plastic combined.*

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# KNOW YOUR SPECS AND TOLERANCES

## THE CHALLENGE

*Steel specifications often have sub categories that can alter both the physical and chemical properties of the steel that we use. As manufacturing tools and processes get more and more precise, the need for accurate tolerances has also increased. Specs and tolerances are also important for the health of your tools and for making the best part possible.*

## THE SOLUTION

***If you're not familiar or experienced with dealing with steel specs and tolerances, or if you have a unique need and just need some advice; we're here to help!***

*Just reach out to your sales rep who can easily make recommendations for your part.*

*Hascall's Sales Reps are experts at helping you find the material that will produce the best part possible.*



## COMMON TOLERANCES



THICKNESS



LENGTH, FLATNESS, SQUARENESS



WIDTH



MECHANICAL AND CHEMICAL



# DOCUMENTATION

## THE CHALLENGE

Depending on what you're manufacturing, you may be required to provide various documentation for your raw materials. Many of our customers need certifications like RoHS & DFARS, or mercury free compliance. Some of our customers need mill or country-of-origin certificates as well. Some customers may not even know it, or may simply forget to tell us.

## THE SOLUTION

*Don't worry, we'll ask you about and can provide all the documentation you need, but just to be sure...*

You can learn more about RoHS by visiting: <http://www.rohsguide.com/rohs-faq.htm>

You can learn more about DFARS by visiting: <https://www.nist.gov/mep/cybersecurity-resources-manufacturers/dfars800-171-compliance>



WE CAN PROVIDE DOCUMENTATION FOR ANY OF THE FOLLOWING:



RoHS



DFARS



Hg FREE



ORIGIN



ASK



# PACKAGING, SHIPPING, & THE UNKNOWN

## THE CHALLENGE

*Our process is all about accuracy and efficiency. Packaging can drastically increase or reduce the amount of time it takes our customers to unload our material and change over material on their machines. Not talking through this with your sales rep can result in significant cost from simply less efficient labor.*

## THE SOLUTION

*Let's talk about it! Be sure to tell your sales rep about how you'd like your steel packaged and what works best for your change-overs. We'll be sure to accommodate you as best we can. Some great things to discuss with your sales rep are below:*

## TALK WITH YOUR SALES REP ABOUT:



MAX SKID WEIGHT



ID/OD (Diameter)



HOW YOU OFFLOAD



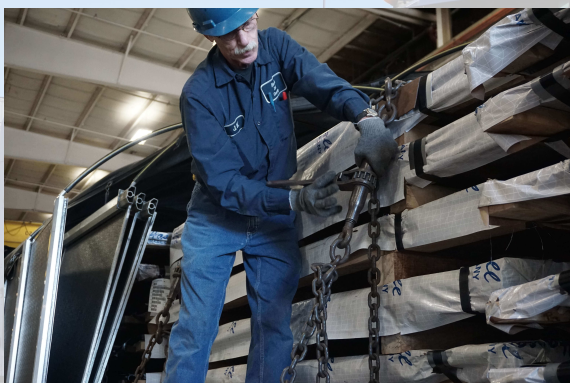
MAX COIL WEIGHT



RECEIVING HOURS



WRAPPING & BANDING



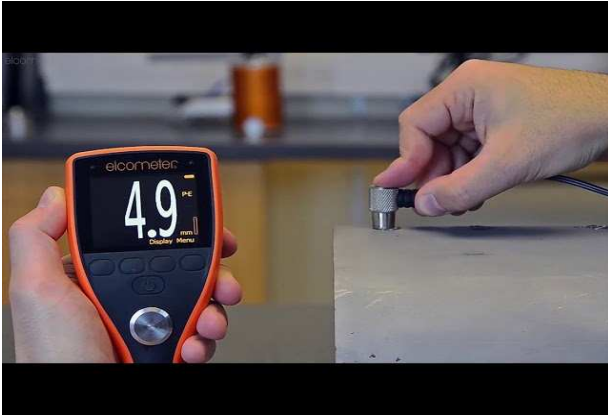
## WHAT ABOUT DELIVERY OR PICKUP?

*Hascall has a large fleet of trucks that helps get the material to you as fast as possible. However, for certain customers it is easier and more cost effective to pick up the material themselves. Customers also have certain truck lines that they like to use.*

***Make sure you talk with your sales rep about if you would like to your price to include delivery or not.***

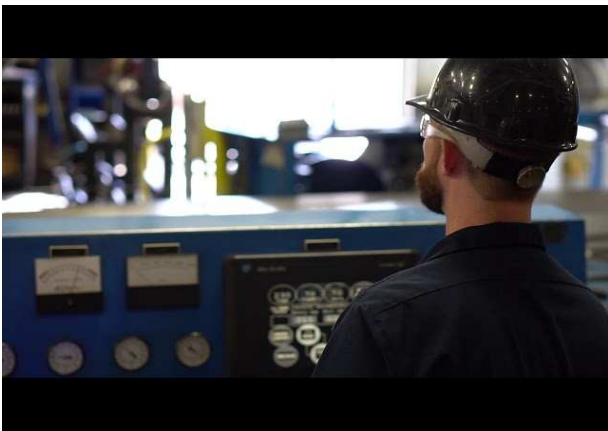


# OTHER RESOURCES: VIDEOS



## HOW WE TEST AND VERIFY YOUR STEEL.

*Our in-house steel testing lab is where science and industry meet at Hascall Steel Co. Our steel testing lab determines the physical, chemical, and coating properties of each steel coil in our inventory. Which means, before your steel order is even cut with our steel slitter and blanker, the coil it comes from will have been verified to the specification of your order.*



## SEE OUR SLITTER IN ACTION!

*For over 45 years, we've refined our steel slitting process to be able to handle any specifications. We start by ensuring the master coil meets your steel type and grade requirements. Our setup team then exacts the cutting system to slit the coil with 5 thousandths of an inch of your desired tolerance. Our entire slitter team is regularly inspecting the steel to ensure the production is running smoothly and producing the expected result. Every order is closely managed from initiation to shipment so you can rest assured your order is the exact steel you need when you need it.*



## SEE OUR BLANKER IN ACTION!

*Our steel blanking operation is a flagship process here at Hascall. First, we start with a master steel coil that meets the standards of your order, including steel gauge, type, grade, and surface condition. Throughout the process, our expert team inspects your steel to ensure your sheets and blanks are within the desired length and width, squareness, and surface appearance. From here, your steel order is immediately brought to our shipping area before it's picked up and delivered to you when you need it.*

**GIVE US A  
CALL TODAY!**

**(888) 579-5902**



COME AND BE INSPIRED BY

# Hascall

STEEL COMPANY



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