



WELCOME

STEELCO PRODUCTS
(AN UNIT OF ESPEE ENTERPRISES P. LTD)



STEELCO PRODUCTS

DISTRIBUTORSHIPS



FAG

SCHAEFFLER



Company Overview

We are pleased to introduce ourselves as regular supplier of bearings to **RAILWAYS, MAJOR STEEL PLANTS, DEFENCE FACTORIES, CEMENT PLANT, POWER PLANT, STEEL PLANTS & other INDUSTRIES.**

Please note that we are the **AUTHORISED INDUSTRIAL DISTRIBUTOR** of “ **SCHAEFFLER** ” Bearings & keeping a ready stock of all types of bearings in FAG, INA & other makes to cater our customer requirements.

Our Mission and Vision

Steelco Products shall maintain its profile as a professional supplier of Bearings, spares and technical services to the best of satisfaction of our customers in India.

Our aim is to continue to reinforce and focus our attention to our customers. This will be achieved through responsive marketing viz.,

- Continuous updating and improvement of our offered products, systems & services;
- Intensified profiling on selected markets;
- Ever-increasing customer proximity.

Geographical areas where we present & Responsible Person of location

Kolkata (Head Office)

– Mr. Manish Shah

Raigarh (Chhattisgarh)

– Mr. Shailesh Kumar (Area in-charge)

Haldia, Durgapur & Kharagpur (West Bengal)

– Mr. Abhijit Saha (Sales Co-Ordinator)

Vadodara (Gujarat)

– Mr. Ravi Thakkar (Sales Manager)

Technical Service

– Mr. Hardik Parmer (Vadodara Office)

Steelco Products - Kolkata Office



Steelco Products - Store (Kolkata Office)



Sectors & Key Customers – Kolkata (West Bengal)

- Power – NSPCL (Durgapur), Haldia Energy (Haldia)
- Steel – Rashmi Metallics (Kharagpur), Electro steel (Haldia), SRMB (Durgapur), Shyam Steel (Durgapur), Super Smelter (Durgapur)
- Cement – Rashmi Cement (Jhargram), JSW Cement (Salboni), Ramco Cement (Kolaghat)
- Petrochem, Refinery & Other – IOCL (Haldia), Haldia Petrochemical (Haldia), IVL Dhunseri (Haldia), Adani Wilmar (Haldia), UPL (Haldia)
- Material Handling (OEM) – Macmet Engineering Ltd. (Diamondharbour)

Steelco Products – Raigarh Office



Steelco Products – Dhanbad Office



Sectors & Key Customers – Raigarh (Chhattisgarh)

- Power – Jindal Power, DB Power, Raigarh Energy Generation, RKM Powergen, TRN Energy, SKS Powergen
- Steel – Jindal Steel & Power, Nalwa Steel & Power, JSW Ispat Special Products, Godawari Power & Ispat (Raipur)
- Cement – Nuvoco Vistas (Arasmeta & Sonadih)
- Mining – Hindalco Industries, Adani Mines
- Material Handling Equipments - Black Diamond Equipments
- Railway – SECR (Bilaspur)

Sectors & Key Customers – Dhanbad (Jharkhand)

Power

Maithan Power (Dhanbad)

Steel

Jindal Steel & Power (Patratu), Electro steel (Bokaro)

Cement

Nuvoco Vistas (Jojobera)

Mining

Rungta Mines

Steelco Products – Vadodara Office



Sectors & Key Customers – Vadodara (Gujarat)

Power

Gujrat State Electricity Corporation

Petrochemical

ONGC Petro Addition Limited

Pharma

LUPIN

Chemicals

Gujarat State Fertilizers & Chemical Limited, UPL, TATA Chemical

Electrical Goods

Polycab Wire, RR Kabel

Major Breakthroughs in previous financial year

Refinery & Other

Adani Wilmar

(Haldia)

&

UPL

(Haldia)

Material Handling Equipments

Black Diamond Equipments

(Raigarh)

Steelco Products – Strengths in different areas

Field Engineers have done different level of Proficiency training conducted by Schaeffler

Maintaining OTD

Market Credibility & Reputation

Focus on Customer Service

Our Strengths

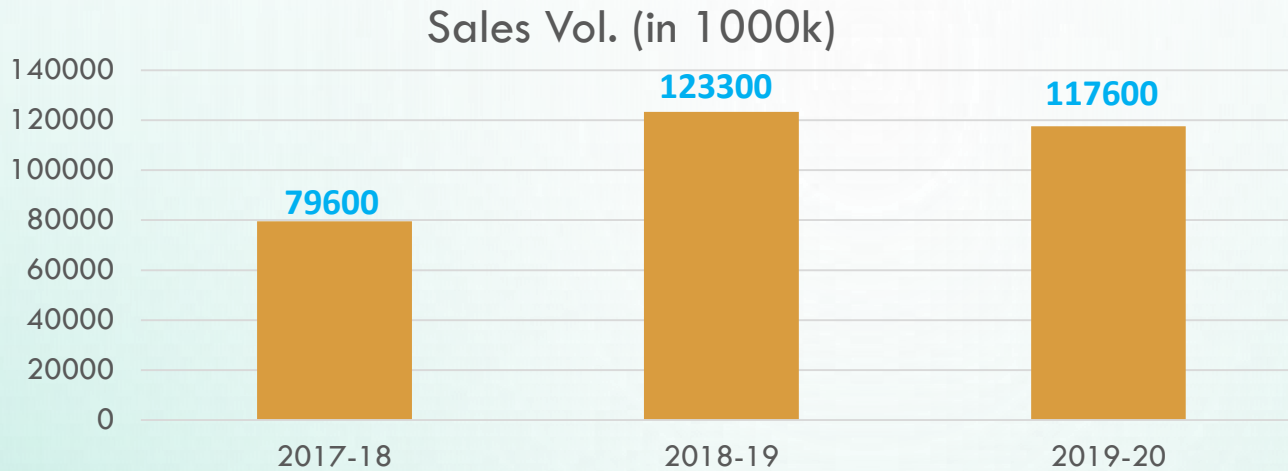
Strong Back Office

Keep ZERO dispute with Principals & Customers over any transaction

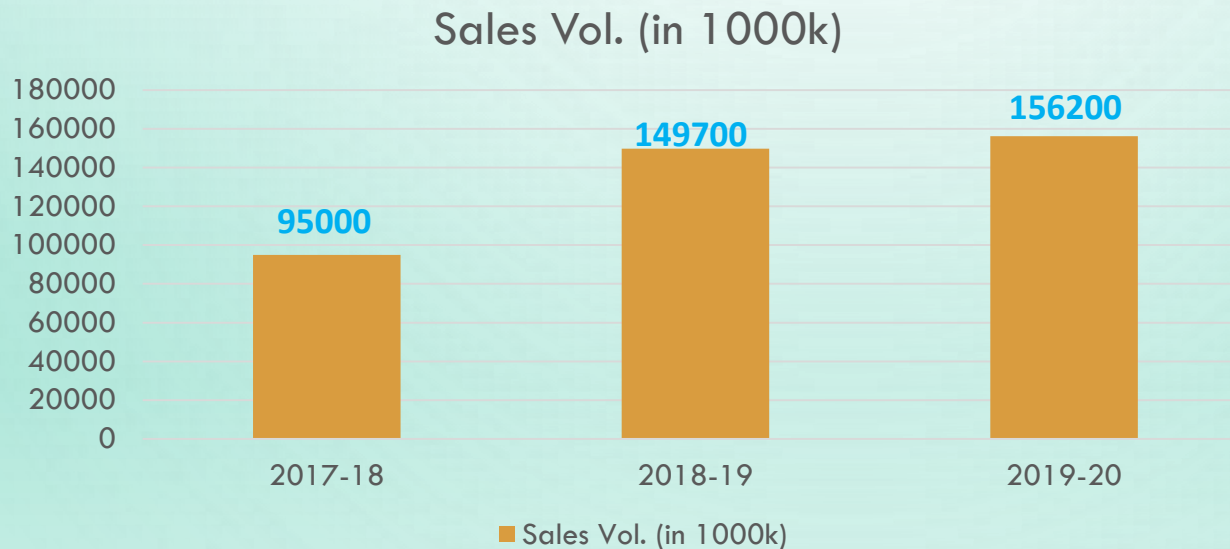
Strong Financial Resources

Maintain Inventory level for Customers

Steelco Products – Continuous sales growth (Kolkata Office)



Steelco Products – Continuous sales growth (Kolkata & Vadodara Office)



Key Customers – Steelco Products



Support required from Schaeffler

- Mounting support of bearings (Medium & Large size bearings – bore diameter more than 200 mm)
- FIS items (HEATER, PULLER, DETECTOR III) commission
- Major failure analysis at site
- Technical Presentation at site

Steelco Products – Certificate of Recognition



VISION 2021

- **WE STRONGLY BELIEVE THAT SCHAEFFLER BRAND IS WELL POSITIONED IN INDUSTRY AND IN YEARS TO COME WILL REMAIN COMPETITIVE DUE TO LOCALISATION OF PRODUCTS ETC**
- **AS BUSINESS PARTNERS SINCE MORE THAN 4.5 DECADES WE REMAIN COMMITTED NOT ONLY IN TERMS OF SELLING BUT GROWTH ALSO**
- **WE WANT TO GROW BY 25% YOY BASIS AND WANT TO EXPLORE UN REPRESENTED AREAS WITH A STRONG TEAM MANAGED BY PROFESSIONALS**