EXECUTIVE SUMMARY

CUSTOMER NAME: Kopp Stahlbau
INDUSTRY: Structural Steel Projects
LOCATION: Buxtehude, Germany
CHALLENGE: Complete complex projects in a timely manner
SOLUTION: Peddinghaus machinery - 14 to be exact
MACHINES INSTALLED: BDL-1250/9D drill line, DGP-1270 band saw, BDL-1250/9B drill line, HSFDB-2500 plate processor, FPB-1800 plate processor, FPB-600 plate processor, AFPS-643 angle line, Ring of Fire 500/7 coper

Structural Steel Takes Flight

The historic town of Buxtehude lies in northwestern Germany – not too far from the bustling port city of Hamburg, or from the neighboring country of the Netherlands. The Dutch founded the colonial part of the town by building their structures on wooden piles in the marsh.

The tourist guidebooks will tell you this is a picturesque town settled in the Ninth Century, complete with scenic canals and cobblestone streets.

Near Buxtehude you’ll find one of the headquarters of Airbus Industries. If you have ever flown commercially, you know the name Airbus. A young structural engineer, Mr. Hartmut Kopp worked at Airbus as a stress analysis engineer between 1962 and 1972 in the initial stage of today’s Airbus aircraft and passenger carriers.

The same attitude of perfection that Mr. Kopp performed in his work for Airbus, is still very evident some 40 years later – not in aircraft – but in building steel structures.

Mr. Kopp founded the company Kopp Stahlbau in 1970 in the same town of Buxtehude. Today Kopp Stahlbau produces highly buckling resistant steel structures that are used as test rigs for Airbus Airplanes...as the
saying goes...everything comes full circle.

**Jumbo Jets to Jumbo Beams: Kopp Goes Structural**

From his engineering background, Mr. Kopp understood the rigors of stress analysis not only for aircraft facilities, but also for buildings and similar steel structures. He sharpened his engineering expertise, but also grew his practical skills in welding and structural fabrication.

From its founding in 1970, Kopp Stahlbau Buxtehude GmbH started small. He had two employees, some welding equipment and a universal steelworker machine to start. But he also had the knowledge and the enthusiasm to fabricate consistently high quality steel construction components.

The rest is history, with a growing firm that reached 10 employees in 1975; 15 in 1982, and now employs over 100 employees today.

The first landmark projects for the company were for Shell Oil in Hamburg. These petrochemical projects consisted of pipe racks and production facilities of various tonnages, complete with all stair rails and miscellaneous steel.

To stay on schedule, Mr. Kopp, his wife, and their children came in on the weekends to paint the hundreds of meters of structural steel.

**Complex Projects: Kopp’s Expertise**

But their tenacity paid off, as the reputation of Kopp Stahlbau grew in the Petrochemical Industry – and then spread to other projects in the Harbor area: Industrial buildings, prefabrication for the building industry, warehouses, storage tanks, material handling, pedestrian bridges and refurbishing of traffic bridges were now the projects that Kopp performed for their clients.

In addition to Airbus, other large companies, such as Dow Chemical, Sasol, Hoechst and other major customers - including public contractors - came to Kopp Stahlbau for large, complex projects. These jobs ranged from refineries to power plants, and also included building structures, elevator shafts, and flue gas canals. Kopp even took on a project of fabricating additional new stories to an existing hotel in the Canary Islands.

The reputation of Kopp Stahlbau grew with their consistent success of sophisticated projects which required increased precision and complexity. To meet these demands, Kopp Stahlbau uses the latest
Kopp Stahlbau has been a long standing customer of Peddinghaus. Starting with universal ironworker machines in the 1970’s to the Ring of Fire today, the distinctive green/orange machine colors have been a mainstay in Kopp’s production shop.

Today, the Kopp Production Shop bays number fourteen (14) Peddinghaus machines:

- BDL-1250/9D Carbide Drill with DGP 1270 miter band saw
- BDL-1250/9B Drill with DG 1250 miter band saw
- HSFDB-2500 plate processor with carbide/8 station tool changer
- FPB-1800 plasma/plate punch system
- FPB-600 oxy/drill plate system
- Anglemaster AFPS-643
- Ring of Fire 500/7 (7 axis) multi-functional plasma processing system
- 4 universal ironworker machines

“Production, Production, Production - That’s Why We Buy Peddinghaus”

Why does Kopp maintain such a large stable of Peddinghaus equipment? We asked Klaus Kirst, CEO, and Uwe Gerdau, Production Manager that question; they said “It’s essentially pretty simple”

1. The market is tight, so the projects always have competitive margins
2. The projects are always complex, and getting the drawings is always a problem
3. We have to fabricate quickly – sometimes in hours – to meet some deadlines
4. The Peddinghaus equipment ALWAYS does the job – accurately/quickly/with today’s BIM technology

“Going After New Markets – that’s why we buy Peddinghaus”

Mr. Kirst and Mr. Gerdau comment on today’s fabrication market...

1. “At this time, the global economy affects every fabricator, including Kopp Stahlbau.”
Customer Case Study

This exposed steel structure is a landmark in the Hamburg skyline.

2. We accept many project challenges that others may turn down.
3. EX: We fabricated Steel for a hotel project in the Canary Islands – a little out of our comfort zone – but it was very successful.”

“We have an Effective Business Partner – that’s why we buy Peddinghaus”
1. Many companies give you “lip service”- Peddinghaus provides “Customer Service”
   a. 24 hour telephone assistance
   b. Web cams/remote diagnostics help
   c. Qualified local service technicians
2. Why we attend Peddinghaus’ tours and functions:
   a. We become more industry educated (You always learn something new)
   b. We have developed new industry relationships that help our business
   c. We have achieved new fabrication projects from attending Peddinghaus tours
3. Kopp Stahlbau and Peddinghaus have the same business philosophy – when you think alike, you can achieve more together

Mr. Kopp is proud of the achievements of his company for the past 40+ years, thanks to the support and motivation of all his employees and the use of Peddinghaus equipment.

Kopp Stahlbau has a reputation for Quality Steelwork, Project Flexibility, and Providing “Just-In-Time Delivery” that always meets the customer’s deadlines. They maintain this reputation by not outsourcing any part of a project – from planning and drawings to fabrication and erection, Kopp Stahlbau does it all.

In finalizing his thoughts on the accomplishments of his company, Mr. Kopp is very pleased with his business relationships with prestigious firms like Airbus, Dow Chemical, RWE, Sasol, and many others which have all turned into true partnerships which will never be jeopardized.

Mr. Kopp also says with a smile:

“We have many friends in the industry whose demands we would always like to live up to – that’s why we buy Peddinghaus”
FOR MORE INFORMATION

To learn more about Peddinghaus Corporation visit:
www.peddinghaus.com

PRODUCT LIST:
- Beam Drill Lines
- Anglemasters
- Plate Processing
- Coping Machines
- Thermal Cutting
- Automated Layout Marking
- Structural Band Saws
- Ironworkers
- Material Handling