

DeSHAZO  
WITH APT PROTECTA S.R.L.  
3.2 METRIC-TON



We are part of the Reliance Family of Companies



# Acero Prime culture

Acero Prime is on the business of helping our customers to get what they need in an effective, efficient and effortless way; with social and environmental responsibility.

## MISSION & PURPOSE

**We incorporate reliable and value added supply solutions to make the work easier for those with whom we interact.**

## VALUES

1. Integrity
2. Service
3. Flexibility
4. Commitment



# Strategic locations in USA and Mexico: Sinton, San Luis Potosi, Ramos Arizpe, Monterrey and Toluca



We can identify our customers' needs and offer them a **tailor-made solution** combining:

- Steel-processing
- Storage
- Complete supply-chain management services
- Customers maintain ownership until delivery to final customer

**Acero Prime is 100% Toll Processing steel service center.**

# Strategic location network and support in US and Mexico





# Acero Prime business model



## Supply Chain Management Solutions

Importation Administration

Logistics

Inventory Management

Steel Processing

JIT Deliveries

Integrated Invoicing

Our value-added services enable steel mills, service centers, distributors, stampers, and original-equipment manufacturers to find in **Acero Prime** a competitive advantage allowing them to serve their markets more effectively and efficiently in most demanding industries such as the automotive and appliance.

# Acero Prime business model



- We help our customers to get what they need in an effective, efficient and effortless way.

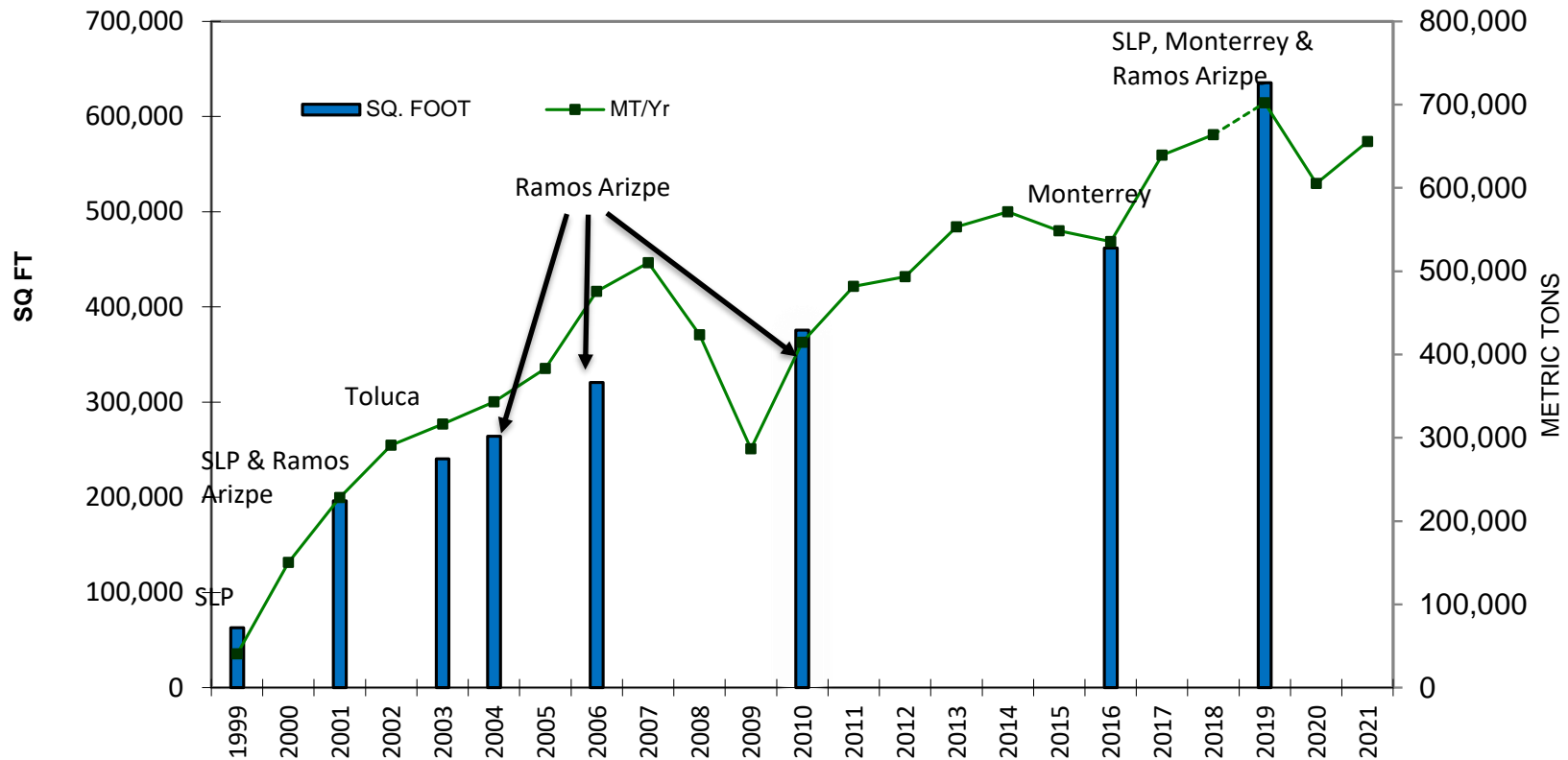
- Offering tailored made supply chain solutions to make the work easier for our customers.



- Strategic locations along the main industrial corridor in Mexico, equipped to serve the most demanding manufacturing industries (automotive, appliance and metal manufacturers companies).

# 20 years expanding with our customers

Volume and Building / Equipment Additions





# Competitive advantages

- **One-stop shop** for Importation Administration, Logistics, Steel Processing, Warehousing and JIT Deliveries; **shipping more than 700,000 net tons per year for automotive industry (80%), appliance and general manufacturers.**
- **Storage, Slitting and Multi-Blanking process:**
  - 72" wide, 0.015" to 0.334" thickness, 30MT weight coils, capacity to run HR, HRPO, CR, coated, unexposed and critical surface coils; electrical steel and stainless steel.
- Integrated information system with **EDI capabilities**; and an exclusive development of a bar code system for **real time tracking of steel** within the supply chain.
- Wide experience in **temporary importation** and preferential duty programs.
- Ample **rail-spur** capacity to optimize logistics cost of material sent to our facilities.
- Integrated services at main **maritime ports and borders** in Mexico
- In-site **technical service** support.
- **Outside processing** (blanking, laser, welding & pickling)
- Obsolete & secondary **material disposition.**
- Certified **ISO 9001 | IATF 16949**

# Processing Capabilities (Mexico)

San Luis Potosi 160,600 sq ft.	Ramos Arizpe 333,700 sq ft.	Monterrey 93,100 sq ft.	Toluca 44,200 sq ft
<b>Slitter L1</b> <ul style="list-style-type: none"> <li>0.015 to 0.190", 72" wide and 30 MT max weight</li> </ul> <b>Slitter L2</b> <ul style="list-style-type: none"> <li>0.036 to 0.334", 62" wide and 30 MT max weight</li> </ul>	<b>Slitter L1</b> <ul style="list-style-type: none"> <li>0.015 to 0.250", 72" wide and 30 MT max weight</li> </ul> <b>Slitter L2</b> <ul style="list-style-type: none"> <li>0.020 to 0.250", 74" wide and 30 MT max weight</li> </ul> <b>Multi-blanking L2</b> <ul style="list-style-type: none"> <li>0.015 to 0.250", 72" wide, 4 blanks, and 30 MT max weight</li> </ul>	<b>Slitter L1</b> <ul style="list-style-type: none"> <li>0.020 to 0.250", 72" wide and 30 MT max weight</li> </ul>	<b>Storage and Distribution center</b> <ul style="list-style-type: none"> <li>30 MT max weight</li> </ul>
<b>Storage</b> up to 45,000MT	<b>Storage Plant 1</b> up to 78,000MT <b>Storage Plant 2</b> up to 32,400MT	<b>Storage</b> up to 27,000MT	<b>Storage</b> up to 15,000MT
<b>Storage &amp; Processing:</b> HRP&O   CR   Coated   Critical Surface (Exposed material)   Electrical Steel   Stainless Steel   Aluminum			
<b>Grades:</b> CS   EDDS   DP   AHSS			
<b>Technology:</b> EDI X12   Y-Scan bar code readers   Real-time information.			
<b>Logistics:</b> Rail-spur   Port Maneuvers   JIT deliveries.			
<b>Certification:</b> ISO 9001:2015 / IATF 16949.			

# Processing Capabilities (Sinton)

7 ¼ Acres ... 315,000 Ft<sup>2</sup> under roof

Receiving & Warehousing	Steel Coils	Rail and Truck (un)Loading under roof → 50,000 tons master coil storage 106,000#/max weight, 96"/max OD Coil capacity		
Processing Capabilities >>>		Slitting		Cut-to-Length
		Light Gauge (Fagor)	Heavy Gauge (Butech)	Stretcher Level & CTL (Butech)
Coil Dimensions	Mat'l Types	PO, CR, GV, Painted, Embossed	CR, HR, PO	CR, HR, PO
	Grades	DDS – UHSS	DDS – UHSS	CS – UHSS
	Thickness	.010" - .150"	.047" - .315"	.075" – 1.000"
	Width	36" - 78"(nom)	36" - 84"(nom)	84"(nom)
	Outside Diameter	35" – 90.5"	45" - 94"	45" - 94"
	Inside Diameter	20"-24"	20"-30"	20"-30"
	Weight	106,000#/max	106,000#/max	106,000#/max
Product Dimensions	OD	35" – 90.5"	32" – 94"	
	ID	20" – 24"	20" – 24"	
	Weight	106,000#/max	106,000#/max	
	Width/ # of Cuts	24 cuts/max	24 cuts/max	36" – 84"
	Length			36" - 720" +
	Bundle Weight			50,000#/max
	Bundle Height			36"/max
Package Options		Eye Horizontal Eye Vertical Palletized Racked VCI-wrapped		Loose Banded Palletized VCI-wrapped
Finished Product Warehousing And Loading	Climate controlled warehousing → 22,000 tons of slit coil storage with O/H crane and Forklift loading → 10,000 tons of sheet/plate storage with O/H crane & Forklift loading Truck or Railcar loading under roof			

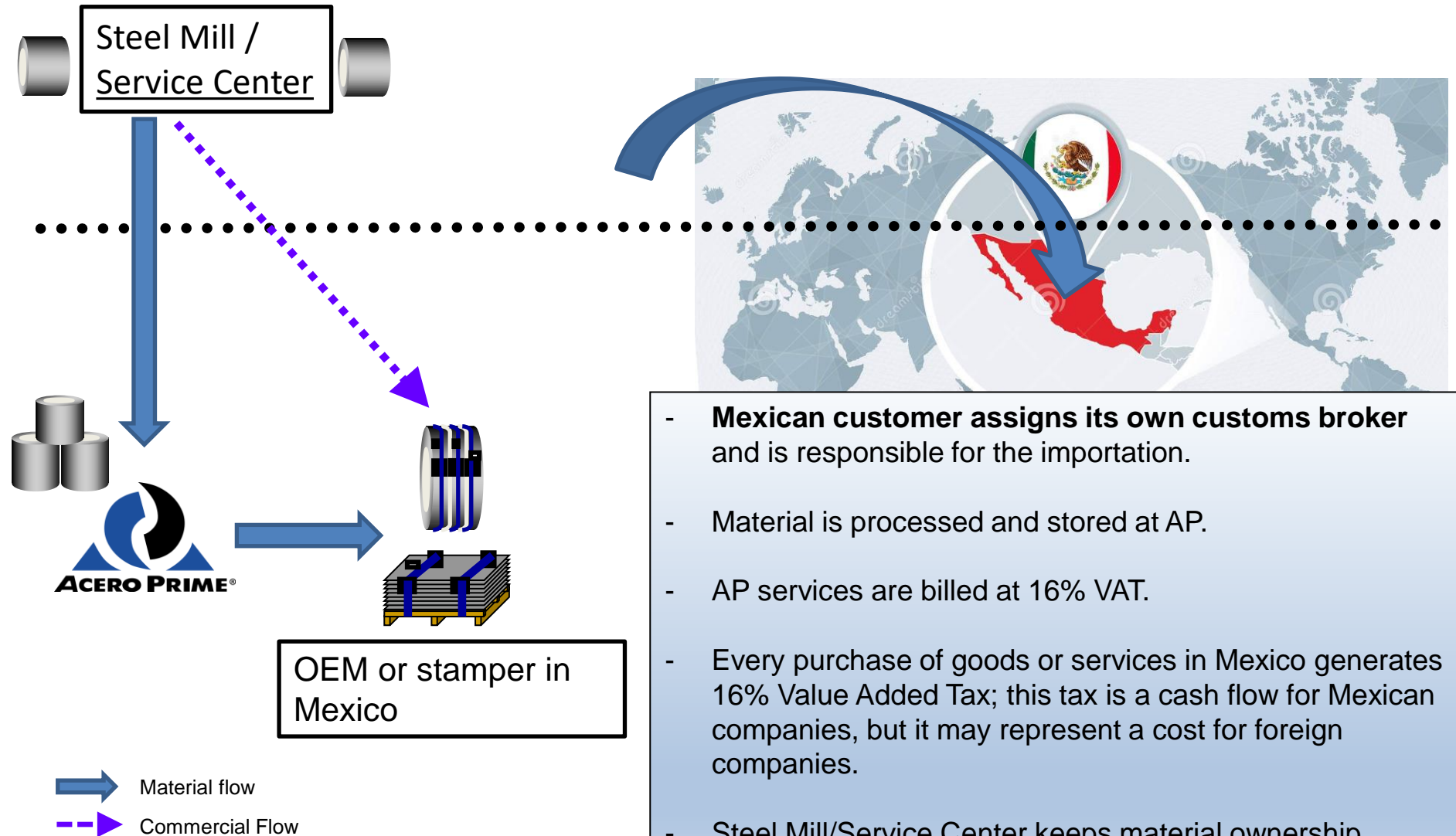
# Some of our customers



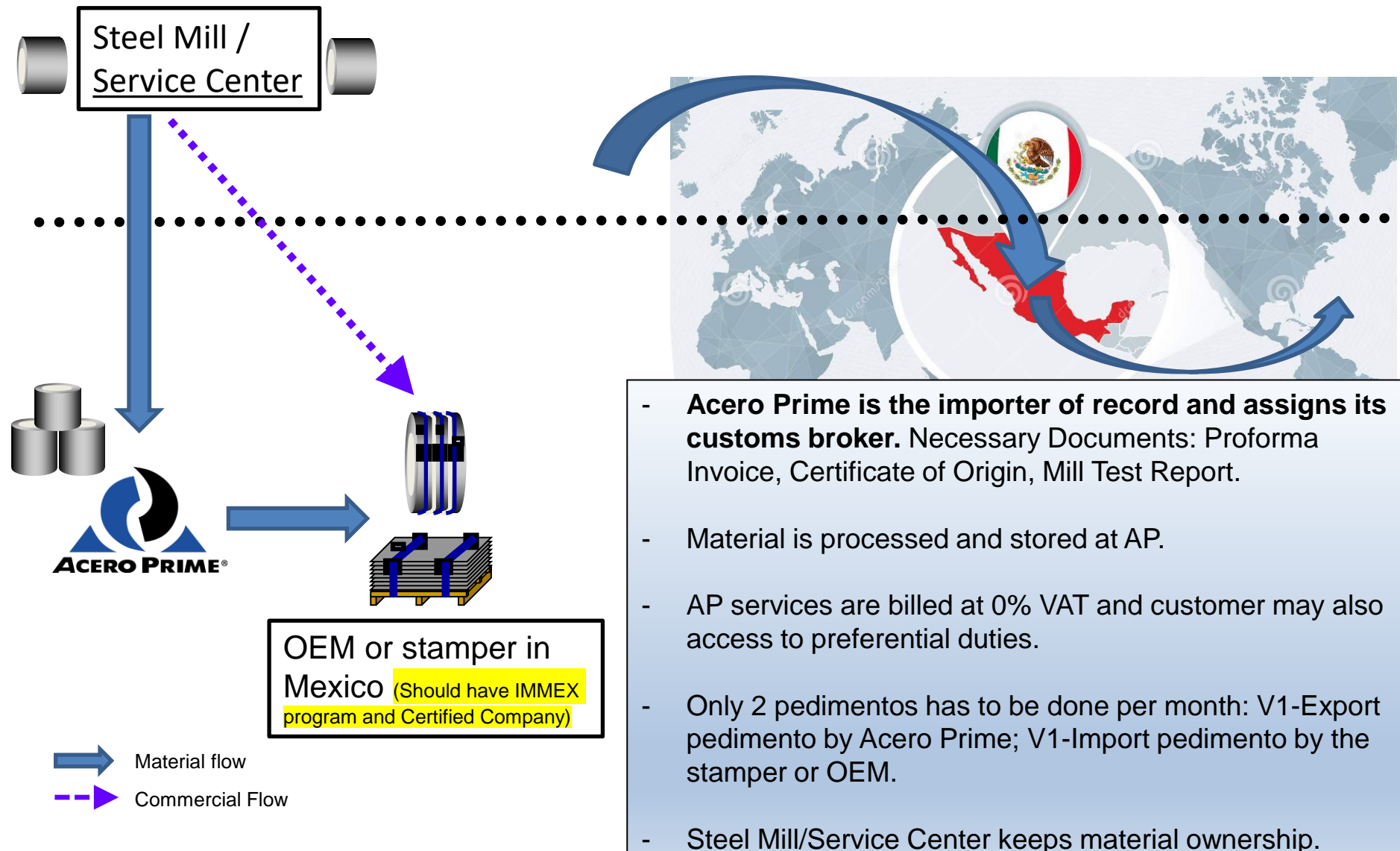
# Importation alternatives in Mexico



# Definitive Imports



# Temporary Imports



# Some advantages of Temporary Importation

- Certified companies do not pay duties and taxes upon importation.
- Services provided within Mexico by an IMMEX company may not be subject to VAT 16%.
- Agile customs clearance versus the Automatic Notice permit required.
- Up to 18 months to keep inventory under temporary importation IMMEX without paying for importation taxes.



# Logistics Experience

# Simplifying your Supply Chain process





# Services provided at the Ports

- Unloading, warehousing and transportation in Tampico, Altamira, Manzanillo and Lazaro Cardenas
- Deconsolidation of containers
- Segregation of coils in the warehouse
- Inspections reports from our surveyor at port
- Inventories and shipments control through bar code system
- Full tracking throughout the Supply Chain (ocean and land freights tracking)
- Just in time deliveries from the port to our facilities or any other destination
- Currently handling 20,000+ MT monthly from Asia, Europe and South America



We are willing to help our customers to get what they need in the most economical way.

Thank you.