

TOWER STEEL CORPORATION



COMPANY PROFILE

TOWER STEEL CORPORATION



Principal Office/Plant: Armcor Avenue, Barangay Fortune, Marikina City, M.M.

Tel Nos. (632) 942-0787; (632) 997-1722 [telefax]

Executive House/Administrative Office: Suite W-2101 West Tower, PSE Centre
Exchange Road, Ortigas Center, Pasig City, M.M.

Tel Nos. (632) 635-9888; (632) 631-0942 [Telefax]

Email: towersteelcorp@yahoo.com.ph

COMPANY PROFILE

TOWER STEEL CORPORATION was organized and established in 1967. It started operations after the completion of its batch type galvanizing line, which has a rated production capacity of 24,000 MT per annum.

TOWER STEEL CORPORATION is a domestic company incorporated and registered with the Securities and Exchange Commission ON January 20, 1967 as per Sec Registration No. 31382.

As amended, the Company's primary business purpose is to manufacture, galvanize, buy, sell, export or import goods, wares, merchandise or commodities of every kind and nature such as but not limited to G.I. sheets, iron bars and other steel products and construction materials.

The company has an authorized capital stock of P50,000,000.00 (500,000 shares of common stock with par value of P100.00 per share) P59,250,000.00 of which had been duly subscribed and fully paid.

The company's management team:

ALFONSO LIM
ALBERTO LIM
JOVILYN S. LEE

President
Chairman
Corporate Secretary/Treasurer

In line with its primary purpose, the company's principal activity involves the manufacture of galvanized iron sheets, better known as G.I. Sheets, both plain and corrugated. Presently, the company is also involved in the distribution of Zinc Alum Sheets. With demand limited to certain sizes, the company produces mainly two (2) sizes: gauge 26, gauge 31. However, the company has the capacity to produce other sizes. As percentage of sales, gauge 26 represents around 80% and the balance belonging to the other sizes.

To date, the company is operating its Continuous Galvanizing line, which has increased the rated production capacity to 40,000 MT per annum. The new line started operation last November 1997.

We expanded our roofing products to include long span colored roofing, with installation.

The Company has also expanded its product range to include Sheet Piles. Mainly, the Company is marketing two types of Sheet Piles, namely the Type 2 sheet pile and Type Z sheet pile.

MARKET ASPECT

Hot-Dip galvanizing is the metallic rust prevention process, which has the widest application. Galvanized flat sheet is used mainly for roofing purposes. However, because of product development and modernization, the product can now also be used in automotive and steel fabrication.

At present, there are more than ten (10) galvanizing companies competing in the local market. Most of these companies are adopting the latest technology in galvanizing – the dry galvanizing. This type of process is a great development in galvanizing technology because of its flexibility, smooth surface and even zinc coating, aside from lock forming quality and high paintability.

The prime product – the galvanized iron is in corrugated form with different profiles and plain sheets. Corrugated sheet is used mainly for roofing purposes while the plain sheet is used for bended accessories, automotive and pre-fabricated products.



The company sells the finished product based on linear feet, and it is delivered to the customer/distributor nationwide without extra charges. This is one of the advantages our company has over other galvanizing companies. Also, the company has finished machine modernization wherein our galvanizing line can now process both cold rolled steel and hot rolled steel for structural use.

To keep up with the market and development trend, Colored Roofing became a part of our product line. Our company offers Long span colored roofing, and installation services. We also provide estimates and quotation that best suit roofing requirements.

As the country gears towards progress and development, we have diversified our product range to include steel sheet piles used in infrastructure.

MARKET ANALYSIS

The estimated average annual consumption/demand for roofing materials and its accessories is equivalent to 300,000 MT and increases yearly from 8-10%. The average monthly demand is 25,000MT, The company has an average sales of 4,500MT per month showing a local market share of 16%.

The Continuous Galvanizing Lines the company is using is a dry flux type using hot-dip galvanizing method, It also uses air wiping zinc coating method for even zinc coating and smooth surface finish. The CGL reduced the manpower from 196 to 70 personnel's and are using the following raw materials for productions:

0.200mm x 3 x Coil

0.400mm x 3 x Coil

0.500mm x 3 x Coil

0.600mm x 3 x Coil

0.800mm x 4 x Coil

0.900mm x 4 x Coil

1.100mm x 4 x Coil

1.200mm x 4 x Coil

1.400mm x 4 x Coil

1.600mm x 3 x Coil

It has a production capacity of 8-10MT per hour and with 80-90% production efficiency, can yield 4,600 – 6,240MT per month, in coil form, before being cut in the Shearing lines, to maximize the use of the galvanized coil.

With the adoption of the latest technology in galvanizing, it provided an increase in the company's production. The company hopes to have an increase in the local market share of up to 27%.

Following is the projection for the CGL:

<u>PROJECTED MONTHLY CLASSIFICATIONS</u>	PRODUCTION OUTPUT	USAGES
4,000mt	Roofing, sidings, prepainted sheets	Corrugated sheets/ Rib Type Roofings
500mt	Automotive (Jeepney, Bus Body) Agricultural Machinery	Plain Sheets
1,000mt	Gutter, flashings, ridge roll, roll up Door, panel door, air-conditioning, Ceiling frame, Water Tank, Fish Tray Basket, appliances, electrical control panel	Plain sheets

MARKET COMPETITION

As per Department of Trade and Industry (DTI) record, there are more than ten (10) registered companies engaged in galvanized sheets production. Some of these companies are now involved in the machine modernization plan by adopting the latest galvanizing technology. The purpose of the modernization plan is to meet the standard quality requirement and demand of the consumer, increasing market competition.

MARKETING AND PROMOTION

Samples of galvanized corrugated and plain sheets (in different profiles) cut in standard sample size are distributed to customers, distributors and construction companies nationwide.

The company hires office sales personnel for phone inquiry and sales agents who endorse and promote the product in the field.

Plans of putting up billboards will be built in the near roadside.

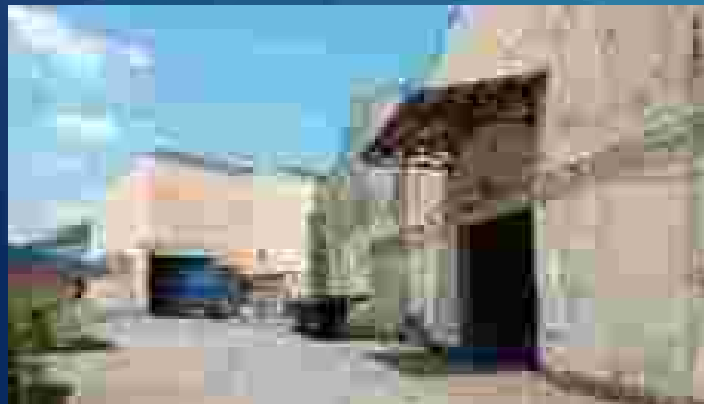


TOWER STEEL PLANT and OFFICE





TOWER STEEL PLANT



TOWER STEEL PRODUCTION AREA

GALVANIZED PRODUCTION
PLANT



COLORED ROOFING PLANT

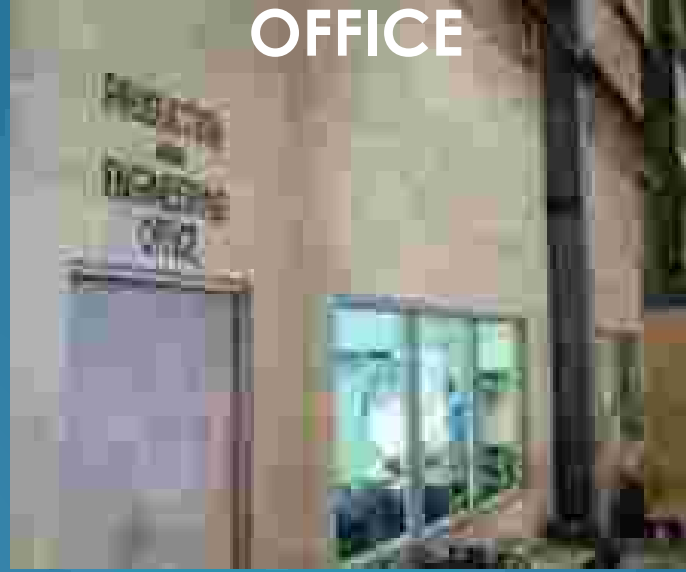


TOWER STEEL OFFICE

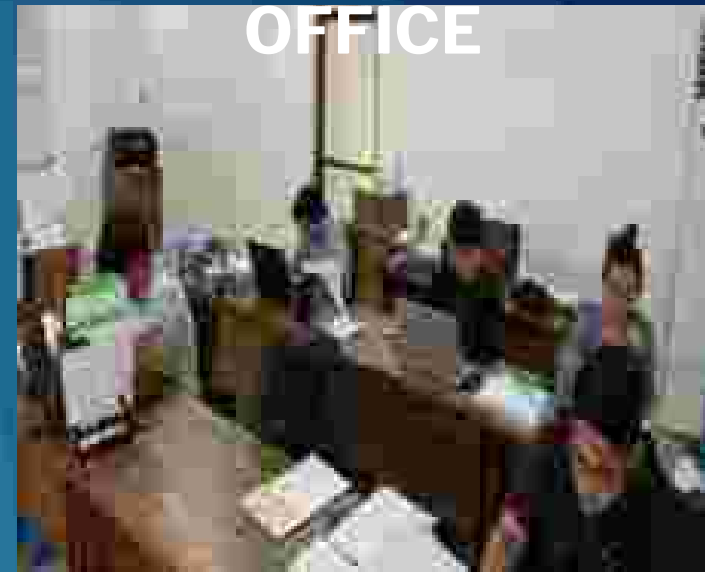
ADMINISTRATION OFFICE



PRODUCTION AND ENGINEERING OFFICE



SALES AND ACCOUNTING OFFICE

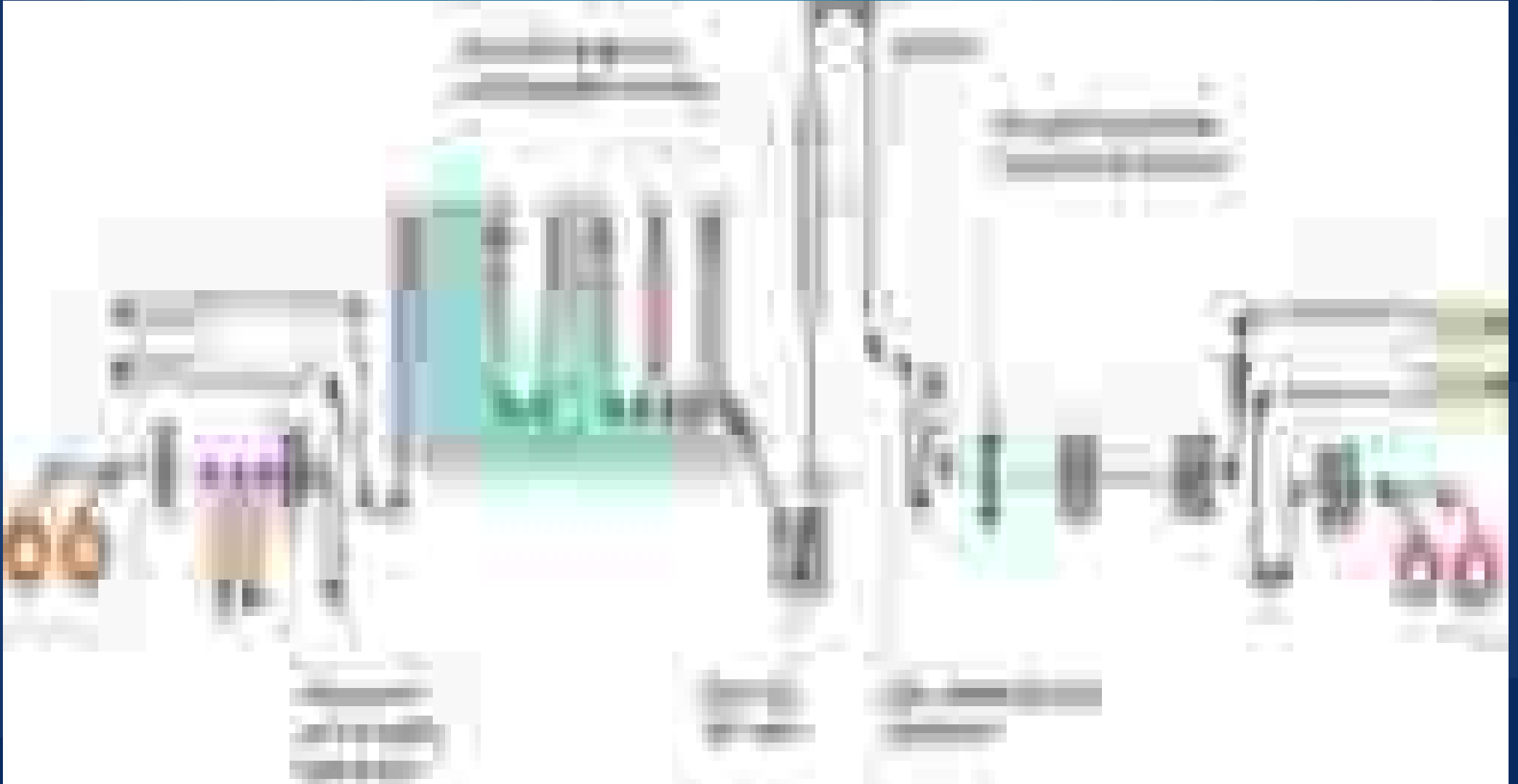


GALVANIZED ROOFING PRODUCTS



GALVANIZING

THE FIRST STEP IN OUR PRODUCTION PROCESS IS CALLED GALVANIZING.



CONTINUOUS GALVANIZING LINE



QUALITY ZINC BARS (JAPAN AND KOREA)



COILS GALVANIZED



GALVANIZED COILS PRODUCED AS PLAIN SHEETS AS PER REQUIRED SIZES



G.I. PLAIN SHEETS FORMED AS CORRUGATED CUT SHEETS



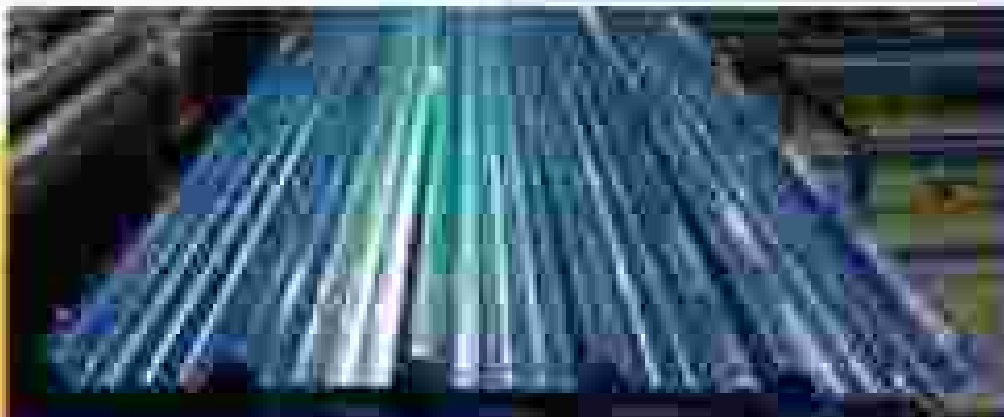
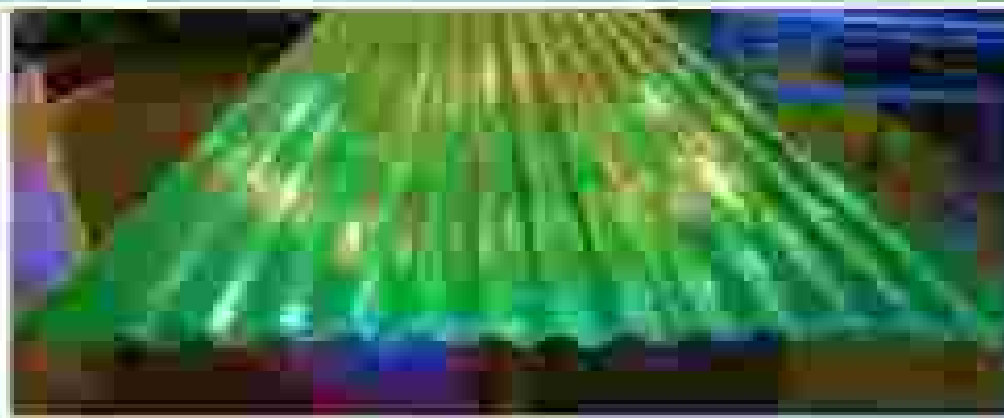
PRODUCED CORRUGATED CUT SHEETS



GALVANIZED CORRUGATED CUT SHEETS ARE BEING CRATE FOR DELIVERY AND SHIPMENT



COLORED ROOFING PRODUCTS



PREPAINTED COILS

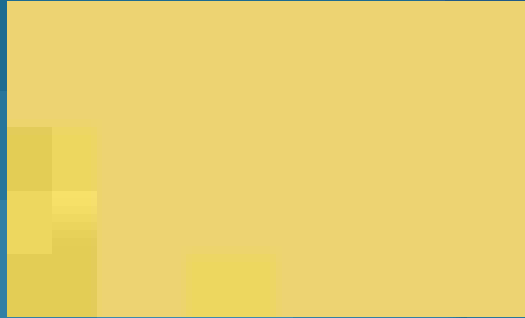
- * THICKNESS: 0.40MM, 0.50MM & 0.60MM
- * ANTI-RUST COATING: ALLOY COATING OF ALUMINUM AND ZINC
- * COATING STANDARDS: AZ 150 (150GM/M2)
- * TOP COAT: 18 – 20 MICRONS
- * BACKCOAT: 5 -8 MICRONS



COLOR SWATCHES



GREEN



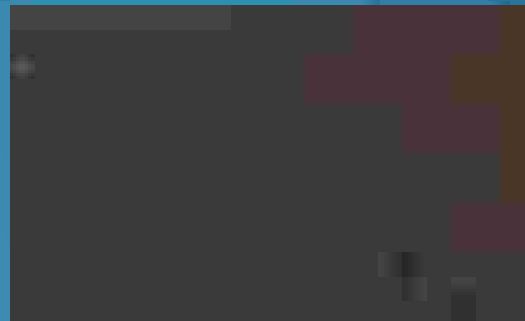
IVORY



CHOCO BROWN



BEIGE



DARK BROWN



BLUE



MAROON

OTHER TSC PRODUCTS

SHEETPILE



TYPE II



Z-TYPE

SHEET PILE

Tower Steel Corporation offers a standard and quality sheet pile with competitive price.

TSC Sheet Pile comes into two types:

TYPE II SHEET PILE

*400MM X 100MM X 10.5MM X 12METERS

Z TYPE SHEET PILE

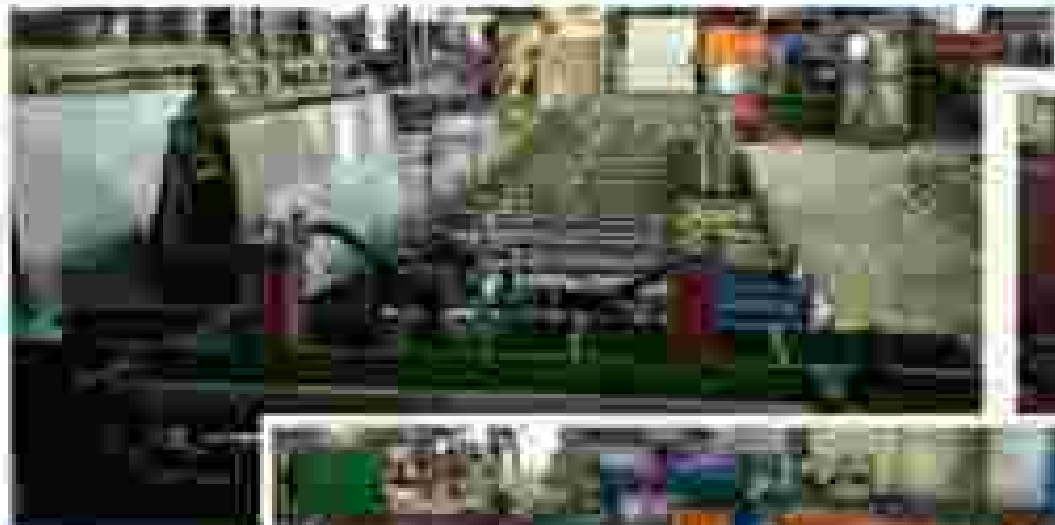
* 770MM X 343MM X 9.6MM X 12METERS

As an important auxiliary construction material, sheet piles can not only be used to support and protect the construction site but to ensure the safety of construction and surrounding buildings. It can also be used to reinforce and improve the bearing capacity of the soil.

Sheet pile can be used to provide permanent foundations, retaining walls and as extremely strong shuttering when a poured concrete foundation or retaining wall is required.

ROLL FORMING MACHINES

and other Machines



CORR 980 ROLL FORMING MACHINE



RIB 1000 ROLL FORMING MACHINE



RIB 1040/780 ROLL FORMING MACHINE



SLITTING MACHINE

WE LOAD THE GALVANIZED OR PREPAINTED COILS TO OUR SLITTING MACHINE TO SLIT THE COILS INTO THE REQUIRED SIZES.



2 UNITS - HYDRAULIC BENDER MACHINE



PROFILES



WWW.MITCHELLS.COM

1000

- | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|-----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 | 38 | 39 | 40 | 41 | 42 | 43 | 44 | 45 | 46 | 47 | 48 | 49 | 50 | 51 | 52 | 53 | 54 | 55 | 56 | 57 | 58 | 59 | 60 | 61 | 62 | 63 | 64 | 65 | 66 | 67 | 68 | 69 | 70 | 71 | 72 | 73 | 74 | 75 | 76 | 77 | 78 | 79 | 80 | 81 | 82 | 83 | 84 | 85 | 86 | 87 | 88 | 89 | 90 | 91 | 92 | 93 | 94 | 95 | 96 | 97 | 98 | 99 | 100 |
|---|---|---|---|---|---|---|---|---|-----|

100

1000

100

100

1000

Abstract

100

100

100



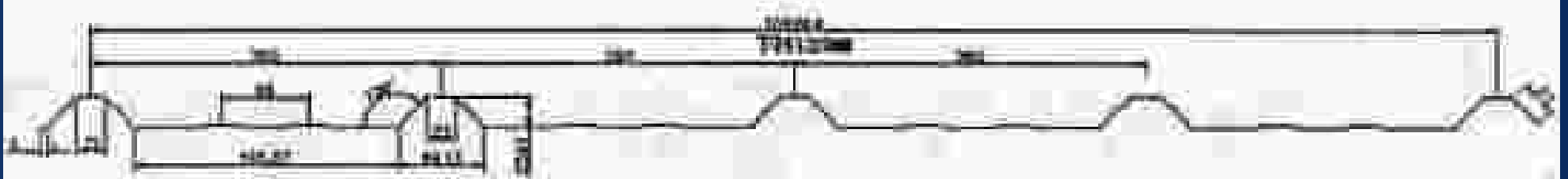
CORR



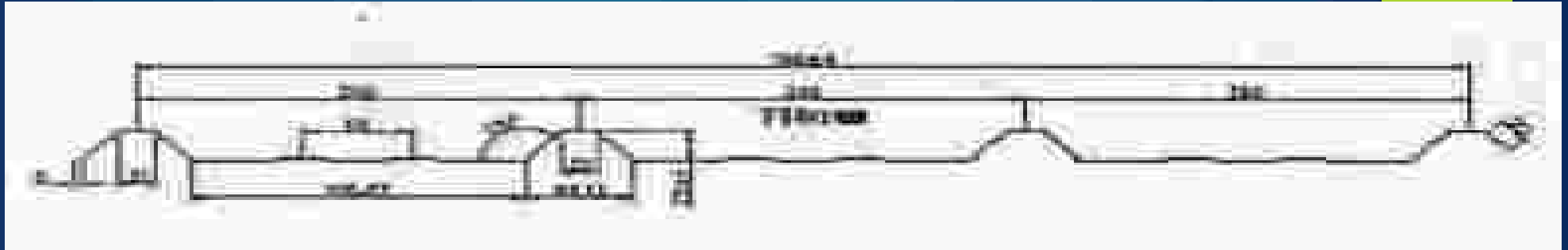
RIB 1000



RIB 1040



RIB 780



BENDED MATERIALS

COILS SLITTED AND CUT INTO THE REQUIRED SIZES
OF PLAINSHEETS.



BENDED MATERIALS

PLAINSHEETS ARE BEND TO THE BENDER MACHINES FOR ITS BENDED DETAILS.

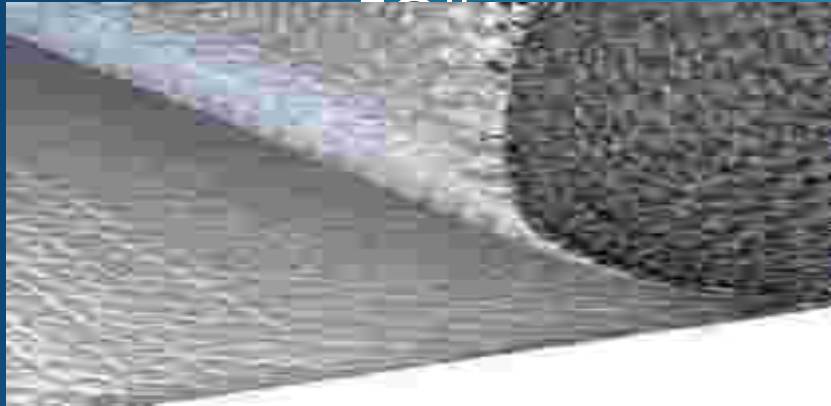


INSULATIONS

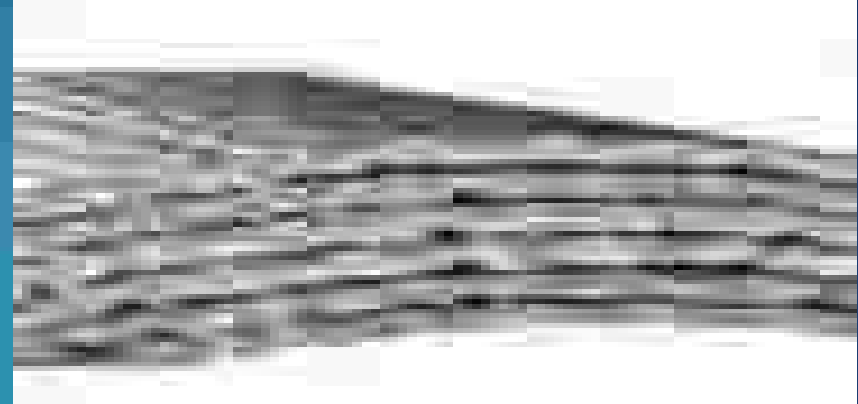


BUBBLE INSULATION

SINGLE BUBBLE DOUBLE



DOUBLE BUBBLE DOUBLE



POLYETHYLENE FOAM INSULATION



TOWER STEEL CORPORATION



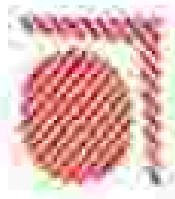
CLIENTS

CONTRACTORS AND BUILDERS



R.T. Soncuya Construction Co., Inc.

Corporation



AMSTEEL STRUCTURES, INC.

www.amsteel.com.ph



Skynet Construction and Engineering
Services

Corporation



ASIA STRUCTURAL DEVELOPER CORPORATION

GRIDNORTH

CONSTRUCTION CORP.



JITS CONSTRUCTION CORP.

11 Via Valley, Tandang Sora Ave.

115 Old Bldg., Quezon City

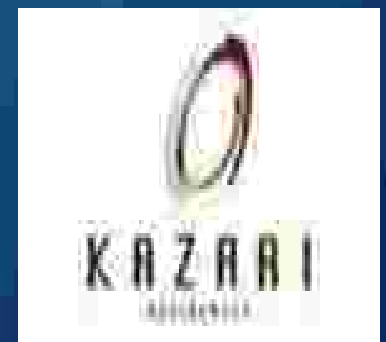
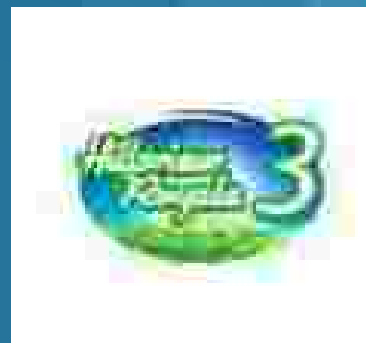
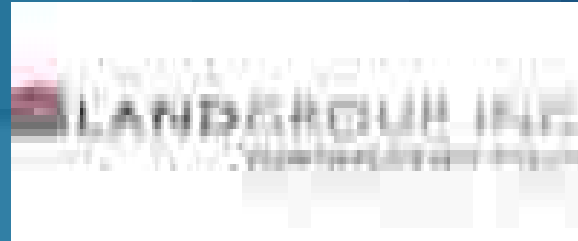
Tel. 937-8327/937-8384/937-8388

937-8904/937-8387

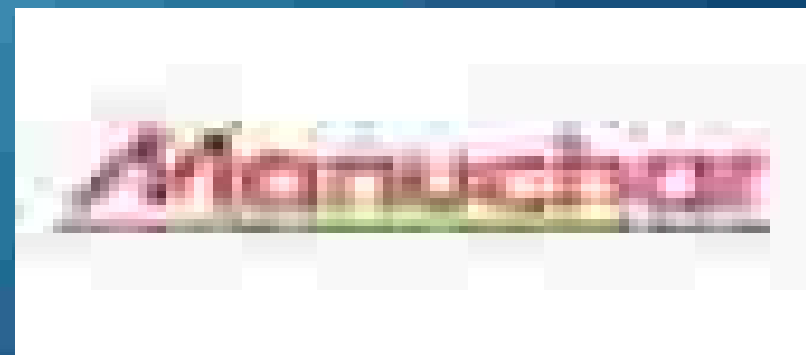
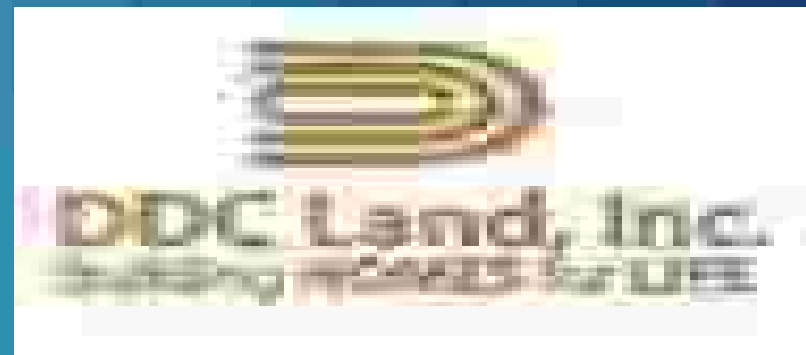


CL LORENA
CONSTRUCTION

HOUSING CLIENTS



OTHER CUSTOMERS



TOWER STEEL CORPORATION

PROJECTS



WAREHOUSE – ASDC 88 BUILDERS CORPORATION ASEANA GLOBAL BUSINESS PARK @ SAN SIMON

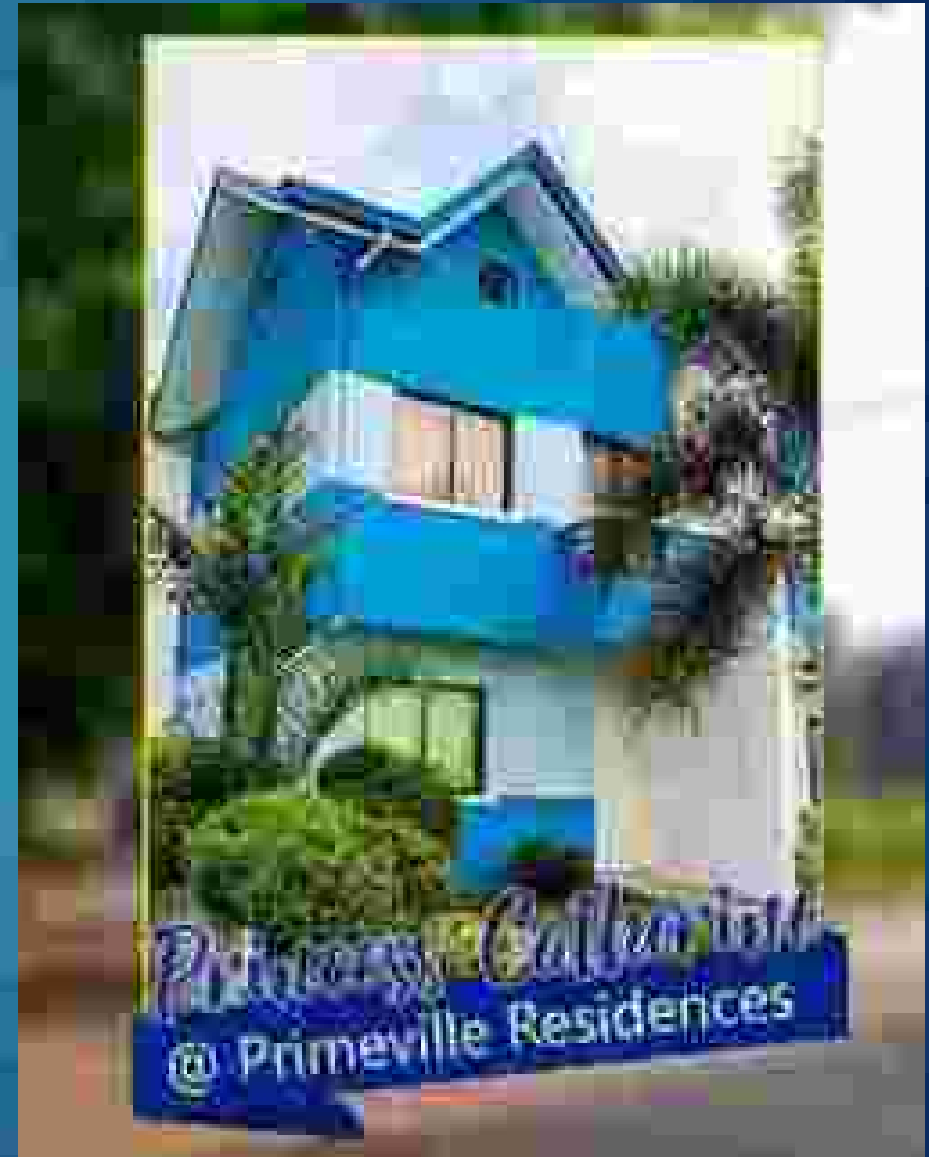
PAMPANGA



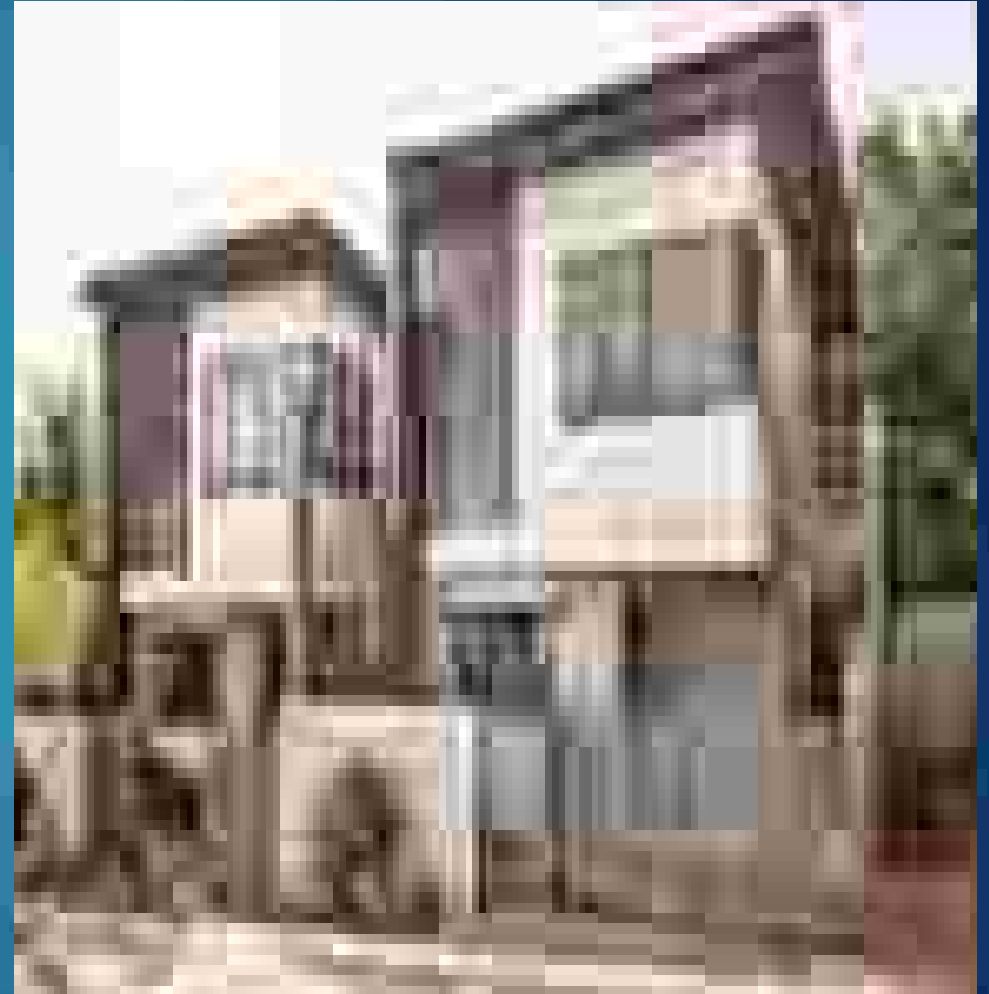
CARMEL CHILD DEVELOPMENT LEARNING CENTER 3- STOREY COMMERCIAL BLDG @ TANDANG SORA, QUEZON



HOUSING – BRIGHT HOMES & REALTY @ STA MARIA, BULACAN



RESIDENTIAL PROJECTS





THANK YOU AND
GOD BLESS