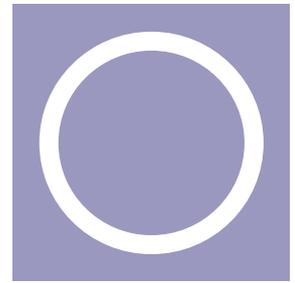


# PURES-tubes

## PURchasing and sales



**DIMENSIONALLY ACCURATE MATERIALS  
PROCESSING SOLUTIONS –  
TIGHTLY CALCULATED, WELL SCHEDULED!**

### **Its ear to the world market – the nose for price and discerning processing...**

PURES-tubes is an international distribution company, which procures at reasonable prices for the series production suitable tube material and various pre-fabrications on the world market. Today is of importance not only to be able to get the tube quality and size at a good price, the focus is more and more the combination material and optimum processing as well as where and at what time a suitable processing can be carried out. Mostly the struggle for compliance with the tolerances and required centricity is a major hurdle that has to be taken for the manufacturer/supplier.

PURES-tubes speaks with its customers e.g. about the surface type, the delivery condition, if cold finished, normalized or hardened etc. "We know where we can let for our customers black finishing,

chromating, phosphating etc.; at special surfaces, we usually find a way and the right price" Holger Villnow, PURES-tubes owner. The company also offers tubes made from boron-alloyed materials such as 22MnB5, 26MnB5 and 34MnB5.

### **Through mixed calculation provide optimal prices**

„As in many other industries stand the costs at the suppliers in the fields of automotive and mechanical engineering for many years under high pressure. Here one must mostly achieve a tightly calculated price through a mixed calculation. The professional exchange in advance helps the customer often of saving money. Through intensive pre-occupation with the project and analysis of the need can often adequate materials be proposed to an even better price. With some projects we are integrated in the

decisions about the processing" so Holger Villnow.

A leading manufacturer of valves and automation components e.g. knows, how he must "talk" with his suppliers. If the product quality requirements are met, the product developers are open to alternative materials, if necessary, also to alternative processing. But that also means that suppliers should know what the purchasing department of a mechanical engineering company requires. Conclusion is that at any innovations, quality and price must be right at the end.



With such innovative products, it is important to work with a supplier who provides the consistent production quality even in challenging parts. Of course, hereby also price aspects must be considered.



## Accompaniment of the customers over longer production periods of time

PURES-tubes supplies to the automotive industry, power plants, heating plants, industrial plants and machinery, as well as the areas of hydraulics / pneumatics.

“To be a series supplier means a compound/binding to the customer over longer production periods and years. This is time intensive, ties up resources, but nonetheless holds the chance to establish a balanced customer/supplier relationship.” But the steel tube specialist PURES-tubes also supplies at individual needs when it is about real specialties.

## Certificates and documentation a must

The company works together exclusively with tube manufacturers, who have certificates in accordance with the requested respectively product to be supplied and can prove adequate checking processes (e.g. DIN EN ISO 9001: 2008, BS OSHAS 18001; ISO/TS 16949, EC-Directive PED 97/23/EC, AD 2000 W2/W4 etc.).

„Because we know that the same is not always the same, the customers trust us in the procurement. That trust in us we want to strengthen in the coming years by even more performance. Thereby we favor quality, this avoids consequential costs and strengthens the sustainable satisfaction of our customers” so Holger Villnow.

## Orders carry out transparently

The sales office consists today of a competent team. The 2009 founded company is on the way to a specialist provider for tubes and precision steel tubes for different applications. Another segment, namely PURES-components, is built up recently. Behind this is head Holger Villnow, the trained steel merchant who has in the former Hoesch AG, Dortmund, laid the foundation for the international tube business. Through his various positions in purchasing and sales in large and medium companies knows the business administrator, what lies behind the requests, what the customer needs. In his highly specialized team are “process experts” with mechanical engineering background and knowledge of the

supplier industry for commercial vehicles. “At the order processing, the professional correct treatment of products as well as transparent processes stand at the very front; it belongs for us but also a fair cooperation in the order-processing thereto” so the company owner furthermore.

## Even service after receipt of payment

“Especially in the series production means reliability the compliance of budgets. We carry out the purchasing and sales for our customers and suppliers well comprehensible. This includes the process tracking for the regional delivery traffic, transports by ship or truck across the continents. Our service does not end after the receipt of payment, i.e. beyond the procurement of additional documents, certificates or data sheets we help also our customers when it is once critical with him. Who is satisfied, comes to us also a ‘second time’ ”.

## Extract from the delivery of services PURES-tubes:

### Tube groups

- Precision steel tubes
- Stainless steel tubes
- Other steel tubes
- Further types possible on request
- Standard and special sizes

### Components partly made from tubes

- Steel bars (machining steel, stainless steel, carbon steel grades)
- Turned parts from steel and non-ferrous metals
- Tubes cut into lengths and processed tubes
- Stamping and flexible parts
- Fittings, Elbows, Flanges. Tees, Caps, Reducers and more

### Material examples

Tubes seamless and welded, DIN/ EN/ ASTM, Duplex; 1.4301, 1.4306, 1.4401, 1.4404, 1.4410, 1.4462, 1.4501, 1.4539, 1.4541, 1.4550, 1.4571, 1.4922, 1.4923, 1.4948; WP321/H, WP304/L, WP316/316L, E235, E355, 25CrMo4, 22MnB5, 26MnB5, P235GH, P265GH, 16Mo3, 13CrMo4-5



**PURES-tubes PUR**chasing and sa**LES**  
Tubes and Components international  
Holger Villnow  
Kobergerstr. 33  
90408 Nuremberg  
Germany

phone +49 (0) 911 9376 9450  
fax +49 (0) 911 9376 9452  
e-Mail [info@pures-tubes.com](mailto:info@pures-tubes.com)  
web [www.pures-tubes.de](http://www.pures-tubes.de)  
[www.pures-tubes.com](http://www.pures-tubes.com)