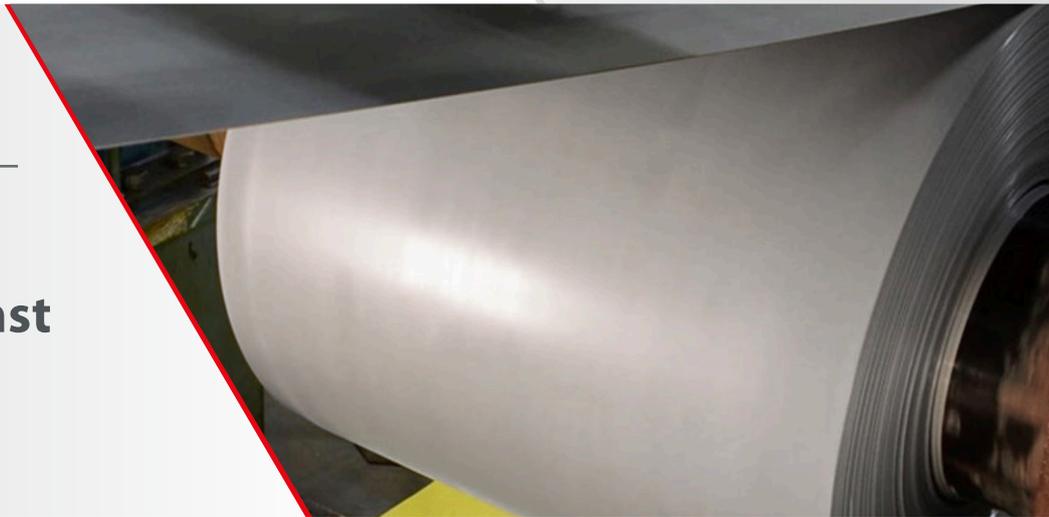


ENSURING STEEL QUALITY

Inspection data for leverage against customer claims



AN EXPERIENCED STEEL PROCESSOR



Heidtman Steel is a metal processor based in Toledo, Ohio, in the United States. It operates from several US locations, including Butler, Indiana, and Granite City, Illinois. These two sites process hot-rolled, cold-rolled, galvanized, and galvanized steel for a diverse range of industries.

Established in 1954, the company's overall production facilities take up more than 2 million square feet, with an annual processing and distribution capacity of more than 5 million tons of steel.

UPGRADING TO AN IMPROVED INSPECTION SYSTEM

Heidtman Steel had inspection systems in place on its pickling lines at the Butler and Granite City facilities. However, this equipment was old, expensive to upgrade, and service was difficult to obtain.

The company wanted to replace each of these aging systems with a new one that had a smaller footprint,

easier to use and maintain, and has adequate service support.

The inspection system is required to inspect the steel for defects including scratches, scale, holes, laminations, dents, roll marks, and repeating defects.

Protecting against customer claims is Heidtman Steel's first priority for inspection, followed by the ability to evaluate its pickle line process.

Chris Barber, General Manager of the Butler facility, said: *"Heidtman Steel is a toll processor which processes materials from many other companies. We require our inspection systems to be accurate and provide clear and descriptive images to gain leverage against customer claims. We also need to be able to accurately assess the quality of our pickling process."*

AN INTEGRATED INSPECTION SOLUTION

To meet the specified requirements, Heidtman Steel chose AMETEK Surface Vision's SmartView® Inspection System. This decision is based on the industry-leading technology provided by AMETEK Surface Vision, the proven results from its existing install base, and the service and support that the company was able to provide.

The SmartView Inspection System was installed at the end of the pickle line, just before the oiling process, at both the Butler and Granite City locations. The pickle lines were selected because this is the part of the process which adds the most value and cost to the material. SmartView was installed in a

configuration at each site to handle the varying pass-line movement.

The new system collects the inspection files in a database connected to a server. The central company database, which stores all the inspection data, can then be accessed by any Heidtman Steel staff using the Open Network Inspection Viewer (ONIV) software.

EFFECTIVE DATA FOR DEALING WITH CLAIMS



Chris Theurer, Inspection Specialist at Heidtman Steel's facility in Cleveland, said: *"With SmartView, we've been getting specific defect locations and images that are present on the material being processed through the pickle lines. This data helps us support our customer claims and material rejections."*

"We have proof of the quality of material that we are receiving, and can understand if our pickle lines are causing any defects or if these come from the incoming material. If the pickle lines are causing the issue, we can correct and modify the process."

"SmartView also helps us to evaluate the efficiency and cleanliness of the acid bath process and lets us identify defect locations so that our slitting operation can remove the defects before shipping."

ABOUT AMETEK SURFACE VISION

AMETEK Surface Vision is a world leader in automated online surface inspection solutions with a broad product portfolio optimized for web and surface inspection and monitoring and process surveillance applications.

Its product portfolio includes two distinct product lines: SmartView® systems and SmartAdvisor® systems. Each product line uniquely enables customers to inspect the surfaces of materials processed in a continuous fashion across the metals, paper, plastics, nonwovens and glass industries.

AMETEK Surface Vision is a unit of AMETEK Process and Analytical Instruments, a division of AMETEK, Inc., a global manufacturer of electronic instruments and electromechanical devices with annual sales of approximately \$5 billion.



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