

# Price List for FOLASTAL® and FOLASTAL STRONCOAT® PRODUCTS

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Effective as of 1 April 2010. Prices are in €/tonne excluding tax and are subject to our General Terms and Conditions for Delivery and Payment. This price list applies to the manufacturing programme of Salzgitter Flachstahl. Deliveries shall be billed according to their actual weight.

(!) By prior agreement

## 1. Parity points

- Siegen (Germany)
- Avilés (Spain)
- Gent Zeehaven (Belgium)
- Seraing (Belgium)
- Charleroi (Belgium)
- Milano (Italy)
- Eisenhüttenstadt (Germany)
- Baracaldo (Spain)
- Fos-sur-Mer (France)
- Dunkerque (France)
- Thionville (France)
- Ijmuiden (Netherlands)

## 2. Basis prices

The thicknesses in this price list are the thicknesses BEFORE painting.

The thickness should be either the midpoint of the tolerance range specified in the order, or the target thickness ordered, whichever value is lower.

### ■ 2.1 Partially effective prices per coil for the basis material:

Hot-dip galvanized sheet of steel grade DX51D  
Zinc coating thickness of 275 g/m<sup>2</sup> – double-sided

Front: Coating (5-7 µm)  
Back: Protective paint (7-10 µm)  
Colouring: acc. to mill standard

### ■ 2.2 Partially effective prices per coil for the basis material:

Stroncoat® sheet of steel grade DX51D  
Zinc-Magnesium coating 140 g/m<sup>2</sup> – double-sided

Front: Coating (5-7 µm)  
Back: Protective paint (7-10 µm)  
Colouring: acc. to mill standard

Width [mm]	700	800	900	1,100	1,300
Thickness [mm]	< 800	< 900	< 1,100	< 1,300	≥ 1,300
0.40 < 0.43	1780	1663	1580	1486	(!)
0.43 < 0.45	1737	1631	1550	1461	(!)
0.45 < 0.48	1671	1603	1524	1438	1415
0.48 < 0.50	1633	1572	1496	1419	1400
0.50 < 0.53	1598	1543	1466	1396	1379
0.53 < 0.55	1574	1516	1443	1382	1369
0.55 < 0.58	1552	1491	1423	1368	1357
0.58 < 0.60	1530	1471	1405	1357	1349
0.60 < 0.63	1505	1447	1382	1340	1334
0.63 < 0.65	1486	1430	1370	1331	1327
0.65 < 0.68	1469	1415	1358	1319	1316
0.68 < 0.70	1456	1400	1348	1311	1309
0.70 < 0.73	1439	1385	1335	1299	1298
0.73 < 0.75	1424	1373	1325	1294	1293
0.75 < 0.78	1413	1362	1318	1289	1289
0.78 < 0.80	1399	1352	1310	1283	1283
0.80 < 0.83	1386	1344	1306	1277	1277
0.83 < 0.85	1375	1337	1301	1273	1273
0.85 < 0.88	1370	1333	1299	1269	1269
0.88 < 0.90	1363	1327	1294	1264	1262
0.90 < 0.93	1354	1315	1285	1258	1258
0.93 < 0.95	1340	1307	1278	1253	1253
0.95 < 0.98	1333	1305	1276	1249	1249
0.98 < 1.00	1321	1294	1267	1241	1241
1.00 < 1.10	1309	1286	1260	1231	1229
1.10 < 1.20	1294	1273	1246	1222	1220
1.20 < 1.30	1268	1246	1227	1206	1204
1.30 < 1.40	1249	1226	1205	1184	1182
1.40 < 1.50	1242	1220	1198	1176	1174
1.50 < 1.75	1239	1218	1196	1174	1172
1.75 ≤ 2.00	1237	1215	1192	1170	1168

Width [mm]	700	800	900	1,100	1,300
Thickness [mm]	< 800	< 900	< 1,100	< 1,300	≥ 1,300
0.38 < 0.41	(!)	(!)	(!)	(!)	(!)
0.41 < 0.43	(!)	(!)	(!)	(!)	(!)
0.43 < 0.46	(!)	(!)	(!)	(!)	(!)
0.46 < 0.48	(!)	(!)	(!)	(!)	(!)
0.48 < 0.51	(!)	(!)	(!)	(!)	(!)
0.51 < 0.53	(!)	(!)	(!)	(!)	(!)
0.53 < 0.56	(!)	(!)	1423	1368	1357
0.56 < 0.58	(!)	(!)	1405	1357	1349
0.58 < 0.61	(!)	(!)	1382	1340	1334
0.61 < 0.63	(!)	(!)	1370	1331	1327
0.63 < 0.66	(!)	(!)	1358	1319	1316
0.66 < 0.68	(!)	(!)	1348	1311	1309
0.68 < 0.71	(!)	(!)	1335	1299	1298
0.71 < 0.73	(!)	(!)	1325	1294	1293
0.73 < 0.76	(!)	(!)	1318	1289	1289
0.76 < 0.78	(!)	(!)	1310	1283	1283
0.78 < 0.81	(!)	(!)	1306	1277	1277
0.81 < 0.83	(!)	(!)	1301	1273	1273
0.83 < 0.86	(!)	(!)	1299	1269	1269
0.86 < 0.88	(!)	(!)	1294	1264	1265
0.88 < 0.91	(!)	(!)	1285	1258	1258
0.91 < 0.93	(!)	(!)	1278	1253	1253
0.93 < 0.96	(!)	(!)	1276	1249	1249
0.96 < 0.98	(!)	(!)	1267	1241	1241
0.98 < 1.08	(!)	(!)	1260	1231	1229
1.08 < 1.18	(!)	(!)	1246	1222	1220
1.18 < 1.28	(!)	(!)	1227	1206	1204
1.28 < 1.38	(!)	(!)	1205	1184	1182
1.38 ≤ 1.48	(!)	(!)	1198	1176	1174
1.49 < 1.75	(!)	(!)	(!)	(!)	(!)
1.75 ≤ 2.00	(!)	(!)	(!)	(!)	(!)

Thickness above 2.00 mm on request. Widths less than 700 mm on request.  
Other substrate material upon request.

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## 3. Extra charges

### 3.1 Extra charges for steel grades:

Hot-dip galvanized sheet and Stroncoat® sheet

DIN EN 10346	
DX51D	0
DX52D	25
DX53D	52
DX54D	90
S220GD	0
S250GD	5
S280GD	15
S320GD	25
S350GD	40

Other steel grades: upon request

### 3.2 Discounts for zinc coatings

The normal coating is in compliance with the following coating categories:

- 275 g/m<sup>2</sup> double-sided – for hot-dip galvanized material acc. DIN EN 10346
- 140 g/m<sup>2</sup> double-sided – for Stroncoat® sheet acc. DIN EN 10346

and all features described in the Characteristic Steel Features Brochure "Flat steel products with organic strip coating" in the respective newest version (as published by Stahl-Informations-Zentrum [Steel Information Centre], Duesseldorf) or a DIN EN specification replacing it.

In case of different coatings the following supplements and discounts shall apply.

When ordering a maximum coating or a minimum coating per side within a single coating category, billing shall be subject to prior clarification of manufacturing availabilities..

Coatings shall be tested in accordance with the above-mentioned DIN standards as well as the Characteristic Steel Features Brochure "Flat steel products with organic strip coating".

#### 3.2.1 Hot-dip galvanized material acc. DIN EN 10346

Coating [g/m <sup>2</sup> ] Thickness [mm]	Z	≤ 150	151 – 225
0.40 < 0.50		- 25	- 9
0.50 < 0.60		- 20	- 7
0.60 < 0.80		- 15	- 5
0.80 ≤ 1.25		- 10	- 3
> 1.25		- 5	- 2

Thicker zinc coatings are subject to prior acceptance by the supplying mill.

#### 3.2.2 Stroncoat® sheet acc. DIN EN 10346

Coating [g/m <sup>2</sup> ] Thickness [mm]	ZM	100
0.38 < 0.48		(!)
0.48 < 0.58		- 7
0.58 < 0.78		- 5
0.78 ≤ 1.23		- 3
> 1.23		- 2

Other ZM coatings are subject to prior acceptance by the supplying mill.

### 3.3 Extra charges/discounts for specific quantities

shall apply within the respective thickness ranges for:

- self-contained production of an ordered tonnage for a single recipient and a single destination
- the ordered tonnage per type of coating and per colour in case of paints
- the ordered tonnage in case of films

Quantity of [t] Thickness [mm]	< 20	20 < 50	50 < 100	≥ 100
0.40 < 0.80	50	25	0	- 20
0.80 < 1.25	60	35	0	- 15
≥ 1.25	80	45	20	0

Minimum purchase quantity in identical specification is one coil unit (18 - 22 kg/mm width)

### 3.4 Extra charges for reduced tolerances

acc. to DIN EN 10131 or DIN EN 10143 (2006)

Close tolerance on thickness	15
Close tolerance on width	15

### 3.5 Extra charges for coil weights

Coils (without slit strip)

Width [mm] Coil weight [t]	700 < 800	800 < 1,100	≥ 1,100
4 < 6	15	22	27
≥ 6	0	0	0

### 3.6 Packaging

Weighing and billing is gross for net. Wood required for packing is included in the weighing.

Standard packaging for coils:

Base: Coils without wooden skid, horizontal axis

Wrapping types: with or without paper, with edge protection and packaging straps.

Special or seaworthy packaging:

Subject to acceptance and special charges

(Cp. Characteristic Steel Features Brochure "Flat steel products with organic strip coating" – published by Stahl-Informations-Zentrum [Steel Information Centre], Düsseldorf.)

### 3.7 Extra charges for materials testing certificates

acc. to DIN EN 10204

Attestation of conformity with the order	2.1	0
Test certificate	2.2	3
Acceptance test certificate	3.1	5

Personal acceptance costs are at the charge of the ordering party.

### 3.8 Transport

The extra charge for transportation is calculated for the number of tonnes and based on the weighed tonnage including packaging.

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## 3.9 Extra charges for coating systems – per side

	RSL	SP	SP	Lightings White goods	PVDF	HDP	HDP Dickschicht	Protective film transparent
Thickness [mm]	12 µm/S	25 µm/S	15 µm/S	25 µm/S	25 µm/S	25 µm/S	50 µm/S	
0.40 < 0.43	14	103	71	207	350	167	388	102
0.43 < 0.45	14	99	68	198	334	156	364	97
0.45 < 0.48	13	93	64	187	314	149	348	90
0.48 < 0.50	13	91	63	181	301	140	323	86
0.50 < 0.53	12	86	60	174	285	135	307	80
0.53 < 0.55	12	84	59	170	275	128	291	76
0.55 < 0.58	11	81	57	163	261	124	280	72
0.58 < 0.60	11	79	55	157	252	117	264	69
0.60 < 0.63	10	73	51	147	239	113	253	67
0.63 < 0.65	10	70	49	139	231	107	242	66
0.65 < 0.68	9	64	43	128	219	103	234	64
0.68 < 0.70	8	61	41	122	212	97	222	63
0.70 < 0.73	7	56	37	113	202	94	214	61
0.73 < 0.75	7	55	36	109	197	90	205	60
0.75 < 0.78	7	53	36	107	189	88	199	57
0.78 < 0.80	7	53	36	106	185	85	191	55
0.80 < 0.83	7	53	36	106	179	84	185	52
0.83 < 0.85	7	53	36	105	176	81	178	50
0.85 < 0.88	7	52	36	103	170	79	173	48
0.88 < 0.90	7	50	34	100	166	77	166	47
0.90 < 0.93	6	47	32	95	160	74	161	46
0.93 < 0.95	6	45	31	91	156	72	155	45
0.95 < 0.98	6	43	29	85	150	70	150	45
0.98 < 1.00	5	41	27	83	146	67	144	45
1.00 < 1.10	5	40	27	79	135	67	140	39
1.10 < 1.20	5	36	25	73	123	61	118	36
1.20 < 1.30	5	36	25	71	115	57	100	32
1.30 < 1.40	5	36	26	72	109	53	85	28
1.40 < 1.50	3	25	16	51	97	46	71	31
1.50 < 1.75	3	25	17	49	84	44	64	25
1.75 ≤ 2.00	3	21	14	41	72	38	53	22

Other painting systems on request

## 3.10 Colours

Thickness [mm]	0.40 < 0.70	0.70 < 1.00	1.00 < 1.25	≥ 1.25
Paint group 1	0	0	0	0
Paint group 2	12	9	5	3
Metallic(*)	30	23	20	18
Others	(!)	(!)	(!)	(!)

(\*) approximation RAL 9006/9007, other metallic tones as per customer sample

## 3.12 Colour palette

Paint group 1	Paint group 2
1013(*) Pearl white	3003(*) Ruby red
1014(*) Ivory	3005(*) Wine red
1015(*) Light ivory	3009(*) Oxide red
7004(*) Signal grey	3011(*) Brown red
7016(*) Anthracite grey	5003(*) Sapphire blue
7030(*) Stone grey	5005(*) Signal blue
7035(*) Light grey	5008(*) Grey blue
7037(*) Dusty grey	5010(*) Gentian blue
9001(*) Cream	5012(*) Light blue
9002(*) Grey white	6002(*) Leaf green
9003(*) Signal white	6005(*) Moss green
9005(*) Jet black	8004(*) Copper brown
9010(*) Pure white	8011(*) Nut brown
9016(*) Traffic white	8012(*) Red brown
	8016(*) Mahogany brown
	8017(*) Chocolate brown
	8019(*) Grey brown
	9006(*) White aluminum
	9007(*) Grey aluminum

(\*) RAL code that is the closest approximation

Note: For metallic tones of paint group 2, both extra charges will be applied.

## 4. General

4.1 In case of deliveries in coils, coil weights may be between 75 % and 125 % of the ordered or confirmed weight. Up to 20 % of the tonnage per item may be supplied with a weight between 25 % and 75 % of the confirmed coil weight. Lightweight coils of less than 25 % cannot always be avoided and may therefore be part of the shipment.

4.2 In case of deliveries in coils and as sorting is not possible, there might be up to 2 % defects per item. The proportion of defects may be higher inside individual coils.

4.3 In case of deliveries in coils, plates or cut-to-length units may only be in conformity with the mill standard or other respective standards, when the processing party has cutting and alignment facilities of an equally high quality.

## 4.4 Weighing tolerances on ordered quantities per item

The following excess deliveries or short deliveries are permitted per item on ordered quantities:

< 30 t	+/-20 %
≥ 30 t	+/-10 %

In addition, weight discrepancies resulting from dimensional tolerances must also be taken into consideration. We also reserve the right to stipulate the delivery of certain minimum quantities (depending on the product units).

4.5 We request that you observe the valid version of the document "Characteristic Properties 093 – Organically Coil-Coated Flat Steel Products" with regard to transport, storage and subsequent processing.