

UK STEEL

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MAXIMISING VALUE: POSITIVE PROCUREMENT OF STEEL

**GUIDANCE FOR SIGNATORIES
OF THE UK STEEL CHARTER**

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BACKGROUND



The UK, Scottish, and Welsh Governments are publicly committed to the implementation of measures to open up opportunities for UK steel producers to supply into public construction and infrastructure projects. To this end, all three governments have published their own procurement guidance documents¹ in order to drive positive changes to procurement practices and deliver this objective.

The reasons for this commitment and policy direction are clear and numerous. Amongst other benefits, maximising opportunities for UK manufacturers and suppliers can:

- Increase the economic value a project delivers to the UK
- Increase the ability and potential of each project to spread its economic benefits across the UK
- Increase the interest in the competitive process and therefore help deliver best value for money
- Deliver against a wider range of outcomes beyond just upfront cost, such as the social and environmental benefits that can flow from procurement decisions²
- Provide a strong pipeline of projects in the UK that helps anchor manufacturing and accompanying innovation here in the UK.

‘Investments in infrastructure, and our decisions on procurement, are among the government’s most significant interventions in the economy’

The 2020 Procurement Green Paper ‘Transforming Public Procurement’ commits to encouraging suppliers to take into consideration the social and environmental and economic impacts and allows buyers to go beyond the subject matter of the contract. There is significant potential here, to use procurement as a tool that builds back better from the COVID crisis and adds value to the UK economy.

The UK Steel Charter, and this accompanying guidance, supports and builds upon government intention in this area. The Charter enables government departments, devolved administrations, local authorities and private organisations, to publicly signal their commitment to its principles and consider key practical actions they will take.

A PIPELINE OF POTENTIAL

The UK, Scottish and Welsh Governments, as part of their ongoing commitments to steel procurement, annually publish pipelines for their future steel requirements.

The UK Government Steel Procurement Pipeline³, which shows the future steel requirements (where known) for national infrastructure projects, shows that the government plans to use a minimum of over 4.9 million tonnes of steel over the next decade, worth upwards of £3 billion in value. This list of upcoming projects is far from exhaustive.

Looking at construction in the UK more widely, the construction of buildings and infrastructure in the UK directly contributes over £100 billion a year to the UK economy. However, the indirect impact of this activity, via materials and equipment purchased from UK supply chains, boosts this economic contribution greatly.

Around 5.7 million tonnes of steel are used in construction and infrastructure each year in the UK. Currently half of this is supplied by UK steel producers, leading to an economic contribution to the UK, including

wages and taxes, of almost £800 million. With the other half of steel requirements for construction currently imported, there exists an opportunity to double the economic contribution to the UK through the increased use of UK produced steel.

As the Government noted in the 2020 Procurement Green Paper, ‘by improving public procurement, the Government can not only save the taxpayer money but drive social, environmental and economic benefits across every region of the country’. Clearly, in improving the procurement of steel there is a huge opportunity⁴ to benefit the nation as a whole.

‘We have a massive opportunity, Mr Speaker, because this government has engaged on a £640 billion infrastructure campaign...they will call for millions and millions of tonnes of British steel, and now Mr Speaker, thanks to leaving the European Union we have an opportunity to direct that procurement at British Firms in a way that we would want to do.’

Boris Johnson at PMQs, 24th March 2021

THE UK STEEL INDUSTRY IN NUMBERS

33,700

PEOPLE EMPLOYED
DIRECTLY IN THE UK
STEEL INDUSTRY

42,000

FURTHER JOBS
SUPPORTED IN
SUPPLY CHAIN AND
LOCAL COMMUNITIES⁵

£2.1bn

DIRECT CONTRIBUTION
TO UK GVA

£2.7bn

INDIRECT
CONTRIBUTION
TO UK GVA

33%

HIGHER THAN THE UK
NATIONAL AVERAGE
SALARY⁶

45%

HIGHER THAN THE
REGIONAL AVERAGE
WAGE IN WALES,
AND YORKSHIRE &
HUMBERSIDE WHERE
JOBS ARE CONCENTRATED

PRODUCES

7mt

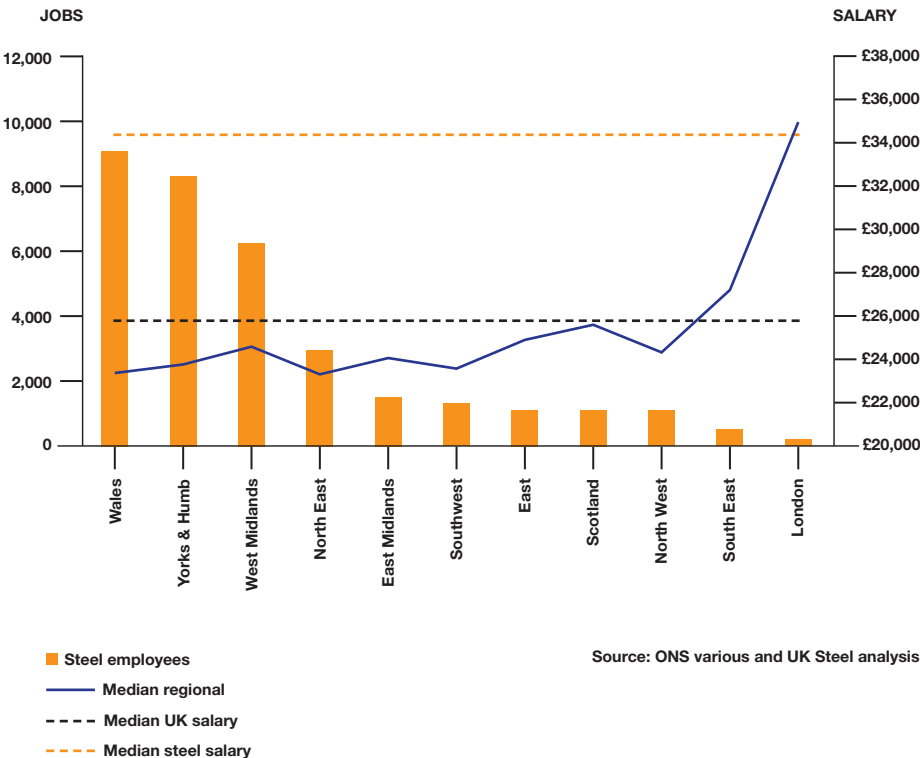
OF CRUDE STEEL A
YEAR, AROUND 81%
OF THE UK'S ANNUAL
REQUIREMENT⁷

MAKES

£1.7bn

DIRECT CONTRIBUTION
TO THE UK'S BALANCE OF
TRADE⁸

UK steel employment by region, median regional salary, and median steel salary



INVESTING IN THE FUTURE



Steel companies engage heavily with schools and colleges in their local communities, attending hundreds of events every year and providing meaningful work experience.

- The UK steel industry is dedicated to adding social value by developing home-grown skills and knowledge. Our future is heavily reliant upon nurturing talent within the UK, and our local communities.
- The UK steel industry employs 600 apprentices throughout the UK with plans to increase this, taking on 200 more apprentices each and every year.
- These apprentice places are highly sought after, with over 6000 applications each year. That's more than the competition for a place at Oxford University.
- It's not just about apprenticeships though; 65% of our technical workforce is educated to graduate level and 40% hold post-graduate qualifications.
- The UK steel industry has supported over 250 PhDs to date. For example, Tata Steel's relationship with Swansea University has created a regional centre of excellence, linking the supply chain to new research projects, commercial opportunities as well as funding, training and further collaborations⁹.
- Steel companies engage heavily with schools and colleges in their local communities, attending hundreds of events every year and providing meaningful work experience¹⁰. These schemes give invaluable work experience to school pupils and college students in areas where such opportunities can be in short supply.

SUSTAINABILITY BENEFITS

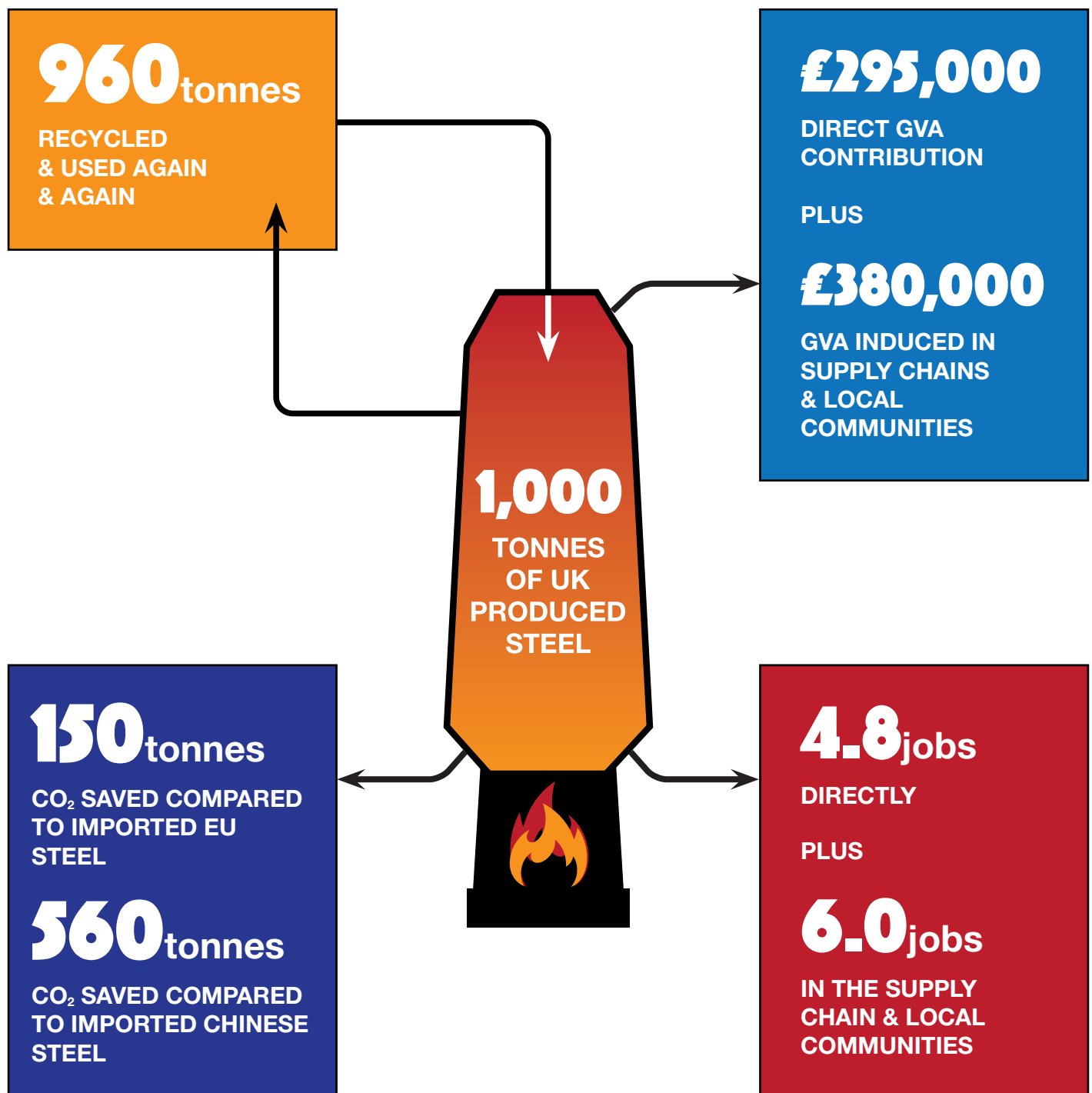


Beyond the jobs and skills supported by the procurement of UK steel there are a number of other sustainability benefits that can add social value to your projects and may contribute to your corporate social responsibility aims. These include:

- All steel construction products produced in the UK are certified to BRE Standard BES 6001 – an independent responsible sourcing certification which accounts for both our supply chains and operations, from raw materials to final steel product.
 - Sourcing products locally cuts down significantly on transport related carbon emissions. A tonne of steel transported within the UK produces less than 10kg CO₂/tonne, on average. Compare this to steel imported from the EU at 160kg CO₂/tonne or from China at 550kg CO₂/tonne.
 - This soon adds up when you consider the UK imports over 6 million tonnes of steel each year from all over the world. The emissions related to the transportation of this is an estimated 1.4 million tonnes¹¹. That's the carbon footprint of 200,000 people here in the UK.
 - Steel reinforcing bar (rebar), one of the most commonly used construction steel products, is made from 100% recycled content in the UK and is almost 40% less carbon intensive¹² than that produced elsewhere in the EU: 600 kg CO₂/tonne delivered for UK steel, compared to 945kg CO₂/tonne from the EU.
- Sourcing products locally cuts down significantly on transport related carbon emissions.**
- Steel as a material also has excellent sustainability credentials. It is a unique material in its 100% recyclability and ability to even be 'upcycled' after use to produce higher strength steels. In the UK 96% of construction steel is recovered and recycled¹³.
 - The steel industry is at the forefront of green innovation. We are committed to decarbonising our economy and working in collaboration with other sectors, we are funding research that will deliver emissions reductions in our products and across wider society.

THE BENEFITS AND SOCIAL VALUE OF UK PRODUCED STEEL

The Benefits and Social Value of 1,000t of UK Produced Steel

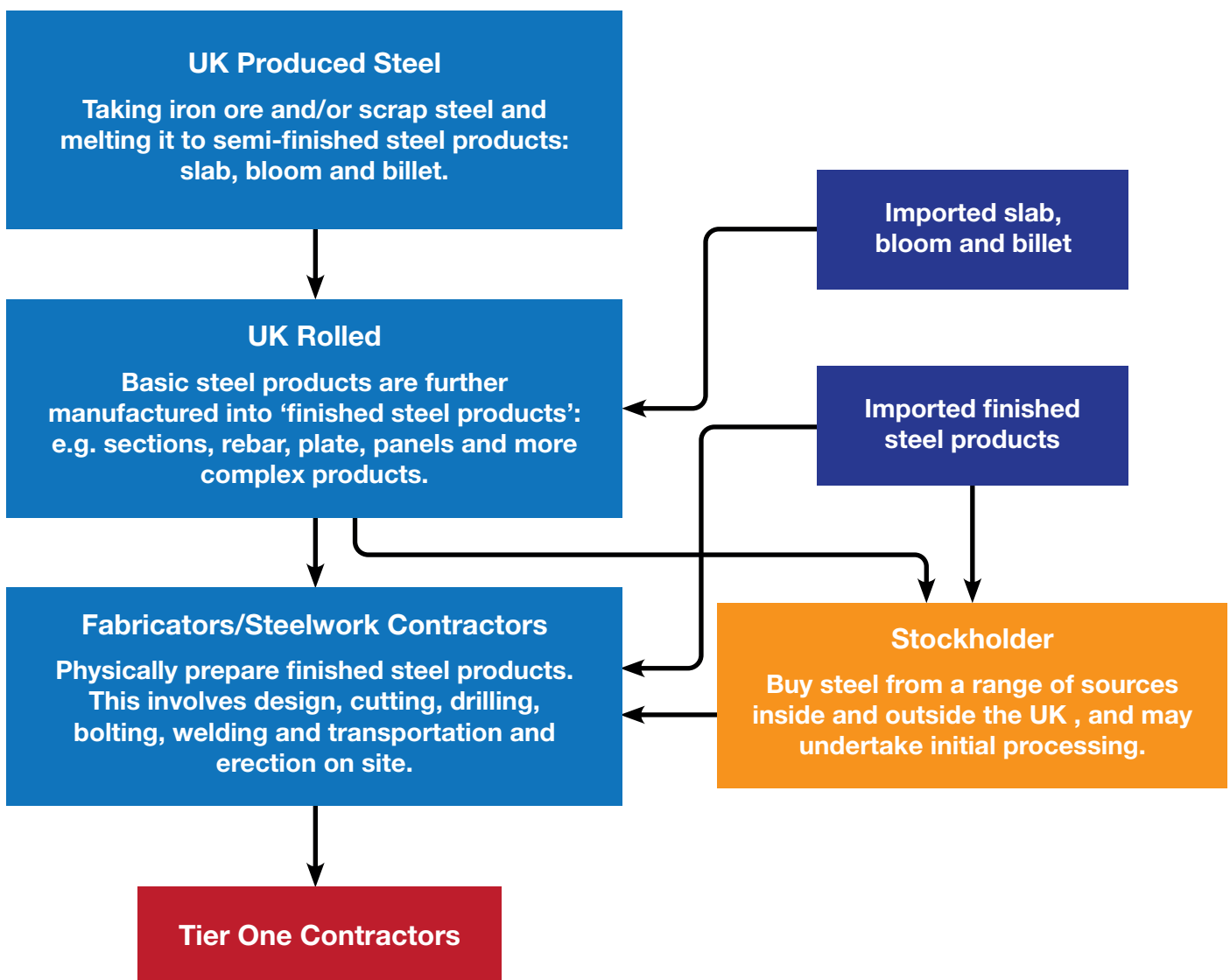


CONSTRUCTION STEEL SUPPLY CHAINS

Understanding the benefits your procurement decisions can have for UK jobs, the UK economy and the environment requires an understanding of where your steel is produced, as well as processed or fabricated. Fabricators and Steelwork Contractors are key to knowing the producer origin of your steel as they will have a record of this via test certificates, whether they purchased direct from a steel producer or a stockholder.

The further back in the UK supply chain your steel originated, the bigger the potential economic contribution to the UK. Using a UK fabricator or steelwork contractor will contribute a certain amount, a UK steel stockholder will add further, still further is added if it was rolled in the UK and the maximum value can be delivered by sourcing steel that started its life as raw products in a UK steel plant.

The Steel Supply Chain



STEEL AS A CONSTRUCTION MATERIAL OF CHOICE



FAST, EFFICIENT, RESOURCEFUL



Steel can be assembled quickly and efficiently in all seasons. Components are pre-manufactured off-site with minimal on-site labour. A whole frame can be erected much more quickly, with a corresponding 20% to 40% reduction in construction time relative to on-site construction, depending on a project's scale.



ADAPTABLE AND ACCESSIBLE

These days, a building's function can change dramatically and rapidly. A tenant may want to make changes that increase floor loads significantly. Walls may need to be repositioned to create new interior layouts based on different needs and space usage. Steel-built structures can cater for such changes.



LESS COLUMNS, MORE OPEN SPACE

Steel sections provide an elegant, cost-effective method of spanning long distances. Extended steel spans can create large, open plan, column free internal spaces, with many clients now demanding column grid spacing over 15 metres. In single storey buildings, rolled beams provide clear spans of over 50 metres.



ENDLESSLY RECYCLABLE & REUSABLE

When a steel-framed building is demolished, its components can be reused or circulated into the steel industry's closed-loop recycling system for melt down and repurposing. Steel can be reused and recycled endlessly without loss of properties. Nothing is wasted.

STEEL FOR OFF-SITE MANUFACTURING (OSM)



OSM is increasingly being considered and used to service a wide range of construction and infrastructure projects. Two thirds of construction executives expect to double the amount of construction work they carry out using OSM over the next five years¹⁴.

Steel has long sat at the centre of the construction technique, offering a wide range of benefits to all parties concerned, including the local community:

- **Speed of completion:** Offsite hubs by their very nature are well linked and well-resourced sites, allowing the construction teams to focus on the build thus significantly improving the speed of construction.
- **Improved quality:** Clients have more time to check the material meets specification without the typical time pressures that exist on site i.e. other trades.
- **Minimal disruption:** Factory-based construction minimises time on site, meaning less noise and disruption, as well as a cleaner, safer, less congested site.
- **Cost and time certainty:** Factory-built projects are not subject to weather-related delays or site-based skills shortages, so buildings can be completed on time and on budget.

Steel has long sat at the centre of the construction technique, offering a wide range of benefits to all parties concerned, including the local community.

- **Future flexibility:** Steel buildings can easily be expanded, reduced, reconfigured or even relocated to meet your changing needs.
- **Reduced waste:** OSM for construction can generate significantly less waste than traditional on-site building methods.

UK STEEL PRODUCERS

There are six steel producers in the UK: British Steel; Celsa UK; Liberty Steel; Outokumpu; Sheffield Forgemasters; Tata Steel UK Ltd. The four companies profiled in this guidance supply substantial volumes into construction and infrastructure projects. A full list and further information about all steel producers in the UK can be found on the UK Steel website¹⁵

BRITISH STEEL

Contact: Lisa Coulson
Head of Marketing
Lisa.Coulson@Britishsteel.co.uk

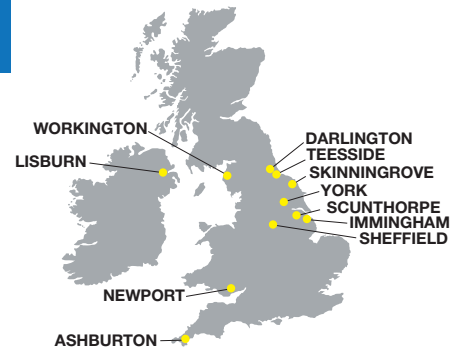
Workforce: 4,000 across the UK

Capacity: 3Mt per year

Construction Products:



- Full range of rails, including specialist products such as noise reduction rail, and steel sleepers
- Full range of structural sections including beams, columns, angles and channels
- Special profiles including bulb flats, crane rail and mining applications, and construction/material handling equipment components
- Wire rod for construction, automotive and engineering applications.



CELSA UK

Contact: Chris Hagg
Head of External Affairs
CHAGG@celsauk.com

Workforce: 2,000 across the UK

Capacity: 1.2Mt per year

Products:



- Reinforcing Bar in straight lengths and coil for construction
- Merchant bar and structural sections, including flats, rounds, channels and angles for construction and light engineering purposes
- Wire Rod for construction, wire working and general engineering applications.



TATA STEEL UK LIMITED

Contact: Kamal Rajput
Business Development Manager
kamal.rajput@tatasteeleurope.com

Workforce: 8,000 across the UK

Capacity: 4.5Mt per year

Products:



- Hot, Direct and Cold-Rolled engineering steels
- Full range for the automotive industry including HDG steels, cold-rolled steels, blanks & tailor welded blanks
- Comprehensive structural portfolio including hollow sections & decking
- Building Envelope range including exterior pre-finished steel, wall & roof systems
- Metallic coated steels
- Full range of electrical steels
- Packaging and tinplate & ECCS



LIBERTY STEEL

Contact: Michael Horan
Chief Commercial Officer
michael.horan@libertysteelgroup.com

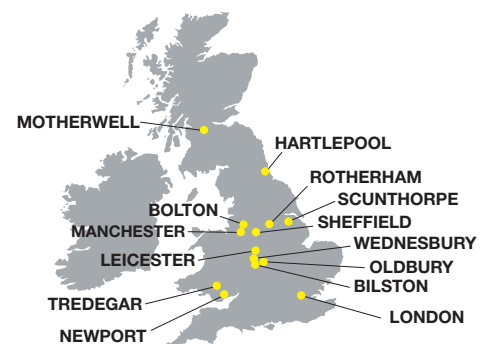
Workforce: 2,800 across the UK

Capacity: 3Mt per year

Products:



- Cast steel products including ingots, blooms, billets, engineering bar, narrow and precision steel strip for a range of applications
- Merchant bar, light sections and de-bar
- Flat products such as hot rolled coil and plate
- Pipe and tube, ranging from precision tube to structural hollow sections to large diameter energy (API) pipe



POSITIVE PROCUREMENT STEPS

UK Steel Charter Commitments:

Signing the UK Steel Charter and making a public commitment to its aims and objectives is an important and substantial step for organisations in itself and one we would welcome as many as possible to take. However, to have a real impact it is important, where possible, that organisations take practical steps, implementing small changes in their approach to the procurement of steel that can lead to a big impact on the ground. The below is a list of practical actions signatories could consider taking:

- Develop and publish/share a future steel pipeline or, where relevant, contribute fully to those produced by the UK, Scottish and Welsh Governments
- Record and report to UK Steel, the levels of UK-produced steel used in projects, or, where relevant, contribute fully to the annual UK government compliance data collection
- Place a requirement in appropriate contracts requiring the origin of steel to be provided to you for recording and reporting purposes
- Stipulate use of steel products accredited to BRE Standard BES 6001, or equivalent
- Advertise opportunities for steel providers on relevant procurement portals and/or require your contractors and sub-contractors to do so
- Introduce a requirement for tender applications to include supply chain plans
- Host engagement meetings/events for major projects in advance of procurement decisions being made
- Develop your organisation's approach to the 'most economically advantageous tender', importantly taking into account social and environmental considerations in relation to steel procurement
- Appoint a 'UK supply chain champion' to manage engagement with steel sector, and other suppliers, and drive positive improvements to procurement practises
- Use UK-produced steel to meet KPIs for your organisation's corporate social responsibility commitments
- Where possible, use British quality standards of steel when detailing steel requirements in project plans

This list isn't exhaustive, nor is it intended that signatories should commit to all of them. We realise that all organisations are different, it is therefore up to each to choose the most practical and suitable measures for themselves. Depending on the nature of your organisation or project(s) some of these actions may sit directly with you, or may need to be fed through to and implemented by your contractors and/or subcontractors. The remainder of this document goes into more detail on some of the actions organisations can take.

The UK Steel Charter does not exist in isolation. The practical steps in this document can be read alongside established public guidance in this area, including:

- UK Government: Procurement Policy Note 11/16 – Procuring Steel in Major Projects¹⁶
- Welsh Government: Procurement Advice Note – Supporting the Sourcing of Steel in Major Construction and Infrastructure Projects in Wales¹⁷
- Scottish Government: Guidance relating to the sustainable procurement of steel in major projects¹⁸
- UK Government: Procurement Policy Note 09/16: Procuring for Growth Balanced Scorecard¹⁹
- UK Government: Public Contracts Regulations 2015 – Guidance on Awarding Contracts²⁰

Produce a Steel Pipeline

The Department for Business, Energy and Industrial Strategy has worked with UK Steel in recent years to develop and publish an annual UK Government Steel Procurement Pipeline. The Welsh and Scottish Governments also publish annual pipelines. These pipelines detail the future steel requirements of central public projects in the coming years. This is enormously useful to the steel sector in helping us understand future opportunities, signposting where to establish early engagement with projects and contractors, and ensuring we have the necessary capacity to deliver major projects.

For those departments or bodies already feeding into existing government pipelines, we would ask you to continue to do so and to work with the steel sector to improve the quality and quantity of this data where necessary.

For other signatories to the Charter not feeding into existing government pipelines, we would ask you to consider developing your own pipeline and sharing it with the sector, or even publishing it. This would help us have a far better and more detailed picture of the future opportunities available to us. If required, the steel sector could help you in this process and at the same time offer our expertise, working with steel companies could identify potentially advantageous design solutions early in project planning.

Advertise Commercial Opportunities

Beyond developing a steel pipeline, organisations could consider advertising tendering opportunities for steel, or other materials, through relevant procurement portals. Most likely, this would be implemented through a contractual requirement for tier one contractors, or their subcontractors, to do so.

Pre-Procurement Planning

Leaving consideration of the supply chains until the tender and contract award phase greatly reduces opportunities to influence supply chain decisions, particularly where reinforcing and structural steel products are concerned as these will be required in the early stages. Four potential measures to improve early engagement would be:

- Holding engagement events or roundtables for potential producers and suppliers.
- Requiring those tendering for contracts to present supply chain plans. If done just in relation to steel this could be as simple as setting out how steel will be tendered for, or if already known, how and from which supplier steel will be sourced. Alternatively, many organisations may wish to consider requesting more comprehensive plans, looking at issues such as local content, innovations, skills, and job opportunities right across project supply chains.
- Appointing a 'UK supply chain champion' within your organisation to act as a point of contact for steel producers and to help promote the aims of the UK Steel Charter and the objectives of maximising local content more widely. The Welsh government already has a "supply champion", and this could act as a model for others to follow.
- Organisations should ensure where possible, project plans use British quality standards of steel when detailing steel requirements for their projects. BSI has a list of these British steel standards on their website.

POSITIVE PROCUREMENT STEPS

Monitoring UK Content

The Department for Business, Energy and Industrial Strategy publishes data on compliance with the Government steel procurement guidance (PPN 11/16), for those departments and bodies subject to the PPN we would ask that you continue to feed into this process. For other organisations, we would welcome the opportunity to work with you to record this information.

Recording and reporting on the level of UK steel used in your projects is the most meaningful way of tracking progress against a key objective of opening up supply opportunities for UK steel companies. Organisations could set a baseline and track progress against this either on an annual or biannual basis. Publishing or sharing it with UK Steel would allow the industry to identify where our engagement could improve or where modifications to the procurement approach could be made. Knowing who manufactured the materials in your building is clearly important for building safety reasons as well as for any assessments you may want to make on the social or environment impact of your steel procurement decisions.

Organisations may encounter push back when asking for this information, particularly if projects have already begun. However, you should be aware that steel producers already have to supply test certificates with all their products to stockholders and steelwork contractors' which easily provide for identifying their origin at a later date. To avoid difficulties at a later stage, ask for this information up front or place a requirement in appropriate contracts requiring steel suppliers and contractors to provide origin details.

Product Accreditation – BES 6001

All steel construction products produced in the UK are certified to BRE Standard BES 6001. This is a third party assessed and certified way to check that materials have been responsibly sourced. It addresses responsible sourcing of construction products and provides a framework for the organisational governance, supply chain management and environmental and social aspects that must be assessed to ensure the responsible sourcing of construction products. It is a holistic approach to managing a product from the point at which component materials are mined or harvested, through to manufacture and processing. Stipulating that steel products used in your projects must be certified to this standard is a simple and straightforward way of knowing you're procuring responsibly produced steel.

Social Value and Pre-Qualification Questionnaires:

Lots of organisations and companies place a strong emphasis on the social value of their projects. Social value can be considered at procurement stage by requiring suppliers to show skills, training and job opportunities, economic contribution to the local or national economy, or even the health and safety records for workers in steel plants. Pre-Qualification Questionnaires at supplier selection stage are one way of making an assessment in regards to social value factors. You would have significant flexibility to design such questionnaires in a manner which delivers against your wider project objectives and in line with your view of the most economically advantageous tender.

Corporate Social Responsibility Performance Indicators

Most large organisations already have corporate social responsibility built into their strategic aims and objectives, alongside a number of key performance indicators to work towards. The steel sector can work with organisations to build in steel charter commitments to existing social responsibility and/or procurement policies and demonstrate how they will assist in meeting KPIs.

Corporate Publicity

UK Steel will create a dedicated section on our website to celebrate those organisations that sign the UK Steel Charter and apply recommendations within it. This section of the website will include a list of those steel charter partners, including logos, case studies showing how the procurement guidelines are being applied and provide information to other interested parties on how they can work towards signing the Charter. UK Steel will also work with signatories to generate good news stories in the local and national media.

Balanced Scorecard Approach

The Government Public Procurement Notice: Procuring Growth Balanced Scorecard sets out a number of ways an organisation can maximise the positive impact of public procurement on economic growth by taking full account of the value suppliers can offer and balancing matters such as cost against wider social and economic considerations when designing procurement approaches.

Much of this approach can be dealt with via pre-procurement engagement with suppliers, or early advertisement of opportunities, but consideration should also be given to the inclusion of wider factors, such as environmental and social, when assessing tenders beyond just the lowest upfront cost options. Whilst the cost of delivering a project remains the number one concern for organisations, UK regulations do provide the ability for public organisations to take a more sophisticated approach, and this is becoming increasingly common in both the public and private sectors.

The UK Public Contracts Regulations 2015, established that the award of public contracts must be made on the basis of 'the most economically advantageous tender'. What this means in practice is very wide ranging, from those that wish to simply assess on the basis of cost through to those that want to assess and balance a large number of factors. There is therefore considerable flexibility as to what this means for each organisation with the autonomy provided for each to decide upon the weighting given to different factors when assessing tender submissions. This legislation provides a non-exhaustive list of possible factors to consider including:

- Quality
- Price or cost using a cost-effectiveness approach
- Technical merit
- Aesthetic and functional characteristics
- Accessibility
- Social characteristics
- Environmental characteristics
- Innovative characteristics
- After-sales service and technical assistance
- Delivery conditions such as date, process and period

Photo credits

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Notes

1. UK Government Guidance: <https://www.gov.uk/government/publications/procurement-policy-note-1116-procuring-steel-in-major-projects-revised-guidance>
2. Scottish Government Guidance: <https://www.gov.scot/Topics/Government/Procurement/policy/ReviewProcConst/steelprocurement>
3. Welsh Government Guidance: <https://gov.wales/newsroom/finance/2018/220112-finance-secretary-plan-support-welsh-steel-industry/?lang=en>
4. Note that these are key requirements in Scotland and Wales under the Procurement Reform (Scotland) Act 2014 and the Well-being of Future Generations (Wales) Act 2015 respectively.
5. <https://www.gov.uk/government/publications/steel-public-procurement-pipeline>
6. ONS Pay Data
7. PWC (2014) Understanding the Economic Contribution of the Foundation Industries provides multipliers of 1.64 additional jobs supported by each steel sector job and £2.42 of additional GVA for each £1 of direct steel sector GVA.
8. UK Steel Key Stats 2020
9. ISSB, 2021
10. For more information on Swansea University and Tata Steel Europe's partnership, please see <https://www.swansea.ac.uk/business-and-industry/businesspartnerships/tata-steel/>
11. For more information on these schemes please see <https://www.tatasteeleurope.com/en/sustainability/communities/south-wales-community/community-news> and <https://www.industrialcadets.org.uk/case-studies/tata-steel-case-study>
12. International Steel Statistics Bureau - 6.2 million tonnes of finished products imported into the UK in 2015. Estimated 210kg/tonne transport related emissions.
13. Celsa Steel Analysis – carbon foot print of delivered UK steel rebar is 599kg/tonne compared to 945kg/tonne for average EU produced in an electric arc furnace or 2750kg/tonne if produced via a blast furnace in China.
14. https://www.steelconstruction.info/The_case_for_steel#Environmental_benefits
15. Clyde & Co (2018) Innovation in Construction Report
16. <https://www.makeuk.org/uksteel>
17. <https://www.gov.uk/government/publications/procurement-policy-note-1116-procuring-steel-in-major-projects-revised-guidance>
18. <https://gov.wales/newsroom/finance/2018/220112-finance-secretary-plan-support-welsh-steel-industry/?lang=en>
19. <https://www2.gov.scot/Topics/Government/Procurement/policy/ReviewProcConst/steelprocurement>
20. <https://www.gov.uk/government/publications/procurement-policy-note-0916-procuring-for-growth-balanced-scorecard>
21. https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/560263/Guidance_on_Awarding_Contracts_-_Oct_16.pdf



This Charter is endorsed
by the National Trade
Union Steel Co-ordinating
Committee



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UK Steel is the trade association for the
UK steel industry and champions the
country's steel manufacturers.

UK Steel champions and celebrates the
UK's steel manufacturers. We represent
the sector's interests to government and
champion our innovative, vibrant and
dynamic industry to the public.

**Together, we build the future of the
UK steel industry.**

**For further information on
steel products, please see**

www.steelforlifebluebook.co.uk

**For information on steel
construction, see**

www.steelconstruction.info

**And for any queries relating
to the Charter and guidance
document, please contact:**

Grace Skelton
Senior Policy Adviser, UK Steel
GSkelton@MakeUK.org
020 7654 1564

UK Steel
Broadway House, Tothill Street,
London SW1H 9NQ

+44 (0)20 7654 1518
steel@MakeUK.org
[@MakeUK_](https://twitter.com/MakeUK_)
www.makeuk.org/uksteel



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