

## Case study:

# Customer request: Supplier of complete packages for complex industrial applications

### Question / Challenge;

More and more customers, engineering offices and producers of complex industrial plants are looking for suppliers who can financially handle orders worth millions. It is important to have connections to the major suppliers of nickel alloys, high temperature materials, superalloys and titanium materials, which can be supplied in tubes, sheets, flanges and rods, as finished forgings, components or plant parts. Bringing exactly these requirements under one roof is a speciality of Hempel Special Metals AG.

### Hempel Special Metals problem solving and customer benefit:

Hempel exactly meets the above mentioned requirements of customers who are looking for a competent partner for cutting orders and parcel business, so that they can concentrate on their core competences. We have all necessary machines to cut sheets or rods (from one piece to large series) in our own service centre. We also have the necessary connections to the suppliers to obtain raw materials, which we process into flanges, tubes or even more complex plant components by specialists. A selection of possibilities is shown on the following pages:

Hempel Special Metals cuts "in house" on two laser and two water jet machines small series from 1 piece up to large series (see picture). Steels, titanium and nickel alloys can often be taken directly from our stock in different thicknesses. Thus, we offer shortest delivery times for blanks from our stock.

If material is purchased from various partner plants or from factory production, a longer delivery date must be calculated



Blanks made of CP-titanium and titanium alloys can be offered on the water jet machines in all possible thicknesses and cutting qualities





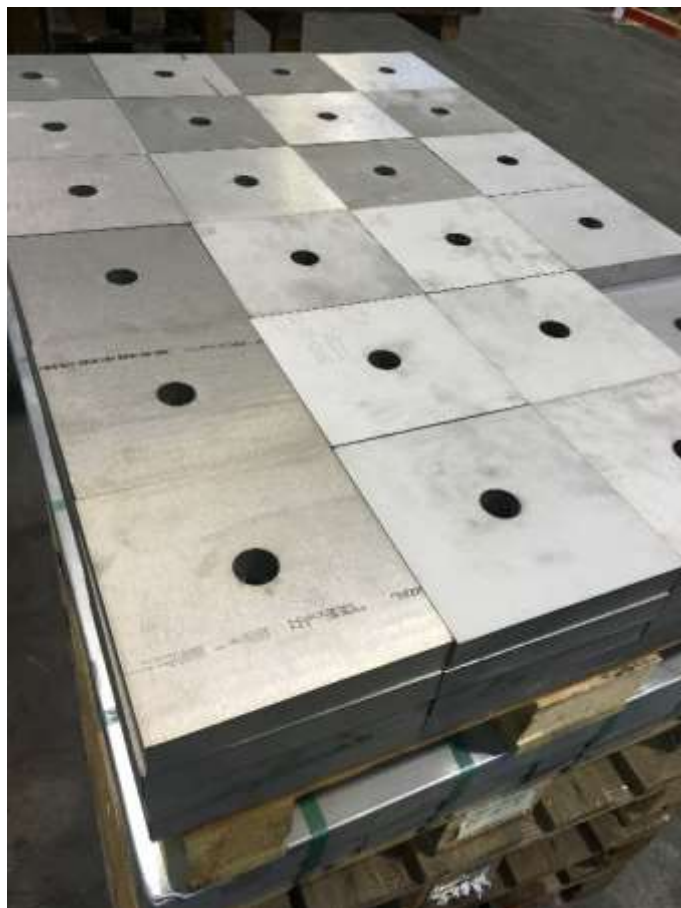
We have flanges, bends, threads etc. produced with our material at approved partner plants. Nickel and titanium alloys are often used as base material.

Various types and sizes of spray nozzles for the chemical industry were created with Alloy 59 / Wst 2.4605





For the construction industry we can regularly cut floor plates for signalling systems. This is done, depending on the requirements, on the laser or water jet cutters



Tunnel constructions require special fastening systems for the formwork of the ceilings and walls. Hempel Special Metals supplies cut parts made of the highly corrosion-resistant material 1.4529 (Alloy 926) directly to the construction site - "just in time".

Flanges were made to measure, with Hempel Special Metals monitoring the flow of goods, starting from raw material from factory production to the forging plant, until the delivery to the plant.



90° or 45° bends in material 1.4529, welded and 100% ultrasonically tested in a complex package deal is a challenge which Hempel Special Metals was able to master for an engineering company

