

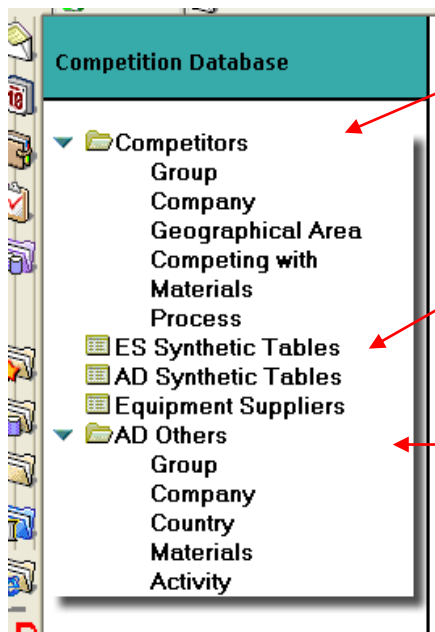
# User's Guide for the ERAMET Alloys Competition Database

## 1. Open the Competition Database (CDB) in Lotus

### 2. Choose one of the 5 categories of information in the right hand column:

- Competitors
- ES Synthetic tables
- AD Synthetic tables
- Equipment Suppliers
- AD Others

NB: This User's guide concentrates on the chapter "**Competitors**".



• **Competitors** list those who – as an individual company or as a group - are in direct competition all along the line, in the sense that they have melting AND forging/rolling capacities.

• **Synthetic Tables** allow you to find reports and analyses on different subjects but not specific to a competitor.

• **AD Others** list competitors who are only competing with A&D in certain fields, typically forging shops, machining companies, foundries, hipping and distributors

## 3. Select one or several competitors

To search for a competitor, click on one of the following items, according to your search criteria:

- Group
- Company
- Geographical Area
- Materials
- Pocess.

Examples:

1

1. Choose « Company »
2. Choose a company in the list

The screenshot shows the 'Competition Database' application. On the left, a tree view under 'Competitors' has 'Company' selected. The main window displays a table with columns 'Company', 'Group', and 'Geographical Area'. The table lists various companies such as Acciai Bertoli Safau (ABS), Alcoa, and Böhler (Boehler) Uddeholm (BUAG).

2

1. Start by clicking on “Compete with”
2. Choose A&D or ES

The screenshot shows the 'Competition Database' application. In the left sidebar, 'Competing with' is selected. A dropdown menu is open, showing options: 'Aubert&Duval', 'Erasteel', and '(not classified)'.

3

- Or you can choose to sort competitors by:
1. Clicking on Materials
  2. Choose for example Ni-base Alloys

The screenshot shows the 'Competition Database' application. In the left sidebar, 'Materials' is selected. The main window displays a list of material types under the 'Materials' header, including Aluminum, Carbon Steel, Co-base Alloys, HSS, Ni-base Alloys, Other Alloyed Steels, Stainless Steels, Titanium, Tool Steels, and (not classified).

You will see a list of companies according to your search criteria.

#### 4. Detail on each competitor

- Double-click on the company you wish to select.

▶ Bodycote
▶ Böhler Edelstahl (Kapfenberg)
▶ Böhler (Boehler) Uddeholm (BUAG)
▶ Breitenfeld
▶ Buderus
▶ California Amforge Corporation
▶ Cannon Muskegon
▶ Carlton Forge Works
▼ Carpenter
Carpenter      N. America      USA      Erasteel Aubert&Duval
▶ Carpenter Powder Products
▶ Chen-Tech
▶ Cogne
▶ Corporate
▶ Corus

- Double-click again on the new line that appears (with group, geographical area, country etc.).

→ You will see a brief profile of the competitor:

GENERAL INFORMATION			
<b>Group :</b>	voestalpine (BUAG Division)	<b>Company :</b> Böhler (Boehler) Uddeholm (BUAG)	<b>Country :</b> Austria
<b>Geographical Area :</b>	<input checked="" type="checkbox"/> W. Europe <input type="checkbox"/> N. America <input type="checkbox"/> E. Europe <input type="checkbox"/> S. America <input type="checkbox"/> Rest of the World	<input type="checkbox"/> Asia	<b>Website :</b> www.boehler-uddeholm.com
<b>Materials :</b>	<input checked="" type="checkbox"/> HSS <input type="checkbox"/> Co-base Alloys <input checked="" type="checkbox"/> Other Alloyed Steels <input checked="" type="checkbox"/> Ni-base Alloys <input checked="" type="checkbox"/> Stainless Steels <input checked="" type="checkbox"/> Titanium <input checked="" type="checkbox"/> Tool Steels <input type="checkbox"/> Aluminum <input type="checkbox"/> Carbon Steel		<b>Competing with :</b> <input checked="" type="checkbox"/> Erasteel <input checked="" type="checkbox"/> Aubert&Duval
<b>Process :</b>	<input checked="" type="checkbox"/> EAF <input checked="" type="checkbox"/> Closed-die Forging <input checked="" type="checkbox"/> VIM <input checked="" type="checkbox"/> Open-die Forging <input checked="" type="checkbox"/> ESR <input checked="" type="checkbox"/> Rolling Bars/Wire rod/Flats <input checked="" type="checkbox"/> VAR <input checked="" type="checkbox"/> Rolling Sheets/Strips <input checked="" type="checkbox"/> Powder Metallurgy <input checked="" type="checkbox"/> Drawing <input type="checkbox"/> Continuous Casting		<b>Forging Details :</b> <input type="checkbox"/> Rolling Rings <input type="checkbox"/> Machine rotary-forging <input type="checkbox"/> OD Forging <input checked="" type="checkbox"/> CD Forging <input type="checkbox"/> Forging-on-mandrels
<b>Downstream Process :</b>	<input checked="" type="checkbox"/> Custom heat treatment <input type="checkbox"/> Rough machining <input type="checkbox"/> Coating / cladding <input type="checkbox"/> Precision machining <input checked="" type="checkbox"/> Carburizing / nitriding <input checked="" type="checkbox"/> Finishing <input checked="" type="checkbox"/> Welding <input type="checkbox"/> Other processes <input checked="" type="checkbox"/> Extrusion		<b>CD Forging Details :</b> <input type="checkbox"/> Upsetters <input checked="" type="checkbox"/> Hydraulic & screw >= 12 KT <input type="checkbox"/> Isothermal < 5 KT <input checked="" type="checkbox"/> Hammers/mech. press < 8 KT <input type="checkbox"/> Isothermal >= 5 KT <input type="checkbox"/> Hammers/mech. press >= 8 K <input type="checkbox"/> Hydraulic & screw < 12 KT

Forging details when applicable

- Below this profile, you can access more detailed information by clicking on one of the following **sections**:

- ▶ General / Finance / News
- ▶ Production
- ▶ Products / Markets / Sales
- ▶ R & D

- Click on one of the sections and you will find several **headings**.

NB: To simplify for the user, **headings without documents are not visible**.




▼ General / Finance / News

- ▶ Brief Competitor File
- ▶ Corporate Brochures
- ▶ Annual / Analysts Reports
- ▶ News

- Click on a heading to see the listed documents

▼ General / Finance / News

- ▶ Brief Competitor File
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- ▼ News

Title	Language	Ref. Date	Source	Link
Alcoa supports the Illinois Army National Guard Recycling Program	E	2009/05/28	Business Wire	 090528.doc
Press Accident	E	2009/02/12	France Metallurgie	 Saving Alcoa 090212.doc
Press at Alcoa plant in Cleveland needs \$68 million in repairs	E	2009/01/30	cleveland.com	 090130.doc

Double click on the document to open it