

INFORMATION

Powder Metallurgy Products R&D, Industrial, Marketing and Sales Organisation

The wide variety of production sites, product types and markets justifies, at Eramet Alloys level, a well-tuned organisation, which is presented herebelow.

R&D : a development opportunity for the Alloys Division

To enhance our performance in this field, a new Eramet Alloys R&D organisation for the development of powder metallurgy has been set up in Söderfors, under the supervision of Stefan Sundin, and under the name of PEARL (Powder Expertise And Research Laboratory).

Industrial and Product Organisation

The partial transfer of powder atomization from Imphy to Söderfors has now come to an end. For capability reasons, the atomization of superalloys under vacuum and of alloys containing boron will remain in Imphy. It is the Division strong wish to develop these powders to the extent that the Imphy manufacturing becomes a successful business.

Sylvain Favier, Process Engineer, reporting to Pierre Blanchard, will progressively take over the responsibility of Product Manager Imphy-PM, being in charge of all Imphy PM products as far as the design of solutions and the optimization of manufacturing costs and of customers' service are concerned.

Erasteel production organisation is unchanged.

Market and Field Sales Organisation

PM high-speed steel semi-products (all shapes)

No change compared to the existing organisation. These products are marketed and sold as the other conventional-metallurgy semi-finished products, i.e. through the Erasteel organisation.

PM alloys and superalloys semi-products (all shapes)

These products will be marketed and sold as the other conventional-metallurgy semi-finished products, i.e. through the Aubert & Duval DCAS organisation, with the exception of N18 billets for the aero-engines (Pierre Rega), all reporting directly or indirectly to Nicolas Perot.

Loose powder of all types (ex Söderfors or ex Imphy)

These products, includinghipped capsules sold as such, will be marketed and promoted through the Erasteel organisation under the supervision of the respective Sales Development Managers, all reporting to Lars Taflin, namely

- Roger Walve and Julien Laumonier : all hippers
- Michel Pierronnet : powders for PTA, laser, brazing, hardfacing, and emerging applications

Alloys, superalloys and titanium NNS parts

These will be marketed and promoted through the Aubert & Duval network under the supervision of the respective Market/Account Managers, all reporting directly or indirectly to Nicolas Perot, namely

- Pierre Rega (aero-engines)
- Cathy Sentenac (gas turbines)
- Jean-Pascal Hesse (nuclear)
- Grégor Philippe (oil & gas)
- Frédéric Cenac (tooling)
- Jean-Philippe Planchon (automotive)
- Didier Lavèze (pumps and specialties)

Other Market/Account Managers to be designated when necessary.

Sales Administration Organisation

PM semi-finished products

These products will be ordered and invoiced with the same pattern as that of conventional-metallurgy products (Erasteel or Aubert & Duval).


Loose powders of all types – Alloys, superalloys and titanium NNS parts

Given the small number of customers, to avoid duplicate invoicing and, for the sake of administrative simplicity, except in specific cases, these products will be invoiced directly by the manufacturing entity (Erasteel Kloster on one side, Aubert & Duval - Imphy on the other side), this disregarding which organisation is actually promoting the products.

- In Kloster, the person in charge is Ingela Nylén
- In Imphy, the person in charge is Edwige René.

May 3rd, 2010

Philippe GUNDERMANN
Directeur Général
Aubert & Duval



Victor POLARD
Directeur Général
Erasteel SAS



Diffusion :

ERASTEEL Paris
ERASTEEL Paic - C. CHATELAIN
ERAMET Branche Alliages - G. DUVAL / C. DUVAL / B. DEMAY/ H. DUROUX (pour diffusion)
AUBERT & DUVAL - P. GUNDERMANN/ P. DUBOIS/ N. PEROT / T. ROUX (pour diffusion)
ALLIAGES : T. BERNET
ERASTEEL Commentry - F. GINESTE/ T. FANENE (pour diffusion)
ERASTEEL Champagnole - L. SANCHO/ M. LEWENS (pour diffusion)
ERASTEEL Services - M. E. SOUSA
ERASTEEL Kloster - M. HJERPE (pour diffusion)
ERASTEEL STUBS - M. STRINGER
ERAMET ALLOYS UK Ltd. - D. IRVINE
ERASTEEL GmbH - P. KIRSTEIN / M. KOCH
ERASTEEL Inc. - T. HILL
ERASTEEL India Private Ltd - S. RAMANAN
ERASTEEL Innovative Materials Ltd. - P. LASSALLE / R. REN (for diffusion)
ERAMET DRH - M. CARNEC/ C. DERAM/ A. AUTRET
ERAMET Branche Nickel - C. RIVENS
ERAMET Branche Manganèse - C. LEVIVIER
ERAMET Ingénierie : JP. CESCUTTI / JM. LORENZO
ERAMET RESEARCH : A. ZAMBETTI/ JM. LORENZO
ERAMET Shanghai - P. HERVIER
ERAMET INTERNATIONAL - E. DUVAL/S. ROQUEJEOFFRE/ A. NICOLAS (pour diffusion)