

## **A 6-page A&D Brochure to promote Eramet Alloys Service Centers**

Over recent years the ratio of our ex-warehouse deliveries has rocketted dramatically, today representing more than 70% of all aeronautic sales of semi-finished products. This is an endless trend since customers are reluctant to build stocks (space, finance) and prefer to be supplied by small volumes, on a regular basis, from next-to-door warehouses.

This brochure epitomizes A&D's answer to this trend, through servicing our most highly-demanding markets from our own facilities in France, Germany, Italy and China, and with Erasteel's help in the USA.

Today, while some of our competitors are going exclusively through third-party distributors, others are fully integrated worldwide and even service products which they outsource.

Aubert & Duval is not yet at the level of the latter, but is progressively building a sturdy worldwide warehousing network.

Whenever it is economically feasible, our policy is to distribute Aubert & Duval bars ourselves, so as to

- guarantee the enduser a continuous quality process all the way from our production facilities to his
- keep a daily technical and sales contact with endusers
- maximize our margins

This brochure has to be handed out along with the Long Products brochure, so as to demonstrate our ability to present a complete offer : products, logistics, technical support.

You will find, attached, a .pdf version of the brochure, for your own use/reference only. Customers' copies can be ordered at the following e-mail address [documentation-ad@eramet-aubertduval.com](mailto:documentation-ad@eramet-aubertduval.com).

Stéphane Delhopital

