

XD16N™ a Trade Mark of Aubert&Duval

A New Martensitic Stainless Steel for corrosion, temperature and wear resistance

Please find attached all detailed information regarding the launch of the XD16N:

- Internal tool (not for customers):
 - "XD16N a Trade Mark of Aubert&Duval" (3 pages);
- Promotion tools:
 - XD16N Technical Data Sheet (2 pages);
 - XD16N Brochure (20 pages).

So what?

→ **Action for the Sales Engineers:** by July 1st 2011, please propose to Market Managers an action plan to launch and develop XD16N. Define 1 or 2 target customers, current solutions used (grades, pricing, problems met...), potential volumes and how we should introduce this new grade.

Market Managers, Technical Application and Marketing are at your disposal if you have any question.

Let's sell XD16N !

Jean-Philippe Planchon