



## UKAD Long Products Sales Organisation

### UKAD Offering

UKAD Long Products Offering will basically encompass the following grades

- TA6V
- TA6V ELI
- CP (Commercially Pure)

Dimensions for bars / flats & squares, as well as detailed specifications, minimum order quantity, stock definition and general price lists will be provided later on.

Until our distribution policy is finalized and the corresponding inventory built up, only RFQ regarding **forged bars for volumes beyond 2 tons** can be considered.

We nevertheless welcome any request (and as much as possible competitors' price) to feed our data base as regards market requirements by grade and dimension.

## **ORGANIZATION**

### **Orders & Invoicing**

Conversely to the standard AD offer and with the exception of the Defense market, all long products will be invoiced by UKAD. Orders to be sent to Sandrine Pouzol for implementation. The Defense market will be invoiced under Aubert & Duval name.

### **Promotion and Pricing**

In general **UKAD Titanium long products will be promoted by the AD Sales Network, under the pricing directives of the relevant AD Market Managers**, this with the following adjustments:

- Negotiation for the large OEM Aerospace Conbids (incl. Airbus) and for the US Medical market will be carried out concurrently by YC Ricci and S. Gehler<sup>1</sup> with the support of the relevant Market Manager (B. Vachey / S. Delhopital).
- Negotiation and follow-up of contracts with AD Forging Competitors (typically Firth Rixson and Böhler) will be carried out exclusively by S. Gehler.

### **General Terms of Sales and Delivery**

These will be soon available under AD website. Conditions are basically the same as AD's. Unless specific terms have been defined during the OEM conbid negotiation, payment conditions must also be same as for AD.

### **Presentation, Brochure and documentation**

An updated UKAD presentation can be downloaded from

<http://edesk.ecm.era/sites/Alliages/visitreports/Market%20Information%202/UKAD%20Presentation%20120702.pdf>

The titanium long products offering has already been included in the general Aero brochure (see p. 13 for instance). This to be progressively extended to other brochures and to AD website.

AD and UKTMP close cooperation is a must. All pertinent market information must be collected by the AD Sales Network and fed back to the Market Managers.

Jean-Christophe Andlauer

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Chairman of UKTMP