



thyssenkrupp Schulte optimizing Siemens supply chain and introducing new product

Seeking customer proximity, determining individual needs, developing customized materials solutions are among the key competencies of thyssenkrupp Schulte. For the Energy division of Siemens, this company of the Materials Services Business Area has been able to profitably combine its strong points and optimize both the supply chain as well as develop a new component for high-voltage lines together with the experts at thyssenkrupp Steel Europe.

The innovative hinged armatures installed in the Siemens circuit breakers in use worldwide are stamped for immediate use and produced by thyssenkrupp Steel Europe precisely to customer specifications from coated PLADUR strip. Until now, these armatures had been manufactured from untreated strip and then given a special coating. The long-term contract covers several tons of strip shipped annually from the Nürnberg Logistics Center JIT to Siemens.

"Internal and external production processes offer vast savings potential. The aim is for us to understand our customers and their production processes and then come up with new ideas and improvements in our reciprocal interests," says Gerald Mulot, head of Sales Key Accounts at thyssenkrupp Schulte.

In order to precisely determine the requirements of Siemens, all the technical and quality details were defined during a visit to the customer together with experts from thyssenkrupp Steel Europe. This was followed by extensive tests showing that the PLADUR strip fully met all the requirements, also in terms of surface quality.

"With the use of the PLADUR strip that already possesses a defined surface coating we have been able to optimize for Siemens the time-consuming and costly process and achieve our objective of stamping the end product directly from the coated metal," adds Mulot.

thyssenkrupp Schulte GmbH is a supplier of carbon, stainless & specialty steel, and nonferrous metals. The company delivers precision services to over 70,000 customers in industry, craft trades, and building & construction. The basis for this is a broad range of flat products, sections, tube and pipe for all applications and individually configured to customer specifications. One all-important competitive advantage is customer proximity. With over 40 locations, thyssenkrupp Schulte is always close to its customers for fast and

reliable deliveries throughout Germany. The broad product range, professional advice and comprehensive services round off the portfolio of Germany's biggest materials trader.

November 23, 2018

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About thyssenkrupp Materials Services

With around 480 locations in over 40 countries, thyssenkrupp Materials Services is the biggest materials distributor and service provider in the western world. The wide-ranging capabilities offered by the materials experts enable customers to concentrate more on their individual core business and span two strategic areas: global materials distribution as a one-stop shop – from steel, tubes and pipes, nonferrous metals and specialty materials to plastics and raw materials – and tailored services in the areas of materials management and supply chain management. An extensive omnichannel architecture offers 250,000 customers worldwide round-the-clock access to more than 150,000 products and services. A high-performance logistics system ensures that all deliveries are integrated smoothly into customer production processes on a just-in-time or just-in-sequence basis.

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