

SERVICE INFO

August 2009

SMS MEER

SMS group

SMS Meer internally

SMS Schumag now part of SMS Meer

In November 2008, SMS Meer took over the machine engineering division of Schumag AG, Aachen, Germany.

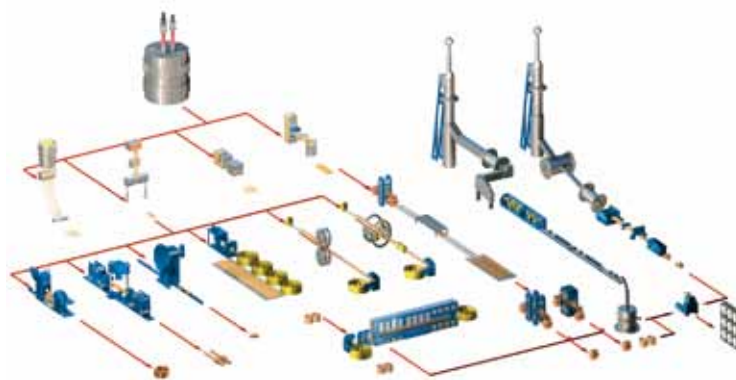
The new company is continuing to operate as an independent unit from Aachen. The production, marketing, engineering and service capacities there have been transferred to SMS Meer, as have the employees at the branches abroad.

SMS Schumag provides an optimum complement to the SMS Meer product portfolio and will play an important role in serving market and customers within the SMS Meer group.

"Irrespective of the ongoing integration process, our excellent service and sales activities oriented to the market demands continue to be available to our customers as always," says Cornelia Menz, Managing Director of SMS Schumag.

Benefits for the customer

The concentration on the specific needs of our customers for special machines for the peeling, drawing and grinding of drawn steel and copper has a high priority. The integration of the Schumag machine engineering division into SMS Meer offers numerous benefits for our customers: Higher investment security thanks to the financial strength of the



NE-Metal process chain

SMS group, technological further development of the products, safeguarding of the innovation leadership and expansion of the market presence in growth regions.

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Editorial

Dear Readers, Dear Sirs,

You are holding in your hands the first issue of the SMS Meer "Service Info" for customers of the NF Metals Product Unit.

From now on you will be informed at regular intervals about our service products and current projects so that you as customer can benefit directly from our developments.

We invest our know-how gained over many years as manufacturers of your machine in productive service for you. Thanks to our regional presence, we can also flexibly plan on-site actions in line with your wishes.

Our aim is to look after your machine over its whole life cycle with our service support. Together we can safeguard the long-term availability of your machine park and optimise your processes.

Enjoy reading your "Service Info".

Yours,

Friedhelm Bitter
Head of Service

EQUIPMENT CHECKS

New service prevents machine standstills!

The SMS Meer experts have developed machine-specific "equipment checks" for the technical inspection of machines and selected key components.

The aims of the equipment checks are:

- Avoidance of unforeseen machine standstills as well as cost and time-intensive consequential damage
- Identification of spare parts that are no longer produced
- Improvement in the planning of the spare parts requirement
- Product quality optimisation

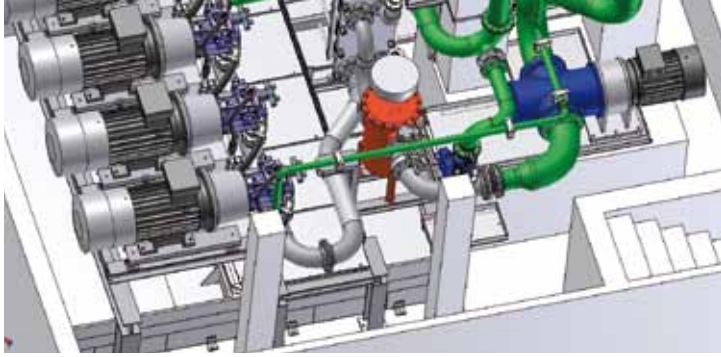
In the longer term, the equipment checks help the SMS Meer customers in achieving a sustainable reduction in the operating

costs. SMS Meer equipment checks provide an objective assessment of the machine condition and of improvement potentials in the form of standardised protocols, and can be carried out during the regular weekly standstills. The identification of spare parts that suppliers have indicated will no longer be produced is a further benefit of the equipment checks for safeguarding the availability of spare parts. The service experts react in good time to the phase-out of spare parts and identify technical solutions meeting the highest demands on quality and value retention. The regular status assessment offers the customer greater planning security and

reduces unforeseen machine standstills. SMS Meer will be happy to draw up a quotation for you, tailored to your individual machine specification.

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SMS Meer locally



Modernisation

Bring your machine to the state-of-the-art!

Only a machine that operates at full performance operates profitably. Efficient machine modernisation is an investment that pays off. Anyone who wants to survive the competition needs to have machines that are always of the highest technical standard and guarantee optimum production processes. As an OEM plant manufacturer, we are always completely up-to-date and in keeping with the times. Based on this know-how we have put together modernisation packages specially customised to your needs that provide a lasting increase in the value of your machine.

Some of our customers are already exploiting the latent potentials and preparing for the economic upswing. Our modernisation measures help you maintain your competitiveness!

Your benefits:

- Optimisation of maintenance and costs
- Safeguarding of the competitive lead
- Safeguarding of the spare parts supply
- Prolonging of the machine service life

Do you want more information?
Then we look forward to hearing from you.

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Examples of successful and sustainable modernisation

— Diehl Metall, modernisation of the high-pressure drive of the 23.5 MN extrusion and tube extrusion press

The customer presented us here with several challenges at once. Of particular significance in this project was environmental protection. The complete drive was installed in the cellar over a new oil tray in accordance with the requirements of the German Water Resources Act (WHG). This rules out the risk of any escaping oil seeping into the soil. The complete scope of supply from SMS Meer included the modernisation of the high-pressure drive together with the pipework, wiring and preassembly. After successful function testing by the experts at SMS Meer, delivery was made on schedule.

The benefits for Diehl Metall:

- Proven sturdy design of the high-efficiency pumps
- Improved control precision of the pump
- Optimisation of the filter mesh site to increase the component service life
- Leak-oil free thanks to the latest safety valve technology
- Reduction in product manufacturing costs

The history of an ingot scalper

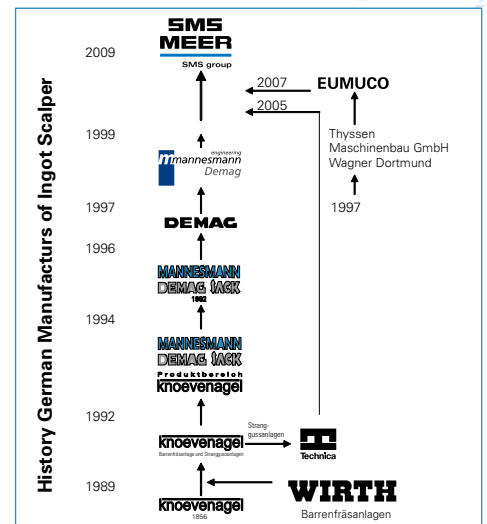
Do you know how many brand names are behind our ingot scalpers?

Strong brands such as Knoevenagel, Wirth, Mannesmann Demag Sack and Eumuco stand out in the history of the ingot scalper. Since 1999, SMS Meer GmbH has been successfully continuing the development and production of ingot scalpers.

On the basis of this wealth of experience and outstanding technical know-how, SMS Meer has developed innovative services around the OEM spare parts service.

You, too, can safeguard the reliable and production operation of your machine over its whole life cycle – talk to us.

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Post code / Town or city

Country

Phone

Fax

e-Mail

We are interested in the services from SMS Meer.

Please send us further information on the following services:

- OEM spare-parts service
- Equipment checks
- Equipment audit
- Start-up support
- Maintenance management
- Modernisation
- Training programmes

Please send us, likewise without charge and without obligation:

- The current SMS Meer Service presentation
- A demo version of the electronic spare-parts catalogue
- We would definitely like to learn more about the SMS Meer Service products.
Please contact us **to arrange an appointment.**