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# Spotlight On

## Schmidt + Clemens

# “We’re always in your element”

**Tradition meets innovation: the German-based Schmidt + Clemens Group has established itself worldwide as a specialist in high grade special steels. Alongside premium stainless steel products, the company has, above all, made a name for itself in superior service and customer relations – and things have been that way for the past 130 years. Schmidt + Clemens has invested heavily in recent years to safeguard these competencies for the future.**

“Everybody regards ‘Made by S+C’ as a guarantee of quality and safety,” said Lars Niemczewski, the head of the central marketing department at S+C. “Our worldwide production locations have a uniform high manufacturing quality. Our customers and employees profit from the flat hierarchies and quick decision making processes of a family-run business,” continued Niemczewski. And the focus is always on the individual needs of the customers.

**Fire and Water**

“We’re always in your element”. This slogan makes it clear where Schmidt + Clemens has its competencies. Fire is an element representative of all the high-temperature processes that are to be found in the petrochemical industry, industrial furnace construction and within reactor construction. To control the element fire, S+C produces alloys and semi-finished products capable of withstanding temperatures up

resistant materials consist of high-purity materials and are additionally alloyed with nitrogen.” Their range of application varies from drinking water desalination to specialised shipbuilding and geothermal energy generation at a depth of more than 5,000 metres.

**Air and Earth**

Keeping vital air clean for humans also depends on Schmidt + Clemens materials. Producers of energy as well as constructors and operators of power



Running the business of Schmidt + Clemens Group: Dipl. Ing. Jan Schmidt-Krayer and Dr. Henning Kreisel.

quires an aggressive process step for which reactor materials are currently being tested by Schmidt + Clemens.

Each element requires a different know-how. “The requirements of our customers are as widely diverse as our sales markets. Customers in the petrochemical industry have other requirements as those, for example, in ship building or in separation technology,” explained Niemczewski. It is a challenging area for S+C and it is a challenge the company is happy to face. For in this way the employees gain the relevant application know-how in widely differing industries. As Schmidt + Clemens has developed in recent years from being a supplier of semi-finished products to a supplier of complex systems, the technological and logistical requirements have changed accordingly.

**Close to the Market**

“Schmidt + Clemens is close to the markets.” Alongside its seven production locations, S+C is

to the customer as only then can we quickly ascertain and meet their needs,” said Niemczewski.

**Facing Challenges**

Investments whereby the future of the company is to be safeguarded. “The world economic crisis which was triggered by the finance crisis is also not going unfelt by S+C customers and thus ourselves. This will be the biggest challenge in the next few months,” said Jan Schmidt-Krayer, the executive partner of S+C. He continued, “As far as



sales are concerned there was an increase in orders at the end of the year.” The management of the long-established company is confident about 2011 as the right course for an economic recovery has been set in recent years.

“One thing is particularly important for us. We, as a family run company, want to remain independent,” said Schmidt-Krayer, “but this means we have to generate sufficient profits. We’d also like to clearly state our commitment to the group’s headquarters in Lindlar-Kaiserau.” A new technology centre opened at the Lindlar-Kaiserau location in mid-2010. Another step along the road to the next 130 years.



The company makes products using both the horizontal and the vertical processes. The smallest possible internal diameter is currently 33 mm and the biggest external diameter measures 1800 mm. In machine and hand moulding, the company’s manufacturing experience stretches back to 1932. Item weights generally total between 10 and 2,500 kg.

“As far as forging components are concerned, we are perfecting the finishing of stainless steel, for example, in the machining sector. Our modern conventional heat treatment facility meets the challenges presented by customers,” said Niemczewski.

to 1250 °C. Centralloy special alloys and micro alloys have been specially developed for the requirements of the petrochemical industry. It has also resulted in considerable upgrading of the materials for steam reformers. “A new dimension of materials developments, of which our new Centralloy 4852 Micro R is a good example, allows for a leap forward into nano technology,” added Dr Dietlinde Jakobi, who is responsible for Metallurgy Services at S+C.

One of the many processes the element water triggers is corrosion. Alloys produced by Schmidt + Clemens prevent this from happening. “Our special corrosion-

plants face the challenge of having to reduce not only the separation of sulphur dioxides and nitrogen oxides but also the output of carbon dioxides. This effort is supported by



S+C with innovative materials for a new generation of power plants, which due to high temperatures and pressures work very efficiently and are thus environmentally sound.

The preservation of the element earth is also dependant on Schmidt + Clemens materials. Its basis is the world’s natural phosphate reserves which, as fertilizers, are primarily responsible for the industrial production of food. By means of a new process large quantities of pure phosphate can be recovered. This re-

also represented by its three sales offices in Houston, USA, Mumbai, India and Dubai, VAE. Over and above this, Schmidt + Clemens products are distributed by about 40 other agents on all five continents. “For us it is important to be close

**Visit Schmidt + Clemens, special steel component manufacturer, at the NACE Corrosion 2011 conference and exhibition in Houston.**

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