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SMS Meer worldwide

First seamless tube symposium in Pittsburgh

Great interest in PQF® technology and service

On 23 and 24 October 2008, SMS Meer in Pittsburgh, USA, staged a symposium on the subject of "Seamless Tube and Pipe Technology". More than 40 representatives of leading international tube and pipe manufacturers had accepted the invitation to the two-day event.

SMS Meer offers integrated solutions in this area, ranging from reheating furnaces and pipe rolling mills, through the complete automation technology right up to facilities for pipe finishing, as well as worldwide service support. The main focus of the event, however, was on the PQF® (Premium Quality Finishing) technology that has successfully established itself on the market since its introduction in 2003 and is already employed in 14 plants. One of the strengths of SMS Meer here is also the local service that supports plant operators worldwide on all technical questions and in the solution of production problems.



Albert Klimas, SMS Meer Service Inc., during his presentation

Dr. Joachim Schönbeck, CEO of SMS Meer, welcomed the guests and opened the symposium with his own paper. In this paper he reported on the order situation at SMS Meer and on the current state of the market in the field of seamless tubes, and spoke about current new plant building and modernisation projects worldwide.

The local organisation of the whole event in Pittsburgh was managed by SMS Meer GmbH with the support of Albert Klimas, SMS Meer Service Inc. He also acted as moderator over the two days and guided the high-ranking participants through an interesting programme with a wide range of innovations. In the other papers the speakers presented the latest developments in the complete process chain for the production of seamless tubes.

In addition, guest speakers from major tube and pipe manufacturers and market experts, e.g. US Steel and

Preston Publishing, reported in detail on the market situation and the future perspectives in the USA. It became clear that around half of the oil country tubular goods (OCTG) needed in the USA currently have to be imported, as the production capacities and manufacturing qualities in the USA are not sufficient to meet the demand.

The extremely successful symposium was brought to a close with a visit by the participants to the cold pilger production plant at Westinghouse's Blairsville / Pennsylvania site.

All papers are available on CD: If interested, please send us an e-mail with the subject "Symposium Pittsburgh".

Contact: Albert Klimas
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Editorial

Dear Readers,

On behalf of all the Service employees of SMS Meer GmbH, I wish to thank you for the faith and good partnership which you showed in working with us on our successful projects.

Your trust spurs us on to providing even better services because safe and reliable solutions for your plants – and in a minimum of time – continue to be our goal also in 2009. Through our services, we aim to contribute to a lasting strengthening of your competitiveness and success.

This "Service Info" shows you how broad and – in many cases – innovative the range of solutions is from which you as the customer can profit. I am therefore most pleased to be able to present interesting projects to you again in this issue. And by the way: The solution to our latest quiz shows you where SMS Meer Service is in action for you: Around the globe!

I wish you a successful and prosperous 2009 – and now enjoy reading the latest "Service Info".



Yours, Friedhelm Bitter
Head of Service



Attentive listeners at the symposium



Dr. Schönbeck during the opening address



A cheerful gathering

Major order – modernisation of a screw press

Part I: Project planning and overhaul

Plants and machines from SMS Meer are not only durable – they can also be brought up to the state-of-the-art even decades later through efficient modernisation measures. Investments can therefore remain profitable even in the long term, and the productivity and product quality of the old plants can be raised to a competitive level. The best example of this is the modernisation of a screw press for a French customer. We will present this latest success story to you in the following issues of our Newsletter.

In 1977 we delivered the screw press to a customer in Russia where it was in operation for approx. 20 years. Around 10 years ago, the Russian plant operator sold the screw press to a French company. Here the dismantled press was stored in parts. In mid-2008, the French company placed an order with SMS Meer for a general overhaul of the screw press.

A special feature of the machine are the oil-hydraulic motor pinions made of specially laminated wood that will be



Spare part already overhauled

Brief portrait of the machine

Machine type:	HSPRZ 800
Year of construction:	1977
Press force:	6,300 t nominal
Maximum generated force:	12,500 t
Screw diameter:	800 mm
Drive:	7 oil-hydraulic motors
Height:	approx. 12 m
Total weight:	approx. 600 t

Under the project management of Mr Niers, the extensive modernisation measures are currently being carried out in our workshop. The machine is thereby being equipped with a new "heart": A new set of screws. The press is also being fitted with a completely new hydraulic and electrical control system and with new mechanical parts.

actuated in future in a "gentle" drive concept by the hydraulic control system.

Recommissioning is scheduled for September 2009. Further articles in this series will follow: Part II Erection, Part III Handover and commissioning

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30 year old extrusion press from SMS Meer

Technical Field Service: 58.000 man-days in 2008!

In January, the Technical Field Service invited its employees to its annual conference in Mönchengladbach.

In this traditional conference not only does the Field Service review the results of the past year but also presents innovations and strategic goals for the coming year. In addition, this get-together offers colleagues from all over the world the chance to exchange their experience.

The review illustrated the further increase in the man-days worked for Erection Supervision, Commissioning and Service: from 47,000 man-days in 2007 to 58,000 man-days in 2008.

"This increase of over 20% not only reflects the good order situation of SMS Meer GmbH but also indicates the trust that our customers place in qualified specialist personnel", says Mr Preuss, Head of the Technical Field Service.

The full order books and initial forecasts point to a similarly favourable result for the current year.

The Field Service employees continue to be highly motivated also for 2009, and we look forward once again to good cooperation.

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SMS Meer locally

Well done, Mr Schmitt!

Site manager receives customer award „Baosteel Cooperation Contribution Prize 2008“

Mr Werner Schmitt, Senior Site Manager SMS Meer, has been awarded the “Baosteel Cooperation Contribution Prize 2008” for his exceptionally high commitment.

Shanghai – Every 10 years our customer, the Baosteel Group Corporation, commends 10 employees from joint ventures and external supervisors for their outstanding work in the fields of plant erection, production, R&D and various business activities.

The Baosteel Group Corporation (Baosteel for short), is the largest Chinese steel conglomerate with head offices in Shanghai. Baosteel has a steel production capacity of approx. 30 Mt/a and predominantly covers the three largest categories carbon steel, stainless steel and high-alloy steel.

Our employee Werner Schmitt has been in Shanghai since October 2007 as site manager responsible for the erection, supervision and commissioning of the large-diameter pipe mill supplied by SMS Meer. The prize was handed over during a ceremony on 1 December 2008 by the CEO of Baosteel, Mr He Wenbo. Mr Schmitt was accompanied by Mr Michael Wong, General Manager SMS Meer Engineering (China) and Mr Heinz-Willi Görtz, a Field Service employee from SMS Meer GmbH.

“The award as best foreign supervisor reflects the good cooperation between Baosteel and SMS Meer and is a great honour for me,” said Mr Schmitt after the ceremony.

We would like to take this opportunity to warmly congratulate our employee and are proud of this award.

Contact: Johannes Preuss
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The prize winners



Commendation of Mr Schmitt (from left to right: Michael Wong, Werner Schmitt, Heinz-Willi Görtz, all SMS Meer)

SMS Meer internally

Thank you for your opinion! Measures have been initiated

In order to identify the strengths and weaknesses of our Spare Parts Service, we asked 1000 customers from 78 countries for their opinion in May 2008. A very respectable result was achieved: More than 70 percent of the respondents are generally satisfied with the service. We wish to thank all the customers who participated in the survey and thus contributed actively to optimising our performance. A catalogue of measures has already been drawn up from the results, so that the first measures – such as introduction of a key account management – have now been implemented. We naturally continue to be at your disposal for further suggestions and wishes.

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We present

Our worldwide service network continues to expand: We have enlarged our team.

Our new colleague in South-East Asia is Mr Gerald Golser.

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Association of Southeast Asian Nations, ASEAN flag



News from the Spare Parts Service



Our OEM spare parts and components always represent a well-matched and innovative solution for ensuring the availability of your plant. Our employees will provide you with technical assistance at all times during repairs and when replacing spare or wear parts.

Excerpt from our reference list 2008:

- Baosteel Europe GmbH, Germany, extensive supply of spare parts for large-diameter pipe mill
- Saudi Basic Ind. Corporation, Saudi Arabia, extensive supply of spare parts for wire rod mill
- Buderus Edelstahl Schmiedetechnik, Germany, overhaul of a 4,500 t press with new gear wheel and clutch
- Vyksa Steel Works, Russia, extensive supply of spare parts for large-diameter pipe mill
- Cerro Flow, USA, cold rolling mill, supply of a mill saddle for an SKW 75 cold pilger mill
- SE Forge Ltd., India, ring rolling, extensive package of spare parts for ring rolling line



Excerpt from current orders list:

Foroni S.p.A., Italy – Spare part: Manipulator for a RUMX forging machine, dimensions: 6,255 mm x 1,740 mm x 4,407 mm, weight: approx. 50 t. The electrical and hydraulic systems are installed on the manipulator and move with it along the entire travel path. It is possible to use the manipulator in a left-hand or right-hand design after it has been manufactured.

Ipsco Koppel, USA – Spare parts: 10 mill stands for an SRW 335 I stretch reducing mill, dimensions per stand: 812 mm x 997 mm x 330 mm, weight per stand: 1860 kg – The stands are specially designed for adaptation to the rolling schedule.

Framework agreements:

What commences as a one-off supplier relationship finally develops more and more frequently into a relationship of trust which is sealed by a framework agreement. The contractual basis provides for security and is the starting point for successful cooperation.

The advantages are self-evident:

- The ordering process becomes simpler and quicker
- A bonus can be agreed upon when large volumes are accepted
- The scope of the agreement can be structured individually in accordance with the customer's requirements

Should you have further questions or would like information on this subject, we shall be pleased to hear from you.

Contact: Frank Jansen

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What is actually ...

... a loop cooling conveyor (LCC®)?

The loop cooling conveyor (abbreviated LCC®) ensures the controlled cooling of round material laid in loops on its continuous route to the coiling station in wire rod mills. The LCC® permits both a forced and a delayed cooling, depending on the metallurgical requirements of the rolled material. Powerful nozzle decks with an air delivery of up to 154,000 m³/h provide the rapid cooling; for delayed cooling, hydraulically actuated insulated covers can be placed over the LCC®. The speed of the LCC® can



Loop cooling conveyor

be varied between 0.08 and 1.3 m/minute in each zone. Each zone is approx. nine metres long and has four hydraulically actuated covers.

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SMS Meer special

Do you know your service number?

Please send us the correct solution to this sudoku puzzle ...

2		3		9		1		8
	6			1			2	
			4	2	5			
		9				2		
5	7	1	9	6		9	8	3
		2				1		
	8		5	6	6	2		
	2			7			4	
7			4	4			7	2

... by means of the enclosed answer fax and you can win a globe! Have fun!

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SERVICE INFO



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To:

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Ohlerkirchweg 66
41069 Mönchengladbach
Germany

First name(s)

Surname

Company

Post

Street

Post code / Town or city

Country

Phone

Fax

e-Mail

Yes, I would like to take part in the "Globe" contest.

The correct solution is: + 1 0

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.**