

Schmidt + Clemens



The DNA of a World Market Leader



from left to right: Heinz Jürgen Kroner, Jan Kümmel, Jan J. Schmidt-Krayer and Dominic Otte

# The Company

## Acting self-confidently

Schmidt + Clemens is in the best sense of the word a self-confident company. We know our strengths and we know how we have to apply them for the benefit of our customers.

Self-confidence presupposes independence. Since its founding in 1879, Schmidt + Clemens has been an independent family enterprise. We live values like cooperative employee management, honesty, a sense of responsibility, performance and results orientation, respect and tolerance as well as a high degree of service orientation.

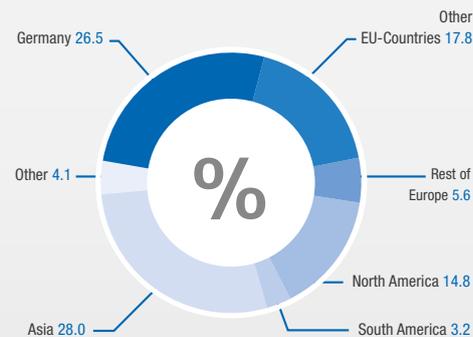
In 2015 we have already been honoured with two distinctions: Our strong market position won us an entry in Lexikon der deutschen Weltmarktführer ("Lexicon of German World Market Leaders") and the magazine Wirtschafts-Woche (issue 5 of 2015) included Schmidt + Clemens in the Top 100 of Germany's Mittelstand companies. This does not make us more self-confident but it does make us proud.

### Schmidt + Clemens GmbH + Co. KG

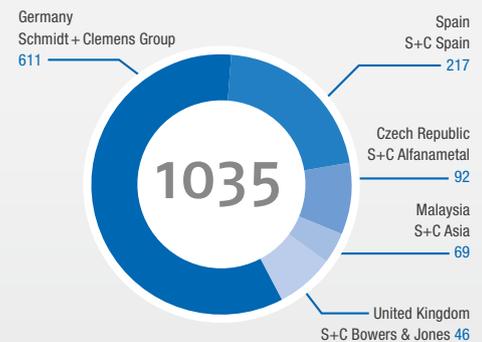


### Revenue distribution by region 31.12.2014

(data shown as %)



### Number of employees on 31.12.2014





# Petrochemical industry

## Setting standards

Solutions for the petrochemical industry, in particular for reformers, crackers and iron ore direct reduction plants, are part of our core competencies. With customised tube systems and service operations Schmidt + Clemens time and time again succeeds in maintaining its position as market leader in this segment.

Having one of the largest research and development departments in this field, regular innovations such as the Centralloy® special alloys as well as a service spectrum comprising, besides dismantling and re-assembly, organisation and servicing of all logistics and infrastructure as well, have ensured a clear advantage for our customers.

The speed with which we can react has also set new standards: The worldwide centrally controlled production network of Schmidt + Clemens possesses a uniformly high production quality and also allows us to deliver extremely rapidly and reliably – especially in emergencies. Ultimately we recognise how costly time can be for our customers.

- **Reformers**
- **Crackers**
- **Iron ore reduction**





# Special products

## Making full use of our potential

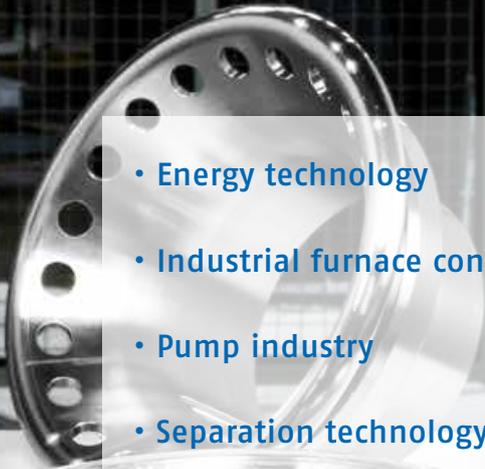
The Special Products Division manufactures vertical and horizontal centrifugal casting components as well as sand mould and precision castings for use in the fields of energy technology, industrial furnace construction, the pump industry and filter technology.

Adapted to our customers' requirements, the Schmidt + Clemens product line comprises

corrosion, acid and heat resistant steels, high temperature materials and special alloys.

The spectrum of materials extends from lean duplex, duplex and super duplex up to the Centralloy® 60 HT family and nickel based alloys. In combination with our know-how, thanks to alternative manufacturing technology or design optimisation, we can provide opportunities for quality improvement and cost savings.

Building on this, we offer production, delivery and assembly of ready-to-install system components. They make significant contribution to realising the potential of production quickly and to the full extent.

- 
- 
- Energy technology
  - Industrial furnace construction
  - Pump industry
  - Separation technology





Onshore and offshore



- CRA spin casting pipes
- Subsea umbilicals, riser and flow lines (SURF)

## Mastering challenges

The recovery of oil and gas from the deep sea requires metal alloys of the highest possible corrosion resistance and strength. SURF products are exposed to high pressure and particularly aggressive conditions. In a word: The demands on stainless steel solutions in the onshore and offshore field are as high as they are diversified.

Here our experience in the field of corrosion-resistant materials as well as our outstanding research and development work has paid off once again. For the challenges in the onshore and offshore fields we have developed specific alloys and production processes. These are tested, evaluated and checked both by ourselves as well as by independent institutes widely recognised throughout the industry.

We combine this highest possible standard of quality and reliability with short delivery deadlines, low “lifetime costs” and outstanding materials properties – all advantages that make it possible for our customers to successfully master all challenges on land and in deep waters.



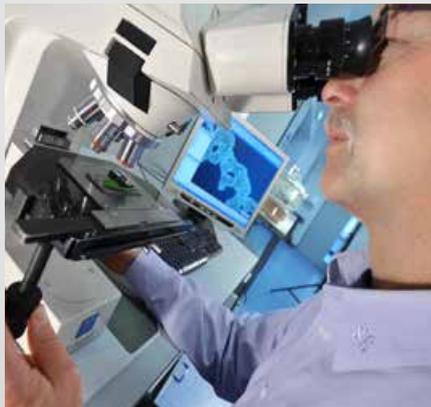


# Innovations

## Showing competency

Our “Research and Development Services” division, RDS for short, is considered to be one of the most modern research institutions in the industry. Its equipment puts us in a position to realistically reproduce all production steps. In that way, we can more efficiently advance our development projects in the field of metallic materials, respond to production-related issues and significantly shorten development cycles.

Based on these outstanding resources, the consistent extension of the service idea is a goal in our research and development work. One example: In close cooperation with one of our customers, we produced and validated statistical models to predict process-related parameters for steam cracker reactors. Depending on the chosen engineering and the selected combination of materials, together this allows us to determine the ideal operating window and thus provide a significant increase in plant performance.



As a matter of course, our test and laboratory centre is certified under DIN EN ISO/IEC 17025:2005. All tests can be monitored by inspection and classification companies such as TÜV, LRS, GL or our in-house inspection and quality offices.





# Employees



## Growing together

Our employees are the key to permanent success. That may sound like a personnel policy platitude but for Schmidt + Clemens it is an opportunity and motivation for many different kinds of campaigns in the field of human resources.

Our “S+C Academy” offers a completely new and very extensive advance training opportunity

for all of our employees. This includes seminars with different thematic focuses whose objective is to increase understanding for our complete entrepreneurial process.

Schmidt + Clemens is an attractive employer. We offer our employees an in-house plant kindergarten, an in-house fitness studio and an ultra-modern cafeteria whose ambience

and culinary quality are in a class of their own. Flexible working hour models, including during training or during a sabbatical in the administrative and management division contribute to improving the balance between work and family. For this reason we also support the Oberberg Alliance for the Family.





# Training



## Opening up perspectives

Personnel development and talent promotion are important goals for Schmidt + Clemens. For that reason we have developed a first-class training division and numerous advance training opportunities, imparted by our “S+C Academy.”

The “S+C Academy” teaches specialist knowledge, develops key qualifications and

reinforces competency for action. It promotes taking on responsibility and opens up new perspectives. In a word, it prepares young career beginners professionally and personally for pursuing a career. Pursuing the same goal is our “Young Talent Programme” where young talents are specifically prepared to take on further responsibilities in the company.

But even those who are not yet working for Schmidt + Clemens can benefit from our next generation promotion: We are fortunate to provide internships and to assist in graduate theses in order to open up perspectives at an early stage.



Schmidt + Clemens

Akademie





# Responsibility

## Acting sustainably

Schmidt + Clemens assumes responsibility – for the people who work for us and for the environment in which we live. Our company is certified according to OHSAS 18001:2007 and ISO 14001:200. Both certifications give us incentives to keep our efforts in the field of environmental protection and work safety at a high level and to optimise them on an ongoing basis.

We condemn any form of discrimination and racism and we stand for togetherness of different cultures. At our worldwide sites we employ people of very different nationalities and religions. And for that reason as well we have established respect and tolerance for the cultural differences of customers, suppliers and employees in our corporate code. And in the future as well, we will be relying on this diversity to sustainably ensure our future together.

Because responsibility also means support, we commit ourselves actively to our region. This applies to special projects, training initiatives and schools, but it also applies to our athletic sponsorships: Schmidt + Clemens supports sports clubs in the region and is a main sponsor of VfL Gummersbach in the national handball league and is a partner in TTC Schwalbe Bergneustadt in the national table-tennis league.





# Capacity

## Quality on a grand scale

Continuously high product quality goes without saying for Schmidt + Clemens. What is less obvious is that, besides uncompromising quality, we can also offer a very high degree of capacity.

Our response to major orders that have to be completed in a very short period of time is the Schmidt + Clemens global production network. At several sites worldwide we engage in spin casting production based on a uniformly high quality level and jointly constituting one of the highest spin casting capacities in the entire industry.

Our customers can also rely on having the largest and at the same time most flexible supplier of spin casting solutions on their side, working with them.



 Production locations

 Sales locations



Schmidt + Clemens GmbH + Co. KG  
Kaiserau 2, 51789 Lindlar / Germany  
Phone: +49 2266 92-0  
Fax: +49 2266 92-370  
E-mail: [info@schmidt-clemens.de](mailto:info@schmidt-clemens.de)

[schmidt-clemens.com](http://schmidt-clemens.com)