



Schmidt + Clemens invest in the future

Future-ready solutions are the direct result of the extensive research and development that Schmidt + Clemens continuously conduct. By offering new services and business segments as well as by investing in production, research and training, Schmidt + Clemens is consistently taking diverse measures to successfully adapt to the future. For this purpose, the specialist in stainless-steel centrifugal casting components is combining theory and practice. "In this way, we can secure our competitive edge in the long run," says Lars Niemczewski, Chief Communications Officer at Schmidt + Clemens, who is based at Schmidt + Clemens' headquarters in Lindlar-Kaiserau, Germany.

By Jolanda Heunen

As principal sponsor of the inaugural Managing Aging Plants Conference & Expo that was held in Düsseldorf, Germany, on 3–4 March 2015, Schmidt + Clemens have shown to give a lot of support to the industry when it comes to managing their aging

plants. The support was also shown in the workshop on Steam Reformer Furnaces that was moderated by Dietlinde Jakobi, Head of Schmidt + Clemens' Research & Development Services. "S+C is a group of foundries and we are running one of the

biggest departments in Research & Development within the branch," Mr. Niemczewski continues. "We develop a lot of own materials and own alloys, and we can offer these special alloys to the branch to increase for example the productivity of aged plants."

Research & Development is conducted at Schmidt + Clemens' technical centre, where the company created an interface that allows engineers, scientists and material experts to jointly develop innovative solutions that are ready for the future and built to last. These then lead to new products and services. In recent years, the company has already developed numerous steel grades, which are found in a variety of speciality products. One of the latest developments are the so-called 'Dry-Rolls' that are applied in industrial furnaces. These Dry-Rolls are uncooled transport rolls that can withstand temperatures of over 1,200 degrees Celsius. Another example of recent product developments by Schmidt + Clemens in the high temperature range is the material Centralloy® HT E, which is used in pipe systems for steam cracking.

Customisation of materials

Customisation plays an important role in the products and materials that Schmidt + Clemens develop. The demand for customized products is high, especially in aging facilities, where customised products offer a solution. Furthermore, a rising demand for the customisation of existing materials can be noticed. Or as Mr. Niemczewski puts it: "One upcoming trend is the individual qualification of materials." Customisation – or individual qualification of materials – involves the optimisation of certain properties for very specific applications. The goals



Research & Development in progress at Schmidt + Clemens' technical centre

of customisation can be very diverse: sometimes this is done with the aim to save weight, and on another occasion it is because there needs to be a stronger resistance to aggressive gases,

expertise in recent years, which has led to the development and implementation of a new business model that combines products and ser-

"Schmidt + Clemens' production and research has accumulated invaluable expertise in recent years, which has led to the development and implementation of a new business model that combines products and services, offering customers a complete solutions package."

to name just a few possibilities. "For this purpose, we own a worldwide unique test rig, in which we can test the materials under real conditions," Mr. Niemczewski explains. Schmidt + Clemens' production and research has accumulated invaluable

services, offering customers a complete solutions package. "We now offer this combined expertise in the areas of materials, processes, and products to the market," Mr. Niemczewski tells. "As a result, companies are able to have us perform failure analyses, for example. In this regard, we are operating as an accredited laboratory."

Although the idea stemmed from extensive interaction with their existing customers, the combined expertise offer is not exclusively directed at Schmidt + Clemens' existing customer base. Having said this, staying in close contact with their customer base in order to deliver exactly what is desired, is and will always remain an important part of the way Schmidt + Clemens work. "We constantly want to know where and how we can assist our customers, so we can offer them the best possible service, that enables them to increase the productivity of their facilities," Mr. Niemczewski explains. "Of course this also involves assisting our customers in increasing the productivity of their aging facilities, which is becoming increasingly important."



Trainees can practice virtually all technical activities in the Schmidt + Clemens' Academy



+ Clemens will handle the acquisition of missing components as well as the associated transport preparations.

Investing in the future

Apart from its headquarters in Germany, Schmidt + Clemens own production facilities all over the world. In order to be able to constantly provide their services at the highest possible level, Schmidt + Clemens strategically invest in the areas of production and research. Therefore, the capacity of their plant in Spain is increased by twenty percent, and the site that is located in the Czech Republic will be receiving a third hall.

One of the largest projects that Schmidt + Clemens have been running in the past couple of years, concerns

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Installation and disposal

In addition to customisation and optimisation of materials for specific applications, Schmidt + Clemens have recently started to offer another new service to customers: the execution of upstream and downstream activities. “We now consider ourselves a one-stop shopping destination for our customers,” Mr. Niemczewski states, and he continues to elaborate on what this exactly entails: “If, for example, we supply new pipes for an existing petrochemical plant, we can – upon request of the customer – remove the old pipes on-site, install our new components, and dispose of the disused parts.”

When it comes to remote locations, the German service team can, again upon the request of the client, set up the complete infrastructure that is needed for the installation. This effectively means that all aspects of the installation are taken care of by Schmidt + Clemens. This concerns all matters that are related,

which can range from power generation to welding equipment, and even to making sleeping arrangements, which is done when the installation is conducted in such a way that employees will remain on-site until the plant is fully operational. In addition, the specialists from Schmidt

their facility in Malaysia, where the company built a new factory with its own administrative area. “We had been at our previous location in Malaysia for over thirteen years when the lease expired, and we took this as an opportunity to move and to build,”



Mr. Lars Niemczewski, Chief Communications Officer, Schmidt + Clemens



Schmidt + Clemens' new production facility in Malaysia

Mr. Niemczewski explains. "We chose to make a huge investment in Malaysia because Asia is one of our biggest markets." After years of hard work the complex that is located in Sendayan Tech Valley has officially been opened and Schmidt + Clemens Asia invites customers from all over the globe to visit their new facility.

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Apart from investments that are made in facilities in Malaysia, Spain, and the Czech Republic, Schmidt + Clemens also started reorganising the plant layout at their headquarters in Germany. "In Lindlar-Kaiserau, modernisation of the

machines and optimisation of the hall layouts are planned. Our main objective here is to further develop the processes," Mr. Niemczewski explains. "Schmidt + Clemens have grown enormously over the past years and we need to optimally use the space." With the optimisation trajectory that will be running until the end of this year, the company for exam-

ple brings departments closer together, which is a matter of simple logistics that has a great impact on reducing the amount of transportation time on-site. And there are more investments the company makes. Schmidt + Clemens

is renowned for offering extensive seminar and training programmes to their employees, up to special education programmes for managers. In the surroundings of the Schmidt + Clemens Academy there is a great deal of attention for the topic of talent recognition and promotion. The youth development programme, for example, prepares young employees for future roles. For the new services the company offers to be performed according to the highest standard, Schmidt + Clemens have also heavily invested in the education and training of their employees, at all levels of the company. A modern workshop has been set up, for example, where trainees are able to practice virtually all technical activities under realistic conditions until perfection. The complete training programme is combined in the Schmidt + Clemens Academy.



Schmidt + Clemens' production site in Lindlar, Kaiserau, Germany

Towards the future

Schmidt + Clemens are not only a supplier of products, but have in addition become a supplier of services. By staying in close contact with their customers and listening to the needs and wishes that are present in the field, the company is able to provide tailor-made solutions that are future-proof. By nurturing the talent that they have in-house, through special training programmes, Schmidt + Clemens are educating the specialists of the future. In this way the company can continue to persuade the market with innovative products combined with customised services in the future.