



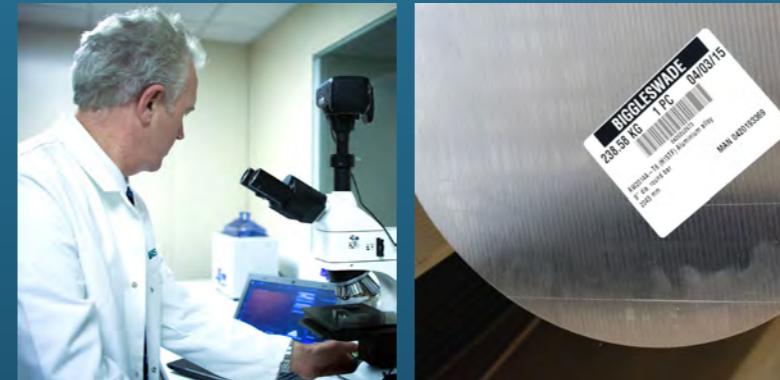
stockholders, distributors and service providers

[www.smithsadvanced.com](http://www.smithsadvanced.com)

## > Our Approach

High quality products, robust supply

Smiths Advanced Metals is a leading global supplier of high-quality metals and plastics for specialist applications. We offer a wide range of products that meet the specific requirements of the world's most demanding industries. Our strength is our ability to combine our expertise in product quality with added value service and robust on-time delivery.



- **APPROVALS**  
We hold a wide range of end-user approvals giving customers complete confidence in their compliance with supply chain quality requirements.
- **APPLICATION EXPERTISE**  
We employ application specialists who can help customers with product standards and the certification requirements of specific industries.
- **PRODUCT RANGE**  
We stock a wide range of specialist and commercial products that meet the certification requirements of advanced applications.
- **ADDED VALUE SERVICES**  
We offer a full range of cutting and processing options as well as added value services that enhance and streamline order fulfilment.
- **QUALITY MANAGEMENT SYSTEM**  
Our quality management system is embedded into everything we do giving our customers complete confidence in our supply capability.
- **IN-HOUSE LABORATORY**  
We have a UKAS registered laboratory on site allowing us to offer rapid mechanical and chemical analysis as part of our service.
- **SUPPLY PACKAGES**  
For customers who require long-term supply arrangements we can create bespoke supply packages with set performance targets that reduce costs.
- **GLOBAL SUPPLY**  
Our sales teams operate globally and have expertise in the standards and certification requirements that apply to specific countries.

- > AIRBUS
- > BAE SYSTEMS
- > BOMBARDIER
- > EATON AEROSPACE
- > GE AVIATION
- > HINDUSTAN
- > LEONARDO
- > LOCKHEED MARTIN
- > MARTIN BAKER
- > MINISTRY OF DEFENCE
- > MOOG
- > MBDA
- > QINETIQ
- > ROLLS ROYCE
- > SIEMENS
- > SAFRAN
- > SCHLUMBERGER

## > Approvals

We possess an in-depth knowledge of international material specifications which are further endorsed by a range of customer and industry specific approvals.

### ■ A supply route for every industry...

We have supply approvals from the world's major OEMs in industries including aerospace, defence and energy. Our systems cater for the unique requirements of each approval and includes products specifically certified for use in these industries.

## > Application Expertise

Our wealth of experience in a variety of high technology market sectors allows us to offer solutions in the most demanding global industries.



AEROSPACE



CHEMICAL



DEFENCE



MEDICAL



MRO



NAVAL



NUCLEAR



OIL & GAS



POWER



ANGLES



BAR



BOX SECTION



CHANNELS



COIL



EXTRUSIONS



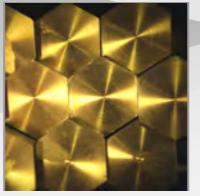
FLATS



FORGED RINGS



FORGINGS



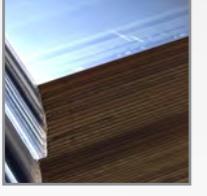
HEXAGON



PLATE



ROLL FORMED



SHEET



TEES



TUBE



WIRE

- Aerospace & Commercial Aluminium
- Duplex & Super Duplex
- Precipitation Hardening Stainless Steel
- Engineering Plastics
- Controlled Expansion Alloys
- Copper Nickel Alloys

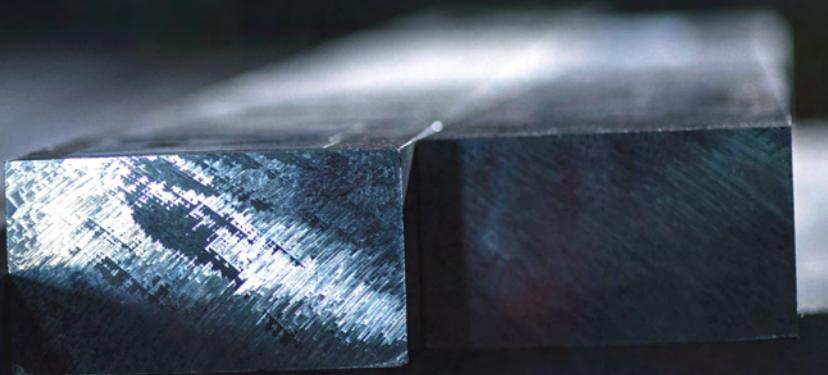
- Titanium Alloys
- Nickel Alloys
- Nickel Copper Alloys
- Copper Alloys
- Cobalt
- Soft Magnetic Alloys

- Specialist Bronzes
- Stainless Steel
- Alloy Steel
- Magnesium
- Refractory Alloys
- Maraging Steel



## Products

With a diverse range of high quality products and a variety of shapes and sizes to choose from, we have a depth and variety of stock material to suit your business.





## > Processing Services

Added value to our material supply with numerous in-house options.

### ■ GUILLOTINING

We guillotine to close tolerances and to customer bespoke requirements.

### ■ TUBE CUTTING

We can handle tubes from up to 200mm dia. with a tolerance of +/- 0.3mm on the cut length.

### ■ VINYL COATING

We offer a protective film coating on sheet and plate products when the aesthetic appearance is critical.

### ■ BAR CUTTING

With over 2 million billets cut in our warehouse every year, our ISO 9001:2015 accredited rod blanking service will cut your bars to your machining requirements.

### ■ PLATE SAWING

We offer a complete plate sawing service with a range of equipment including vertical and CNC saws. We offer tight tolerances to match customer requirements and in many cases eliminate the need for further cutting.

## > Additional Services

Further supply options designed to specifically improve your supply chain.

### ■ CERTIFICATION OF PRODUCTS

We can enhance existing mill certification including P.M.I and 3.2 upgrade. Specialist grades are purchased with 3.2 mill certification.

### ■ LABELLING & MARKING

Our materials can be labelled and marked using your own part numbers.

### ■ BESPOKE PACKAGING

Your products can be supplied with bespoke packaging to maintain your brand identity.

### ■ MATERIALS TESTING

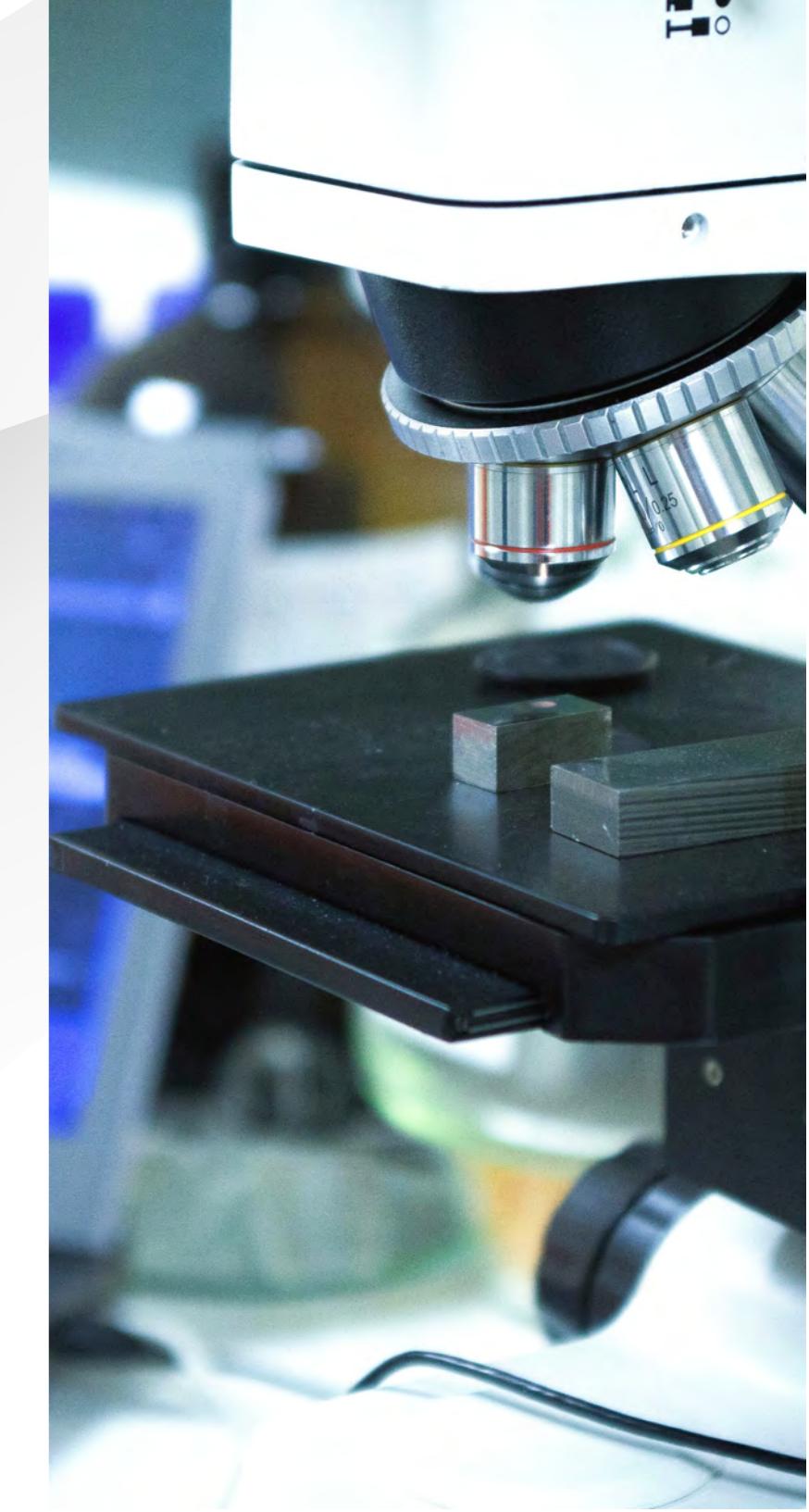
We offer a range of mechanical and chemical testing from our in-house UKAS accredited laboratory.

### ■ HEAT TREATMENT

We offer a wide range of thermal treatments, for ferrous and non-ferrous metals, from UKAS or NADCAP facilities.

### ■ MATERIAL CONVERSION

Your material can be converted into a variety of forms including rolling, forging and radial forging.



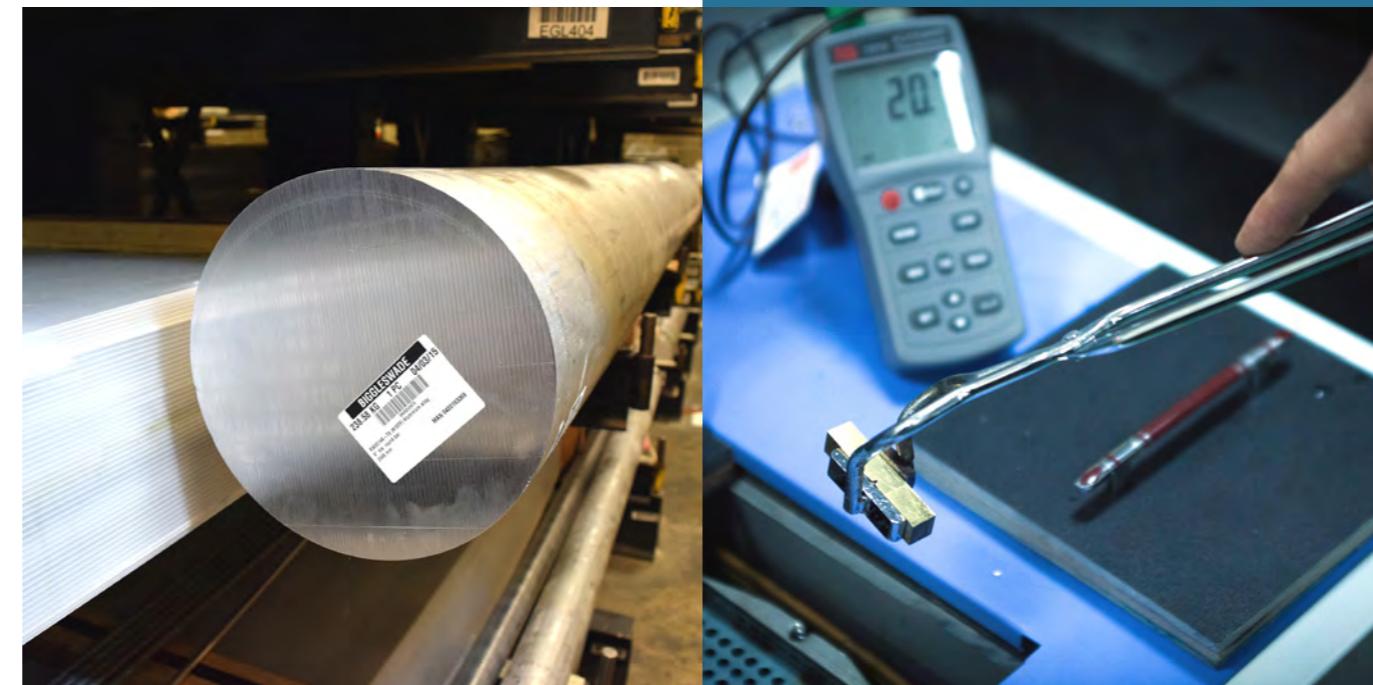
# > Quality

Not a concept that is 'bolted on' to the rest of our business. Our Quality Management System is the foundation upon which our business runs.

## ROBUST & TRANSPARENT

We have a completely embedded quality management system (QMS) that is robust, transparent and meets the most demanding customer applications.

The system has traceability at its very heart. Every piece of material that enters our warehouses is given a unique reference number and barcode label which stays with the material whilst under our care.



# > UKAS Laboratory

We are unique in our sector in having our own UKAS materials testing laboratory offering a whole range of testing services as well as metallurgy consultancy across a variety of application areas.

## FASTER LEAD TIMES

We undertake both single-event materials testing and ongoing sampling programmes that can be tailored to fit a customer's requirements and can be completely embedded into our material ordering process.

This allows us to dramatically improve the speed at which fully tested materials can be supplied.

In addition, we offer testing routines for specific customer applications enabling us to provide a supply route for materials with unique certification requirements.

## > Available Tests

TENSILE TESTING      CORROSION TESTING  
CHARPY IMPACT TESTING      HARDNESS TESTING  
CHEMICAL ANALYSIS      PHYSICAL PROPERTIES  
METALLURGICAL ANALYSIS

## > Services

CONSULTANCY SERVICES      TECHNICAL ADVICE  
INVESTIGATIONS      BATCH TESTING  
PMI

# > Stock Management

We offer a range of stock management services that can be further customised and combined to provide an optimal package of stock availability at minimal balance sheet cost.

## RESERVED STOCK SYSTEMS

We reserve stock for you within our inventory. With a supply contract in place you will get complete certainty of availability and delivery schedules with full visibility through our customer portal.



## CONSIGNMENT STOCK

Stock is located on your premises but only invoiced as you use it. It works well where space is not an issue but there can be a large administrative burden.

## RELOCATED CUSTOMER OWNED STOCK

You own the stock but it is located within our premises and called-off as required with full visibility through our customer portal. This is a good option if you have no requirement to reduce working capital.

## KAN BAN SYSTEM

A pull based system is used to replenish raw material stock at your premises. It works well where usage is erratic to smooth issues with logistics but requires additional systems to manage overall inventories.



## SUPPLIER MANAGED INVENTORY

We take complete control of your raw material inventory, re-order stock against your production forecasts. Our sophisticated planning software maximises efficiency by optimising producer lead times and re-order quantities.

## SET UP STAGES

Establish and understand customer need

Assess Suitability

Identify Supply Improvement Opportunities

Develop Package

Review with Customer

Implement

Periodic Review

# > Supply Packages

Whilst many customers are happy with a simple supply arrangement, some require more complexity; we offer supply packages that can dramatically reduce the cost of raw material supply whilst improving availability.

PRODUCTS PROCESSING SERVICES VALUE ADDED SERVICES STOCK MANAGEMENT

## REDUCED OPERATIONAL & BALANCE SHEET COSTS

Depending on the stocking model selected, the amount of stock being held at your premises will be reduced, potentially down to zero. This can have a major impact on your balance sheet and free-up space being used for stock which can be utilised for other activities such as production. With the reduction of local stock, other associated savings can be made in areas such as handling and processing equipment.

## CUSTOMER PORTAL

For most customers, we provide access to our Customer Portal as part of a new supply package. The portal will run on virtually any PC that is connected to the internet and provides you with complete visibility of stock that is under our care. This includes incoming stock from suppliers, reserved stock, order progress, MOQs and all certification paperwork.

Depending on the supply package selected, it is also possible to call-off stock from within the portal at the click of a button and all this can be set up using your existing part numbers.

## > International Standards

Our wide ranging knowledge of international standards and specifications allows us to offer world class supply services on a Global footing.



United Kingdom  
British Standards



United States  
AMS, QQA, ANSI, SAE



Germany  
W,Nr DIN



France  
AFNOR



Japan  
JIS



Italy  
UNI



International  
UNS



European  
Euronorm (EN)

### OTHER STANDARDS:

**AMS**



**QQA**



## > Global Supply



Our ability to serve international customers is drawn from years of dedicated experience and our extensive knowledge allows us to...

- ....understand different country's import requirements
- ....supply metal to anywhere in the world, quickly
- ....partner with large freight forwarders
- ....have a network of employees and agents across the world



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