

# WIREFCOMMS

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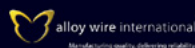
The Customer's Newsletter



Wire strength for high temperature performance



Nimonic® 90 | Rene® 41 | Inconel® 718  
0.025 mm (.001") to 21 mm (.827")



## AWI all set for FARNBOROUGH 11<sup>th</sup> to 17<sup>th</sup> July 2016

Hall 1, UK Pavillion Stand No.1/B90

Alloy Wire International will showcase their range of high-performance alloys at the upcoming Farnborough International Airshow, promoting their position in the aerospace sector.

Alloy Wire International's (AWI's) products are used in aircraft fire detection, engine retaining rings, fasteners, high-temperature seals and engine compression springs. "The aerospace sector demands the highest quality material and fast turnaround on orders, two attributes we have built our business on."

"Our manufacturing policy is AS9100 Aerospace & Defence accredited and, with our no minimum quantity policy, it saves the customer money and helps them meet fluctuations in volumes."



Tom Mander

"The Farnborough Airshow, which is held every 2 years, is a fantastic opportunity for us to showcase our capabilities and exciting new alloys that offer high corrosion resistance and high temperature properties...ideal for critical aerospace parts."

Tom Mander – Sales Executive

AWI will form part of the Midlands Aerospace Alliance's Pavilion at the Airshow from 11<sup>th</sup> to 17<sup>th</sup> July 2016. Hall 1, UK Pavillion Stand No.1/B90 [www.farnborough.com](http://www.farnborough.com)

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## ANOTHER APPRENTICE

*Daniel Holyhead joined our production team as Apprentice Wire Technician and will now receive thorough training in all aspects of the manufacturing processes.*

**DANIEL HOLYHEAD** – Wire Technician

## ALLOY WIRE IMPROVE WORK EFFICIENCY AND EFFECTIVENESS

As part of our continuous improvement programme, Alloy Wire's Production team have received Lean Manufacturing and 5S Training. Two areas in the manufacturing department were selected and all the team worked together to improve workspace organisation and cleanliness, thus advancing even further efficiency and effectiveness.

## In safe hands

### IOSH Managing Safely Certification

We are pleased to announce that two members of our Health & Safety team, Quality Executive Kevin Guest and Wire Technician Mat Pearce, have been awarded the IOSH certification. Both recently completed the "IOSH Managing Safely" Health & Safety course and final examinations. This will strengthen the Health & Safety commitment of Alloy Wire International with our ongoing employee safety initiative.



**KEVIN GUEST** – Quality Executive  
e [quality@alloywire.com](mailto:quality@alloywire.com)



**MAT PEARCE** – Wire Technician

## INCREASING SIZES

### Phynox

will be available at 21.00 mm (.827"), Annealed, Hot Rolled Rod, which is an increase on the previous 14.00 mm (.551") diameter stock. We will now be able to offer up to 15.00 mm (.590") diameter in the spring temper condition.

### Alloy 600

21.00 mm (.827"), Annealed, Hot Rolled Rod, which is an increase on the previous 16.00 mm (.630") diameter stock. We will now be able to offer up to 13.00 mm (.512") in the Spring Temper condition.

### Nitronic 60

will be available at 13.00 mm (.512"), Annealed, Hot Rolled Rod, which is an increase on the previous 5.50 mm (.217") diameter stock. We will now be able to offer up to 7.00 mm (.276") diameter in the Spring Temper condition.

### 80/20

will be available at 10.00 mm (.394"), Annealed, Hot Rolled Rod, which is an increase on the previous 7.00 mm (.276") diameter stock.



## WIRE AT YOUR FINGER TIPS

AWI have launched an 'App'!

The purpose of our App is to give customers a guidance to material selection based on the working environment of the wire. Also, it will enable customers to enquire and purchase products, read the technical spec and search the many wire profiles. In future you will be able to keep up to date whilst on the move with the new Alloy Wire App.



## 3 NEW ALLOYS TO EXTEND THE RANGE

**Nickel 205** will be available at 5.50 mm (.217") Annealed, Hot Rolled Rod and up to 3.00 mm (.118") diameter in the Spring Temper condition. Nickel 205 is similar to Nickel 200 but has compositional adjustments to enhance its performance in electrical & electronic applications.

**Stainless Steel type 321** will be available at 7.00 mm (.276") diameter, Annealed, Hot Rolled Rod and up to 4.40 mm (.173") diameter in the Spring Temper condition.

**Stainless Steel type 302 W.Nr 1.4310** is now available at 10.00 mm (.394") diameter, Annealed, Hot Rolled Rod and up to 6.30 mm (.248") diameter in the Spring Temper condition.





## Exhibitions

### NEXT STOP CHICAGO, USA

**Sales Director Angus Hogarth & Stephen Olley**, our new **Sales Executive**, will be joining our N. American sales team in October to exhibit at CASMI's Spring World exhibition in Chicago. They will also be taking time to travel the Mid State area to visit customers.



Angus Hogarth



Stephen Olley



October 5<sup>th</sup> – 7<sup>th</sup>  
Booth 1021



[www.casmi-springworld.org](http://www.casmi-springworld.org)

## CUSTOMER VISITS

### MD to clock up over 8,000 miles...

#### Wire China and Asia Customer visits

Mark Venables – Managing Director will be meeting with our Chinese agents in September and visiting 'Wire China 2016', the '7<sup>th</sup> All China International Wire & Cable Industry Trade Fair' in Shanghai before visiting a growing customer base. He will then fly to Tokyo to meet our Japanese agents and visit customers from a range of industries. His final destination will be Taipei in Taiwan where he will link up with our agent and meet with a growing number of customers.



Mark Venables

#### SPAIN >

Angus Hogarth travelled with Stefano Cappelletti, our Spanish agent, meeting with customers in Northern Spain to discuss a number of new products and business development.

#### NORWAY > ONS Stavanger

Angus Hogarth will be attending the ONS (Offshore Northern Seas) Oil & Gas exhibition in Stavanger, Norway in August this year. The exhibition, that has been going for over 40 years, is a non-profit foundation and was established by Stavanger City Council, Statoil, Stavanger Forum and the Norwegian Petroleum Society.

#### HOLLAND & GERMANY >

Eva Lorenz our agent in Germany and the Netherlands recently undertook an extensive tour of Netherlands and Germany meeting with many customers, all of whom gave her a warm welcome and praise on AWI's performance in the supply of nickel alloy wire – which confirms our statement "**Manufacturing quality, delivering reliability**"

#### OTC 2016 Show Review

The number of visitors to this year's OTC in Houston, Texas was not as high as previous, but Angus Hogarth, Ed Sierman (N. American office) and José Antonio Derreza Castro (Mexican office) were very pleased with the number of guests they had to their stand. Existing customers from around the globe, plus many potential new customers, came to meet with them to discuss business opportunities. So despite the slow oil market today, AWI continues to be a success even here.

#### 4 day Italian visit – May 2016

Unseasonal wet weather wasn't enough to dampen the spirits of Tom Mander & Stefano Cappelletti who enjoyed a successful 4 day tour of customers in Milan & Turin.

All customers were pleased to report continued growth in the Italian economy with positive forecasts predicted for the rest of the year. Special thanks to Stefano whose meticulous planning ensured productive meetings throughout.

### UK Customer visit request

With the addition of our new Sales Executive, Stephen Olley, who joined us in March this year, along with Angus Hogarth, (Sales Director) and Tom Mander, (Sales Executive), we have more Alloy Wire staff available to visit you. If you would like a customer visit, please contact our Sales Office [sales@alloywire.com](mailto:sales@alloywire.com) We look forward to hearing from you.

#### International Customer Visit Request

If you would like a visit from your local office, please click on the following link to find their contact details [www.alloywire.com/international.html](http://www.alloywire.com/international.html)



Amit Banerjee

### A BIG THANK YOU

#### Amit visits Alloy Wire

Thank you to Amit Banerjee our Indian Sales Manager for visiting Alloy Wire for a sales strategy meeting which was very interesting and productive.

**THE  
FINAL  
WORD**

"Alloy Wire continues production through the summer months but will be closed on **Monday 29<sup>th</sup> August** due to a National Bank Holiday. Have a great summer to all our customers!"

alloy wire  
international