



*Precision Strip stock from 0.050–0.8 mm thickness and width of up to 1000 mm*

## Euro-Titan and Zapp: A strong team

In November 2008 Robert Zapp Werkstofftechnik GmbH, part of The Zapp Group, took over Euro-Titan Handels AG, Solingen, Germany. The company was founded in 1994 by the Siepmanns, a long-established business family in Solingen. The family was by no means unfamiliar with titanium material, as their company GAB already had a 40-year history of delivering semi-finished and finished products to the plating industry. This extensive experience fuelled Euro-Titan's rapid expansion as warehouse, service center operator and major just-in-time supplier in Europe, also for very small quantities. Euro-Titan's sales organisation is led by Peter Siepmann, son of the company's founder. As the company contributes new supply sources from Japan and other Asian countries to the Zapp Group, it expands the group's procurement portfolio along with new suppliers and new applications. The acquisition complemented Zapp's already extensive global distribution network and their incredibly diverse product range. Stainless Steel World travelled to the company's head office in Ratingen, Germany to find out more about how this strategic acquisition boosts Zapp's titanium portfolio and how the company continues to grow and diversify across the globe.

**By John Butterfield & Joanne McIntyre**



As we sit down to talk to them, Mr. Theodor Meyer (Managing Director of Robert Zapp Werkstofftechnik) surprises us by starting the interview with a challenge: "Name any metal used in any way, and I will prove to you that we supply a product for that application."

What follows is a demonstration of how incredibly diverse this company's product offering really is. "From aerospace to elevators, car parts to power generation, medical implants to pens, there is no use for metal which we can think of that the Zapp Group doesn't cater for. It is active in practically every application involving metal around the globe.

Probably no other company in the world has such a wide range of products and applications and no-one I've met has ever been able to name a use for metal which we don't cover. For example we supply stainless steel tubing, piping and fittings for the food industry, and titanium for aerospace applications, including Airbus and others; we are in the defence business, the chemical, petrochemical, and pharmaceutical industries through high corrosion resistant alloys, nickel based alloys, cobalt based alloys or titanium.

We supply wire from special grades, titanium or monel for luxury goods. We supply all kinds of medical implants and are even involved in architectural applications.

Whilst our name may be unknown by many

companies our products are often a vital part of machines without which systems will not work," illustrates Mr. Meyer

### The ideal union

Impressed by the amazing range of applications the Group supplies, we move on to the acquisition of Euro-Titan. One of Europe's biggest warehouse for pure titanium materials in all semi-finished product forms, Euro-Titan is the perfect complement to the titanium activities within Robert Zapp Werkstofftechnik focused on titanium alloys for aerospace as well as special machinery, plant and equipment engineering applications.

"Along with plates and sheets, the company warehouses bars, wire and pipes in all dimensions in titanium material grades 1, 2, 4 and 7. Euro-Titan's services include pre-fabrication processing such as sawing and shearing as well as waterjet plate cutting and various other processes. The main application areas are in the chemical and pharmaceutical industries along with plant and equipment engineering", explains Mr. Siepmann.

"Zapp and Euro-Titan have always had a close relationship, being their distribution partner for pure titanium since more than a decade. Like Zapp, Euro-Titan was an old established family company and when the opportunity to consolidate arose it was a logical step for all of us."

With the acquisition of Euro-Titan Handels



Bundle tubing for hydraulic systems on ships



Stock of tubes and pipes in Hastelloy® alloys e.g. for chemical application



Bars in pure titanium at Euro-Titan

GmbH, Robert Zapp Werkstofftechnik is now a provider of high performance materials for all titanium and titanium alloys in all semi-finished product forms and applications – which also makes it the biggest independent warehouse having a service centre in Europe.

### Close customer connections

Robert Zapp Werkstofftechnik GmbH consists of two departments, Special Materials and Tool Alloys, and is staffed by about 100 employees and approved to EN9120.

The Special Materials department stocks and packages nickel and nickel alloys, cobalt and cobalt alloys and titanium alloys as well as tantalum and zirconium in all semi-finished product forms and dimensions.

One can find sheets/plates which range in thickness from 0.50 mm to 100 mm, in all formats and in more than 30 materials commonly available on the market. That also applies to wire from Ø 0.30 mm and bars to Ø 250 mm, as well as seamless and welded pipe and welding filler materials in many dimensions. Zapp supplies its forging stock to forges under contract for various open die and die forged products.

The list of worldwide suppliers includes, amongst others, contract works such as Haynes International Inc., USA, with whom Zapp has been collaborating for more than 50 years now. Haynes International Inc. is one of the World's only producers of nickel and cobalt alloys in all semi-finished product forms that also develops a large



Bar saws from Ø 6– 530 mm

number of new materials. These include materials such as Hastelloy® C-2000® alloy as well as Hastelloy® Hybrid-BC1® alloy which were launched at the Achema 2009 trade fair.

With its large range of materials and dimensions, Zapp operates across all industries, primarily in Europe. Whether as semi-finished products or finished components, as warehouse, service or project activities – all types of business can be catered for. Their many years of engineering experience enable them to develop new applications and markets, including the process technologies of the future.

The object is, that the Special Materials Service Center will continue to grow its business in new markets and provide added value, particularly in the area of finished parts. As the location in Ratingen is the largest European single warehouse and service center, it has a complete range of machinery at its disposal, from water jet/laser cutting machines to table saws, bar saws, abrasive cutter, shears, etc. Its extensive network of processors enables it to deliver assembly-ready components and systems “just in time” throughout Europe. “In addition we have long-term contracts which include engineering and financing, some with a lead time of five or ten years. These long-term contracts involve engineering work through our technicians, the manufacture of products and additional added value work. Quite simply, we are able to do things that other companies are not able to do. We position ourselves at the upper end of the market

with a strong focus on quality and expertise and close customer connections,” contributes Mr. Siepmann. When it comes to Tool Alloys, they are distributor for several leading PM steel manufacturers – such as ERASTEEL, France.

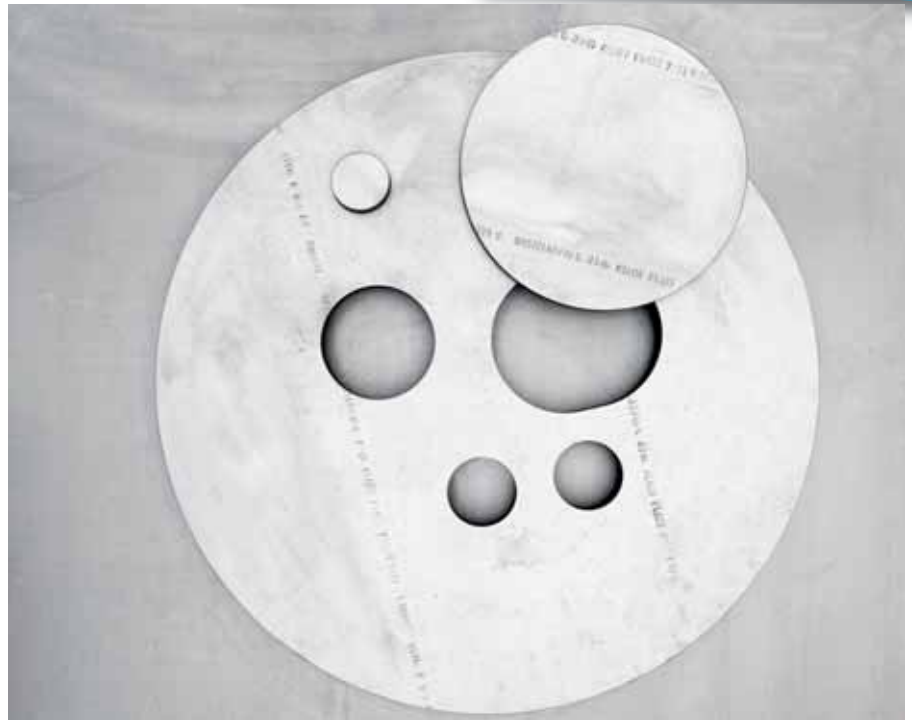
Zapp is frequently consulted on technical questions relating to tool steel selection. The key here is to identify the most economical overall solution for any given tool making application. Along with the contract suppliers already mentioned, Zapp relies on a large number of additional tool alloy suppliers in order to provide optimal service in the markets of Europe, USA and Asia. The main users of these products operate in the machinery, vehicle construction and processing industries. As Europe's biggest warehouse for high performance powder metal steels, one can find 14 different high performance saws in the service center in Unna, Germany, enabling to supply customers with pre-finished or “near net shape” tooling components. Through field force and a large number of own offices and distributors, Zapp is working to sustain continuous growth in these special tool steels in Europe, USA and Asia.

### A strong team

The group's core competences include, among other things, the cold forming of metallic materials, primarily from special stainless steels as precision strip/foil, bars, wire, profile, etc. Production is coordinated across several manufacturing facilities in Germany and the USA and supplemented

by a worldwide network of service centers and distributors.

“The Zapp Group supplies its full range of materials, dimensions and product forms to all industrial sectors, including the aerospace industry, vehicle construction, plant and machinery construction, the chemical, pharmaceutical and petrochemical industries and for electrical engineering and defense applications as well as in the medical technology sector,” explains Mr. Carl Pfeffer, Member of the Executive Board of the Zapp Group. Zapp is one of the few companies in the world that successfully delivers to structures which are so complex in terms of product diversity. The Group is dedicated to provide innovative materials and semi-finished product forms for use in the niche markets of all industries around the world. “Of course the market has suffered somewhat from the economic downturn but the materials we supply, including stainless steel, are part of a cyclic market where prices vary by up to 50%. At the moment the market for some metals or alloys is in a dip compared to demand in 2007. This applies to titanium, stainless steel, nickel based alloys and cobalt based alloys. However, we are aware of these cycles and our long-term strategy allows us to rapidly adjust our output during down turns and respond quickly when the market picks up again. We anticipate these cycles and look at how we can use the earnings from good times to develop for the future. We’re not a company that operates at high risk; we operate on a more conservative level to secure the company and prepare for the future. Whatever our customers’ future needs may be, we will be well prepared to supply them,” Mr Pfeffer concludes.



Water-jet cuttings in Hastelloy® alloys

## Facts and Figures

<b>Name:</b>	The Zapp Group
<b>Founded:</b>	1701
<b>Head office:</b>	Ratingen, Germany
<b>Products:</b>	Bar, flat wire, foil, forging, sheets, plates, precision balls, precision strips, profiles, rods, bundled tubing, ripped tubes, tubes, tube accessories, welding filler, wire, wire rod
<b>Materials:</b>	Austenitic- ferritic- and martensitic steel grades, nickel- and cobalt based alloys, nickel, titanium, titanium alloys, medical alloys, tool steels, PM tool steels, metal powder products, ASP steels, CPM steels, bi-metals, copper and copper alloys
<b>Key markets:</b>	aerospace, automotive, plant and machinery construction, chemical, pharmaceutical and petrochemical industries, electrical engineering, defense, medical technology, food industry, power industry
<b>Turnover:</b>	EUR 360 million
<b>Employees:</b>	1.100 worldwide



Precision strip coils at the Service Center in Unna, Germany



Headquarters of the Zapp-Group in Ratingen, Germany



Specialty Materials stock left Carl Pfeffer, right Theodor H. Meyer