

★ *The Guardian*

THE OFFICIAL NEWSLETTER OF CROMGARD, DISTRIBUTED BY Crompton International + **FALL 2015**

WELCOME to the latest edition of our newsletter. As a benefit to your company, we hope to provide you with information about Crompton International and the latest in regard to our Cromgard Family of Specialty Stainless Steels, their benefits, proven successes, and industry applications.

CROMGARD® C12 CAN TAKE THE HEAT **CROMPION OFFERS A COST-EFFECTIVE SOLUTION FOR CORROSION AT ELEVATED TEMPERATURES.**



Mild steel can take a beating from elevated temperatures and corrosion, leading to expensive maintenance problems usually sooner than later. Cromgard® C12, features 250 times the corrosion resistance of unpainted mild steel and is the solution to these challenges, as it actually improves energy efficiency, increases productivity and reduces both costs and downtime. Over and above its low maintenance qualities, the material is strong, corrosion and abrasion resistant and very durable. In addition, it offers good weldability and formability, making it capable of fabrication by conventional methods. This combination of benefits has vaulted Cromgard® C12 to a unique position as the world's most recognized utility stainless steel.

Cromgard® C12 has also demonstrated great performance at elevated temperatures, making it an ideal metal for use in kilns, kiln cars, wood pellet dryers, scrubbers, fan units and hot gas ducting. Many hot gases and fumes generated in industrial facilities can corrode mild steel rapidly. When steel is heated in air, an oxide film forms on its surface. Cromgard® C12 has excellent scaling and oxidation resistance (including sulphur-containing atmospheres). With 12% Chromium, C12 can achieve a scaling temperature in dry air of around 800°C (1472°F). This means essentially that Cromgard® C12 will perform quite well in environments that go as high as 650°C (1202°F). Many hot gas ducting and gas extraction applications (gases with temperatures between 300°C and 600°C) can also benefit from using Cromgard® C12, especially in atmospheres of nitrogen, oxygen, carbon dioxide and sulphur dioxide. Crompton International has a wide range of success stories from plants in these applications that have utilized C12 where

» continued inside

INSIDE

- + CROMGARD® C12 CAN TAKE THE HEAT
- + CUSTOMER SERVICE WEEK
- + CROMGARD® CHARTS OUT ITS STRENGTH
- + ECONOMIC OUTLOOK
- + MEET THE CROMPION TEAM

CROMPION INTERNATIONAL WAREHOUSE LOCATIONS

- + Akron
- + Baltimore
- + Baton Rouge
- + La Porte
- + Macon
- + Oakland

CROMPION INTERNATIONAL

341 Third Street
Baton Rouge, LA 70801
225.343.4219
sales@crompton.com

www.crompton.com

ISO 9001:2008



CROMPION
INTERNATIONAL

» continued from page 1

the material has lasted anywhere from six to eight years. Many industrial facilities are still using mild carbon steel in applications involving high temperature and corrosive atmospheres. Corrosion accelerates as temperature increases in these rough environments, so it is especially important to consider the proper alloy for the application.

Our technical sales staff is here to serve and answer any questions concerning topics of corrosion, abrasion and temperature with respect to application.

ONE HAPPY CUSTOMER

Within the last year Crompion International worked with a customer on a large ducting project. A36 carbon steel was being considered for the job, as well as 2205. We recommended the use of Cromgard® C12 and not spend the higher price for 2205, which we believed to be overkill for the project. They were planning to paint the A36 and then line the inside with stainless. By specifying Cromgard® C12, the customer was able to fabricate the ducting without the need to paint and line the ducts. As a result, the customer found they loved working with the material and today it looks as good as when they installed it.

CROMPION GETS HEROIC FOR CUSTOMER SERVICE WEEK

Each October brings cooler weather, MLB Playoffs and an end-of-the-month candy fest for the young and young at heart. At Crompion International, it also brings around our participation in National Customer Service Week. The event consists of a variety of activities that boost motivation and teamwork, reward frontline reps, raise companywide awareness of the importance of customer service and reminds customers of our commitment to their satisfaction. This year's theme was "Everyday Super Heroes."

We began by jumping into the theme creating superhero masks for the week and receiving instructions as to what the next five days would entail. We also set the goal to beat last year's food drive, which netted two barrels of canned goods for the needy. Customer-service-based activities as well as puzzles and games went on during the week including an all-day training program from Mike Papania, owner of Coaching for Success. Mike provided tips and advice on not only good customer service, but also on how to improve your relationships at home, work and everywhere in life.

The week culminated with a final tally of the cans, which doubled last year's mark collecting four barrels. At lunch we divided into three teams for a "canstruction" challenge. Each group had 45 minutes to build something interesting and creative. Team Three took home the glory with an "in-can-credible" model of the September 11th Memorial.

We had fun participating in National Customer Service Week and we hope our efforts translate to action as Crompion International strives to provide the best customer service possible to match your needs, and offer the best experience working with us.



"Canstruction" of the September 11th Memorial

ECONOMIC OUTLOOK

GENERAL ECONOMICS

- U.S. borrowing authority would be extended until March 2017, beyond the Obama administration, under a deal being negotiated by congressional leaders and the White House. While a final deal has not yet been reached, negotiators hope to nail it down and begin moving it through the House of Representatives. [Yahoo! Finance]

OIL

- U.S. oil imports are on the rise once more. After persistently low oil prices for the past year, U.S. oil production is falling. At the same time, cheap crude is stoking demand, as American motorists take advantage

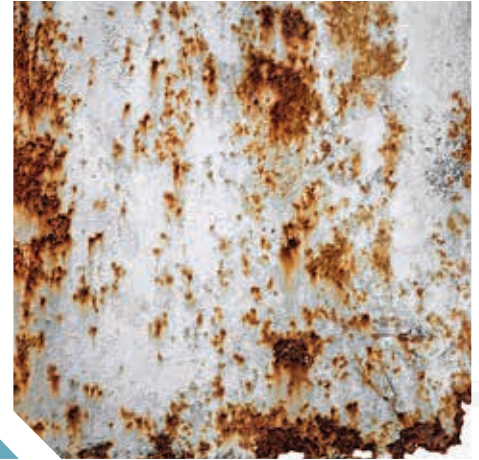
of low gasoline prices. Lower domestic supply and higher demand have put a halt to the declining import bill for the United States, which had been more or less decreasing for a decade. U.S. oil production peaked in April at 9.6 million barrels per day, and since then oil imports have started to move up, jumping more than a half million barrels per day. [Yahoo! Finance]

SUGAR

- Australia, the world's third-largest exporter of raw sugar, will be allowed to export an additional 65,000 tons of sugar per year to the United States under the Trans-Pacific Partnership deal agreed to in October. [Reuters]

CROMGARD® CHARTS OUT ITS STRENGTH AND PITTING RESISTANCE VS. COMMODITY STEELS

Explaining Cromgard®'s advanced mechanical properties and superior corrosion resistance vs. commodity grades of stainless is much easier in a chart form. Upon a closer look below, you'll find our minimum yield strength is significantly higher than many commodity grade stainless steels. This factor allows our customers to down-gauge thickness, which results in less material and reduced expenses. In addition, Cromgard® C20-1 and above are more than 150% stronger than 304L and 316. Moving to grade C21 and above, you'll find that the materials are not only dramatically stronger, but offer enhanced corrosion resistance.



C12 is a great replacement or upgrade from carbon steel and features enhanced mechanical properties and a very similar coefficient of thermal expansion properties. C12 can be ordered to 50 ksi+, which competes with carbon steel (A572 Gr50) and offers better corrosion resistance.

CROMGARD STAINLESS STEEL MECHANICAL PROPERTIES & CORROSION RESISTANCE

CROMGARD	C12	C20-1	C20-3	C21	C22-2	C23	304L	316L	2205
ULTIMATE TENSILE STRESS (KSI)	≤ 6 mm 66 ≥ 6 mm 95	90	≤ 4.76 mm 100 ≥ 4.76 mm 95	≤ 4.76 mm 100 ≥ 4.76 mm 95	≤ 4.76 mm 100 ≥ 4.76 mm 95	≤ 6 mm 94 ≥ 6 mm 91	70	70	95
0.2% PROOF STRESS/YIELD STRESS (KSI)	≤ 6 mm 46.4 ≥ 6 mm 40.5	65	≤ 4.76 mm 70 ≥ 4.76 mm 65	≤ 4.76 mm 75 ≥ 4.76 mm 65	≤ 4.76 mm 75 ≥ 4.76 mm 65	≤ 4.76 mm 65 ≥ 4.76 mm 58	25	25	65
ELONGATION (%) * ELONGATION OVER A LENGTH OF 50.8MM	18-20	25	25	30	30	25	40	40	25
PREN (PITTING RESISTANCE EQUIVALENT NUMBER)	13	22.5	30	26	26	26	19	24	35

*VALUES ARE MINIMUM UNLESS STATED

*C12 HAS SIMILAR COEFFICIENT OF THERMAL EXPANSION PROPERTIES TO THAT OF CARBON STEEL

RAIL

- If ultimately approved, railroads will get at least three more years, and as many as five, to finish a long-awaited rail safety upgrade (Positive Train Control (PTC)) and could face fines if they miss their benchmarks under a plan unveiled in late October. [Mass Transit]

METALS

- Although prices for hot-rolled, cold-rolled and coated carbon steel sheet products inched up in August, the spot price for HRC was still below \$463 per ton following distributors' weaker July shipments and excess inventory levels. The bulk of commodity

products prices—especially nonferrous—are under particular pressure as global overcapacity and a reduction in the economic growth of China and other emerging nations has damped demand. The bright spot in the U.S. has been construction spending. [Modern Metals, September 2015]

PMI

- US service sector activity in October grew at the slowest clip this year as new growth and spending slowed, according to new data.
- The Markit Economics services purchasing managers index fell to 54.4 this month from a final reading of 55.1 in September. In August, the indicator stood at 56.1. [Business Spectator]



Amanda Maier

MEET THE CROMPION TEAM: CSP SALES SUPERVISOR AND INVENTORY MANAGER

Q: What do you do in your position?

Amanda: I manage the inventory for walk-in/maintenance business as well as our contracts and special projects. I also handle the purchasing of our inventory and I work with our sales team on quoting to our customers if any mill orders or fabrication will be involved. My team is responsible for day-to-day functions of contracts and making sure the customer has on-time deliveries of all items required.

Q: What is the most challenging thing about your job? What do you love most about it?

Amanda: The challenge IS what I love the most. In one day I can help sales with a fab quote, work with the President and Sales Manager on a 10-million-pound contract, cut PO's for our monthly orders, sit with an auditor for ISO re-certification and help my team kick-off our next contract.

Q: In regard to service how does Cromption strive to exceed customer expectations?

Amanda: I am actually on the Customer Service Committee. We have an internal program that we all

work under to help our company deliver exceptional customer service. We rely heavily on all departments to make this happen so we also know our internal customer service is just as critical.

Q: What are your interests outside of the office?

Amanda: I enjoy spending time with my family and of course my puppy Lulu. I take my Mom to Target every Sunday and we shop together. It is one of the highlights of my week.

Q: What is your most memorable experience at Cromption to date?

Amanda: I recently received certification from LSU for Management & Leadership. It was an awesome experience taking the courses. Mr. Schaffer our President and Brent Wilson, our Sales Manager, believed in my success and felt I had what it took to be a part of the management team at Cromption.

If you have questions about Cromgard® or have a question for Amanda, contact her at AMaier@cromption.com or via phone at 225-343-4219.

INDUSTRIES SERVED

Bus & Coach	Pulp & Paper
Cabinet & Enclosures	Petrochemical
Cement	Freight Rail
Coal & Power	Sugar Cane & Beet
Conveyor	Sweeper
Ducting	Tanks
Ethanol	Heavy Truck
Fire Apparatus	Utility Vehicles/Trailers
Materials Handling	Water Treatment
Mining	

SERVICE & QUALITY

Technical and multilingual commercial support is available to customers and potential users across the continent. Cromption International is one of only a few metal service centers in the USA certified to ISO 9001:2008 standard

CROMPION INTERNATIONAL

341 Third Street
Baton Rouge, LA 70801
225.343.4219 + 225.343.6033 fax

Colorado Springs
719.597.2423 + 719.597.1772 fax

sales@cromption.com
www.cromption.com

ISO 9001:2008

