



## Press Information

### **Sandvik's global resources and expertise for stainless steel and heating technology united in a new service offering**

**Sandvik Materials Technology is introducing a new service offering to meet the growing industry requirements for materials expertise, heating technology, custom testing and development, and solutions tailored to individual needs.**

The services provided by Sandvik bring together its global network of advanced material experts and resources, and are designed to help boost productivity and processes right across the supply chain in industries where stainless steel and heat are key components.

“Because in-house resources are often in short supply, the new service offering will expand our support to cover the entire value chain, and also reduce complexity in manufacturing operations. Our services now extend beyond products and material properties to include early design support, manufacturing and technical services,” said Petra Einarsson, President of Sandvik Materials Technology.

“The main goal is to boost the productivity, and help the industry overcome materials challenges which arise during many years of equipment operation. This entails reducing equipment failure, avoiding safety and environmental hazards, and increasing uptime.”

The service offering will operate under two brands and segments. While the Sandvik branded organization focuses on stainless materials services, Kanthal is the brand for Sandvik's heating technology products and services. Both offerings draw on the existing wide-ranging Sandvik portfolio of high engineered, as well as standard, products and technical services.

Jonas Rosén, Manager for Sandvik branded stainless services, said, “Advanced material support is crucial so that users and fabricators can gain full business value from their high performance

materials. This includes making new designs, during fabrication processes and especially when outsourcing. That's why the Sandvik branded services is based on our core knowledge of advanced stainless materials to cover all of these stages within the value chain."

The service offering is underpinned by Sandvik's unique capabilities and long history as a leading developer and producer of advanced alloyed steel materials that goes back 150 years. The company's R&D centers have attained an industry-leading track record through analysis of microstructural, mechanical and physical material properties, computational modelling, and full-scale production trials and testing.

Established in the 1930s, Kanthal is today a world-leading brand in the area of heating technology. Its offerings include furnace products and heating systems, resistance materials in wire and strip form, and resistors and capacitors used primarily for the generation, measurement and control of heat.

The organization has a long pedigree in supporting customers achieve greater energy efficiency. Metallic heating elements by Kanthal are shown to boost carburizing furnace capacities by up to 30%, while its heating modules can enable energy consumption savings of 40% in some cases.

"Kanthal maintains its own longstanding traditions of innovation, heating knowledge and R&D in supporting customers with new added value and special products, while strengthening our ability to use global resources to help solve our customers' toughest problems with industrial heat," said Jakub Sartowski, Manager for Kanthal branded services.

Petra Einarsson added, "Our stainless materials and ceramic heating capabilities are among the world's most extensive. This means, when you work with Sandvik and Kanthal, you can now procure more value-added operations than ever before and be assured that Sandvik's world leading technical know-how and global resources are behind each and every delivery."

The new service offering will address industry needs for advanced material support for Testing, Inspection and Certification (TIC) services. They are required when conducting preventive and corrective action as equipment made from stainless steel can be in operation for 30-40 years or more.

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