

### TITAL® - NEWS-FLASH

The German investment casting specialist TITAL has received an award at the Supplier of the Year Award for Raw Material which is presented annually by the company AgustaWestland in Yeovil, England. TITAL was honoured with a prize for its ongoing performance supplying cast aluminium components. The productive business relationship with AgustaWestland has existed and improved over many years. For the last four years TITAL has delivered aluminium components to the production site located in Yeovil, South-West England. The presentation of the Supplier of the Year award took place in March and was made by the Vice President of Procurement at the Yeovil site.



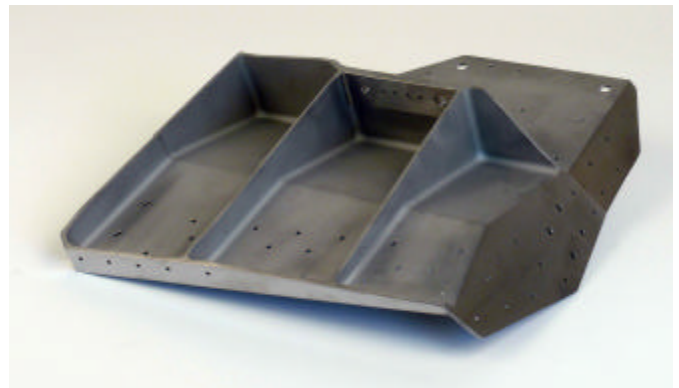
### TITAL® - STATEMENT

*Why does it take so long for Airbus France to qualify a company? Airbus Key Account Manager Thomas Stephan: "On the one hand only a few employees of Airbus France can carry out the certification of the suppliers. On the other the certification instructions are very detailed and must be issued in several languages with no room for interpretation. The compilation of the documentation took several months and was exceptionally thorough which required the hiring of a new TITAL employee to manage the process. This is the reason why it takes so long until a qualification can be achieved."*  
thomas.stephan@tital.de

## Qualified: TITAL is allowed to carry out assembly works for titanium castings

Aluminium and Titanium investment casting leader TITAL GmbH located in Bestwig, Germany, was recently qualified by Airbus France for the assembly of Titanium castings. TITAL has earned the position of a strategic supplier and will be gradually qualified for further component processing. The reason for the change in the procurement strategy is that Airbus wants to focus more on its core competences, aircraft development and manufacturing. Smaller assemblies will be purchased as an assembly.

The preparation and documentation for the certification took several months and includes approvals for the Airbus military carrier A400M as well as for the single aisle passenger planes, the A318, A319, A320 and A321. In the past TITAL always produced the raw casting that had to be delivered and, if necessary, machined its functional sur-



*Nowadays possible: assembly works at castings like the rib 7*

faces. Airbus Key-Account-Manager Thomas Stephan explains: "Today, after the certification, we are allowed to attach rivet nuts, thread inserts and helicoils to our castings." One example is the rib 7 for the pylons (connection between the engine and the wing) of the single aisle family. A steel plate (70 x 20 x 3 mm) is riveted to the rib with a dimension of 300 x 300 mm and a depth of 10 mm. The required

stainless steel rivets are purchased by TITAL in compliance with the strict aeronautical quality requirements. Another example: For the A400M pylon 12 different Titanium brackets called pin latch fittings were cast and shipped. Today, these are now cast and assembled complete in Bestwig including threads and helicoils. In a next step TITAL wants to be approved by Airbus Germany.

## New Corporate Design: subtle, modern, informative

The German investment casting specialist TITAL presents itself with a new, subtle and modern corporate design. The new CD-line was presented for the first time at the Paris Air Show in Le Bourget. The new corporate image from TITAL was developed by the advertising agency SPARK Design Werbeagentur GmbH from Arnsberg, Germany, and is presented in an almost minimalist style in a subtle white. "We were determined

to get away from the plain "gray" industry company to the high tech specialist that we are. Through the simple design we focus the attention on the product" explains Philipp Jerusalem, Director Sales and Marketing at TITAL. For the relaunch all colors, space and design that could be minimized were minimized. The focus of the brochure and the internet presence are now carefully illuminated with pictures of

turbines, casings, elements of aircraft doors and other castings. The 24 page brochure deals generously with free spaces; however, it also offers consolidated and precise technical information. TITAL's new internet presence was designed with increased functionality, direct access to downloads and clearly positioned references to support by phone and e-mail.