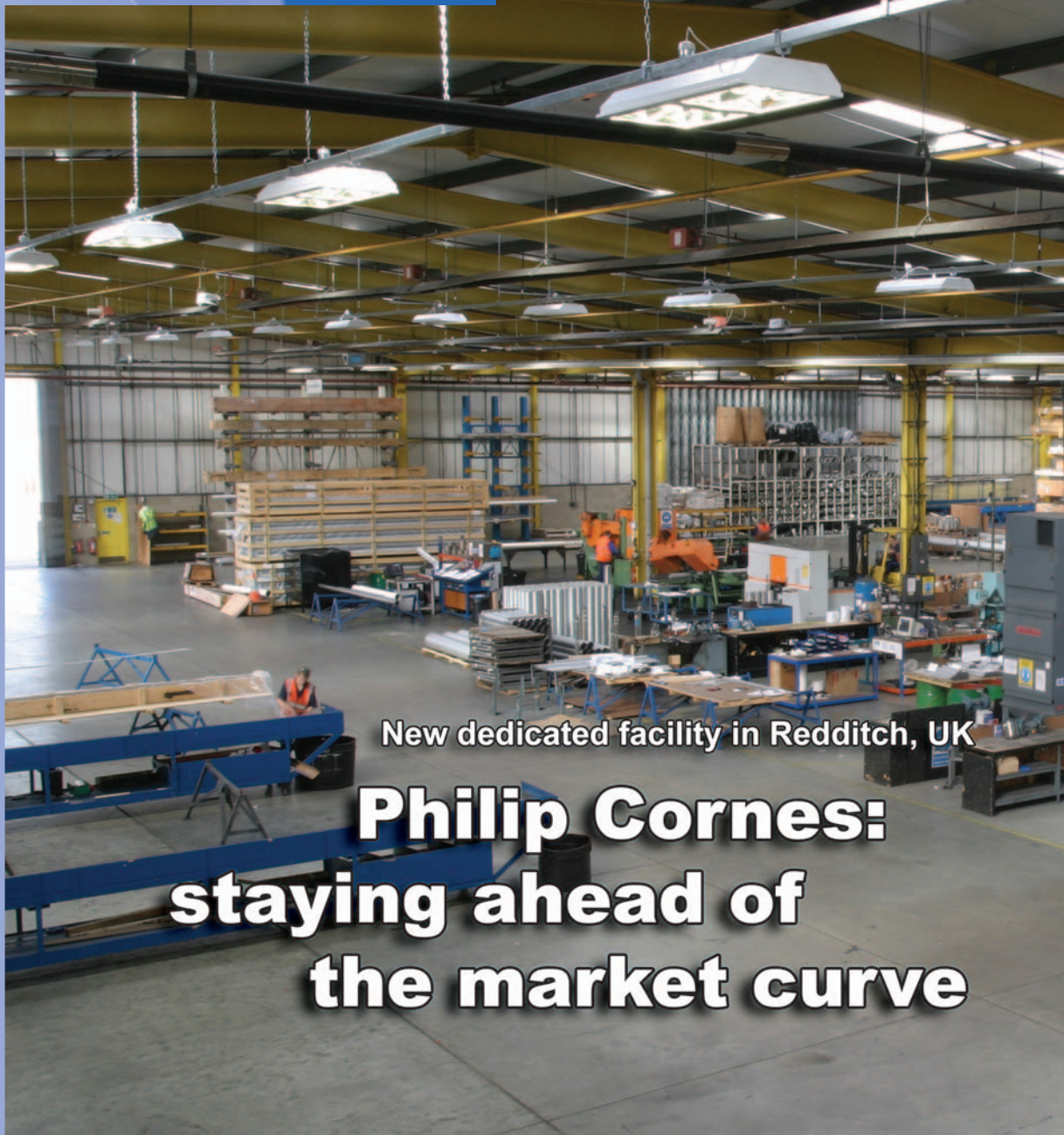


*“Continually investing in inventory and processing for the future needs of its customers”*



New dedicated facility in Redditch, UK

## Philip Cornes: staying ahead of the market curve

Philip Cornes has been successfully supplying heat and corrosion resistant stainless steels and nickel alloys in a wide range of product forms for over 50 years. The company is an established market leader and maintains its prominence by staying ahead of the market curve, and continually investing in the range of inventory and processing for the future needs of its customers.

Since its acquisition in 1998 by the privately held TW Metals group, customers' inventory needs have been serviced from the TW group's 126,000 sq ft European headquarters in Southampton, whilst the Philip Cornes sales and administration office remained in its birth place of Redditch, UK.

Philip Cornes has developed and expanded rapidly over the years, and is now relocating its inventory and processing to a dedicated 50,000 sq ft facility near Redditch. "This move", Gail Thomas, vice president and managing director - Europe, TW Me-

tals Ltd & Philip Cornes and Company Ltd, told *Stainless Steel Focus*, "will place the inventory nearer to its UK local customer base, and gives Cornes the ability to further expand its product offerings.

"Customer service is key to our business and the industries that we serve demand a very high knowledge and understanding of their needs. Our new facility will support this demand moving forward.

"It is imperative that we have the space to invest in new equipment as part of the Cornes service of distributing semi-finished pro-



steel, Philip Cornes specialises in international, project related business, supplying these materials to a wide variety of customers throughout the UK, Europe, the Middle East, and the Far East.

The company's expertise in this area is unsurpassed, and with the appointment of Steve Chatterley to the management team has recently moved up a gear.

Chatterley brings a wealth of experience to the group, Thomas says, having spent his career specialising in the supply of nickel alloys for over 26 years. He began his career with Cornes in 1985 before the company was acquired by the TW metals group, and over the years he has been closely involved in both the distribution and the manufacturing of fittings and flanges around the globe. Based with his family in Australia for a number of years, he has also had responsibility for southeast Asian markets. "His reintroduction to our customers is something we are all looking forward to", Thomas said.

## *Extensive product range*

Material held in stock at Philip Cornes includes sheet and plate; seamless and welded pipe; tube; round bar, and a full range of butt weld, screwed and socket weld pipe fittings, including tees, reducers, bends, and elbows, as well as fully forged and machined weld neck, slip-on and blind flanges. Fittings and flanges are available in sizes which com-

ducts, including pipe, tube, plate, and bar. This will ensure the fast manufacture from our own base inventory of unusual fittings and flanges, which are specific to the customers' requirements."

## *Focus on nickel alloys and stainless*

Concentrating on nickel alloys, and heat and corrosion resistant stainless



plement the pipe stock, but special flanges can be manufactured at short notice.

Sheet and plate is held in the thickness range 0.5mm (0.02in) up to 50mm (2in) in sizes up to 6,000mm (20ft) x 2,500mm (8ft). The company has, it says, Europe's largest stock of 6,000mm (20ft) x 2,500mm (8ft) plate in thicknesses from 3mm.



Seamless and welded pipe is available from 1/4in nb Sch 40 up to 8in nb Sch 40 and tube from 1/4in od x 16 swg to 4in od x 3/16wt from stock. U bend packages, and smaller or larger tube sizes can be manufactured at short notice. Round bar is available up to 8in dia.

Products are stocked in a wide range of high nickel alloy grades including Alloy 200-201; Alloy 400; Alloy K-500; Alloy 600; Alloy 601; Alloy 625; Alloy 800H/HT; Alloy 825; Alloy C-276; Type 330; Alloy DS; Alloy 75; Alloy 20; and Type 310.

The main markets for Philip Cornes are in the oil and gas, chemical, heat treatment, engineering and fabrication industries. In addition to its UK base, the Philip Cornes group has overseas offices in Singapore (Philip Cornes (S.E.A) Pte Ltd), and China (Philip Cornes & Co Ltd Shanghai), under-

lining its ongoing commitment to be as close as possible to its customer base.

## *Part of the TW Metals group*

Philip Cornes has the range of inventory, the processing facilities, and the management skills which are essential in today's challenging business environment. It has also developed close strategic alliances with the world's leading manufacturers of nickel based alloys and high alloy special materials, which means that it can assemble any size of package - from turnkey contracts to small refurbishment projects.

It has, in addition, the advantage of being part of, and fully supported by a group - TW Metals - which has extensive stainless, titanium and aluminium stocks in Europe, as well as in the USA. In addition to its head office and service centre in Southampton, TW Metals has European service centres in Saint Ay, France and Rzeszow in Poland. The group's Southampton facility has a full range of processing equipment for round (tubular and solid) and flat products, including saws, lathe, DNC controlled shears, and plasma cutting and waterjet machining capabilities.





Continuous investment in new processing capacity and capabilities is key to ensuring that customers' specific requirements can be met, and met on time. TW has only just recently installed a Kasto Tec AC4 high performance twin column, horizontal band saw with capacity to cut hollows and solids up to 430mm diameter or 430mm square, as well as a new ultrasonic wash tank comprising a twin stage system incorporating a detergent and ultrasonic wash, and a de-ionised water rinse, capable of processing tubes up to 1,500mm in length. It has also recently acquired a KBA Metronic Evo ink jet printer. (see also TW Metals: investing for customers in technology, inventory and processing, **Stainless Steel Focus**, June 2011).

TW Metals is a group which supplies many of the world's major engine and aircraft ma-

nufacturers including Boeing, Airbus, Pratt Whitney, Rolls Royce, Bombardier, Cessna, General Electric, Eaton, and Honeywell, as well as covering most other major end use sectors such as oil and gas, petrochemical, pulp and paper, heat exchangers, instrumentation, medical and, of course, nuclear.

### *Now nuclear approved*

Regarding the latter sector, Thomas told us that "one of the latest exciting developments at the TW group was the successful audit by Rolls Royce Nuclear of our Southampton facility, and the granting of a nuclear approval certificate".

This, Thomas said, will allow the group to supply pipe, tube, bar, plate and sheet for nuclear applications in the UK. The group's nuclear solutions branch based in Pittsburgh, USA, is certified to supply to ASME compliant materials to the nuclear industry. "The award of this prestigious certification and the success of the Rolls Royce audit is proof of the continuance of the successful business model that the TW group follows, namely continuously invest, listen to your customers, and provide them with the materials and service they need - not just today, but planning for tomorrow."

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