

# La Gazette

July 2010

## Edito

Welcome to the 5th issue of La Gazette, an issue that marks a major milestone in the history of Carbone Savoie : the Alliance of Carbone Savoie and the Centre de Produits Cathodiques (CPC) in Arvida, Canada.

This alliance is a logical next step in the evolution of Carbone Savoie and the CPC. It is also a major step in simplifying and streamlining the relationship between Carbone Savoie and its ecosystem of customers.

Carbone Savoie and CPC offered positions on semi-graphitic and graphitic products will increase our close presence to customers, technology and professional services and opportunities in new delivery models.

I am also pleased to bring you this issue of La Gazette with a success story in the particular phase of a project, this example of Qatalum highlights our philosophy and the dedication of our people to look forward in meeting and serving you.

It was July 2008 when we launch the customer survey. To meet your expectations, some major projects were initiated by continuing our focus on innovation, competitiveness and quality. Now at the mid of 2010, I am amazed at how much we have accomplish in a relatively short time in a difficult economical period. I am proud to say that we have continue our focus on our R&D and our product portfolio while improving our commitment to delivery performance and improving the competitiveness of our operation through an ambitious Lean Manufacturing Program.

By the end of this year a customer survey program will be launched internally and externally, please welcome the people who will contact you.

"None of us is as smart as all of us". It's a saying whose meaning is crystal clear. We are smarter and more innovative when we work together, enjoy this edition of La Gazette!

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**CARBONE  
SAVOIE**



HOT NEWS



## A global alliance...

**A** global alliance between Carbone Savoie and the Cathode Production Centre (CPC) in Canada

During the TMS conference in Seattle last February, Carbone Savoie and the CPC announced their intent to join their forces. Both companies have been working on the next steps of their partnership to define a unique Global Alliance.

What does this Alliance mean? Why are Carbone Savoie and the CPC making this move?

This move signals an important evolution, aligning the capabilities of both companies and leveraging what each partner does best. This agreement clarifies and sharpens Carbone Savoie and CPC position in the market, and will allow to focus on services and market evolution, while strengthening and bringing under one roof our customers' sales and support experience.

With this alliance, we are creating a lean, global, efficient sales organization to bring the world's most complete product portfolio.

This is the right move at the right time. It positions both companies for anticipated growth in the carbone and graphitized cathode products and cathodic solutions, allowing each to reach new business segments and better serve our customers.

How will customers be affected by these changes?

All CPC products will be sold and supported by Carbone Savoie teams, making the experience simpler for clients. They will benefit from a unified streamlined go-to-market and after-sale support model. Fully integrated R&D, sales, and support teams will bring us closer to our customers and will better position the Alliance to address your needs.

## Customer satisfaction survey

**I**n the coming weeks you will be invited to participate in our Customer Satisfaction Survey. We rely on your feedback to make improvements that are meaningful and effective for you, thank you to welcome people who will get in touch with you.





## SUCCESS

**H**ydro and Carbone Savoie, a valuable long-term business relationship

Hydro is a well-known supplier of aluminium and aluminium products. Based in Norway, the company employs 19,000 people in 40 countries and has activities on all continents. They are the third-largest integrated aluminium supplier in the world.



With the planned takeover of Vale's main activities in bauxite mining, alumina refining and primary aluminium production in Brazil, Hydro is moving up into the top class of global aluminium companies.

Hydro is eager to have a reliable supplier regarding the quality of the products, the delivery time and the quantity.

For several decades, Carbone Savoie and Hydro have been consolidated a long time partnership. First deliveries occurred in the 1950's. Numerous technical exchanges, based on confidentiality, trust, knowledge and know-how have resulted in the implantation of an annual technical seminar.

This long term partnership has led to a significant Carbone Savoie contribution in the Qatalum aluminium project in Qatar. Carbone Savoie is proud to have contributed to the success of the Qatalum project by supplying high quality products and by meeting the requested delivery dates. Qatalum is one of the largest aluminium plant ever launched. Qatalum, a joint venture by Qatar Petroleum and Hydro, will have a capacity in the first phase of 585,000 tonnes of primary aluminium.

Based on excellent commercial relationships between the 2 firms, Carbone Savoie has always been listening to Hydro requests whereas Hydro relies on Carbone Savoie for forthcoming projects.



## IV Congresso Internacional

**C**arbone Savoie - IV Congresso Internacional do Alumínio, Brazil

The 4th International Aluminium Congress of Brazil was held in Sao Paulo in May and gathered nearly 120 scientists, engineers, and students for 3 days of technical exchange. This edition has been considered by everybody as a great success!

Jean Michel Dreyfus, R&D manager, Benoît Feve, business manager, and Corinne Exartier, R&D manager, have published a paper called The Side lining: critical to cell efficiency which has been presented on this occasion.

We are pleased to inform you that the publication will be available on our web site.





## Our commitments

**C**arbone Savoie sponsors the « Club Guidon d'Or La Léchère »

Carbone Savoie became the lead sponsor of the Cycling Club Guidon d'or of La Léchère (Gold Handlebars of La Léchère)

Our firm aims at encouraging healthy lifestyles for children and families of the place, especially as part of the staff of Carbone Savoie belongs to this club.

Cyclists were proud to bear the jerseys in the CARBONE SAVOIE colours, a nice success of our society sponsoring.

**C**arbone Savoie on the road

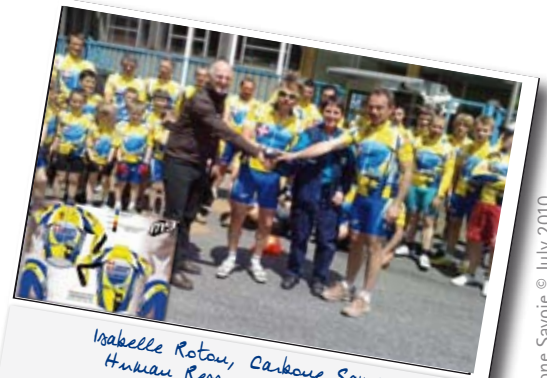
Carbone Savoie is concerned about the safety of its staff.

Safety is essential to our continued success. We seek to adopt the best safe practices and to promote every initiative that improves our safety performance.

In this approach, members of the Sales department and of the R&D Center took part in a road safety training session.

On the programme, to master speed, to anticipate risks, to cancel bad instinctive reactions, to test one's private car response and to be confronted with accident situations.

*Best practises : adjust the head-rest, respect the speed limit, no mobile phone, check the tyres (pressure and wear), no speed regulator when it's raining*



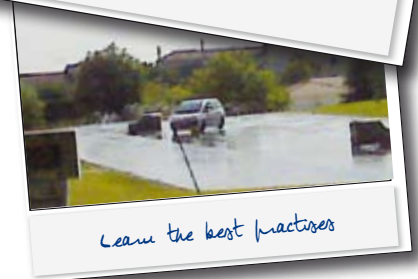
*Isabelle Rotou, Carbone Savoie  
Human Resources Director,  
encouraging the team*



*A happy team*



*Centaine*



*Learn the best practises*

Visiting our web site : [www.carbone-savoie.fr](http://www.carbone-savoie.fr)

Enjoy !