

# EHE CONSUMABLES NEWSLETTER



MARCH/APRIL 2020

## WELCOME

to our first Newsletter for some time! It is now already two years since we introduced the EHE Consumables brand by merging Electronic Heating Equipment (Our USA facility) together with STE which was the old European brand before acquisition by EFD Induction. At the end of 2018 we moved to a new purpose-built facility for our USA division, details about this are covered in this edition. The aim of this publication is to bring you up to date with news about our products and services as well as any interesting industry news we might have.

## NEW

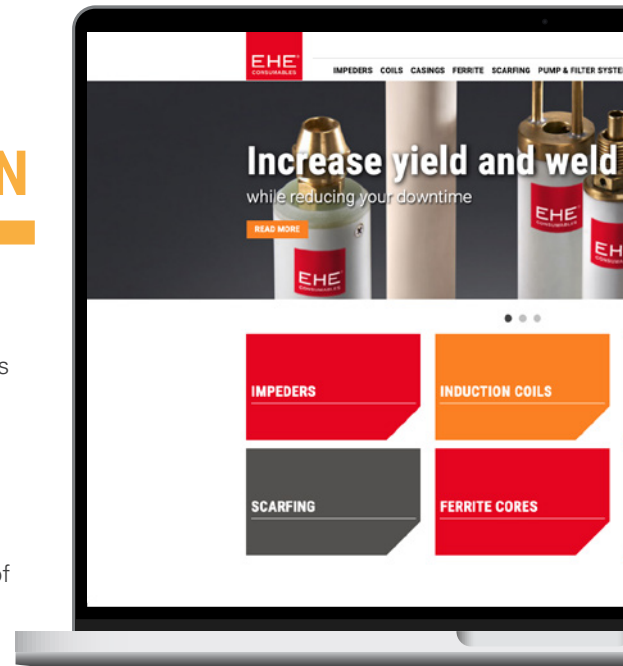
### WEBSITE INFORMATION

Recently we have launched our new EHE Consumables website for our global business providing comprehensive information about our wide range of products. Combining knowledge and experience from our USA and European facilities offers a broad range of innovative products for tube & pipe production.

We are focused on quality, customer satisfaction and fast delivery. Our warehouses in the US and Poland hold considerable stocks of impeders, induction coils, ferrite cores, impeder casing materials and scarfing inserts.

At EHE Consumables, our primary objective is to give our customers a reason to work with us. We only promote and sell products that help you improve production, reduce your operating costs and increase efficiency.

[www.eheconsumables.com](http://www.eheconsumables.com)



## DUSSELDORF EXHIBITION

It only seems five minutes ago we were getting ready for Tube 2018 and now we have seen Tube 2020 cancelled due to the global corona virus situation. It was however good to see the Messe organisers act very quickly and re-organise for December this year. As before we will be co-exhibiting with our parent, EFD Induction where we will also be showing a new compact HF SiC welder. We will advise customer of stand details etc. in our next newsletter.



**NEW**

## FACILITY IN USA – UPDATE

In December 2018 we undertook the important strategic move of a new manufacturing facility in Bonny Lake, WA, USA. With global demand for tube & pipe consumables remaining strong it was important to move to a larger facility to accommodate growth. The whole process, from signing the lease, to moving into the new facility took 12 months. We expanded from a 13,000FT<sup>2</sup> (1200m<sup>2</sup>) “garage like” space in two different buildings, into a single 24,000FT<sup>2</sup>(2300m<sup>2</sup>) purpose-built building. As with any move of this scale, there were some unanticipated challenges that took another 5 weeks to resolve and forced longer deliveries and increase in backlog. After those initial ‘bumps’ in the road, we were able to realize the efficiency of our new facility and are now achieving our target delivery time of 3-4 weeks. We have a dedicated Impeder shop, Coil Shop, training room, conference room and adequate office space for our sales and engineering teams. Our team at EHE Consumables stands ready to offer solutions for your Tube and Pipe Consumables!



**WITH GLOBAL DEMAND FOR TUBE & PIPE CONSUMABLES REMAINING STRONG IT WAS IMPORTANT TO MOVE TO A LARGER FACILITY TO ACCOMMODATE GROWTH”**

## EUROPEAN SALES NETWORK

With some changes since our last newsletter we like to re-introduce you to our sales support network in Europe. We continue with four (4) technical sales managers supporting the European/ Middle East markets for EFD Induction equipment and EHE Consumables. Peter Bond has overall responsibility for consumables as Sales & Marketing Director and is supported by Alfred Stork, Mauro Mazzoli and Radek Chalubinski, Covering the complete region as shown in the chart (countries listed are consumables responsibility).



**PETER BOND**

UK, Benelux, Scandinavia, Turkey, Russia & South Africa



**ALFRED STORK**

Germany, Austria, Switzerland, France, Hungary, Bulgaria, Romania, Greece



**MAURO MAZZOLI**

Italy, Spain, Portugal, Balkan region, Middle East, North Africa



**RADEK CHALUBINSKI**

Poland, Czech Republic, Slovakia & Ukraine



**EHE CONSUMABLES OFFERS THE CUSTOMER BASE AN UN-PARALLELED SOURCE OF KNOWLEDGE AND ADVICE FOR PROCESS IMPROVEMENT AND COST SAVING INITIATIVES.**

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