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## Press Release

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From SCHMOLZ + BICKENBACH  
Distribution to IMS Deutschland,  
IMS Trade and IMS TecPro



# — Staying Close to our Customers

**New name, new structure, more service: SCHMOLZ + BICKENBACH Distribution has reorganized itself. After joining the IMS group last year, the company will now consist of three operating units: IMS Deutschland GmbH, IMS TecPro GmbH and IMS Trade GmbH. «Going forward, we will be relying on a decentralized organizational structure so that we can provide our customers with optimum service right where they live and work,» explains CEO Dr. Jürgen Olbrich. The new structure took effect on 1 January 2017.**

A year ago, Schmolz + Bickenbach Distribution was acquired by Jacquet Metal Service and integrated into the IMS group. The restructuring associated with acquisition has now been completed. «In making these changes, we applied Jacquet's proven company philosophy,» explains Olbrich. This strategy encourages the individual companies in the group to operate independently in order to offer their customers the best possible service. Specifically, this means that «we have switched from centralized to decentralized warehousing. We want our wide range of products to have a direct presence in the region so that we can supply our customers quickly,» the company's CEO explains. To do so, the former warehouse in Nuremberg is being reactivated. The overriding goal is to provide increased levels of service.

The former SCHMOLZ + BICKENBACH Distributions GmbH will now consist of three independent units. As part of this new structure, IMS Deutschland GmbH will serve as stockholding distributor. The company has offices in Hamburg, Bielefeld, Trossingen, Fellbach, Butzbach and Düsseldorf. The Chemnitz location will be merged with Berlin and in the future will operate as the «eastern branch office,» while retaining two principal offices. Going forward, IMS Bayern GmbH will operate alongside IMS Deutschland GmbH. As CEO, Olbrich emphasizes: «This serves to underscore our regional focus.»

## — Value added

IMS TecPro GmbH continues to perform activities in the area of service and processing - while expanding its range of services. «We do a lot more than just cut and saw. Going forward, we will be doing more to generate increased value,» the CEO says. The product spectrum ranges from semiprocessed products to the production of ready-to-install components. Energy technology, vehicle manufacturing and supplier industries are making increased use of these services – including just-in-time delivery.

IMS Trade GmbH focuses on so-called «back-to-back» business. «The trade division, for example, serves as a direct supplier to the automotive industry. Customers receive their products (pre-)machined, just-in-time and tailored to their production processes.» Customers include, for example, vehicle manufacturers, suppliers, smiths, drop forge operators and manufacturers of connecting elements

## — Financially robust

The range of products supplied by the three new IMS companies include grade and stainless steel, bright steel, stainless steel long products, stainless steel tubes as well as steel pipes and aluminum. «Our integration into the IMS group made us part of a financially robust unit. In addition, the parent company is also able to offer extensive experience in distribution. And we are able to exploit synergies in purchasing. These are three decisive advantages that our customers can profit from going forward,» says Olbrich.

With a total of 3317 employees, 1.7 billion euros in revenues and 109 distribution units in 26 countries, Jacquet Metal Service is a leading global distributor of steel products. The company is listed on the Paris stock exchange under: JACQUET METAL SERVICE; WKN: 875606, ISIN: FR000033904

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