

**HARDOX®**  
**WEARPARTS**

# POWER UP YOUR BUSINESS



**SSAB**

# JOIN THE NETWORK

Grow your business with the support of a proven brand

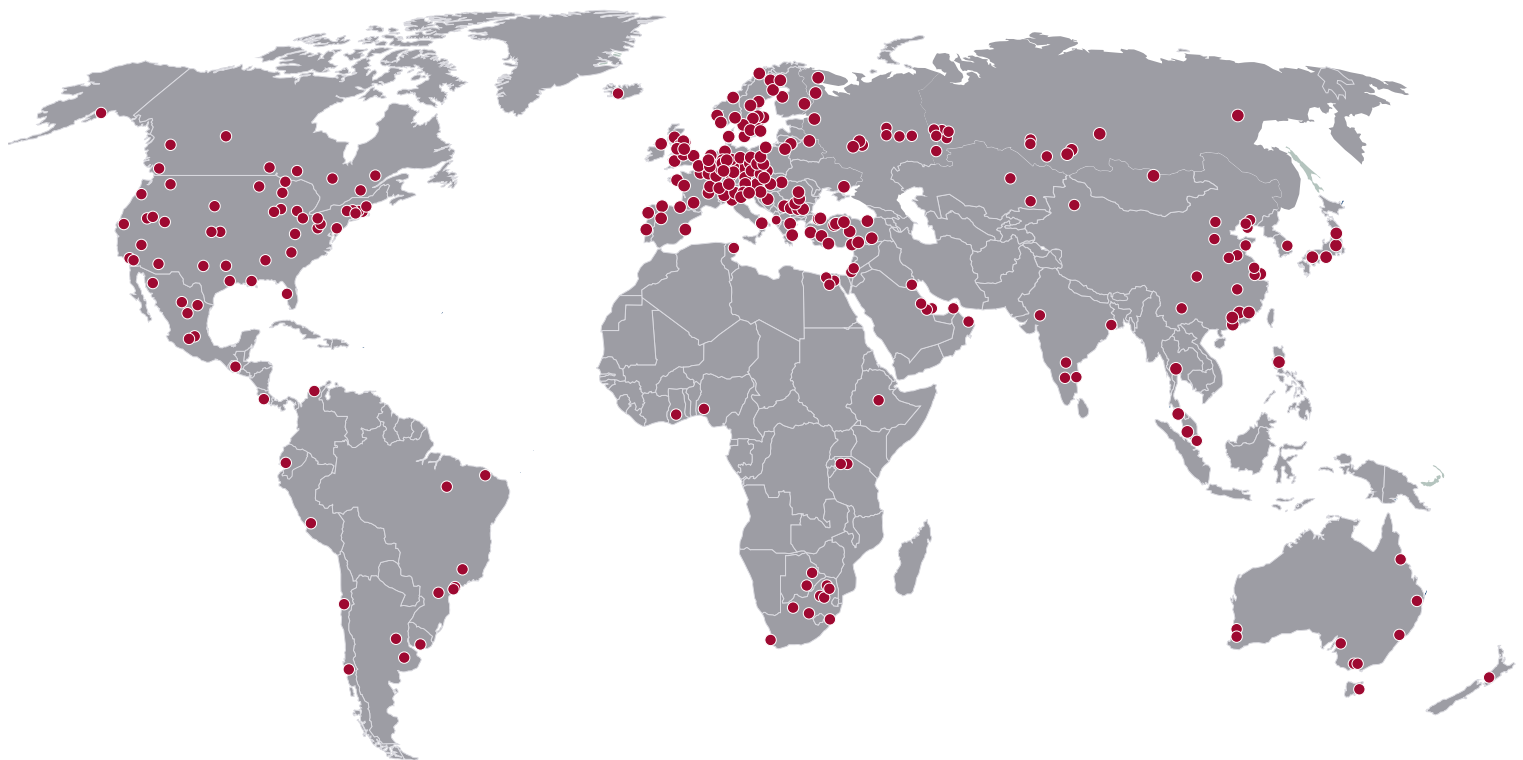
Hardox Wearparts® is a world-leading provider of wear parts and services with more than 300 Hardox Wearparts® centers in over 75 countries. Would you like to be a part of this growing network and benefit from a leading brand in the industry?

## **SEIZE THE OPPORTUNITY**

Consider starting your own Hardox Wearparts® center. There are no franchise fees—just an opportunity to grow your business. Hardox Wearparts® centers regularly increase their business faster than the general market.

## **ALL YOU NEED FOR SUCCESS**

As a member of Hardox Wearparts® you have access to top of the line products for wear and structural applications, technical support and training, marketing assistance, and the extensive knowledge that comes from being part of a global network of wear service centers.





## EXTREME WEAR RESISTANCE—A FOUNDATION FOR GROWTH

The rapid worldwide growth of Hardox Wearparts® is an unparalleled success in the steel aftermarket business. The first centers were opened in 2000 in Europe. As the name implies, when Hardox Wearparts® was established it was closely linked to the industry-leading Hardox® wear plate. Through a close collaboration between SSAB and its customers, more and more applications were found for Hardox® due to its extreme wear resistance. Today, Hardox® wear plate is complemented by other steel grades such as Duroxite™ overlay products, Strenx™ performance steel and Toolox® engineering & tool steel. Hardox Wearparts® is a true one stop shop for wear products and services.

| 2000                                                                            | 2003                                                   | 2006                                   | 2008                           | 2012                                | 2017                                       |
|---------------------------------------------------------------------------------|--------------------------------------------------------|----------------------------------------|--------------------------------|-------------------------------------|--------------------------------------------|
| Hardox Wearparts® founded in Europe<br><br>First centers in Asia Pacific region | Centers in Africa and North America joined the network | Middle East and Oceania centers joined | First centers in South America | 110 centers now part of the network | More than 300 centers in over 75 countries |

# SUPPORTING YOUR SUCCESS

With world-class wear materials and expertise

Being a Hardox Wearparts® center gives you access to world-class wear materials and support. The well-known Hardox® wear plate and other top quality materials form the foundation for a wide range of extremely wear resistant products.

## EXTENSIVE RESOURCES

You will also get access to resources such as customized training, new production technologies, wear expertise, and regular knowledge sharing from SSAB and Hardox Wearparts® centers around the world. And we support your marketing activities with brochures, ads, digital communication and exhibition materials.

## BENEFITS

- Proven concept
- Top-of-the-line products
- Very strong brands
- Marketing support and point-of-sale materials
- Training and technical support
- Easy administration and efficient sourcing
- Worldwide network





Join the fastest  
growing network  
for leading wear  
products and services

“The technical  
support we receive  
is second to none”

Dave Coulson, Cd'A Metals, US,  
Hardox Wearparts® Spokane



We give you access  
to world-class wear  
materials and support

“Working with Hardox  
Wearparts® helps us to  
forge new markets”

Jean-Pierre Labat, SRE S.A.S., France,  
Hardox Wearparts Fléville-devant-Nancy



# DO YOU HAVE WHAT IT TAKES?

## Dedication will be rewarded

Customers doing business with a Hardox Wearparts® center should always get superior products and services. This covers everything from the performance of your wear parts to the conduct of people that customers meet at your center or on site.

### SHARING COMMON VALUES

Hardox Wearparts® is a global leader in wear solutions—a position earned through hard work by dedicated people providing excellent products and services. To support our continued growth we need more strong-willed people that share our values.

If you have the drive and resources to deliver premium wear solutions, you have the qualifications we are looking for. The potential to grow your business is significant if you are willing to work hard and focus your efforts on the challenges of running a Hardox Wearparts® center.

#### VALUES

The Hardox Wearparts® values guide our business performance

- Customer's business in focus
- Taking responsibility
- Exceeding expectations

#### EXPECTATIONS

- Promote the Hardox Wearparts® brand
- Focus on Hardox Wearparts® products and services
- Be active on the market
- Build a family spirit within the company
- Actively network with other Hardox Wearparts® centers and in other relevant forums



# Ready to grow your business? Apply now to join Hardox Wearparts®.

Start by submitting an application at [hardoxwearparts.com/join](https://hardoxwearparts.com/join).

This does not obligate you or Hardox Wearparts® in any way. It is simply the first step in a process to see if this will be a good match for the both of us.

We will review your application and get back to you.



Hardox Wearparts<sup>®</sup> is the world's leading provider of wear parts and wear services. With more than 300 centers in over 80 countries, there is always a Hardox Wearparts<sup>®</sup> center close to you. Hardox Wearparts<sup>®</sup> is a part of SSAB.



Find a center near you at  
[hardoxwearparts.com/contact](https://hardoxwearparts.com/contact)



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