

德國薩爾鍛鋼廠 模具鋼 Saarschmiede Mould Steel

有關德國薩爾鍛鋼廠(Saarschmiede GmbH Freiformschmiede)所生產及銷售的模具鋼材，與在中國市場以往所認知的撒斯特(Sa-Si-Te)模具鋼之間的關係，我司作以下說明：

1. 德國薩爾鍛鋼廠(Saarschmiede GmbH Freiformschmiede)為德國薩爾鋼鐵集團(Saarstahl AG)中唯一一家生產模具鋼之公司。
2. 多年來，德國薩爾鍛鋼廠(Saarschmiede GmbH Freiformschmiede)所生產之模具鋼材會經由香港註冊的撒斯特鋼材(香港)有限公司(Saarstahl Export (HK) Ltd.)代理，所以被市場冠名為撒斯特(Sa-Si-Te)模具鋼。但香港的撒斯特鋼材(香港)有限公司於 2014 年 12 月 31 日停止運作，所以亦終止撒斯特(Sa-Si-Te)模具鋼的市場服務工作。因此德國薩爾鍛鋼廠不會再用撒斯特(Sa-Si-Te)模具鋼名義向中國銷售。

現時，德國薩爾鍛鋼廠(Saarschmiede GmbH Freiformschmiede)直接以本鋼廠名義在大中華區銷售及負責所有模具鋼材產品 而沒有經過任何其他品牌。同時於香港成立中國區市場服務部，服務範圍包括中國大陸、香港地區及台灣地區。服務包括代理商管理、客戶開發、市場推廣、技術諮詢及其他售後服務。但服務部並不參與任何直接銷售或市場交易。

To clarify the relation between mould steel produced and distributed by Saarschmiede GmbH Freiformschmiede in Germany and mould steel branded Sa-Si-Te on the Chinese market in the past, we state as follows:

1. Saarschmiede GmbH Freiformschmiede in Germany is the only subsidiary responsible for mould steel production within the Saarstahl AG group.
2. Over the past years, Saarschmiede GmbH Freiformschmiede in Germany distributed her mould steel on the Chinese market through Saarstahl Export (HK) Ltd. as her agent. Therefore, the market used the brand name Sa-Si-Te following the Chinese pronunciation of the agent's company name. On Dec. 31st 2014 Saarstahl Export (HK) Ltd. stopped their market activities, thus terminating her service for Sa-Si-Te mould steel. Since then, Saarschmiede has stopped her supply to China under the brand name Sa-Si-Te.

德國薩爾鍛鋼廠 模具鋼

Saarschmiede Mould Steel

Nowadays, Saarschmiede exclusively distributes her mould steel on the Great China market under her own brand name “Deutschmiede” and not through any other brands. At the same time, Saarschmiede carries out market services through her Market Servicing Office in Hong Kong. The scope of services of this office includes dealer management, customer development, market promotion, technical support and other aftersales services; however, it does not involve any direct sales or trade transaction.

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有關中國區市場服務部的身份，可在鋼廠網站確認：

An official confirmation regarding our China Market Servicing Office may be found on our web-site:

<http://www.saarschmiede.de/ssf/en/products/tool-steel/index.shtml>

Saarschmiede GmbH Freiformschmiede 德國薩爾鍛鋼廠

Jan. 1st 2017, authorised by



The image shows two handwritten signatures in blue ink. The first signature is over a blue stamp that reads "saarschmiede Freiformschmiede Saarschmiede GmbH D-66333 Völklingen". The second signature is to the right of the stamp.

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