



6th issue, second half of 2015

News

Market of the future
WEICON in Africa

WEICON image film
Filming in Muenster

WEICON TOOLS
Conference

www.weicon.de



Content	Page
WEICON News Content	
Editorial	3
Latest news from the WEICON family	4-11
Africa is THE market of the future	12-17
A visit from a film crew	18-21
Plastic Metal BL processed in seconds	22-23
Boards for the world	24-25
Extensive exchange of information	26
Productive partnership	27
Trade fairs 2015 / 2016	28
Just in case	29
WEICON Oktoberfest 2015	30
5th apprentice speed dating in Münster	31
A successful result	32
WEICON Repair Stick Titanium	33
An impressive backdrop	34-36
Products for repair and maintenance	37
What does...actually do?	38
New staff 2015	39



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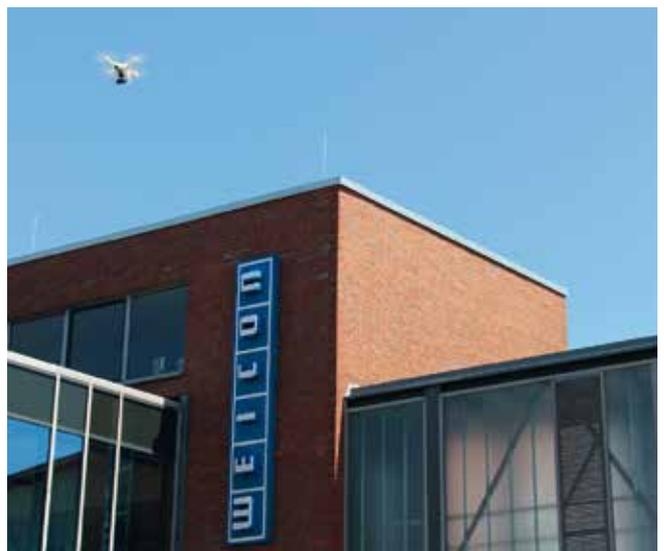
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Dear readers,



Welcome to the sixth issue of our corporate magazine, WEICON News.

Today, we take a look at the world of WEICON once again and give you plenty of news and information about our company.

You will learn lots about the filming for our new image film, and we will take you with us on a journey to West Africa that we took together with a team from the news magazine DER SPIEGEL.

We will also show you some of the more unusual applications of our products – be it epoxy resin in the production of longboards, various maintenance products on a scooter tour through Austria, or GMK 2510 in repairing a bouncy castle.

As you can see, the new edition has plenty to offer. I hope that you find it entertaining and interesting!

Kind Regards,

A handwritten signature in black ink that reads "Ralph Weidling".

Ralph Weidling



Latest news from the WEICON family

First WEICON TOOLS conference

Boosting the division

June saw the first conference of the WEICON TOOLS division.

All field sales staff and colleagues from Sales, Export and other departments came together to discuss the positioning and sale of WEICON TOOLS and to reinforce the newly-established division.

As well as the colleagues from Germany, Branch Managers Tolga Aksöz from Turkey and Thorsten Lutz from Dubai also took part in the event.

The conference began with a visit to the WEICON TOOLS production site in Ascheberg-Herbern. There, our colleagues were told about how the many different tools are manufactured, giving them background knowledge that will be very useful to them in sales meetings.

Having returned to Königsberger Straße, the participants discussed sales channels for our TOOLS and defined the strategic orientation of the division going forward.

Needless to say, the theoretical explanations were accompanied by practical sessions. Our colleagues were given advice on how to handle the two latest tools, the Data-Strip No. 30 and the Dismantling Tool No. 25.

“The conference went very well. Our TOOLS are among the best products on the market in their segment. That is something we can be very proud of,” said Ralph Weidling after the event.



Collaboration with HBZ

Professional training

In October, numerous colleagues from the WEICON team received training in the field of electrical engineering and in professional handling of the WEICON TOOLS at the HBZ (Chamber of Trades Training Centre) in Muenster.

The theoretical topics on various cable and wire types and electrical labelling and standards were accompanied by practical applications with some of the WEICON TOOLS. For example, the participants stripped coaxial cables and data lines. These exercises gave the speaker – who is responsible for training master electricians at the HBZ – the chance to pass on a few useful tips and tricks to our colleagues.

“For years now, we have been sending our staff to the IFAM in Bremen to complete high-quality training in adhesion technology. Now we want to expand this concept to the TOOLS

division, so that we can guarantee our customers with the best possible service through a team with top-class training. In future, we plan to offer regular training in the TOOLS division and are delighted to receive professional support from the HBZ in Muenster,” said Ralph Weidling on the collaboration with the training institution.

The HBZ is one of the largest and most modern training facilities for trades in Germany. The Chamber of Trade in Muenster acts as a service provider for around 27,500 trade companies in the Münsterland and Emscher-Lippe regions.



WEICON TOOLS catalogue

Revised version

The new edition of the WEICON TOOLS catalogue was released in October.

For the revised version, we held meetings with partners and customers so that we could tailor the catalogue

to their requirements even better. As a result of their suggestions, each tool is now accompanied by a few essential facts and figures – advantages, features, fields of application etc. This gives the reader a first impression of the

performance of the individual WEICON TOOLS quickly and clearly at a glance.

A cable overview has also been added to the new catalogue, providing an overview of the most common types of cable. In addition, next to the tools on the product pages, the new catalogue now shows the cables that can be processed with them.

The catalogue has been published in ten different language versions: Chinese, German, English, French, Italian, Polish, Portuguese, Romanian, Spanish and Turkish.



WEICON TOOLS cable strippers series S 4-28

Safe and ergonomic

In our S series, we offer three ergonomic and fully-insulated cable strippers with a range of functions for stripping all common round cables with a diameter between 4 and 28 millimetres accurately, quickly and safely.

No other tool on the market can match the S series. Thanks to the three different types, we can offer the perfect cable stripper for almost any field of application.

Working range
4 - 28 mm Ø



No. S 4 - 28

The cable stripper no. S 4-28 has a retractable hooked blade that can be locked in both positions. This retractability is a special feature that represents a milestone in the field of occupational safety.



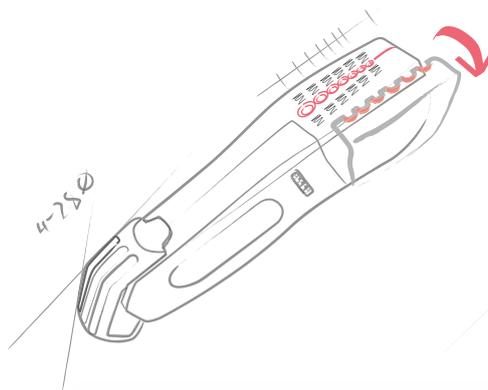
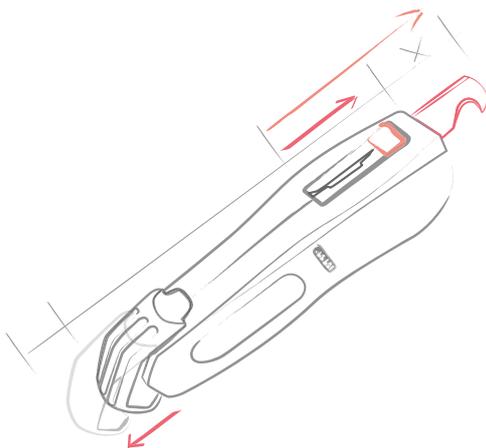
No. S 4 - 28 Multi

The Multi has an additional stripping function integrated into the casing. This allows all common flexible and massive conductors with a cross-section between 0.5 and 6 mm² to be stripped quickly and conveniently.



No. S 4 - 28 Voltage

The Voltage includes a sensitive integrated voltage finder that detects alternating currents in the range 50-600 V optically and without contact.



EU.Pat.no. 07114242.6



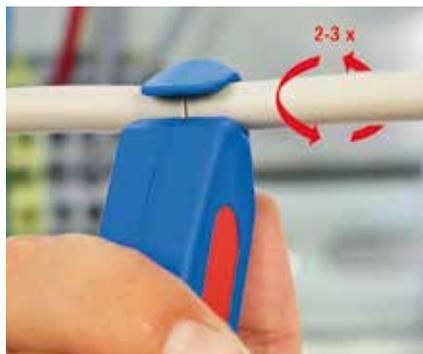
Cutting depth infinitely adjustable

All strippers in the S series have an infinitely-adjustable, easy-to-use adjustment wheel for setting the cutting depth of the blade.

This prevents damage to the internal conductor. The blade is integrated self-rotating into the casing, allowing automatic conversion from circular to longitudinal cutting.

The cable strippers are made from glass fibre reinforced plastic, are easy to use and have a compact form. Thanks to their unusual shape, the tools sit perfectly in the hand.

The WEICON TOOLS cable strippers are tested by TÜV, carry the GS seal from TÜV Nord and were developed with occupational safety in mind. The tools are perfectly tailored to the needs of professional users and can be used in both trades and industry.



Adhesive Finder in 14 language versions

The right adhesive, anywhere in the world

Last year, we launched the WEICON Adhesive Finder.

This tool offers you the chance to find the right WEICON adhesive for your application quickly and easily.

You simply use the selection options to define the framework conditions, such as the materials and temperature range, and are then immediately shown a selection of suitable WEICON products.

The search engine for our adhesives has now been translated into many languages and is available in the following versions: German, Chinese, English, French, Icelandic, Italian, Polish, Romanian, Russian, Slovakian, Spanish, Czech, Turkish and (coming soon) Portuguese.

This means that customers in almost any country on Earth can search for our adhesives in their own language – from the Arctic to Australia!



Chinese



Turkish

WEICONLOCK marking-free

All in all, the WEICON product family now consists of more than 40 types for different applications in a huge range of industrial fields.

Health protection and safety at work

Health protection and safety at work is becoming an ever-greater priority in many of these fields.

Products and auxiliaries have to adhere to strict guidelines and meet the requirements of company medical officers. Staff who come into contact with these substances need to be protected and to be able to do their jobs without limitation.

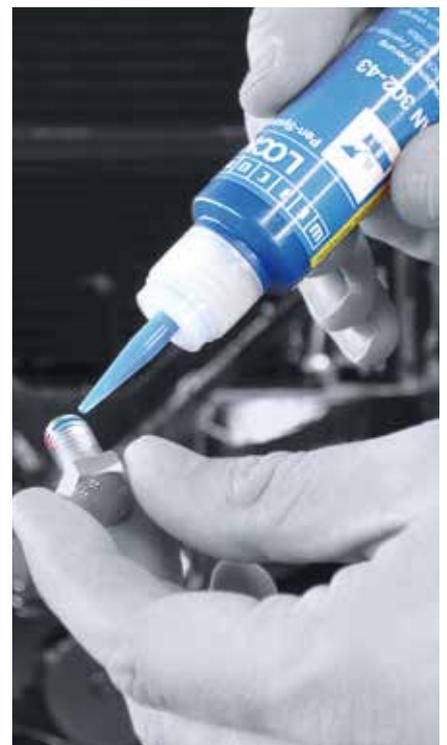
In order to achieve this, we have developed special WEICONLOCK types that meet these high standards and at the same time display the required product properties.

Marking-free label types

These products do not have to be labelled with hazard symbols in accordance with the directive (EC) 1272/2008 (GHS/CLP).

Some types also possess an approval from the National Sanitation Foundation (NSF). These properties make them especially suitable for the food, drinking water, cosmetics and pharmaceutical industry, although they can be used for securing, fastening and sealing in absolutely any segment.

Using marking-free WEICONLOCK products ensures adherence to the provisions for better safety at work, improves health protection and exploits the many product benefits of these anaerobic adhesives and sealants.



WEICONLOCK for high-alloy steel and other passive materials

WEICONLOCK products are one-component, anaerobic adhesives and sealants. The different types in the WEICONLOCK product family can be used for thread locking, retaining cylindrical assemblies, sealing of threaded pipes and fittings or flange sealing and gasketing.

The various types differ in their viscosity, i.e. their different flow properties, the maximum gap bridging, their hardness, their colour and their individual temperature resistance.

All WEICONLOCK products are resistant to temperature fluctuations, chemicals and solvents, and display very high vibration and impact resistance.

Active and passive materials

When it comes to surfaces to be adhered, it is important to distinguish between active and passive materials.

Active materials are essentially metals with a high iron or copper content, such as iron, steel, copper or brass.

These materials are able to emit a large number of metal particles, ensuring that the anaerobic adhesive hardens very quickly while deprived of air.

When oxygen from the air is excluded, the hardening process is initiated very quickly due to the effect of metal particles on the surface of the material. In contrast, passive materials such as high-alloy steel (stainless steel), zinc, aluminium and plastics can only emit a small number of metal ions, or even none at all. This means that anaerobic adhesives usually harden only very slowly on these materials, or only with the help of an activator.

Fast and extremely strong joints even without activators

Especially for use on passive materials, we have developed a few special types that are able to harden fully on these problematic materials and to connect the joining parts quickly and extremely strongly, even without the use of an activator.

This means no loss of strength! The positive properties, such as vibration strength and high temperature resistance, are fully retained even when the adhesive is used on passive materials.



WEICON helps the Regenbogenschule

No more holes

In June, we received an enquiry of a very special kind.

The Regenbogenschule in Muenster-Kinderhaus (LWL special school for physical and motoric development) wanted our help. The school's bouncy castle had holes in it and the children in

the first year were in danger of missing out on their sport lessons.

Two of the teachers at the school had the idea of asking us whether there was an adhesive that could be used to repair the bouncy castle.

Without any hesitation, two of our staff visited the Regenbogenschule and sealed the holes with the new rubber-metal adhesive GMK 2510 and a few pieces of truck tarpaulin.

“We are very happy that WEICON was able to help us so spontaneously. The bouncy castle is now totally leak-proof again and our youngest students can use it for their sport lessons,” said Helmut Hamsen, Head of the Regenbogenschule.



f.l.t.r.: Helmut Hamsen, Head of the Regenbogenschule with Mike Breitenfeld and Thorsten Krimphove from WEICON

Donation for refugees

Language is the key

In September, WEICON donated EUR 1,500 to pay for language courses for refugees.

A total of EUR 750 was collected from staff at the WEICON summer party. Ralph Weidling then doubled this total in order to do a good deed for the refugees looking for protection here in the Münsterland region.

“There are a lot of people who suffer from war or persecution in their home countries. Many families try to escape this situation and look to us to provide protection and safety. We want to help, so that these families receive a warm welcome in Germany. But we did not want to donate the money to a large organisation, as it is difficult to see where the money really goes and what it is ultimately used for. So we looked right on our doorstep and entered cooperation with the community of Havixbeck. They were delighted with

our donation and found the perfect use for it right away – paying for language courses,” says Ralph Weidling on the reasons behind the donation.

“The key to really getting off to a good start in a new country and being able

to integrate is the language. We are also so happy to be able to use the funds from WEICON to offer German courses for many refugees,” said Monika Böse, Head of Department in the administration in Havixbeck, on how the money will be used.

On the picture: Martin Krawinkel, Head of the WEICON Advertising department and Monika Böse



WEICON Romania

Competition for rescue services in the heart of Romania

Effective, reliable, high-performing – WEICON is the new partner of the Romanian rescue service SMURD.

The end of September saw a competition in Romania among the country's rescue services. Large numbers of units from all over Romania competed against one another in the town of Targu Mures. One of the challenges was to save people from a wrecked vehicle as quickly as possible.

And of course, a product and information stand from WEICON was an essential part of the rescue services competition in Romania. Why? - As the new sponsor and therefore important partner of the SMURD rescue team, WEICON Romania has been equipping the emergency vehicles with maintenance products and the sprayable traction aid Power Grip since this year, ensuring optimum traction for the tyres even in difficult driving conditions during the Romanian winter.

After all, reaching a rescue site quickly and safely even in bad weather is the most important thing for rescue services – not only in Romania.

Speed was of the essence in the competition, too. The teams had to simulate a rescue from a wrecked vehicle in a re-enactment of an accident scene. The group that was able to get everybody out in the shortest time was the winner. In the end, however, everyone was a winner, as the Romanian rescuers are known as the best in Eastern Europe, despite having only existed for a relatively short time. It was only in 1990 that Raed Arafat, a Palestinian medical student, founded the “mobile service for emergencies, resuscitation and rescue”, SMURD for short, in Romania.



Since then, the service has developed over the years and now saves many lives in Romania every day.

“We are very proud to be able to support the Romanian rescue service in its incredible work with our WEICON products,” reports Alexandru Vlaicu, Branch Manager of WEICON Romania.





WEICON and DER SPIEGEL

Africa is THE market of the future

At the start of this year, one of our Export colleagues, Omar Barke, travelled to West Africa with a team from the news magazine DER SPIEGEL.

The magazine team was made up of an editor and a photographer, who documented the trip in images and videos.

The idea behind the tour was to show how a medium-sized family business from Germany can succeed in gaining ground in Africa and establish itself on the market.

The journey took three weeks in all, and led the group through five countries in West Africa – Nigeria, Benin, Togo, Ghana and Cote d'Ivoire. The schedule included visits to more than 20 companies, in order to introduce WEICON and to present the many products in need of explanation.



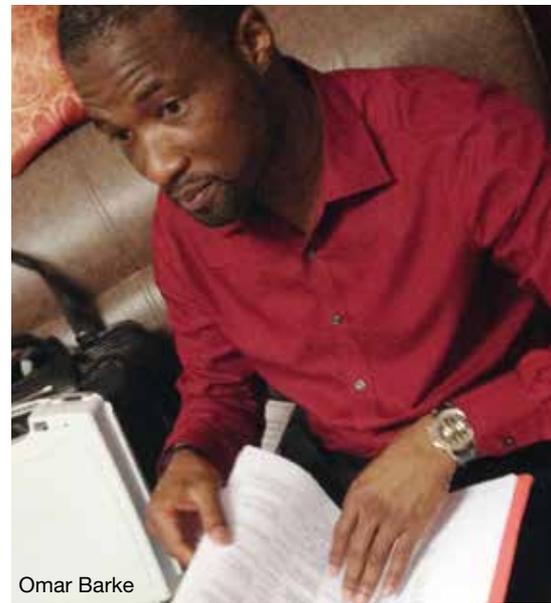


The large number of companies visited was intended to give the magazine's readers an idea of the African economy, which has seen extremely strong growth in recent years.

Five countries in three weeks

Omar Barke and the DER SPIEGEL team were accompanied on their tour by various local WEICON partners. They organised the visits and performed additional training sessions on handling WEICON products, in order to give the dialogue partners background knowledge on the complex adhesive technology.

“The African market is of great interest to us. The continent is home to more than one billion people, and many of our products can be used in the emerging industrial sectors. The African economy has long ceased to be merely about agriculture and raw material extraction. The raw materials are no longer simply exported to Europe and America for processing. The African people are starting to process the products completely here, creating new industrial sectors and, of course, plenty of jobs. Africa is THE market of the future. A lot of change is coming!” says Omar Barke with conviction.



Omar Barke





The journey through five countries gave the team the chance to see a lot, but it also highlighted the problems that European companies face in Africa.

Differences in mentality

Alongside the omnipresent corruption and often inadequate infrastructure, with poor roads and a lack of rail connections, the difference in mentality is a risk that should not be underestimated. Europeans are often impatient and want

to achieve their goals as quickly as possible, and not only in professional life. But this is often difficult in Africa. This is perfectly demonstrated by a well-known African saying: Europeans have clocks, Africans have time.

It's a huge advantage for us, having an African in the team in the form of Omar Barke, who has lived and studied in Germany for a long time. He is very familiar with both mentalities.

Omar helps WEICON to build bridges between us, the African continent and

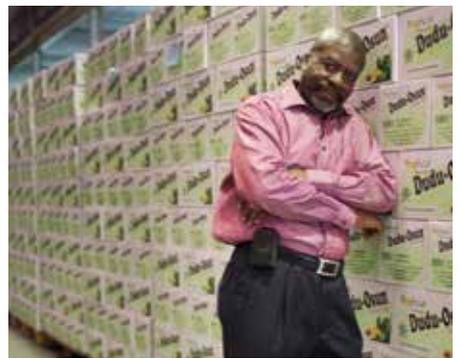
the African markets. His experience and his ability to adapt to the mentality of the dialogue partners in Africa have allowed him to set up meetings and conclude deals that would have been impossible for a European.

Thanks to him, we are succeeding in increasing the profile of WEICON in Africa little by little and establishing ourselves on this interesting market for the long term.

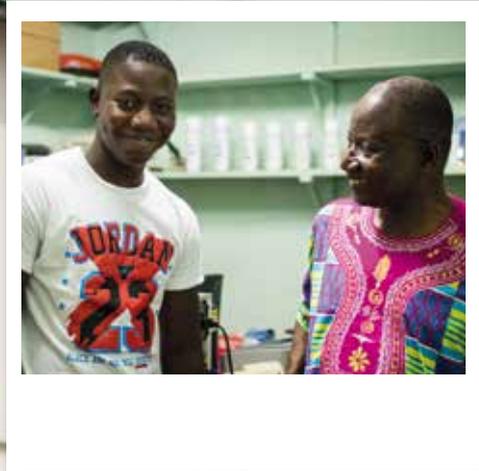




Impressions from Africa









Complex filming at WEICON

A visit from a film crew

The WEICON site in Muenster played host to a film crew on several days in May and June.

Together with a production company from Muenster, we made a product and image film. The film is available on both the WEICON website and our YouTube channels and is intended as a brief presentation of our company.

Next to WEICON itself, the film also presents our product groups and a few of their fields of use, in order to

provide a better idea of how versatile the company is.

Many different viewpoints

The film shows many of our products in use, such as WEICONLOCK Threadlocker, CA Adhesive, Stainless Steel Care Spray and a range of flexible adhesives and sealants.





Drones in the air

Camera drones were used both inside the building and outdoors during the filming, delivering impressive aerial shots from an amazing perspective.

Many people involved

A lot of extras were needed to bring the film to life. All those shown in the final film are part of the WEICON team and were happy to help out with the filming. Thanks to their hard work, the filming went very easily and smoothly. We are very proud of the result!

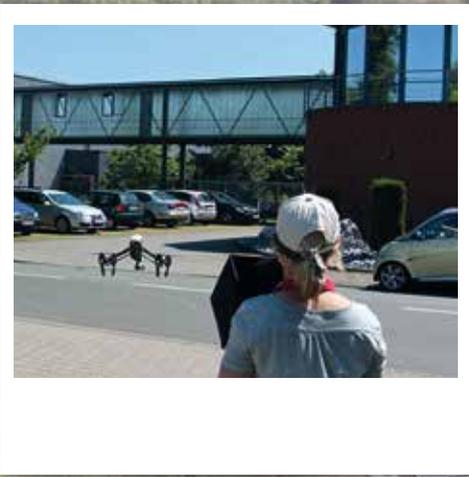


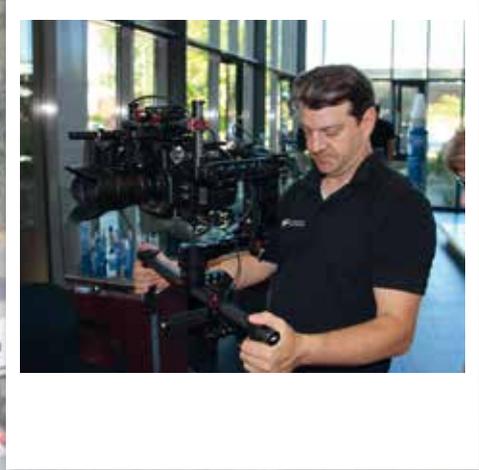
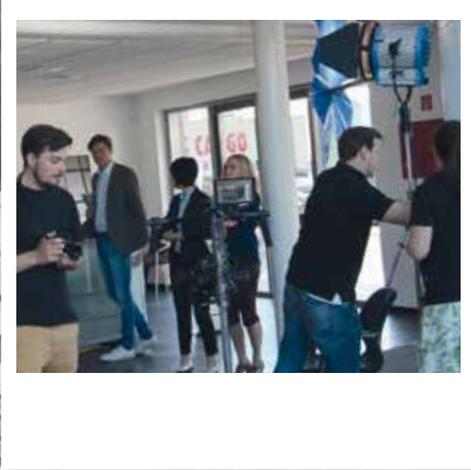
Thanks to everyone who helped to make the film a success!



Complex filming at WEICON

Pictures from the shooting in Muenster







WEICON receives training at Lake Constance

Plastic Metal BL processed in seconds

In June, a large number of our colleagues travelled to the company Wagner at Lake Constance to take part in a product training course.

Wagner is one of the world's leading producers of devices and plants for surface finishing with paints, powder coatings, wet coatings and other liquid materials.

The company produces these spray systems for both trade and industry, as well as offering good-value starter

products for ambitious DIY enthusiasts, which are sold in DIY stores.

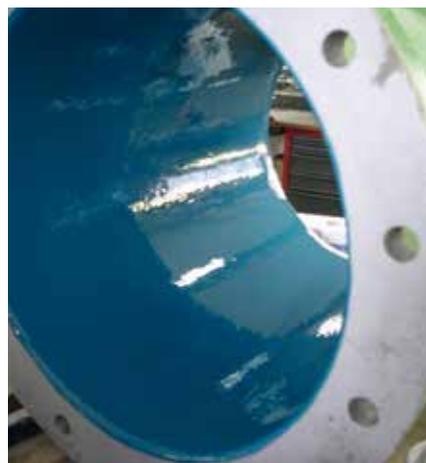
An international team

The event was to include testing the processing of the Plastic Metal BL with a spray system.

The use of the Wagner systems is intended to allow even, repeatable coating in a user-friendly time.

As well as staff from Sales, Product Management and Advertising in Muenster, various sales representatives, a team from WEICON Safarik in the Czech Republic and a colleague from WEICON Romania also took part in the training – a very international group!

The Czech Republic is home to many companies active in the coatings sector, so our colleagues from the Czech Republic were of course very interested in finding out more about the easy processing of Plastic Metal BL at the training course.





Theory and practice

The training began with a theoretical part, in which our colleagues were introduced to the Wagner company and the different products it offers.

They then moved straight on to the practical part of the training, in which



handling a spray system using WEICON Plastic Metal BL was tested.

The aim of the test series was to find out whether we can recommend Wagner devices for processing the Plastic Metal type BL to our customers in future, in order to achieve the best possible application results.

WEICON and Wagner – a great combination



We already have the first result of the test series: this kind of processing is especially suitable for large-area coatings and industrial series production, as the use of the spray system enables a greater layer thickness.

The other results of the practical trials will now be intensively analysed and edited.



Visiting a longboard builder

Boards for the world

Christopher Earl is a hands-on kind of guy. The 30-year-old from Bielefeld is a trained carpenter and a passionate longboard rider, so he knows all there is to know about wood and how to work with it. So why not bring his hobby and his job together?

This initial reverie since turned into the small company Donkey Architect's Longboarding.

Production by customer order

Alongside a few standard versions for various uses, the creative genius also works together with his customers to produce custom-made boards – one-of-a-kind pieces tailored exactly to what the buyer wants. Not many people can say that they do their laps on an individual board that is absolutely unique in the world.



Be it the shape or design, everything can be tailored exactly to the customer's requirements – "there are practically no limits," says Christopher Earl.

Producing a board

Adhesives play a crucial role in the production of his boards. After all, it is they that make it possible to bind together the various layers that make up the decks.

fibreglass mats increase the stability of the boards, which are subjected to significant forces in their everyday use. It is then time for the fine work. The blanks are formed into the desired shape using a jigsaw and then sanded. Holes are then drilled to allow the wheels to be attached under the deck. Once these mechanical steps are complete, various tests are conducted to examine the riding properties, before the longboard is demounted once again. The final step is to apply the design to the underside of the deck and varnish over it. The board can then be completely reassembled. The completely handmade unique piece

The deck is the board on which the rider stands. A deck usually consists of seven wafer-thin layers of wood, which need to be joined together.

Earl uses birch boards for his decks. They are painted with an epoxy resin system and then clamped into a press – developed by himself – together with fibreglass mats for 24 hours. The





More information: <http://www.donkeyarchitects.de/>

is finished – ready to ride the world's streets and slopes!

WEICON Casting Resin MS 1000

The two-component epoxy resin adhesives used in the board construction

consist of a resin and a hardener system. Epoxy resin adhesives display very high strength and chemical resistance.

WEICON Casting Resin MS 1000 is suitable for a wide range of applications, such as adhering the shown wood layers to fibreglass mats, or as a sealing compound, for example for electrical components.

The casting resin can be used in many industrial segments, such as the electrical industry and mechanical engineering.

Pictures: Carolin Wessel



2015 regional conference at WEICON

Extensive exchange of information

The annual regional conference took place at WEICON in September.

Over three days, sales representatives from the regions, the Branch Manager in Turkey, Tolga Aksöz, and staff from Sales and Export at WEICON in Königsberger Straße came together to discuss current topics.

Numerous agenda points

The conference had a very extensive agenda, with information provided on numerous topics.

First, the external sales representatives reported on their activities in their districts and their goals for the rest of the year going forward. They presented new applications in which WEICON products are used, showing image material and even videos on the subject.

As the conference went on, the participants were shown the revised tools catalogue, which received very positive feedback.

After a short tour of the new premises of the Export travelling staff, the afternoon saw the start of the practical part of the conference. Martin Ligart and Mike Breitenfeld demonstrated to the colleagues how WEICON BL can be processed with a spraying system from Wagner.

The participants were then shown the new WEICON image film and a test version of the new WEICON App.

All in all, the 2015 regional conference was once again an intensive opportunity to exchange extensive information, which will be very useful to the participants in their day-to-day work in both external and internal sales.



Conference at Safarik in the Czech Republic

Exchanging information

June saw a conference held at WEICON Safarik in the Czech Republic.

WEICON-ŠAFAŘÍK s.r.o., as our partner is officially called, is based in Teplice in the north-west of the Czech Republic, close to the border with Germany. Safarik currently employs 15 people, most of whom work in field sales.

The conference was held in Hustopece, around 350 kilometres from Teplice, in the north-east of the country.

Our field sales colleague Jens-Peter Augustin also travelled to Hustopece to report on the price and sales structures in Germany and on the top WEICON products in Germany.



Other topics at the conference included the content of the first International WEICON Meeting in Dubai and lots of information on the new WEICON products, which are now to be established on the Czech market, too.

This important and extensive information gives our colleagues at Safarik the tools they need to continue to successfully drive forward the sale of WEICON products in the Czech Republic!



Celebrations at Qatari Industrial Equipment

Productive partnership

In May, the new premises of Qatari Industrial Equipment were officially opened in Doha, the capital of the Emirate of Qatar. Ralph Weidling and Thorsten Lutz, Branch Manager in Dubai, visited this long-standing partner, and brought along more than just congratulations.

In order to underline the good business relationship between the two companies, Ralph Weidling handed a graphic to Nasser Sulaiman Al Haider, chairman of the Al Sulaiman Group. The picture was designed in Münster and shows a few of the stages of this intensive collaboration over the last 18 years.

The close business relationship with Qatari Industrial Equipment began with an initial meeting at the oil and gas trade fair Offshore Europe in Aberdeen, Scotland, in 1997.

“Over the last 18 years, this has developed into an excellent partnership with our friends in Qatar, based on strong trust. The country is a very interesting location in business terms, and will continue to grow in future. That is why Asif Husain, a member of field sales staff at our Dubai branch, is also here, in order to guarantee the best possible support and advice for our customers,” said Ralph Weidling at the opening ceremony.



Already in mid-April, Lester Morgan Fernandes, General Manager Trading Division of Qatari Industrial Equipment, travelled from Qatar to Dubai to take part in the first International WEICON Meeting (see WEICON News 1-2015).

Qatari Industrial Equipment is part of the Al Sulaiman Group and was founded in Qatar in 1995. Its core business is supplying the oil and gas, petrochemicals, energy and construction industries.





WEICON International

Trade fairs 2015 / 2016

Once again, we will present WEICON at numerous exhibitions worldwide at the end of this year and in the first half of next year.

We have traditionally focused on international trade fairs – no wonder given the international orientation of our business.

However, the International Hardware Fair in Cologne and Hannover Messe have traditionally been the two most important dates in our trade fair diary, for more than 60 years now!

Just like at Hannover Messe 2015, next year we will be represented at Germany's most important industrial trade fair with two stands – one for chemo-technical products and one for WEICON TOOLS.

International events will take our export team all over the world once again next year, with exhibitions in the United Arab Emirates, North and South America, Asia and, of course, other European countries.

Visit us: we look forward to seeing you!

Dates worldwide

- **ADIPEC**
09.11. – 12.11.2015 in Abu Dhabi, UAE
- **SteelFab**
17.01. – 20.01.2016 in Sharjah, UAE
- **WIN EURASIA Metalworking**
11.02. – 14.02.2016 in Istanbul, Turkey
- **APM**
16.03. – 18.03.2016 in Singapore
- **WIN EURASIA Automation**
17.03. – 20.03.2016 in Istanbul, Turkey
- **Fabtech**
22.03. – 24.03.2016 in Toronto, Canada
- **Minning**
12.05. – 13.05.2016 in Sambia, Africa
- **Expo Mongolia**
23.05. – 25.05.2016 in Ulaanbaatar, Mongolia
- **BIEMH**
30.05. – 04.06.2016 in Bilbao, Spain
- **Caspian- Oil & Gas**
01.06. – 04.06.2016 in Baku, Azerbaijan

Dates Germany

- **Spielwarenmesse**
27.01. – 01.02.2016 in Nuremberg
- **Eisenwarenmesse**
06.03. – 08.03.2016 in Cologne
- **light+building**
13.03. – 18.03.2016 in Frankfurt
- **Hannover-Messe**
25.04. – 29.04.2016 in Hannover
- **WindEnergy**
27.09. – 30.09.2016 in Hamburg
- **MOTEK**
10.10. – 13.10.2016 in Stuttgart
- **K-2016**
19.10. – 26.10.2016 in Düsseldorf
- **EuroBLECH**
25.10. – 29.10.2016 in Hannover

Training for fire protection volunteers

Just in case

In September, 14 colleagues in Muenster received a training as fire protection volunteers.

This means that around ten per cent of WEICON staff are now equipped to deal with an emergency – an excellent figure!

Instruction in theory and practice

The instruction was provided by one of WEICON's fire protection officers. The colleagues were first trained in theoretical aspects, such as the basics of fire protection, how fire extinguishing equipment works and how to behave in the case of fire.

The afternoon saw them move on to practical exercises, such as how to handle fire extinguishing equipment, extinguishing tactics and company-specific features at WEICON, such as fires in electrical systems or hazardous goods.

These practical applications took the participants all over the WEICON site, being taught about the different fire protection systems at WEICON, such as the emergency call centre, wall hydrants and mobile extinguishing equipment, and how to use them.

“All the colleagues did very well and can now call themselves WEICON fire protection volunteers.

Of course, they enjoyed handling the fire extinguishers and wall hydrant the most. A lot of them were very impressed with how strong the water pressure in the hydrant is, and how effectively they would be able to fight fires even from a great distance with them,” said fire protection officer Norbert Kockmann after the training.



Technical Retailer in Hövelhof

An end and a new beginning

In September, our long-standing partner, the hardware and household goods dealer Albert Joachim in Hövelhof, closed down his business and changed into well-deserved retirement.

We would like to thank the Managing Director, Ingeborg Joachim, for the trusting and always cooperative business relationship over many years and wish her all the best for the future!

In November, Frank Schmids, a former employee of the Joachim company, opened his own technical retail business



WEICON Sales Representative Sebastian Kipp (right) congratulates Frank Schmids

in Hövelhof – named WerkStore Joachim. Needless to say, its range will also include chemical products from WEICON.

We wish Mr. Schmids a successful start for his new company!



Festival fun in Münster

WEICON Oktoberfest 2015

WEICON's summer party in late August had a very special theme this year. For the first time, we held the WEICON Oktoberfest.

To create the right atmosphere, we constructed a large beer tent, kitted out with lots of traditional blue and white diamonds on bunting, tablecloths and other parts of the tent decorations. Needless to say, there was also plenty of Bavarian beer and some snacks to keep the party-goers going.

The most eye-catching part of all, however, was our staff themselves. Many of them came to the party in typical Bavarian costume, i.e. a dirndl or lederhosen – a beautiful sight indeed!

In the afternoon, our colleagues were divided into six teams, who competed against one another in disciplines such as the traditional stein lifting, stein shoving, horseshoe throwing, competitive nailing and milking (only on a wooden cow, of course).

This was followed by delicious treats from the barbecue and some music in the tent to finish off the day – the WEICON Oktoberfest 2015!



Getting to know each other

5th apprentice speed dating in Muenster

In June, the Halle Münsterland saw the fifth round of apprentice speed dating, run by the Chamber of Industry and Trade.

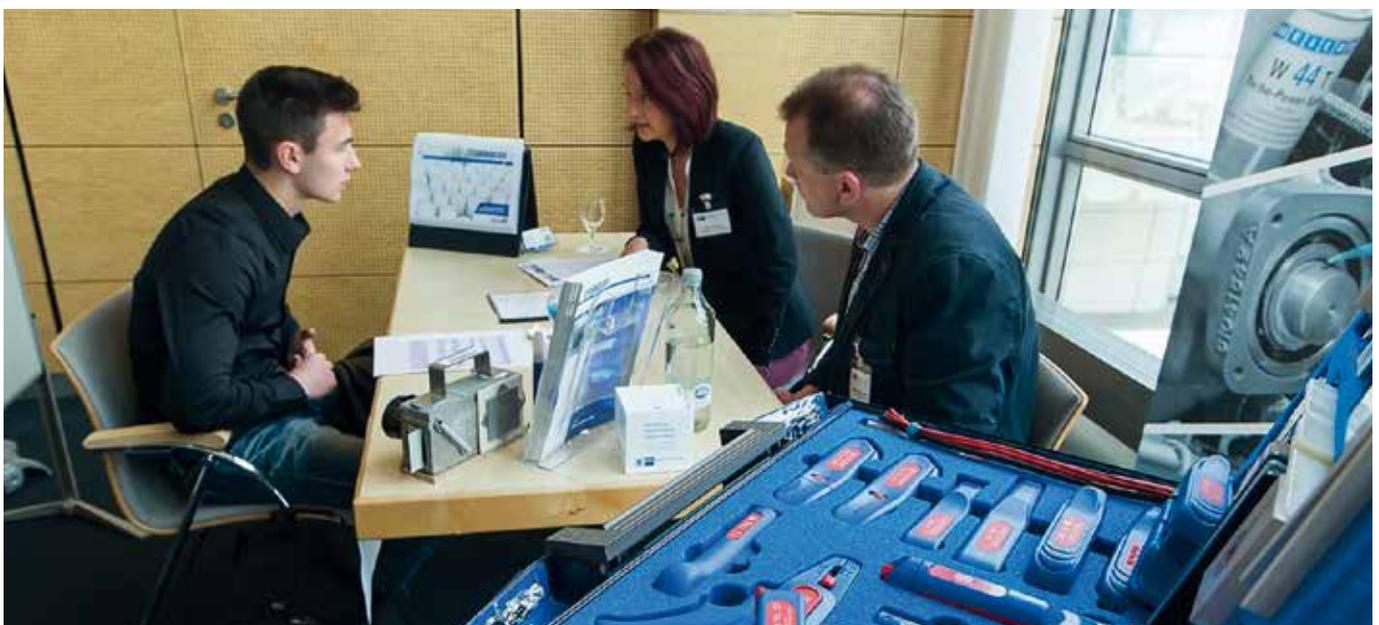
Almost 3,000 students attended the event to find out about potential employers and introduce themselves to representatives of the around 150 participating companies.

Apprentice speed dating is a series of events organised by the Chamber of Industry and Trade (IHK). The event at Halle Münsterland was the largest in all of Germany, the IHK said. Around 2,000 apprenticeships were offered to the students in Münster.

It was the second time WEICON had taken part in the apprentice speed dating event. Head of Apprenticeships Bettina Trautmann and Matthias Kleymann were on site to present WEICON to interested students and to see the potential new apprentices for themselves.

“Once again, the event was extremely well organised and well attended. We were able to have interesting meetings with well-prepared young people who wanted to know more about WEICON. We will certainly attend again next year,” said Bettina Trautmann, looking back at the event.

The concept of apprentice speed dating in brief: In ten-minute slots, the young people introduce themselves to the companies, show their application documents and attempt to win over their opposite number. Then they move on to the next date with the next company.





WEICON apprentices complete their education

A successful result

In June, two of our apprentices passed their exams with excellent results and can now begin their “real” working lives.

Daniel Filip and Montgomery Cramer achieved their qualifications as wholesale and export assistants.

Daniel will now join our tools division, WEICON TOOLS, where he will be

responsible for the marketing and international sale of the stripping tools.

Montgomery decided to leave our company in mid-August to undertake a year of work and travel in Australia.

Ralph Weidling was very happy with the apprentices: “Daniel is a huge asset to our tools division. I am delighted that he will remain a part of our team.

Montgomery was a great apprentice and it is a real shame that he has chosen to leave us. I wish him all the best for the future!”

WEICON at Ludwig-Erhard Berufskolleg vocational school

16th apprenticeship fair in Muenster

In June, the Ludwig-Erhard Berufskolleg vocational school in Muenster held its apprenticeship fair for the 16th time.

As well as the school's own pupils, students from many other schools in Muenster also attended the event.

WEICON was also there, presenting the company to the potential “staff of tomorrow”.

The students had the opportunity to gain information about more than 130 different apprenticeship careers and degree options from a total of 61 exhibitors.

Visitors to the apprenticeship fair on Monday also had the chance to look for

a “company of their choice” and hand in an application at that company's stand the very next day.

“The event was very well attended and we talked to a lot of interested students. A good number of them also made use of the opportunity to hand in an application right away,” said Bettina Trautmann, looking back at the fair.

On Monday she was supported by Klaus Kleymann, who was able to present WEICON to the students from the point of view of an apprentice. The following day, Matthias Kleymann was also at the stand to explain the processes in the WEICON warehouse to visitors.



Modified Formulation

WEICON Repair Stick Titanium

15 years ago WEICON developed the top product of our Repair Stick range, which includes 9 different types overall, WEICON Repair Stick Titanium.

Given the revised requirements of REACH and GHS / CLP, the existing formulation had to be adjusted by replacing and reducing various ingredients.

We managed, by modifying resin and hardener, to further improve the excellent properties of the product, which is especially suitable for high temperature applications. The new formulation is already visible by the new colour scheme of the sticks.

Further advantages result through these enhancements. We have succeeded to reduce the labelling of hazardous substances and the workplace exposure significantly, thus making the new sticks considerably more user-friendly.

Technically, the new formulation offers highly improved values regarding impact and tensile shear strength. We also now have a shorter pot life and curing speed.

The table shows the advantages of the new stick compared to the old formulation.



	Modified Formulation	Old Formulation
Composition	Epoxy resin, titanium filled, pasty	Epoxy resin, titanium filled, pasty
Pot- life at +20°C (+68°F) (25 g material)	20 minutes	70 minutes
Density of the mixture	1,9 g/cm ³	1,9 g/cm ³
Processing temperature	+10 to +50°C (+50 to +122°F)	+10 to +50°C (+50 to +122°F)
Curing temperature	+6 to +65°C (+43 to +149°F)	+6 to +65°C (+43 to +149°F)
Colour after curing	Grey-green	Grey-green
Gap covering power to max.	15 mm	15 mm
Handling strength (35% strength/+20°C/+68°F) aft.	1 h	2 h
Capable of bearing mechanical loads (50% strength/+20°C/+68°F) after	4 h	8 h
Final strength after (100% strength /+20°C/+68°F)	48 h (24h at +65°C/+149°F)	72 h (24h at +65°C/+149°F)
Pressure (DIN 53281-83)	80 N/mm ² (11.600 psi)	80 N/mm ² (11.600 psi)
Hardness	80	80
Tensile shear strength	7,5 N/mm ² (740 psi) (Steel sandblasted)	5,1 N/mm ² (740 psi) (Steel sandblasted)
Temperature resistance	-50 to +280°C (-58 to +536°F) (briefly +300°C/+572°F)	-50 to +280°C (-58 to +536°F) (briefly +300°C/+572°F)
Labeling in accordance with (EG) Np. 1272/2008 [CLP/GHS]		
Hazard symbol	None	GHS 07 
Signal Word	None	Caution!
Hazard statements	None	4 Hazard sentences: H315,H317, H319, H412
Precautionary statements	1 precautionary statement: P262	17 precautionary statement: P102,P261,P264,P272,P273,P280, P302,P352,P305,P338,P333,P313, P337,P313,P362,P363,P501

Vespa Rally 2015

An impressive backdrop

In late August, Tyrol in Austria played host to the Tre Giorni – a rally with classic Vespa scooters – for the second time. WEICON was also part of the line-up for this extraordinary race!

Norman Otto, one of our colleagues from the Export department and an enthusiastic Vespa driver himself, registered a five-person team from Muenster for this year's event.

A total of 210 participants from all over Europe took part in the rally.

They were divided into categories based on the engine capacity of the cult Italian scooters.

The rally was not all about speed – the winner was the driver who managed to collect the lowest number of penalty points across the three stages. Each starter was given a personal arrival time, when he was supposed to reach the finish line.

They were given one penalty point for each 1/100 second difference between the target and actual arrival time. Further penalty points were given for failure to answer questions posed on each stage.

The Tre Giorni was held in Tyrol, on mountains between 2,000 and 3,000 metres high.

The stages

The rally was divided into three stages, completed over three days. The first round took the drivers to the Brandenberg Valley, where the origin of the Brandenberger Ache river was explored. The route continued



via an eight-kilometre gravel path to the Achensee lake, from where the competitors returned to Innsbruck.

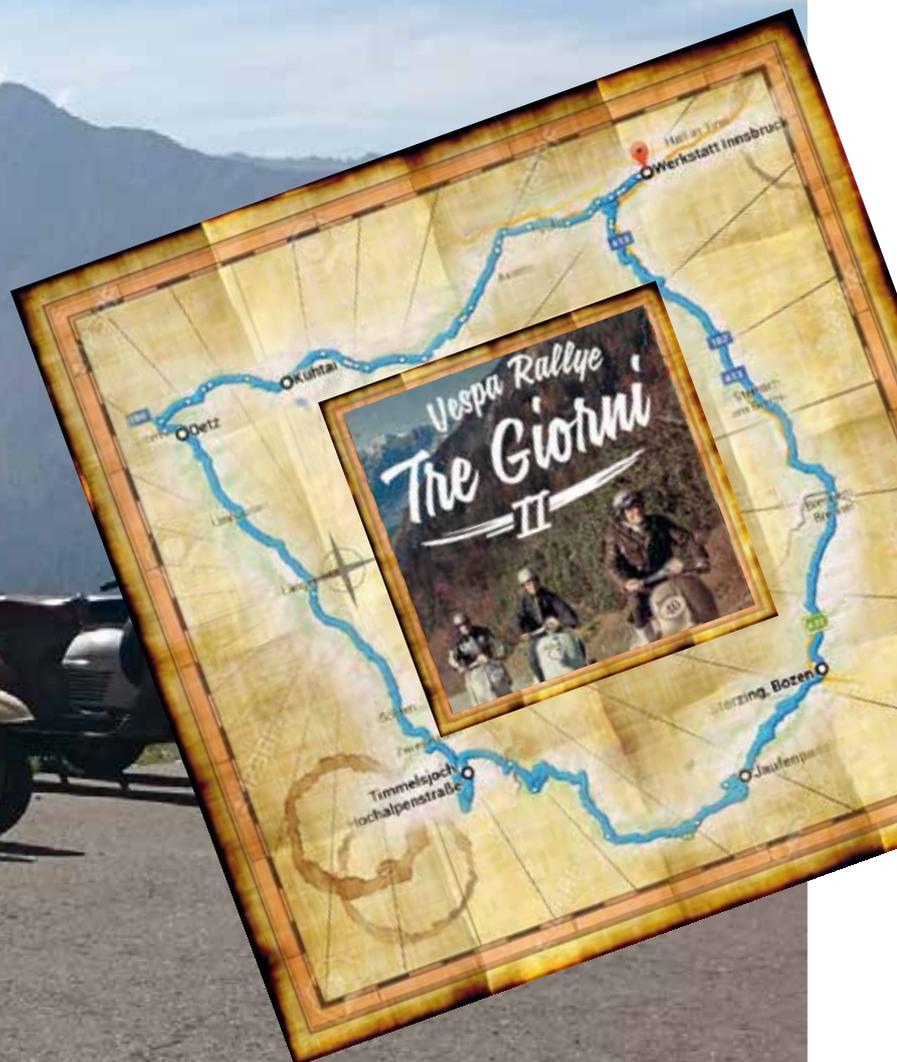
The second stage involved covering a distance of 250 kilometres and a total of 5,000 metres in height. The route led over the Brennerpass (1,374 metres), the Jaufenpass (2,094 metres), the Timmelsjoch (2,474 metres) and Kühtai (2,017 metres).

The final stage took the competitors to the Mieminger Plateau, on to Tarenz and back to Innsbruck.

Products from WEICON

A total distance of more than 500 kilometres was covered during the rally – an impressive feat for the very old Vespa scooters. This is where WEICON products came in. We supported the “Vespa Classic Freunde Münster” team with a range of maintenance and repair products, such as ...

Continued on next page





Starter Spray, Brake Cleaner, Anti-Seize, Metal Sprays, Rust Loosener and of course WEICONLOCK Threadlocking. The products performed a crucial role in keeping the scooters – some of which were more than 50 years old (the oldest model was built in 1962!) – on the road.

“The Tre Giorni 2015 was a great experience. The incredible mountain backdrop, the uphill and downhill are

truly breath-taking. So different to our Münsterland region. Doing a route like that on our old Vespas is certainly a challenge. Without good preparation and regular maintenance of the brakes and engines, there is no way we would have arrived at the finish line in one piece. But thanks to the products we had with us, we managed it,” said Norman Otto after the rally.



Vespa Rallye 2015

WEICON products for repair and maintenance

We offer a large number of products suitable for many different applications in the repair and maintenance of vehicles, machines and plants. We would like to present a few examples of these products here.



Starter Spray

The spray is used to start all kinds of combustion engines. Be it motor vehicles, construction or agricultural machinery, chainsaws, lawnmowers, boat engines, motorcycles or scooters – the WEICON Starter Spray can help them all.



Metal sprays

Our metal sprays are corrosion-resistant and weatherproof surface coatings that can be used anywhere where a resistant and effective protective layer is needed.



Anti-Seize

The Anti-Seize assembly paste consists of selected, finely-ground metallic solid lubricants and a high-quality synthetic oil mixture. It is used as a protecting, separating and lubricating agent for parts under high loads.

Brake Cleaner

Brake Cleaner is a universal cleaner especially for motor vehicles. In contrast to conventional thinners, WEICON Brake Cleaner evaporates without residue. The spray degreases and cleans metals, glass and many plastics quickly and effortlessly.

Rust Loosener and Contact Spray

The spray loosens rusted and sluggish parts, expels water from ignition systems, ensures the function of mechanical parts and contacts, protects permanently against corrosion and oxidation, provides lasting lubrication for sliding surfaces and cares for and cleans metal surfaces.

WEICONLOCK Threadlocking

The anaerobic adhesive and sealant WEICONLOCK AN 302-43 allows a large number of screw connections to be permanently secured, in both industrial and private applications.



Introducing our team

What does...actually do?

Mike Breitenfeld

Which department at WEICON do you work in?

I work in Application Technology.

How long have you been at WEICON?

I have been at the company for more than 15 years, since June 2000 to be precise.

What is your role here at the company?

I support our Sales team in technical or application-specific questions and problems, as well as in product training sessions. I undertake our quality inspections and advise customers on applications.

I am also responsible for the development and construction of our demo parts. These parts help our Sales staff to make the benefits and properties of our products clear.

What sport do you most enjoy watching?

At the moment I am watching a lot of truck trail – a motor sport that is all about agility in driving trucks on difficult terrain. But I also enjoy speedway, where motorbikes are raced on sand or even ice tracks.

You have a whole day off. What would you do?

I would enjoy a good breakfast and then go on a long walk in the woods or a bike ride with my wife.

What is your favourite food?

My favourite dish is meatballs with mixed vegetables in a thick sauce – of course only the homemade version from my family's traditional recipe. That tastes best.



Who would you like to swap places with for a week?

Gerrit Braun, the Managing Director of Miniatur Wunderland in Hamburg. The Wunderland has miniature models of lots of regions of the world, such as America, Scandinavia and the Alps. It is essentially an enormous landscape with model railways. The level of detail is truly impressive.

Which country would you like to spend time travelling in?

I would love to go to Iceland. It is a truly fascinating island with untouched nature and lots of different sides to it – be it the volcanoes or the hot springs and geysers, which regularly send enormous fountains of water into the air. As well as Iceland, I would also like to travel in Scandinavia, because of the amazing, expansive landscapes.

What was the last TV series you watched?

I don't often watch series, but in the 1980s I loved the adventures of The Olsen Gang. When that was on, the streets were empty. It was so funny, and you could even learn a few things.

What are your hobbies?

Canou touring, model railroad, model making, shooting.

City or a Swiss mountain lake when you're 75?

Ideally I would have a house on a lake in beautiful Mecklenburg-Western Pomerania. I can really recommend it!



Growth in many departments

New staff 2015



Yvonne Lüttkenhaus
Advertising Department



Mona Scheele
Public Relations



Marcel Wagenknecht
Sales (apprentice)



Dennis Rüsenschulte
Sales (apprentice)



Daya Kandel
Sales Representative UAE



Anas Ambiliyeri
Driver UAE



Rowland Moodley
Sales Representative SA



Keegan Naidoo
Sales Representative SA



Aslam Abrahams
Shipping SA



Zafer Alınca
Sales Representative TR



Burak Gülerüz
Sales Representative TR



Cihan Soylu
Sales Representative TR

WELCOME TO OUR TEAM!



This year, many new employees started their work in different departments of WEICON and in our branches to strengthen the existing teams.

“I am very pleased that WEICON is on a continuously growing path. With the new team members we will have a better

position in the market and they will help to make the WEICON departments stronger and better equipped for the future development”, said Ralph Weidling about the new colleagues.

We wish our new staff a good and successful start at WEICON!

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