

9th Issue

News

Education at WEICON

WEICON Ibérica S.L.

New Products 2017

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Dear readers,



Welcome to the ninth issue of WEICON News, our corporate magazine. Also today, we present you the latest WEICON developments and offer you a look behind the scenes of our family-owned company.

To start with, I would like to inform you that Timo Gratilow has also been a managing director at WEICON since the beginning of the year. With a company that is growing as fast as it is the case with WEICON, which meanwhile has eight international branches and business partners in more than 100 countries, it is necessary to spread the weight of managing this company on numerous shoulders. I am very glad to have Timo in our team, who is a very good managing director. He has been in the company for many years and has been able to gain experience as the head of the export department and as the assistant of the managing director.

My daughter Ann-Katrin also joined the company at the beginning of the year and is currently working as assistant of the management. To start with, she will acquire practical experience and work in all company departments.

I am very happy that, with Ann-Katrin, we already have a Weidling family member in the fourth generation working in the company.

WEICON is displaying continued and very healthy growth for years. This becomes particularly apparent when looking at our eight subsidiaries, which we have founded worldwide since 2005. The most recent member of the WEICON family is our branch in the Spanish capital city of Madrid.

However, we are not only growing continually abroad but also at our headquarters in Muenster. We celebrated the topping-out ceremony of our new building in Muenster in May. It is a tradition in Germany to celebrate once the roof framework of a new building is finished. The expansion of our production and storage area will make us even more flexible and competitive and, with the new administration building, our development and training possibilities are also expanded considerably.

In all probability, construction work will be completed by the end of the year, so that the new building can be moved into at the beginning of 2018.

A focal point of this new issue is further education at WEICON, and the large number of training measures that we are carrying out each year.

The training and further education is an important element of our corporate philosophy. Only with a highly-qualified team can we respond to the threat of a lack of skilled staff; distinguish ourselves positively from our competitors, and equip our company for the future challenges.

Only with well-trained employees it is possible to provide our customers the best possible consultation and offer them exactly the service that they need.

I wish you a varied and interesting reading!

With kind regards,

Your 

Ralph Weidling

Latest news from the WEICON family



The whole world of WEICON

Catalogue in 15 languages

Our extensive WEICON catalogue 2017 is available in 15 different languages – more than ever before!

On a total of 260 pages, our company, the subsidiaries and our products from the chemo-technical and tools sector are presented in detail.

With German, English, Spanish, Italian, Dutch, Turkish, Romanian, Czech, Portuguese, Polish, Russian, Croatian, Chinese, Persian and Norwegian, a large part of the world is covered, and this offers our customers around the globe true added value.



 **Catalogue**

Three new industry flyers

Advertising material supplement

We are expanding our offer of advertising materials with three additional industry flyers. With immediate effect, all relevant products for the areas of hydraulics and pneumatics, electrical installation as well as vehicle construction and automotive engineering are found at a glance. The new flyers are available in English and German – additional languages will follow.

Needless to say, little by little, flyers on other sectors will also be included in our current corporate design, and they will supplement our wide offer of advertising and info materials.



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January conference 2017 at WEICON

International exchange of information

The annual January conference took place at the Wersehof in Handorf at the end of January. All sales representatives, sales and export employees participated as well as, for the first time, all branch managers. The objective: talk about current topics at WEICON and exchange views on new developments.

New products

On the first day, the focus was on the new products 2017. For instance, the new adhesives RK-7300, Multi-Flex and HT 180 were presented, as well as the new sprays like the Gold Spray and the Rust Converter. Following an extensive presentation of the technical properties, the time had come for the practical

part. Our colleagues had the chance to test the products for themselves at two stations and to acquire important information for conversations with their customers.

After this, the new and revised tools were presented. The No. 13 was completely modified and adjusted to the new technical facts, such as the change of the depth of the cavity wall boxes.

The new multi-opener, a tool for gentle opening of electronic devices, was also very well received. Here, too, the team received useful information that will come in very handy in upcoming sales negotiations.

Digital Media

The second day of the event started with a comprehensive presentation of our activities in the field of digital media. Here, the new website, the WEICON blog, the new app video, the analysis tool Google Analytics as well as the advertising possibilities in Google AdWords were presented. Our colleagues were very impressed by the great variety of different possibilities offered by these instruments.

Another very useful tool for obtaining plenty of information and data and also for making it available to colleagues, is provided by the new media box. It can





also be used on the road to access many documents, and these can even be processed.

New trade fair concept

Following the digital media, the new trade fair concept was presented. Apart from organisational changes, the new elements with glass and the new light box were presented, which will soon be applied above our booths.

Finishing off the second day, the participants were still informed regarding the DIN ISO-certification and DIN 2304 status, which addresses the users of adhesives.

International Sales Meeting

On the third day of the event, the focus was on our subsidiaries. At the beginning, the eight branch managers presented their markets and interesting projects in their countries.

After this, the WEICON marine project was presented to the participants. Here, products were put together for the shipping industry in three different sets. Then there was an update for the TOOLS area to support our branches with information to facilitate the sale of our tools.

To underscore the importance of digital media, the instruments presented on

the first day were once again discussed intensively – naturally in English, so that the many benefits in dealing with the media also become clear for our branches.

Open discussions

At the end of the day, many points were discussed that had been put forward by the branch managers. Here, for the largest part, reference was made to the optimisation of the cooperation between Muenster and the branches but also the improved exchange between the individual branches.

Valuable suggestions

"The conference went really well. I really enjoyed the intensive exchange between the branches among each another. Both the new colleagues as well as experienced branch managers benefited from this. The information acquired will go a long way in allowing us to be even more successful on all markets," says Ralph Weidling, looking back at the conference.



NEW Products

Part 1



WEICON Easy-Mix RK-7300

The all-round adhesive for plastics

We created a new adhesive that is especially suitable for bonding different types of plastic – WEICON Easy-Mix RK-7300.

It is a fast curing, solvent free structure and construction adhesive based on MMA (methyl methacrylate).

The adhesive has a high-strength and a high viscosity. It is impact resistant and withstands both static and dynamic loads.

Special fillers (glass beads), which have been added to the product, ensure a consistent bonding line of approx. 0.25 millimeters. The adhesive allows a maximum gap-bridging of one millimeter.

Bonding of plastics

The adhesive adheres perfectly on a variety of plastics and has a high adhesive strength. High-strength bondings are possible even in the case of low-energy plastics which are difficult to bond, such as PE or PP.

“RK-7300 is a universal multitalent when it comes to the bonding of a wide variety of plastics”, says Holger Lüttring, Product Manager at WEICON.

The application of the new adhesive is not limited to the permanent bonding

of various plastics. Its high viscosity characteristics also permits material pairing with different expansion coefficients, such as plastic with aluminum or steel.

Many applications

The adhesive is particularly suitable for use in the plastics processing industry. RK-7300 can also be used in a variety of applications, including other areas, such as mechanical engineering or rail vehicle construction.

WEICON Easy-Mix HT 180

Reliable even at high temperatures

We have developed a special adhesive, which is characterized by its high temperature resistance and is thus suitable for applications in the field of powder coating – WEICON Easy-Mix HT 180.

The new adhesive is a 2-component epoxy resin system with a high temperature resistance up to +180°C (+356°F). Briefly, up to one hour, HT 180 can withstand temperatures up to +230°C (+446°F).

This resistance to high temperatures enables, for example, the bonding of components which are thermolacked (powder-coated) after complete curing of the adhesive.

Positive features

Easy-Mix HT 180 is characterized by many positive features, which makes it interesting for numerous applications.

It is highly viscous and stable and is also suitable for vertical applications. It is shock and impact resistant, has a long pot life, cures at room temperature and can be processed mechanically after curing.

The adhesive is particularly suitable for the bonding of composite materials and metal and can be spot-welded while curing.

Wide range of applications

Easy-Mix HT 180 can furthermore be utilized for plastics, ceramic, glass, stone or wood and is suitable for bondings where larger tolerances have to be bridged. Due to special fillers it is possible to achieve a constant and reliable bonding line of at least 0.20 - 0.25 mm.

The new adhesive can be used in powder coating, metal construction, light weight construction, mechanical engineering, shipbuilding and in various areas for electrical engineering.



WEICON Rust Converter

Rust converter and base coat in one process

We have added a product to complement our range of technical sprays, a product that is ideally suited for the neutralization of rust – WEICON Rust Converter.

The Rust Converter is based on epoxy resin and forms with the neutralized rust layer a metallic-organic iron complex. The special epoxy resin stabilizes the layer, protecting in this way metals from external influences. The resulting black layer serves as base coat and is the basic layer for subsequent permanent coatings.

The spray efficiently neutralizes rust on corroded cast iron and steel surfaces. It has a strong opacity, excellent penetrating properties, protects from corrosion and is suitable for internal and external use.

The spray is temperature-resistant up to +80°C (short-term < 15 min. to +160°C),

has a good weather and UV stability as well as an excellent solvent resistance. WEICON Rust Converter is free from heavy metals and mineral-acid and neutral in odour.

Many applications

WEICON Rust Converter can be applied on all rusty parts, e. g. machines and plants, agricultural equipment as well as motor vehicles. The spray can also be used as a protective, preventive layer.

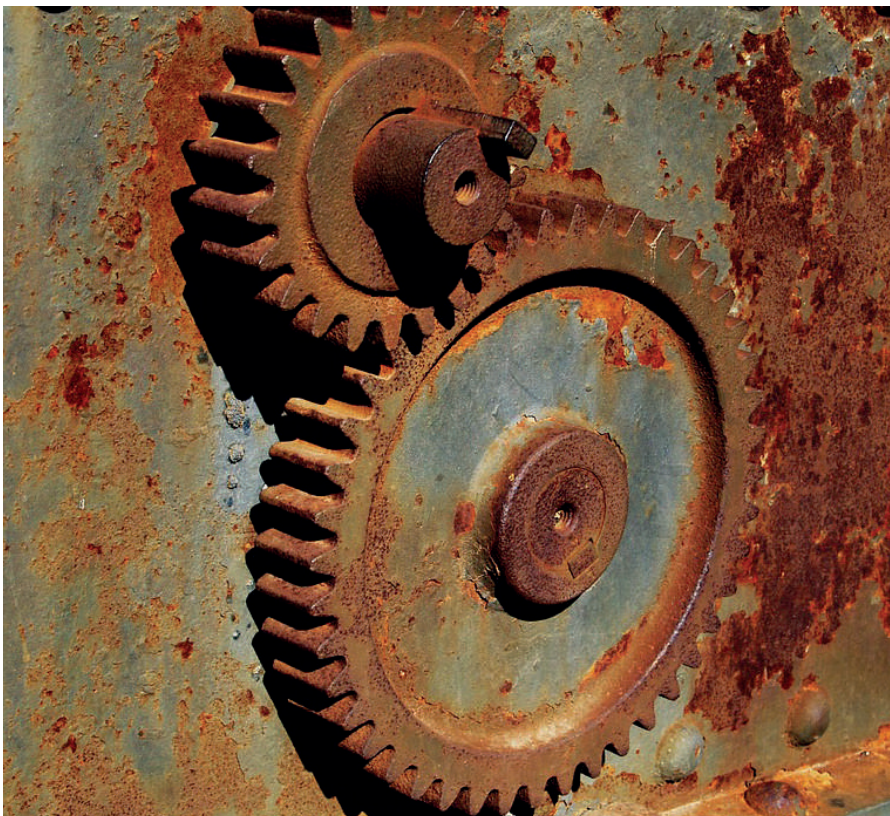
Areas of application for the new Rust Converter are, for example, plants in the petrochemical industry, in metal construction, in steel construction, in the offshore sector and in many other repair and maintenance works.

Operating instructions

The surfaces have to be dry, clean and free from dust, oil and grease.

Remove loose rust, grease, dirt and paint residue with the aid of a wire brush, grinding discs, etc. Remove the grinding dust and clean the surface, for example with WEICON Surfer Cleaner.

Carry out three or four spray cycles at a distance of 25 to 30 centimeters, observing an evaporation time of three to five minutes between the cycles. After approx. two hours, the layer is cured completely and the top coat can be applied.





Training at WEICON

Guests from the Far East

Five sales representatives from our partner Deuchman, from the People's Republic of China, visited us in Muenster in April.

The five Chinese colleagues were trained at our premises from the 19th to the 21st of April. Two days were taken to impart comprehensive background knowledge concerning our chemo-technical products, at our headquarters in Muenster. Although the sales representatives already know our large number of products from their daily work, the training provided them with a significantly more intensive insight into the theory and practical application of the adhesives, sealants, technical sprays and greases.

On the third day, our Chinese colleagues visited the production site of WEICON TOOLS in Ascheberg and were trained in competent handling of the different wire stripping tools. To date, the tools sector was almost uncharted territory for them. With the training, they were provided with important expertise that will serve them well when consulting their customers.

For the five Chinese visitors, the visit was their first trip outside of their country.

At the end of their visit, the colleagues travelled to the Hanover Fair to help at the WEICON booth and consult the Chinese visitors.



"With the training, our visitors could greatly expand their expertise and are now much more competent in presenting our WEICON products to the customers in China," says Weiwei Goddinger who is responsible for the Chinese market in our export department and also looked after the travelling group during their stay.



Training in Czech Republic

Comprehensive transfer of expert knowledge

At the end of November, our colleagues Aleksandar Adamović and Daniel Filip travelled to our subsidiary in the Czech Republic for a product training.

Daniel explained the handling of the WEICON TOOLS to the entire team, informing the colleagues about the advantages of the tools in comparison to many other competitor products.

On the two following days, Aleksandar did an adhesive training with the two new sales representatives. Peter Rydlo and David Bohuslávček have been a part of our team in the Czech Republic since November and will support both, the existing customers as well as new customers.



With the training, practical adhesive tests rounded off the theoretical explanations regarding our comprehensive offer of different adhesives.

"The training went very well. The new colleagues participated with great interest and enthusiasm. They were very impressed by the versatility of our different adhesives and sealants," Aleksandar Adamović said after the training.



WEICON apprentices complete their training

Successful completion

In January, three of our apprentices completed their examinations with very good results and started what we often refer to as "real life". Annika Thiemann and Jannik Heidtmann completed their

apprenticeships as wholesale and foreign trade clerks and Klaus Kleymann successfully completed his vocational training as a specialist for warehouse logistics.

Annika has already been working in bookkeeping since the previous year. There, still during her vocational training, she was prepared and shown the ropes for her current activity. She will also provide active support to the team in the future. Jannik is working in the advertising department and supports the maintenance of the product information management system PIM. Among others, Klaus will work in warehouse management and look after the EDP processes in the future.

Ralph Weidling sounds very satisfied: "Already during their vocational training, the three demonstrated that they fit excellently in our team. I am very happy that our apprentices will continue to stay in our company. At this point, I would like to congratulate the three and wish them all the best for their future journey!"



Further education at WEICON

Four new experts

Internal further education takes top priority in our company. This way, the team is always up-to-date regarding the latest technical developments and professional expertise. However, external further trainings also are an important topic in our company.

Four of our colleagues successfully completed a course at the end of the previous year and contributed important additional qualifications for our company.

Qualified professionals at WEICON

At the end of December, Martin Ligárt and Michael Kunk completed the expert training course in Berlin in accordance with § 5 Chemical Prohibition Ordinance.

This is a three-day preparatory seminar with a final written examination. The three days are highly intensive from a learning perspective since, after the seminars, which already last eight to ten hours daily, the imparted knowledge must still be repeated in the evening so as to be in a position to pass the examination.

The course covers both chemical as well as legal topics concerning the German Chemical Prohibition Ordinance. The ordinance regulates the dispensing and general handling of particularly dangerous chemicals that are also a part of our products.

The course and the examination are necessary to be permitted to sell products containing these chemicals in Germany.

After three highly strenuous and learning-intensive days with a highly comprehensive and complex course programme, our two colleagues successfully completed the examination for the expertise training in accordance with § 5 Regulation on Prohibited Chemical - prohibitions and limitations of the placing on the market of hazardous substances, preparations and products.



They were issued the certificate at the beginning of the year by the State Office for Occupational Safety, Health Protection and Technical Safety in Berlin.

Thanks to these successful qualifications, we have two more experts at WEICON who can provide the team with valuable support with their expertise.

"We would like to say thank you that we were allowed to participate in this training course and hope that we will be able to use and further deepen the acquired knowledge in the future," says Martin Ligárt, looking back at the course.





In November, Sascha Beilmann and Henning Voß also completed an important course for WEICON at DGQ (German Society for Quality) in Warendorf.

Our two colleagues have now completed two seminar blocks with a total of 80 hours. Sascha and Henning gained comprehensive information on the fundamentals of quality management, the different methods, their application and communication and the ISO 9000 series of standards.

Quality management

The course was conducted by experienced quality officers from business and industry.

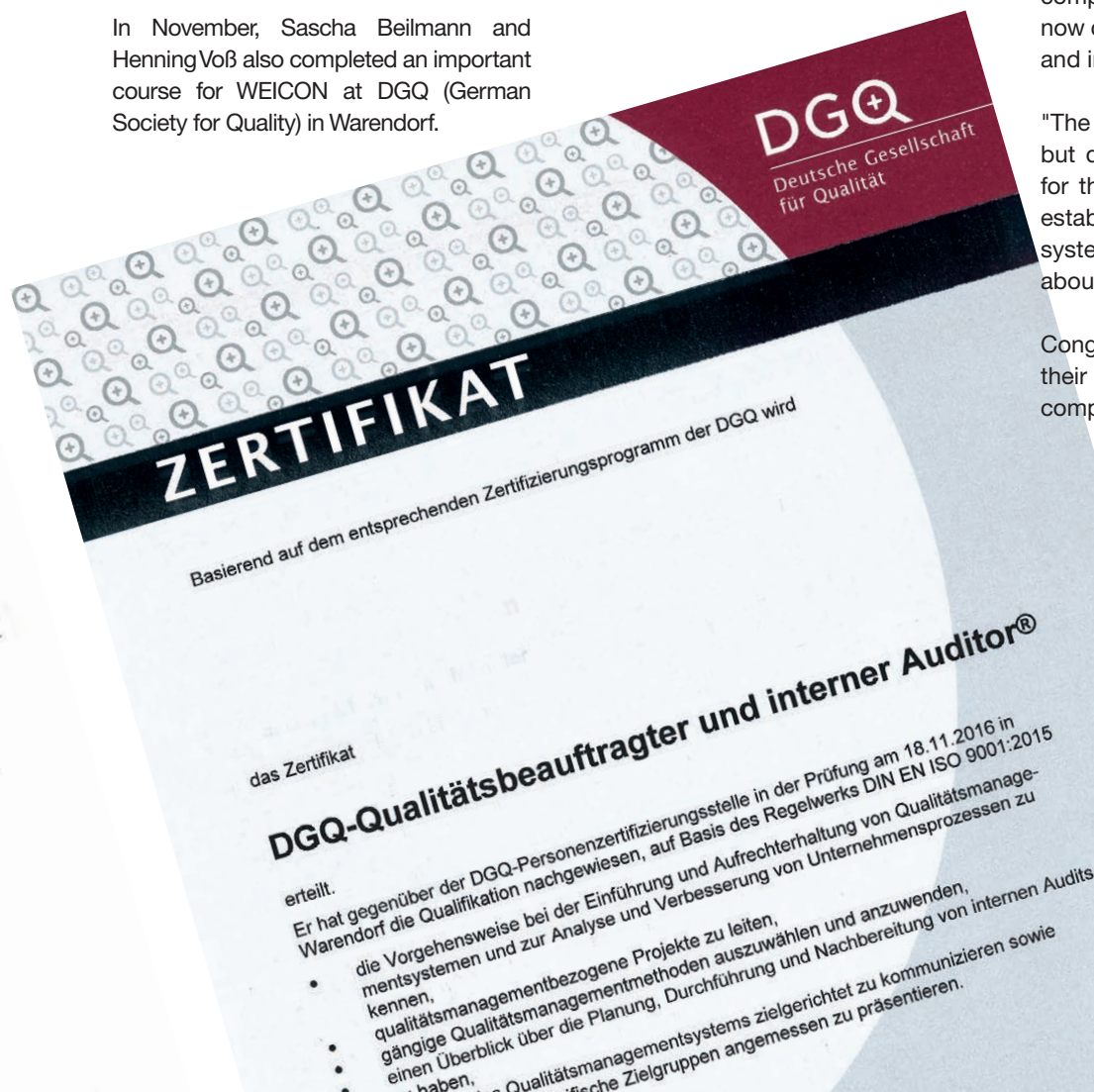
The acquired contents were always deepened in group work and presentations arising from this.

The course ended with a written and oral examination overseen by an expert commission.

Sascha and Henning successfully completed these examinations and can now carry the title of DGQ quality officer and internal auditor.

"The course really was very intensive but definitely the perfect preparation for the ISO 9001-2015 project and the establishment of a quality management system at WEICON," Henning Voß says about his supplementary training.

Congratulations to our colleagues on their good results and the successfully completed examinations!



International employees receive a training

Further education at WEICON

At WEICON, further education of the employees is always a major and important topic. In addition to the courses at the IFAM in Bremen, internal product trainings are also held regularly in our company in order to familiarize the new team members with the extensive range of WEICON products.

Colleagues from the subsidiaries

At the end of December, a number of employees from our branches as well as colleagues from the export department received a comprehensive product training at Königsberger Straße. Among the participants were well-known persons, but also some quite new faces – for instance Mike Liu from Canada, who only recently joined the WEICON team.

He supports our subsidiary in Kitchener in field service and is responsible for the support of our customers in the second largest country on earth.

Another long-standing colleague who also arrived from Canada was Matt

Totten, who is working in sales and in the warehouse. With the training, Matt also intended to consolidate and expand his knowledge on the WEICON products.

From Spain, our field service colleague Ekain Kortazar Bernaola visited us and from Italy, our colleague Davide Merlo.

Colleagues from export

The international round was completed by Ekaterina Sobotta and Sunda Henriques, who have also already been working at WEICON in the export area for quite some time but wanted to seize the opportunity to participate in the extensive training and expand their expertise.

Theory and practice

The training is divided into two parts – a theoretical and a practical part. In theory, the topics such as adhesion and cohesion are treated as well as the

right pre-treatment of surfaces that are to be bonded. Another area of focus in the theoretical part was our detailed material for sales support such as the catalogue, the industry flyers, the app and the adhesive finder, which was dealt with in detail so that it can serve the colleagues working in field service well in the future.

In the practical part of the training, the participants were trained on how to deal with our adhesives and sealants.

Norman Otto and Karl Kock from the export department moderated the training and, with the practical experiments, provided a number of different tasks that our colleagues had to solve, such as finding the appropriate flexible adhesive to stick a metal sheet to a wall made of wood.

All in all, plenty of knowledge was imparted on the training participants regarding our products, and they acquired valuable practical experience in the right handling of the adhesives, which will be extremely helpful for them in their daily work.



Convention 2017 at WEICON in Istanbul

Exchange with sales representatives staff

A two-day conference took place in our branch in Istanbul at the end of January. Our colleagues Sascha Beilmann and Patrick Neuhaus also participated.

New products and digital media

Our Turkish colleagues were informed about the contents of the January meeting in Handorf. This included the new products and the numerous measures and instruments in the field of digital media.

After that, Patrick Neuhaus gave a practical training of our WEICON TOOLS, to provide the sales representatives with information that will further optimise the sale of our tools on the Bosphorus.

Tools for the sales representatives

The sales representatives of our subsidiary presented important instruments that provide them good

services during their daily work. Here, they work very intensively with the demo parts in the suitcase and with the catalogue. Their Ipads and smartphones are also important aids, which can be used to present the WEICON app, for instance. In contrast to their colleagues in Germany, WhatsApp is also an important instrument for the Turkish sales representatives. They use it to remain in direct contact with one another and with their customers, and they can provide information at short notice.

Open discussion

At the end of the day, a number of points were discussed that were put forward by the sales representatives. These concerned for example an expansion of the marketing documents that are available in Turkish or the WEICON app in a Turkish version. The colleagues were very happy to hear that these points are already being worked on and will be available shortly. The wish was also expressed that WEICON would intensify its work with the Google

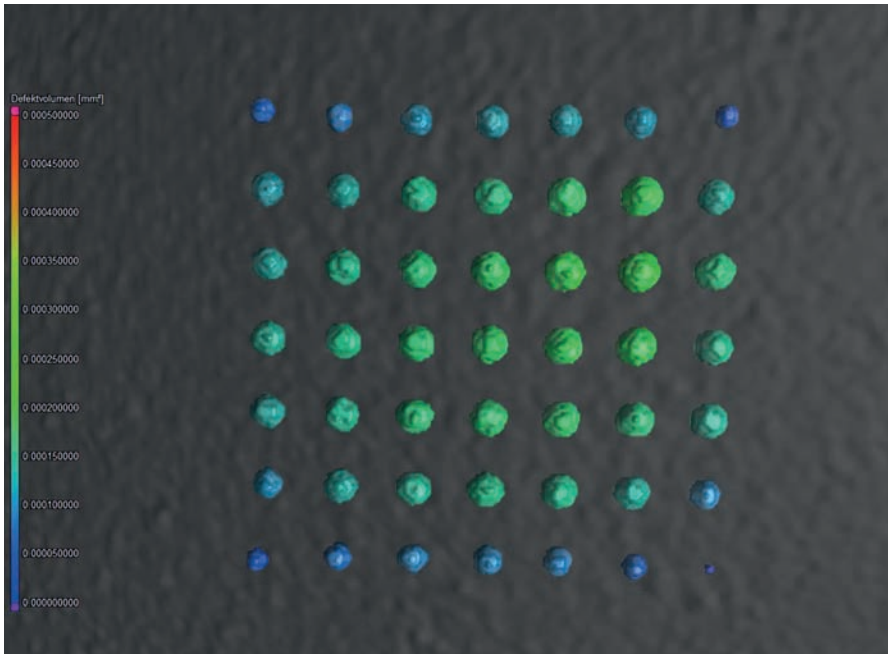


AdWords Instrument to further increase the brand awareness of the company worldwide.

Valuable suggestions

"The event was a real success. In particular, I enjoyed the active participation and the intensive exchange with the Turkish colleagues. Thanks to their suggestions, I think that we can further optimise a number of points and continually improve the instruments of the sales colleagues in Germany and worldwide and to adapt these to their needs," says Sascha Beilmann, following the convention.





Analysis of the filling behavior of adhesives in UV laser microstructures using computer tomography



Interesting results for the industry

UV laser for surface pre-treatment

The "Kunststoff-Zentrum" (SKZ) plastics centre in Würzburg investigated the suitability of UV light for the pre-treatment of plastic surfaces in a comprehensive study. The treated surfaces were subsequently tested in bonding trials. Within the context of these tests, a number of our adhesives such as, e.g. RK-7100 were also tested.

During the tests, UV light was bundled to a strong UV laser, to have a targeted

impact on the surfaces that are to be treated. Here, the SKZ tests provided very interesting insights.

Laser for surface pre-treatment

It was established that the surfaces could be activated, cleaned and micro-structured by pre-treatment with UV laser. As such, this method is the only

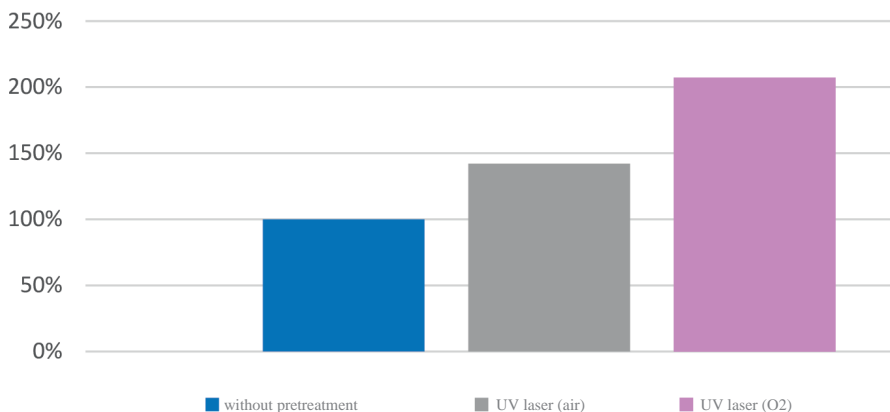
kind of pre-treatment to date where these three work steps can be completed with only one tool – UV laser.

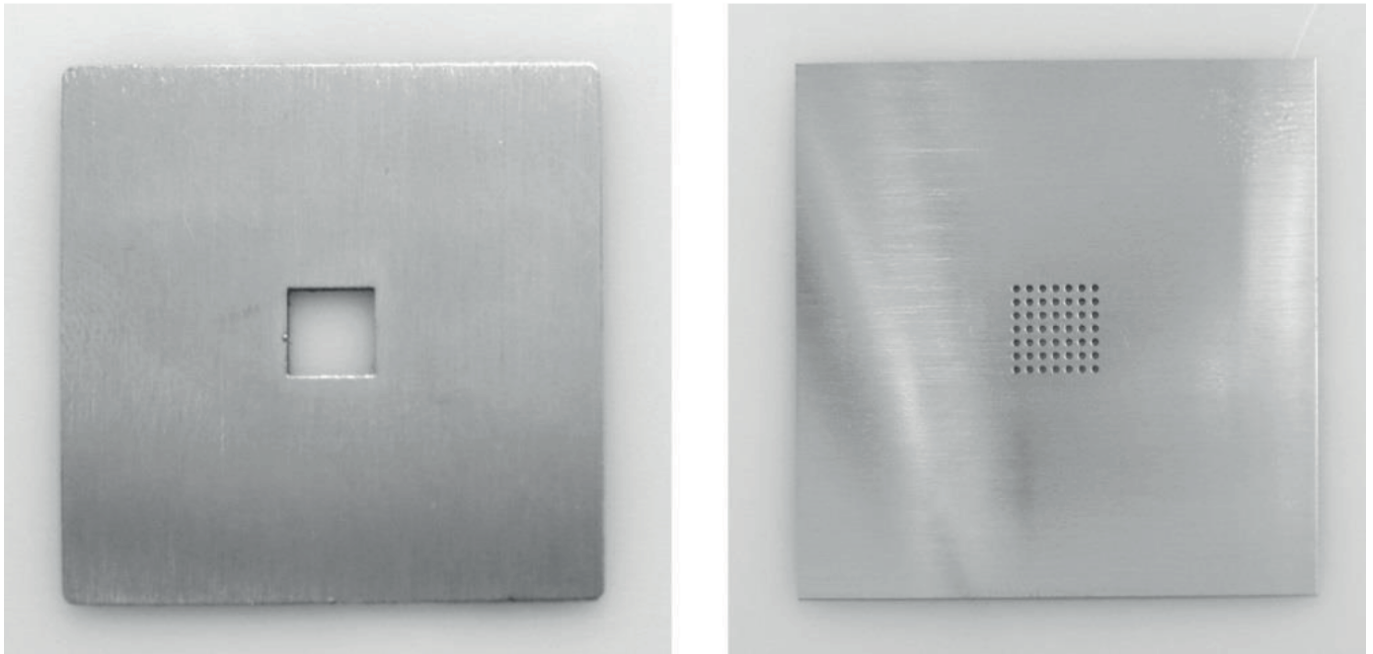
Advantages of pre-treatment with UV light

This kind of hybrid pre-treatment is better than the established pre-treatment methods and could replace or supplement these. The pre-treatment with UV laser could be deployed with a great variety of different applications in many different industrial sectors and, for this reason, is carefully observed by numerous companies.

Another point that is attracting the interest of the industry was the bonding trials within the context of the investigation. It was demonstrated that the pre-treatment of different plastics with UV light can result in a significant increase in bonding strength. Even hard to bond plastics, such as polyoxymethylene or polypropylenes, can be bonded securely and with long-term stability.

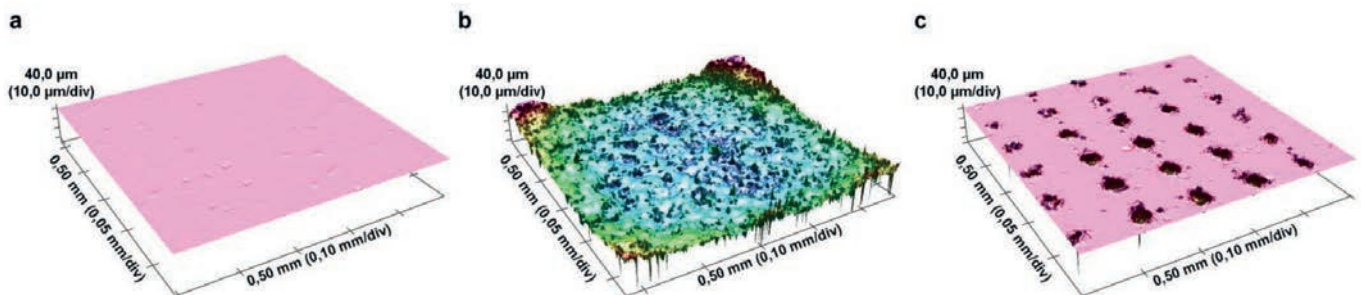
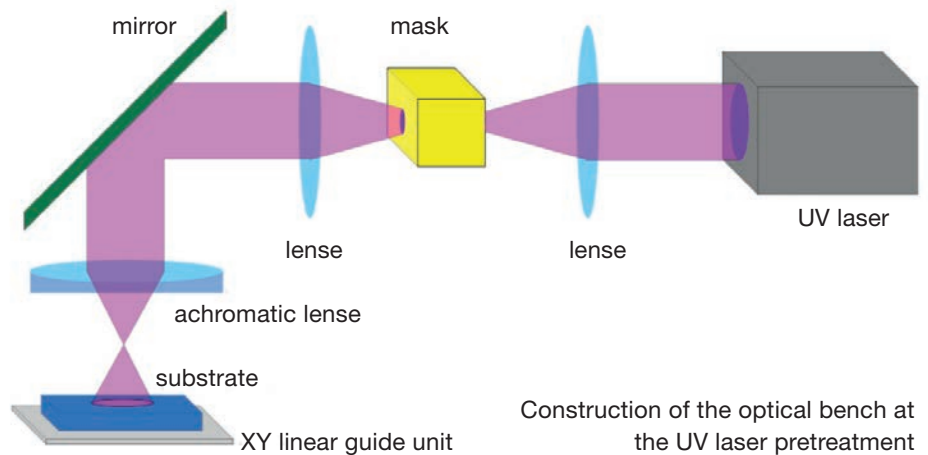
Tensile strength of Easy-Mix RK-7100 on POM – depending on the kind of pretreatment





Square mask for the surface treatment of the plastics (left) and mask with 49 round holes for the production of microstructures (right).

However, there still is need for research in a number of areas of UV laser so as to be in a position to fully utilise the potential of the pre-treatment methods presented here in an industrial scale in the future.



White light interferometry imaging of POM in the initial state (a), after UV laser pre-treatment (b) and after structuring (c)

Images and graphics: SKZ Würzburg

TOOLS presentation in Karlsruhe

The tools in focus of the professionals

At the end of November, together with our colleague Josef Bornemann, who has meanwhile retired, our colleague Ferdinand Jörger had the possibility of carrying out a tool training for a highly-qualified group of participants in the training academy in Karlsruhe.

The participants to the event were 17 inter-company trainers in the field of E crafts from the education centres throughout Baden-Württemberg.

The contact was established via the Trade Academy in Freiburg, which closely cooperated with the Academy in Karlsruhe. Thereby, our field service colleagues can present the WEICON TOOLS to the trade association of electronic and information technology in Baden-Württemberg. All industry-wide training centres of the federal state are affiliated with this association.

Trade Academy Freiburg

The academy offers a comprehensive training offering with seminars in the commercial-technical area. These seminars comprise numerous thematic fields such as metal technology, vehicle and two-wheel technology, sanitary, heating, climate and also electro-technology and electronics.

More information on the activity of the Trade Academy can be found at: wissen-hoch-drei.de

Programme of the presentation

To start with, the business activities of WEICON were presented within the framework of a company presentation, and it was explained why a company in the chemical industry is simultaneously active on the market as a manufacturer of stripping tools.

Following the presentation of the delivery programme, the participants were trained in the practical handling of the wire strippers, cable knives and the special tools. The seminar was concluded by a discussion round with the participants.

"The presentation was a great success, and have the possibility of participating in further appointments in a similar scope," says Ferdinand Jörger, following the event.





WEICON products subjected to test series

Lecture at the University of Osnabrück

Mid-January, our colleague Martin Ligárt, head of WEICON research and development, held a presentation at the University of Osnabrück. He followed the invitation of Prof Dr Svea Petersen, who is a lecturer in the master's course for applied material sciences in Osnabrück.

A part of this course of studies is the English-language "Polymeric Coatings and Adhesive Joints" module on the topic of adhesive technology. This module was to be ended with the presentation of the investigation results as well as a lecture about professional practice.

Taking a look at professional practice

After conducting research, Prof Petersen established contact with Martin Ligárt, who declared his willingness to offer the students an insight into the daily work routine at an adhesive manufacturer.

The presentation started with the presentation of our company. Then Martin presented our product groups to the students as well as a number of bonding samples. In closing, he

answered the students' questions and thus provided them with an additional look behind the scenes of the professional market at WEICON.

Extensive test series

The module on the topic on adhesive technology was completed by a series of tests that were performed by the students in four small groups. The presentation of the bonding tests as well as the written documentation served the purpose of determining the final grade.

Within the context of the test series, the students prepared aluminium sheeting for adhesion. They cleaned, degreased and sandblasted the parts before joining. During these tests, WEICON products were used. The WEICON Plastic Metal type C was used, the flexible adhesive and sealant Flex 310 M Classic, our cyanoacrylate adhesive VA 250 Black, as well as the structural adhesive RK-1300.

Each one of the four groups investigated one of the adhesives and used different forms of surface preparation for the adhesions. This was to establish whether the type of surface preparation

had an influence on the strength properties of the adhesions and which preparation provided the best results.

To establish comparable values, tensile shear tests were performed with the aluminium sheets after the complete curing of the adhesives.

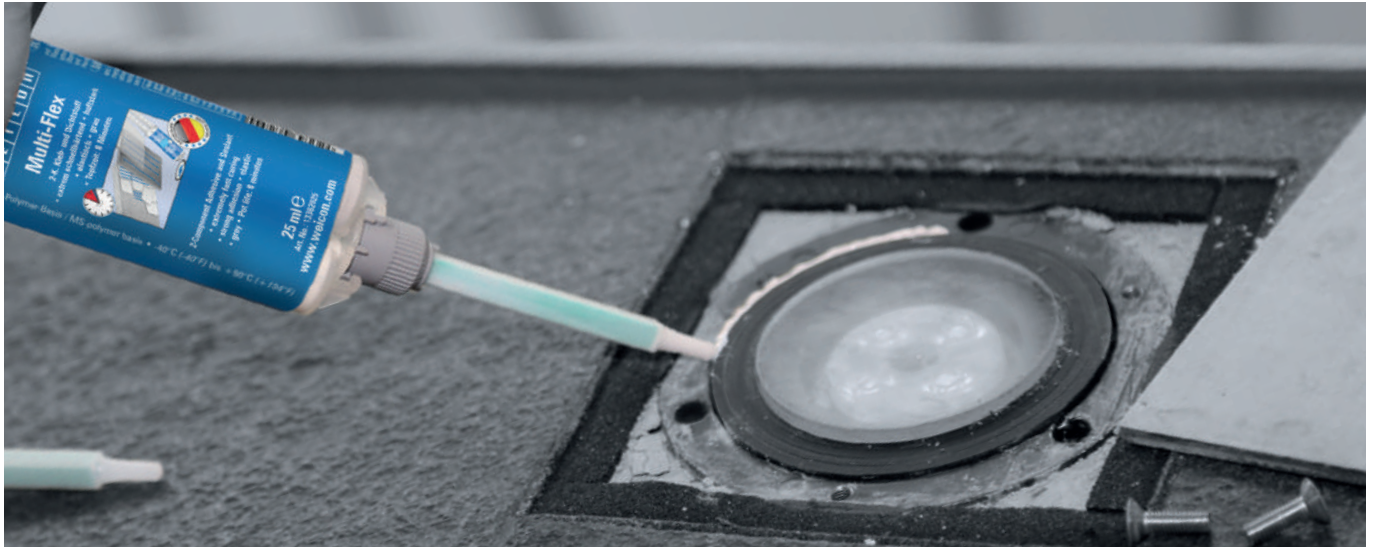
The presentations of the students followed the same pattern. To start with, the adhesive that was used was presented, as well as its history and the chemical composition. Following this, the students delivered a few application examples.

In closing, the test description followed and the presentation of the test results, which were thoroughly scrutinised by the lecturer, Prof Dr Svea Petersen, and subsequently evaluated.

"It was very interesting to exchange views with the students about daily professional life. More often than not, this opens an entirely new view on things. I am happy to pass on some of my experience that I have gained in practice to the young people," Martin Ligárt said, following the event.

NEW Products

Part 2



WEICON Multi-Flex

Universal adhesive for many applications

We have developed a universal adhesive which is suitable for applications in many areas – WEICON Multi-Flex.

Multi-Flex is characterized by a number of positive features. Thus, the adhesive is extremely fast-curing, has a strong adhesion, is elastic, flexible, weather-resistant, aging-resistant and UV-resistant. It is free of silicones and isocyanates, odorless and non-corrosive.

The new 2-component adhesive and sealant is based on MS polymer and is suitable for full-area and stress-compensating bondings – both indoors and outdoors.

Suitable for almost all materials

Multi-Flex is suitable for almost all materials, such as metal, wood, plastic, glass or ceramics. With the new adhesive, these different materials can be easily bonded with and among each other.

Multi-Flex is suitable for both rough and smooth surfaces.

By using Multi-Flex, damage to the surfaces to be bonded is prevented.

The bonded parts are highly loadable after curing, although the adhesive remains elastic and cushions impact loads.

Universally applicable

Multi-Flex is universally applicable and can be used in many sectors of the industry, crafts and also in household and hobby.

The adhesive is suitable for all applications where fast fixing is required, which cures in a short time and remains elastic.

For example, Multi-Flex can be used for small installations or repairs in the sanitary area. Quickly a soap dispenser is installed or a broken tile replaced by a new one. Another application is the mounting of an LED strip in a badly illuminated area or as indirect lighting in order to provide a pleasant light.



WEICON Gold Spray

A very special metal coating

We expanded our range of metal sprays with a high-grade and effective version – WEICON Gold Spray.

The Gold Spray is a weathering-proof metal spray with a high content of gold colored metal pigments and a high opacity.

It is abrasion-resistant, provides long-lasting protection and is suitable for the visual enhancement of a wide variety of materials, such as metal, wood, plaster, concrete, masonry or plasterboard.

The spray is briefly temperature-resistant up to approx. +300°C (+572°F). From +80°C (+176°F), color changes can occur. Gold Spray can be used indoors and outdoors.

Learn more about the Gold Spray in our blog: blog.weicon.de/luxus-aus-der-dose-das-weicon-gold-spray/

Coating and decoration aid

Due to these properties, the spray can be used both as coating and for numerous decorative purposes, e.g. coating of figures, decorative-articles or picture frames. It can be used for the touch up of yellow-chromatised parts after drilling, welding or milling.

Gold Spray can be used in many areas, such as shipbuilding, yachting, boatbuilding, construction, gardening, landscaping, building of railings and fences, arts and crafts, in restoration work or in hobby and DIY.

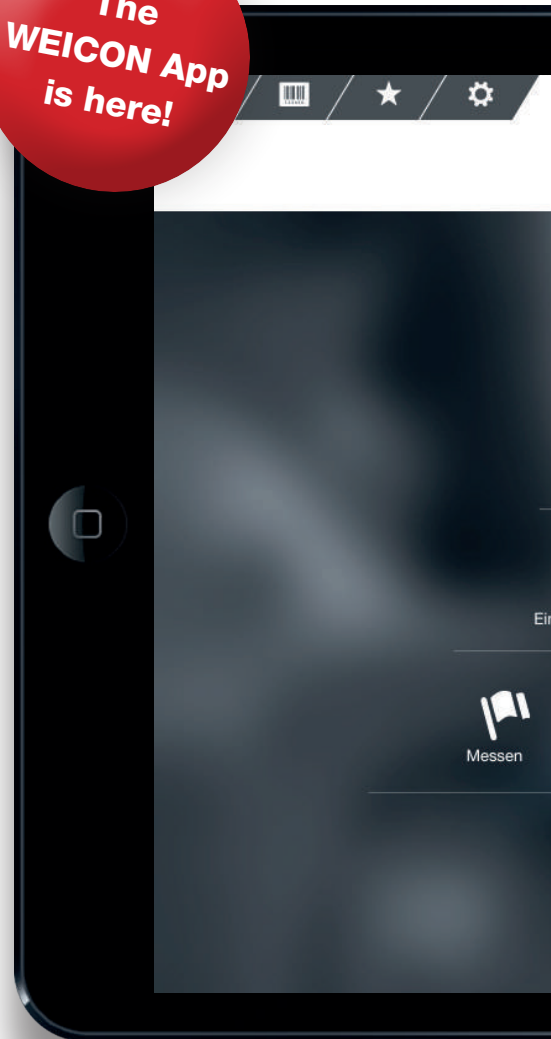
Easy to use

The usage of WEICON Gold Spray is very easy. Non-absorbent surfaces should be cleaned and degreased before coating. Shake the can before use, until the mixing ball can be heard. Spray on evenly and crosswise at room temperature (approx. +20°C / +68°F) and at about 25 cm distance from clean and dust-free surface. The Gold Spray is dust-dry after approximately ten minutes and fully cured after about four to six hours.





The WEICON App is here!



New info video

Mr Wilson and the WEICON App

Meanwhile, the functionality of our new WEICON App is explained in 14 languages. This is achieved with the help of an easily-understandable and entertaining video revolving around Mr Wilson. It quickly demonstrates the app's advantages for the WEICON sales process and for our trading partners.

Tried-and-tested method

The video uses hands and images to visualise the most important features of our app and was created in cooperation with the renowned "simpleshows" agency. It is a market leader in the area of cut-out animation videos and successfully designs explanatory videos for major companies and multi-corporate enterprises such as Telekom, Adobe or Bosch. Complicated issues are prepared for the corresponding

target group in a simple manner and straight to the point. The drawings are made by hand and are individualised for every company.

Pleasant and straight to the point

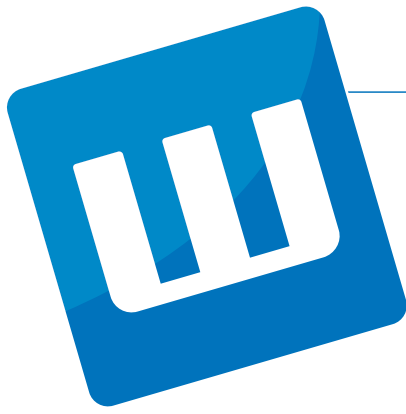
This way, the advantages of our WEICON app for the WEICON sales process and for our trade partners is explained in fewer than three minutes and conveyed straight to the point, with a pleasant and entertaining video.

Advantages of the WEICON app

The WEICON app has all information and features available for the sale of

WEICON products, compressed on the tablet or the smartphone. This simplifies the daily work of field reps and trade partners. What is more, product details, videos or documents can be stored in a customer-specific favourite folder. The data is then available for the employee as a compact info parcel during a customer pitch and can immediately and conveniently be forwarded to the customer by e-mail.

Video online in 14 languages



Simply find solutions.



Available language variations of the app video:

- German • English • Dutch
- Czech • Chinese • Spanish
- Italian • Russian • Polish • Arabic
- French • Croatian • Romanian
- Turkish



To give the trade partners an understanding of the practical WEICON app abroad as well, the app video revolving around the sales representative Mr Wilson has already been published in 14 languages and can, e.g. be viewed at YouTube. The German name Mr Wagner was adjusted for every language to a name that is typical for the respective country. In the English language, for instance, the sales representative is Mr Wilson and in the Spanish video, Señor García.

To date, the app itself is available in German, English, Turkish and Spanish – more language versions such as Chinese or the Czech language are being worked on and will follow soon.



www.weicon.com/app ▶



WEICON Website and App

Many new language variants in the pipeline

For our customers, trade partners and subsidiaries abroad, the official website and the WEICON app in a number of different language variants is in planning. German, English, Turkish and Spanish are already available.

Due to our global economic trade relations in more than 100 countries, it is becoming increasingly more important to be able to address our customers directly in their local language.

For this reason, the WEICON website should be available in many different languages such as French, Dutch, Polish, Romanian or Chinese in the future.

Some languages that are not yet available on the new website, are temporarily only represented via external pages, which will be replaced little by little.

So that our trade partners and sales representatives can also access product details, videos or documents in other languages, save them in a customer-specific area and forward them, additional language variants are currently in the pipeline for the WEICON app.

WEICON branches

Expansion of social media activities

We will continue promoting the external communication of our branches in the future. Within this context, we'll expand our social media activities – in particular via Facebook.

Communication in the local language

The objective is to ensure continuous and uniform social media communication in the respective local language. This is to be created in cooperation between our press and public relations work, and with the support of the branches in Muenster and the respective subsidiaries. To be in a position to perform this comprehensive task for all eight branches, a new position has been

created in Muenster. Consequently, the social media activities are managed uniformly and steered centrally. However, this is done with close contact to the branches and is aligned to their characteristics and their respective target group.

Own Facebook page for every branch

In the future, via WEICON, our customers can now be informed in the respective local language. This allows target group-specific addressing of customers abroad regarding our products and the branch there. For this purpose, Facebook pages have already been established for every branch. From now on, these can be filled on a regular basis with contents such as product information, competitions or attractive photos and videos.





Company bicycles at WEICON

Looking fit

There can be no doubt that Muenster is THE bicycle capital of Germany and one of the most liveable cities worldwide. We would like to contribute our part in using these highly positive attributes to further promote health at work and the satisfaction of our employees - and we want to do this with company bicycles!

Most people in Muenster are regularly out and about on their bicycles and are happy to leave their car at home for this pleasure. This also applies for many employees at WEICON. So where would be a better location to purchase company bicycles? Since the end of the

previous year, every employee can also put together his or her own company bicycle according to taste and this can then be leased for a small amount every month.

There is a large selection of mountain bikes, Dutch bicycles, racing bicycles and even e-bikes. So there definitely is something for every taste. Even though it is called a company bicycle, this naturally does not mean that the bicycle can only be used when going to or returning from work. It goes without saying that the employees can also use the bicycles privately – be it to sporting events or nice and relaxed during their leisure time.

We have created an own development concept, so that we can place the bicycles at the employees' disposal for the lowest possible price. With the own system it is guaranteed that no additional fees or other costs are incurred with the procurement, and that possible discounts are immediately passed on to the employees.

More than 40 colleagues have already ordered a bicycle. After all, one third of our team in Muenster. And the campaign will be continued to further increase the share of company bicycles – a truly successful measure!





New branch in Spain

WEICON continues along its path of growth

We founded our eighth foreign branch at the end of January. After Dubai, Canada, Turkey, Romania, South Africa, Singapore and the Czech Republic, Madrid, the capital city of Spain, is now also one of our locations.

WEICON Ibérica S.L.

WEICON Ibérica S.L., this is the name of the new branch, has its headquarters in the Spanish capital of Madrid and, thanks to its central location, it is the ideal starting point for business activities. The location is managed by a local managing director, Alejandro González Cámara.

"We have already been working with Alejandro for four years and have an outstanding cooperation. In this time, he was on the road for us as a sales representative in Spain. Now, with the founding of our new subsidiary, the time has come to further strengthen and expand our position on the Spanish market. We are looking forward to a highly promising future on the Iberian Peninsula," says Ralph Weidling.

WEICON in Spain

"Spain has always been an interesting market for us, in which we have already been active for a long time. The country is one of the largest industrial nations worldwide, and it

is very important for us to be on site. The most important industry sectors in Spain are the automotive industry, metal and mechanical engineering, the chemical industry as well as the food and beverage industry. The areas are continually expanding and exhibit good growth figures. As such, Spain is a strong business market for our products. We would like to make use of this positive situation with our new location in Spain," Weidling continues.

Spain – a strong economic partner

Spain's economy is the twelfth largest national economy worldwide. A number of the most important industry sectors



of the country are the metal-processing industry, mechanical engineering, agriculture and the petro-chemistry sector. France and Germany are the most important export and import partners.

Bilateral economic relations

Spain and Germany have very tightly-woven economic ties. After France, Germany is the second largest trade partner of Spain. With the imports of Spain, Germany is ahead of France, taking first place.

Together with the sales partners of German companies, the about 1,300 German firms that have branches in Spain constitute a significant factor in the Spanish national economy. According to the statistics of the German Central Bank, the business operations of German branches secures more than 200,000 jobs in the Kingdom.





Branch opening in Madrid

The race is on

On March 1st, our branch WEICON Ibérica officially opened in the Spanish capital city of Madrid.

At the end of February there was a little opening celebration at the subsidiary's premises, and Susanne and Ralph Weidling as well as our colleague Karl Kock from the export department participated.

The team in Madrid starts with five persons. Alejandro González Camara has already been active for us in Spain for a number of years and is managing

director of the most recent WEICON subsidiary. Katherina Viethmeier is responsible for the organisational processes in the branch. Our colleagues Ekain Kortazar and Vicente Carreño are active in the field branch service sector, whereas Ekain will be working in the north and Vicente in the east of Spain. The remaining areas will be supported by Alejandro. Our colleague Miguel Aguado is responsible for the sales back office and logistics.

The opening celebration started with a glass of sparkling wine and a group

photo. Then Alejandro provided a little introduction with a presentation of the new branch.

After the official part, everyone went to the city to take a look at a number of landmarks and, in closing, enjoyed a mutual dinner to end the day in an appropriate setting.

"Alejandro did a really great job with the opening celebration and the supporting programme. The whole team in Madrid is highly motivated and looking forward to things starting officially now.





I am absolutely confident that we will also start successfully on the Spanish market and can turn the WEICON brand into a well-known phrase on the Iberian Peninsula," says Ralph Weidling after the branch's opening ceremony.



NEW Products

Part 3



WEICON Plastic-Bond

Bonding of plastics

We have released a new adhesive, which has its special strengths in bonding of various plastics - WEICON Plastic-Bond.

**High-strength,
impact resistant,
residual elastic**

WEICON Plastic-Bond is a solvent-free structural adhesive. It has a very good adhesion to various plastics and is also suitable for bonding other materials.

For example, plastics can also be bonded to aluminum, steel or PVC. The adhesive has a gap filling capacity of five millimeters. It has a high peel strength, is residual elastic and impact resistant and is suitable for both static and dynamic loads.

**Bonding even
on vertical
surfaces**

Plastic-Bond is particularly suitable for structural bondings where high strength connections are required. It has a high viscosity and is suitable for processing on vertical surfaces.

**Use in many
areas**

The new structural adhesive is universally applicable and can be used, for example, in plastics technology, in metal construction, in car body and vehicle construction, in caravan construction, in mechanical engineering, in electrical engineering, in wood processing or in construction works at exhibitions.

**For industrial
and private
applications**

The adhesive has been developed for industrial applications but is also very suitable for applications in craft and DIY.

For example, the new adhesive can be used for bonding in model construction, in which plastic parts are joined together. Plastic-Bond can also carry out numerous household repairs. Light elements, such as, e.g. LED strips, can be fixed without great effort. This also allows to mount blind strips, edge protection and door signs permanently and easily.

Detection of flaws and cracks

Our new crack testing agent system serves the purpose of conducting a non-destructive material inspection using a dye penetrant procedure. The system consists of the WEICON Crack Testing Agent Cleaner, the Penetrant and the Developer.

However, what procedure is this, and in which industrial sectors is it deployed?

The dye penetrant inspection

The dye penetrant inspection is a widely used procedure used to detect surface defects on building components and machines quickly, without great effort and in a non-destructive manner.

In so doing, many materials such as metals, plastics, ceramics, glass, etc., can be tested for flaws safely and reliably.

A prerequisite for the testing procedure is that the flaws are open toward the surface.

This procedure is deployed with the inspection of welding seams, cast objects, in ship-building, the automotive industry, apparatus and container construction as well as in numerous other industrial sectors.

Inspection sequence

With the dye penetrant inspection, in an initial step, the surface of the part to be inspected is cleaned to remove grease and oil residues. Once this has been completed, a penetrant agent is sprayed on.

The penetration procedure is based on the principle that, thanks to its very good creeping properties, this coloured diffusion agent will not only optimally spread on a surface; rather, it will also penetrate every crack or flaw developing from this surface.

Following a penetration period of a few minutes, which varies depending

on the material, ambient temperature and other factors, the excess diffusion agent or the agent that did not enter the flawed parts is then removed from the surface with the special cleaner. Then the developer is applied. This makes the penetrant still in the cracks and pores easily detectable again.

The developer refers to a special, fine-grained powder that, owing to the capillarity of its cavities (suction effect) draws out the remaining diffusion agent that is still in the fine cracks or pores. As a consequence, cracks and flaws are clearly recognisable as visible red lines or spots.

The steps of the dye penetrant inspection at a glance

1. Cleaning of the surface with a special cleaner
2. Spray on the penetrant and allow to react
3. Superficial cleaning
4. Apply the developer
5. Visual analysis





WEICON Anti-Seize Nickel

Assembly Paste for extreme conditions

We supplemented the range of assembly pastes with a special type that is suitable for use in many industrial areas – WEICON Anti-Seize Nickel.

In steel mills and cement plants, but also in power stations and in the entire chemical industry, special requirements are imposed on assembly pastes. Extreme temperatures as well as aggressive chemicals, alkalis and acids require special product properties.

Extremely resistant

Anti-Seize Nickel has been developed to resist these extreme conditions and to match the high requirements. It is highly sticky, water repellent and resistant to sweat, salt and hot water as well as steam. The high amount of nickel component furthermore provides protection against corroding and corrosive solvents which are contained in diluted hydrochloric acid, sulphur

or nitric acid, among others. Anti-Seize Nickel can be applied at a wide temperature range between -30°C (-22°F) to +1,450°C (+2,642°F).

It serves as corrosion protection and high-performance assembly paste for static and dynamically extremely stressed screw connections and installation parts. The paste is suitable for the application at slowly rotating systems in the high-temperature range.

Anti-Seize Nickel protects against corrosion, seizing, wear, stick-slip effects, oxidation and friction corrosion as well as electrolytic reactions, the so-called cold-sealing.

Anti-Seize Nickel contains selected additives as well as special solid lubricants in the smallest particle size. These lubricants guarantee the special product characteristics. The very good

separation effect is particularly effective with high-alloy steels as well as on different metals.

Suitable almost anywhere

Anti-Seize Nickel is used to solve basic problems and is not bound to any industry. Corrosion, seizure and wear are typical damages that can occur in almost all industrial areas.

It can, for example, be used on seals, valves, screw connections, gear wheels, bearings, jets, conveyor belts, stud bolts, tools or cylinders.

Anti-Seize

A safe protection of workpieces and constructions made of steel and other metals is very important for the rational and economic operation of technical installations.

Anti-Seize assembly pastes have been specially developed for these kind of requirements. They serve as protection, separation and lubricants for highly stressed parts – in particular at high temperatures. Ideal matched solids and selected additives allow a wide range of applications in almost all areas of industry.



WEICON Pneuma-Lub

Universal problem-solver for moving parts

Compressed air equipment and accessories require reliable lubricants and protection against corrosion. To meet these needs, we offer a special technical spray that combines the required properties in one product – WEICON Pneuma-Lub.

Lubricant
– corrosion protection –
high content of
PTFE

As a lubricating and corrosion protection agent, this product is the universal problem-solver for all moving parts in pneumatic equipment and accessories. Its special product formula with a high content of PTFE makes it a multi-purpose product for many applications: lubrication, corrosion protection, cleaning, water displacing and conservation.

Pneuma-Lub not only serves in installation or maintenance of pneumatic equipment and accessories but also can be used on pneumatic tools in operation. The excellent weathering resistance allows the use also in other sectors, e.g. in the on and offshore industry. The temperature resistance of the spray ranges from -50°C (-58°F) to $+210^{\circ}\text{C}$ ($+410^{\circ}\text{F}$)

It can be used without any problem even under extreme weather conditions – in Siberia in the deepest winter or under the hot desert sun of Dubai.

Applications

Pneuma-Lub is suitable for the usage in many different applications. It lubricates and loosens seized pneumatic valves of engines and other parts. The spray displaces moisture in compressed air systems and accessories. It ensures long-term lubrication and also keeps

the inside of the compressed air system clean. Pneuma-Lub protects and preserves pneumatic equipment, even under extreme conditions, and keeps it operational.

The spray can be used in road construction, in workshops, in vehicle construction, in open pit mining, in the extraction of raw materials, and wherever pneumatic tools are used.

**Easy to
use**

Spray Pneuma-Lub during installation, maintenance and repairs. Spraying is possible even on running equipment while observing safety regulations. The spray can also be used with blocked compressed air devices and accessories. Leave to react after spraying. In most cases, the functionality of the devices can be restored.



Behind the scenes

Application videos at WEICON

WEICON has more than 350 different products—adhesives, sealants, technical sprays and many more. We also have a great number of application videos on these products.

Even if most videos don't last longer than one to two minutes – their production involves a number of hours.

The purpose of application videos

Our application videos fulfil numerous purposes: On the one hand, they are a visual instruction manual demonstrating the right processing of the product step-by-step. As such, they serve as an orientation aid and have the purpose of helping to avoid application errors.

On the other, they are used for training our employees. And they can also be deployed as presentation aids for our

products at customers. All application videos are produced in a German and an English version.

Step by step to the final video

During a first step, it has to be clarified which applications are to be demonstrated with the respective product. With our cyanoacrylates, better known as super glues, there are, e.g. a great number of possibilities. With other products, the number of applications is slightly more restricted.

Here, first and foremost, Mike Breitenfeld from our applications engineering department is called upon. He regularly comes up with new applications, be it for our adhesives, technical sprays or sealants.

The right filming location

Many of our application videos are filmed at customers. Generally speaking, one of our sales representatives makes an appointment. Our WEICON film crew then travels to the respective company and starts working. The team consists of our camera woman, Laura Schönfleisch, Mike Breitenfeld, the responsible area sales manager and another person who takes photos of the application alongside. It also shouldn't be more than four persons, because otherwise, it would simply be too many. Everything must then be done and dusted in approx. 15 to 30 minutes so as not to disrupt the work on site.

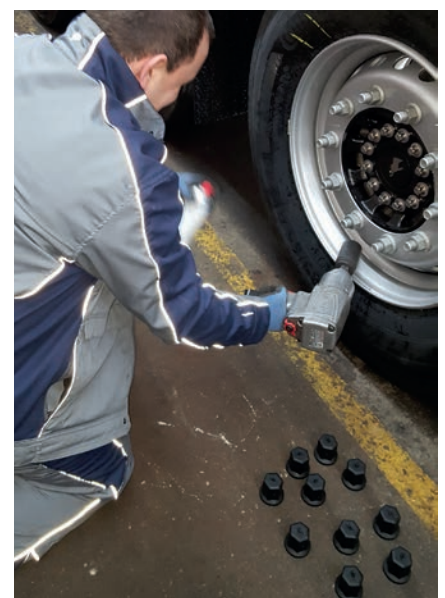
The right sequence is crucial!

After the recordings, Laura starts by viewing the material in her office and does an initial sorting and removal of material that cannot be used; this refers to material that is fuzzy or blurred or also sequences in which the application was not quite one hundred percent.



Then it's Mike's turn, and he decides which sequence will ultimately be used. Laura uses this to cut the video. When the rough cut is done, texts from the instruction manual are still added as well as the technical data of the product. Subsequently, the video is once again inspected by Mike regarding the technical data and the correct presentation of the application. Then the text is proofread and a look is taken at layout and cut once again.

Once the video has received the final release by all persons, it can





be uploaded on our website, in the WEICON app as well as on our YouTube channels.

Time expenditure

In most cases, two to four weeks are still needed from the planning stage to uploading. On the day of shooting itself, about one hour is needed, plus the trip to and from the film location. For post-production, depending on the effort, for instance with the use of animations, and the duration of the video, about one to three hours are needed. A lot of time

is needed for subsequent corrections and coordination to ensure the best possible result.

Thus, behind a short video there is much more effort than possibly imagined at first glance. However, it is still worth the while, because the application videos offer not only WEICON, but also our customers and interested parties true added value!

You'll find further pictures of the shooting in our blog: blog.weicon.de/hinter-den-kulissen-anwendungsvidoes/



50 YEARS

WEICON TOOLS

No.1 in Form & Funktion

Anniversary at WEICON

Milestone birthday

This year we are celebrating a very special anniversary: Our tool sector, WEICON TOOLS, is turning 50.

50 years of
wire stripping
tools at
WEICON

Everything began in 1967. Back then, a master electrician from Westphalia invented a cable knife for stripping cables in the electrical sector. The inventor cooperated with Gerd Weidling, managing director of Weidling & Sohn, the present-day WEICON GmbH & Co. KG.

The two business partners presented a few hand samples of their new tools at

Hanover Fair. Thus began the success story, which has continued to this very day.

WEICON TOOLS is characterised by numerous patents and innovations in the field of tool technology and was distinguished with numerous awards in the past 50 years.

Meanwhile, our offer of tools consists of more than 30 different types of cable knives, wire strippers and special tools. Our WEICON TOOLS were developed for precision, fast and safe stripping of all commonly found cable types. The tools are aligned to satisfy the special needs of professional users and provide valuable service during daily work in a great variety of different areas, and this worldwide!

BESTSELLERS



Also in the coming 50 years, we are looking forward to thrilling you with our high-quality wire stripping tools and ensuring you get state-of-the-art technology!





▶ Catalogue title from the 70s.



▶ Tool overview from the year 1988



▶ A colourful attempt. The WEICON Design-line entered the market at the beginning of the 90s.

▲ THEN and NOW ▼



Scan your way to the video!
You will find QR codes on our product pages that lead directly to our tool application videos!



Kabelmesser S 4 - 28 Multi

- Produkte
- WEICON-Tools
- Abisolierwerkzeuge
- Kabelmesser
- Kabelmesser S 4-28 Multi

WEICON Kabelmesser No. S 4-28 Multi

Die neue Generation der Kabelmesser aus hochfester, synthetischer Glasfaser.

Sicher in der Anwendung und kompakt in der Bauweise.

- Präzises, schnelles und sicheres Abmanteln aller gängigen Rundkabel von 4-28 mm ø
- Stufenlose Einstellung der Schnitttiefe mittels Verstellrad. Dadurch ist eine Beschädigung der inneren Leiter ausgeschlossen.
- Automatische Umstellung von Rund- auf Längsschnitt durch selbstdrehendes Schneidmesser.
- Höchste Qualität (TÜV und CE geprüft).
- 3 Modelle mit verschiedenen Zusatzfunktionen lieferbar.

Zusatzfunktion Abisolieren:

Für alle gängigen flexiblen und massiven Leiter mit den folgenden Leiterquerschnitten: 0,5 mm², 0,75 mm², 1,5 mm², 2,5 mm², 4,0 mm² und 6,0 mm².

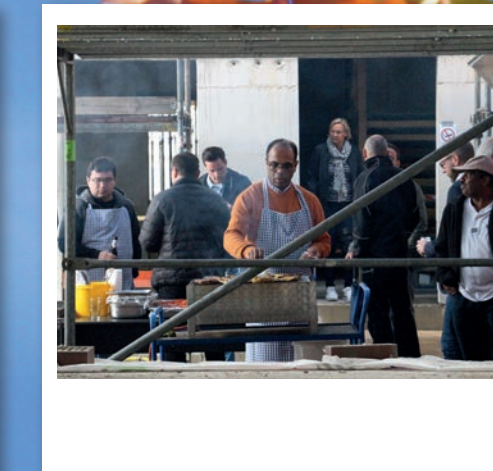
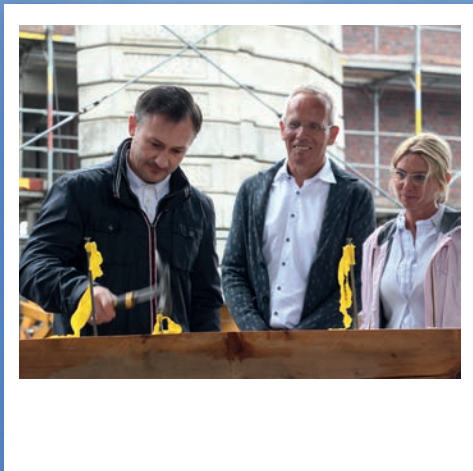
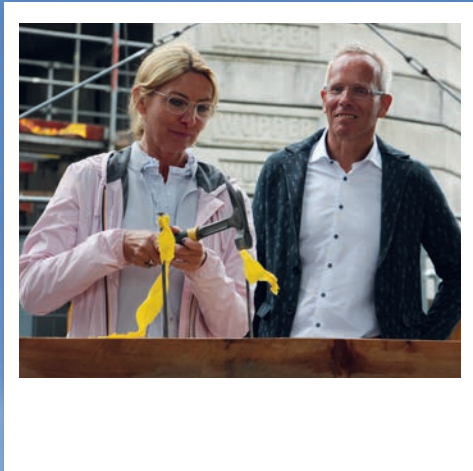
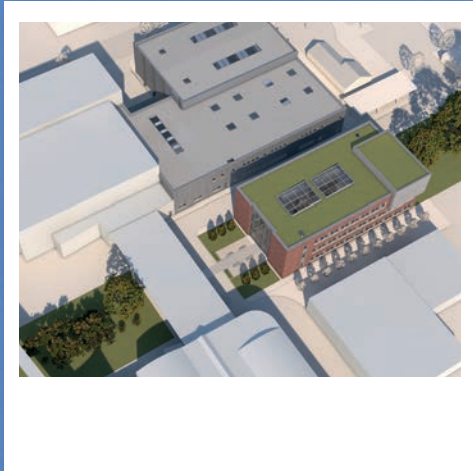
WEICONTools Katalog
PDF Prospekt, 7,6 MB

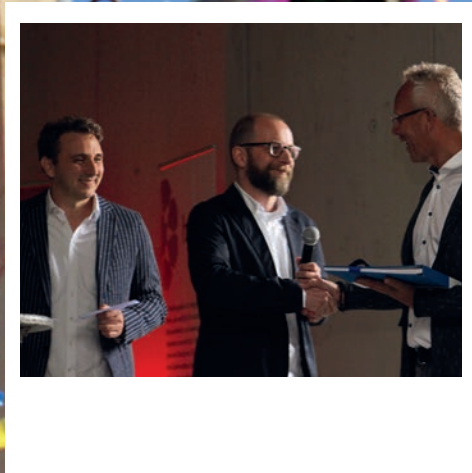
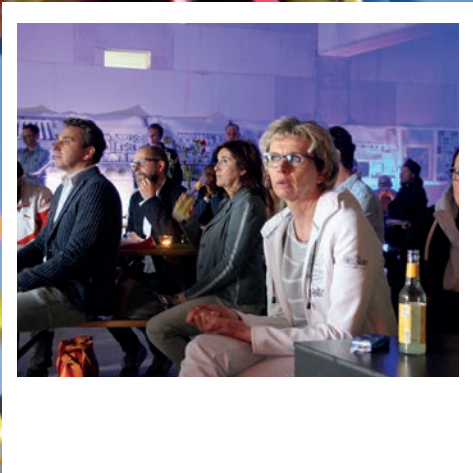
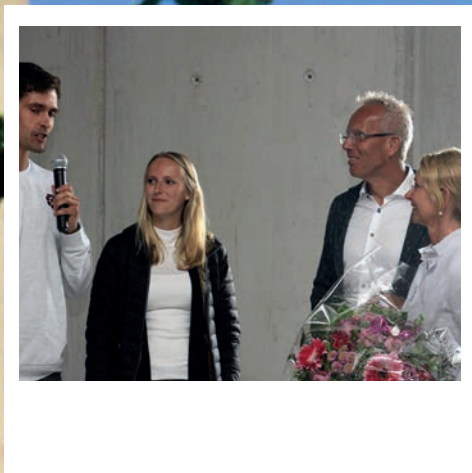
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- ▶ Kabelmesser
 - ▶ Universal-Kabelmesser
 - ▶ Kabelmesser 4 - 28
 - ▶ Kabelmesser S 4 - 28
 - ▶ Kabelmesser S 4 - 28 Multi
 - ▶ Kabelmesser S 4 - 28 Voltage
 - ▶ Kabelmesser H.D. No. 1000
 - ▶ Außenmantelschneider No. 25
 - ▶ Coax-Stripper No. 2
 - ▶ Combi-Coax No. 3
 - ▶ Rundkabel-Stripper No. 13
 - ▶ Mini-Solar No. 3

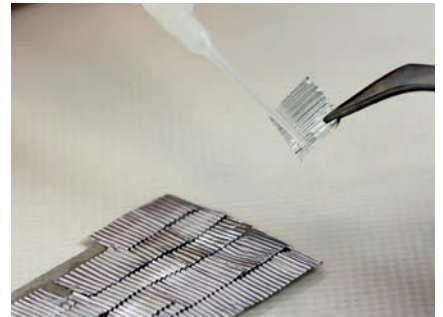
Company building

WEICON topping-out ceremony, May 19th 2017

Here are some photos of the topping-out ceremony in Muenster. We celebrated the completion of the construction works. We are expanding our production and warehouse space and are building a new office and seminar building.







The WEICON Blog

Creative ideas and background information

We at WEICON have a corporate blog since the end of 2016. Alongside interesting applications with our products, reports, photos and videos of company events, campaigns and news can be found on our blog.

Visit our blog and learn more!
<http://blog.weicon.de/>

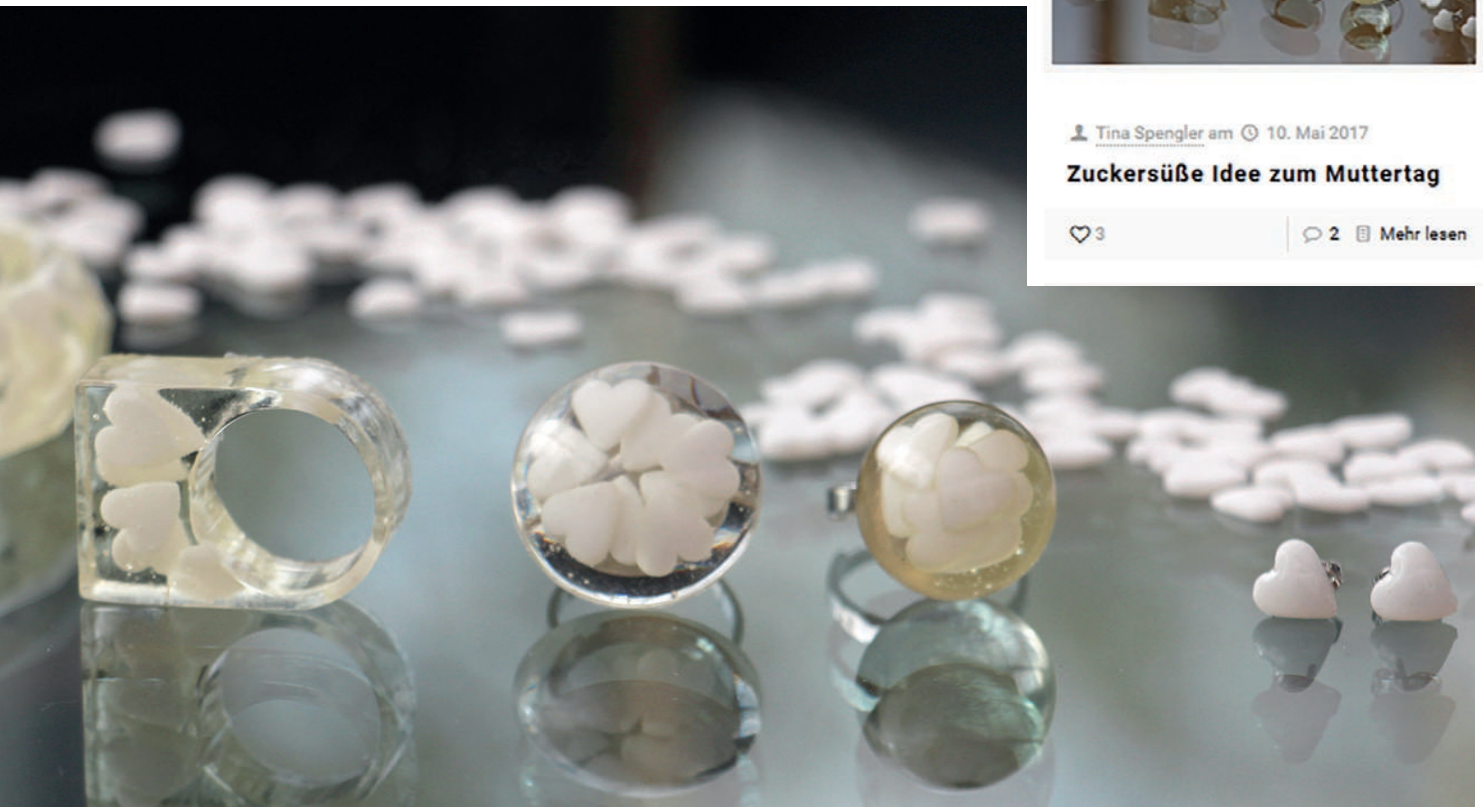


Tina Spengler am 10. Mai 2017

Zuckersüße Idee zum Muttertag

♥ 3

💬 2 [Mehr lesen](#)





Mona Scheele am 31. März 2017

Kleine Kunstwerke aus Harz

♥ 5

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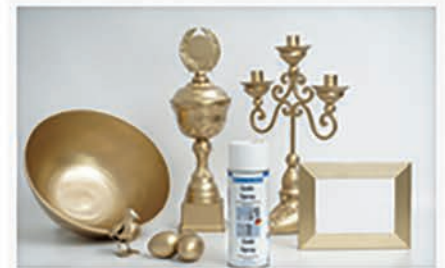


Mike Breitenfeld am 27. März 2017

Wellblechdach für den Modellbau

♥ 3

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Mona Scheele am 23. März 2017

Ein bisschen Luxus aus der Dose – das WEICON Gold-Spray

♥ 3

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Mona Scheele am 20. März 2017

Gewusst wie – Keramik kleben

♥ 1

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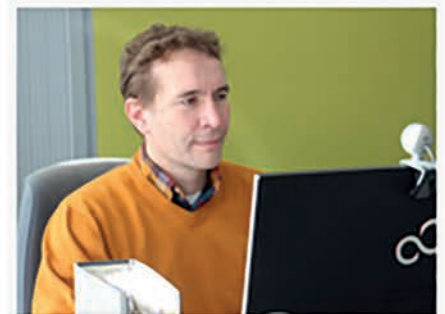


Mona Scheele am 2. März 2017

WEICON Produkte für den Pferdeanhänger

♥ 3

0 Mehr lesen



Mona Scheele am 17. März 2017

Was macht eigentlich der Export? – Zu Besuch bei Thomas



Sponsoring of a racing team

To the North Cape for a good cause

Our partner in the Netherlands, the company Festec, again supported a racing team this year which went on a journey for a good cause. It all started in January: 7,000 km in seven days – to the North Cape and back again.

In 2016, Festec had already supported the Poolvos Team (Dutch for The Arctic Foxes) as sponsors. At the time, 17,000 Euros were collected for a good cause. This year, the team consisting of Gert Boele and Jan Piet Vos in their BMW X5,

were ready to start again. The money collected through the race was donated to a terminal care facility.

The Poolvos Team

For Gert Boele and Jan Piet Vos, the race in 2016 was intended to be a one-off event, but the numerous fascinating impressions, the natural landscape, the competitive element and above all the



amount of fun they had, caused the two to head for the starting point again in 2017.

This time, the two Dutchmen were driving to support the Alphen-Nieuwkoop Hospice. This organisation consists of more than 100 voluntary workers, who help in diverse ways to support and provide relief for people in their final phase of life.

You can find further information on the Team on their Facebook page: <https://www.facebook.com/Team-PoolVos-1736827436537054/>

Navigate North

The race held in 2017 is the fifth of its kind. A total of 47 Teams consisting of one driver and one navigator, each went to the start for a good cause. The route led the Teams within seven days from Hazerswoude in the south of Holland





right up to the North Cape and back again – a journey of more than 7,000 kilometres!

The participants had to cross through six countries on their tour. Not just the speed alone counted, but also good

teamwork and intelligent driving and navigation.

The occupants of the car had a real adventure ahead of them – having to cope with freezing cold, snow drifts and driving through the night.

You can find further information under: <http://navigatenorth.nl>

Everything went extremely well and the team safely arrived back home. This year, the team collected more than 20.000 Euros for the good cause – Congratulations on this great achievement!



Review of the first season of collaboration

WEICON as the main sponsor for Tri Finish Muenster

Since January 2016, WEICON has acted as the main sponsor and namesake for the Muenster Triathlon club "WEICON Tri Finish Muenster". The collaboration has been signed for 24 months with an option of one further year. In 2017, the club's men's team is to go into its fifth season in the Triathlon top league.

The triathlon club, which was founded in 1985, has grown in size to more than 250 members as the popularity of the triathlon endurance sport increases, and is amongst other things in the first and second triathlon Bundesliga (National League) of the German Triathlon Union (DTU) and is represented in the league system of the North Rhine-Westphalian Triathlon Association ev. (NRWTV). The top men's team starts in the first league. The Muenster-based club is represented

by both a men's and a women's team in the second league.

The biggest success for the club has been the men's team reaching the Bundesliga, where the team has remained since 2013.

The first season of collaboration

After the first season with WEICON as their new main sponsor, the athletes in Tri Finish can look back on a highly successful year 2016.

The Bundesliga Men's Team was able last year to take a strong ninth place – of the 16 teams competing in

the league. The American Seth Rider caused a sensation last year by taking second place at the event in Ingolstadt – never before has a Tri Finish athlete succeeded in achieving one of the top 3 places.

In the second league, the teams started the 2016 season with the targets of TOP 10 (men) and TOP 8 (women) in the 2016 season. In the end, the women achieved an indescribably strong fourth place and thus become the surprise team of the 2016 season. The men landed squarely in tenth place – right on target!



Perspectives for the 2017 season

In the coming season, the men's Bundesliga Team will feature five new triathletes. Within the league, team fluctuations are high as young sportspeople are for vocational or study reasons frequently unable to find sufficient time to carry out the intensive triathlon competition preparations, and have to withdraw from the team accordingly.

The Tri Finish men's squad consists in total of twelve athletes who will be starting the race for the cathedral city in 2017. In this season, too, the main objective is to stay in the same class.



"If possible in single figures, as with our ninth place last year. I think the possibilities open to us do not make anything else feasible" says Tim Habel, Sports Director for Tri Finish, in a realistic assessment of the targets for the coming season.

August in Grimma. The final will take place on 9th September and will be carried out for the first time in Binz, on Ruegen.

The WEICON logo has been integrated

Tri Finish is one of the largest triathlon clubs in NRW; and offers activities both for amateur and competitive athletes as well as for all hobby sportspeople interested in triathlons. Members can take part in swimming, cycling and running training and in association events, and can exchange information with like-minded people.

In addition, Tri Finish acts as the organiser for large-scale sporting events such as the "Sparda-Muenster-City-Triathlon", for which WEICON acts as the official sponsor. In addition to the usual advertising mediums, banners and flags, the WEICON logo is also featured on the competitive sports clothing of the Tri Finish league teams.

We are looking forward to the next season and wish all the "Tri Fis" much success and good results!

The Triathlon Bundesliga

Within the scope of the DTU Bundesliga, the winning German teams are determined annually for women and for men. For this purpose, five races across a sprinting distance will also be conducted in 2017 (750 meters swim, 20 kilometers bike ride, five kilometers run). The men's teams consist of five athletes and the women's teams of four athletes respectively.

The Bundesliga season will officially start on 10th June in Kraichgau am Hardtsee in Ubstadt-Weiher. It will continue on 23rd June in Muenster, where the Tri Finish team will play a home game. After that, the season will continue with further competitions on 6th August in Tuebingen and on 20th



WEICON at the Hanover Fair 2017

At the most important industry trade fair worldwide

The Hanover trade fair 2017, the world-wide most important industrial fair, was hosted at the end of April. About 6,500 exhibitors from the whole world present their new developments and technical innovations for five days and thus turn the meeting into a top-class event once again.

Every year, an important industry nation acts as a partner country of the trade fair. This year, Poland, a strong business partner of the Federal Republic of Germany, presented itself in the state capital of Lower Saxony. We were also represented in Hanover again – this

year again with two booths, one for our chemical products and one for the WEICON TOOLS.

Two booths in Hanover

In Hall 6, we presented our chemical products such as the adhesives and sealants, technical sprays, high-performance assembly pastes and greases. At our smaller booth in Hall 13, attention was paid to the wire stripping tools, the WEICON TOOLS. However, our new products are not only

presented in the capital city of Lower Saxony. Also in this year we are once again represented at more than 50 trade fairs around the world.

At home all over the world

"For us it is important to present our products worldwide every year. Here it makes no difference whether the trade fair is in Africa, Asia, America or in Europe. Our products can be deployed everywhere and, are at home across the globe," says Ralph Weidling.



WEICON International

Exhibitions 2017

Dates Germany

- **iaf**
30.05. – 01.06.2017 in Muenster
- **EFA**
20.09. – 22.09.2017 in Leipzig
- **SCHWEISSEN & SCHNEIDEN**
25.09. – 29.09.2017 in Düsseldorf
- **BONDEXPO**
09.10. – 12.10.2017 in Stuttgart
- **EuroBLECH**
17.10. – 21.10.2017 in Friedrichshafen

Dates worldwide

- **Ferroforma**
06.06. – 08.06.2017 Bilbao, Spain
- **OGA Oil & Gas Asia**
11.07. – 13.07.2017 Kuala Lumpur, Malaysia
- **Kwazulu-Natal Industrial technology exhibition**
26.07. – 28.07.2017 South Africa, KWAZULU-NATAL
- **INAMARINE**
23.08. – 25.08.2017 Jakarta, Indonesia
- **CMTS, M**
25.09. – 28.09.2017 Mississauga, Canada

- **Seatrade Maritime**
31.10. – 02.11.2017 Abu Dhabi, UAE
- **MSV**
09.10. – 13.10.2017 Brno, Czech Republic
- **MWCS**
07.11. – 11.11.2017 Shanghai, China
- **CIIF**
01.11. – 05.11.2016 Shanghai, China
- **INDAGRA**
02.11. – 6.11.2016 Bukarest, Romania
- **ADIPEC**
13.11. – 16.11.2017 Abu Dhabi, UAE
- **THE BIG 5**
26.11. – 29.11.2017 Dubai, UAE

10 years WEICON Pen-System

Special campaign

To celebrate the anniversary of the patented Pen-System, a special campaign was launched at the end of the past year – and this worldwide!

10 years Pen-System

This very special packaging is the result of a spontaneous idea Ralph Weidling had when he saw his daughters painting with window paint.

“We want to develop a packaging for the one-component adhesives that would ensure simple dosage and clean processing of the products.” Shortly after, the first plans and drawings were made and a designer from Muenster delivered the first samples. The trials went extremely well and the patent secured us the rights to this very special packaging in 2006.

Ever since, worldwide, our Pen-System has proven itself very useful in a variety of different industries – be it as one of our large number of WEICONLOCK products or as cyanoacrylate of the Contact family.

On the occasion of the 10th anniversary, a very special box has been developed, which could be requested by our customers. The box contained the WEICON Contact cyanoacrylate adhesive VA 8312, the anaerobic adhesive and sealant WEICONLOCK AN 302-43 as well as a practical bottle opener in the design of the Pen-System.

In Germany, Austria and Luxembourg, our customers' attention was drawn to the campaign with an e-mail, and they could request the set. This way, more than 1,200 sets were sent to our German-speaking customers.

Our branches distributed more than 1,000 sets and our export division sent out almost 950 sets. Thus, all in all, worldwide, more than 3,100 Pen sets were sent out – a great number!

However, on the occasion of the Pen-Systems anniversary, we were not the only ones with special campaigns.

Russia

Within the context of the Pen anniversary, our partner Unit Mark Pro (UMP) in Russia launched numerous simultaneously running campaigns during October and December.

Here, a banner on the website drew attention to the anniversary. Special UMP customers were contacted and informed about the set.

There was also a competition on Facebook, where a set could be won by sending in a photo of one's workplace, showing work being done with adhesives.

Croatia

Our partner in Croatia also created a reference on its website and launched a sales campaign – with the purchase of a packaging unit of three specific sprays, the Pen Box was received as a gift.

Overall, a highly successful campaign. We are now already looking forward to the next ten years with our Pen-System!

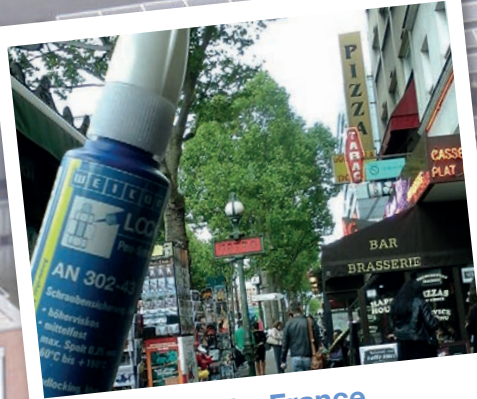


Facebook campaign

The WEICON Pen – around the world



Greece



Paris, France



Paris, France



Flowstone cave,
Slovenia



Flowstone cave,
Slovenia



Münster, Germany



Wasen-Stuttgart



Wasen-Stuttgart



Rome, Italy



Pen-Shooting in a studio



Pen-Shooting in a studio



Can Picafort, Mallorca



Can Picafort, Mallorca



Phoenix lake, Dortmund



Can Picafort, Mallorca



Phoenix lake, Dortmund

Introducing our team

What does...actually do?

Dorothea Kloth

Which department at WEICON do you work in?

I work half-day in the bookkeeping department.

How long have you been at WEICON?

Since March 1st, 2003.

What is your role here at company?

I am responsible for accounts receivable and payable. This means I book incoming payments and invoices, make payments, process travel costs, dunning letters, etc.

What sport do you most enjoy watching?

Football and handball (but only the major tournaments such as the European or World Cup).

When my son still used to play handball, I naturally also stood at the sidelines.

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

Naturally, the weather is good. I am sitting in our beautiful garden and reading a good book. In the evening, I meet up with family or friends with one or more glasses of wine.

What is your favorite food?

It doesn't matter to me as long as noodles are involved.

Which country would you like to spend time travelling in?

*Norway!!!
Travelling through Scandinavia with the caravan and then again with a postal ship along the fjords.*

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

With nobody: I am healthy, have a dear partner, great sons, a wonderful circle of friends, and I enjoy working in bookkeeping with super colleagues. So why would I like to swap?



What was the last TV series you watched?

I really enjoy watching "Das perfekte Dinner", whenever I find the time.

What are your hobbies?

Fitness and walking for my health, reading, my garden and camping in the surrounding area with our old caravan.

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

Neither: Wolbeck (my current place of residence) If I had to chose, then the North Sea with a view of the sea.



WELCOME TO OUR TEAM!



Ann-Katrin Weidling
Assistant to the GM



Carsten Krutwage
IT



Fabian Pieper
IT trainee



Andreea Daniliuc
Product Safety Department



Tina Spengler
Public Relations



Farina Boenert
PR / Branch Support



Barbara Paula Kirantzi
Branch Support



Anna-Maria Oskamp
Purchasing



Jennifer Mersch
Product Management



Oliver Wellenkötter
Controller



Marius Bernard
Sales Representative



Adrian Frey
Sales Representative



David Bohuslávěk
Sales Representative CZ



Peter Rydlo
Sales Representative CZ



Mindy Chai
Bookkeeping SGP



Dominique Scholtz
Sales Canada



Katherina Viethmeier
Branch Manager Ibérica



Miguel Aguado
Sales Ibérica



Vicente Carreño
Sales Representative Ibérica



Ranjith Kumar
Bookkeeping Dubai



Rayaan Bull
Sales SA



Virgil Warren Davids
Bookkeeping SA



Jonathan Moodley
Sales Representative SA



Candice Manuel
Sales Representative SA



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WEICON News