



Specialty products for Production • Repair • Maintenance

News



Product videos

Starting with stripping tools

New Sprays

Extension of the product range

WEICON travelling

Member of export staff in Africa

Specialists

Education and further training at WEICON



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Dear readers,



Education and further training are a key part of the WEICON company philosophy. A highly-qualified team is the only way to counteract the threat of a shortage of specialist staff, to stand out from the competition in a positive way and to make the company fit for the future. Having well-trained staff is the only way to offer our customers the best advice and exactly the service they need. That is why this edition focuses on education. We will introduce you to some of the education and further training measures here at WEICON. Examples include our intensive cooperation with IFAM in Bremen; the conferences for sales representatives with external speakers, which take place both in Germany and at our international branches; and the many training seminars offered for all staff.

The edition of WEICON News is also the first to feature a new section. We will be regularly introducing you to one of our partners, who represent us and our products in over 70 countries all over the world.

In addition, we will present some of our new products, such as the Dynamic Thread Sealing PTFE-o-Seal, and some innovations in the field of technical sprays, give you an insight into the filming of our product videos and take you with us on a journey to West Africa.

I hope you find this magazine an inspiring and interesting read!

Best wishes,

A handwritten signature in blue ink that reads "Ralph Weidling". The signature is written in a cursive style.

Ralph Weidling

Starting with stripping tools

WEICON – Videos

Videos now account for a large proportion of data traffic on the internet, and the distribution of moving images has also become an increasingly important area of brand communication.

Video files are a permanent feature of professional company presentations on the internet and are ideal for explaining and presenting complex situations in an easy-to-understand way. The use of modern

HD technology makes it possible to stage products and their functions in a premium way. We have made use of this technology ourselves and produced short films with our WEICON products.

Our wire stripping tools were the first to undergo extensive filming work. In short film sequences of no longer than two minutes, we show how these tools work and how they should be handled. For example,

how to strip wires is shown in a simple way. These films will soon be available on our WEICON website. Further films from every product group will be added to the existing range at regular intervals.



Shooting of a WEICON stripping tool

[Check out the WEICON product range](#)

New online shop

In the last issue of WEICON News, we announced that we would be revising our website. We have since received a great deal of positive feedback about our modernised internet site.

We'd like to thank you for that!

But the redesign doesn't stop there: We are currently working on updating and expanding the WEICON online shop. The new shop is to be adapted to match the modernised website, and not just in terms of how it looks. In future, all information available on an item will be accessible from the item page.

This includes not only the data sheets and product images, but also the brochures, videos and flyers. "In future, we want visitors to the shop

to be able to find all the relevant information at a glance without having to search for it," says Ralph Weidling on the revision of the website. The new WEICON online shop will be available in the next few weeks.



[Keeping warm all winter- with WEICON](#)

Winter coats for the whole team

Some people got them in early December; others had to wait a little longer. But by early February the whole team had them – the WEICON winter coats.

In this season in particular, it is important to be well-equipped for all weathers and for frosty temperatures. And it is even better if you can do this with a fashionable, eye-catching outfit.

All staff members love wearing the uniform white and grey WEICON jackets, both at headquarters in Münster and in the four branches Dubai, Canada, Turkey and Romania. Ralph Weidling, CEO of WEICON, says: "We wanted to give the staff a small gift as a recognition of the

successful business year 2012. It was great to see how pleased everyone was with the coats. Of course, the uniform appearance also promotes the team spirit within the company."



The WEICON-Team presents the new winter coats

March

METALL

06.03. - 08.03.2013 • Munich (Booth G 6)

BVB Sponsorenmesse

13.03.2013 • Dortmund (Signal Iduna Park)

POWER-DAYS

13.03. - 15.03.2013 • Salzburg (Hall 10, Booth 1123)

Targul International Tehnic

19.03. - 22.03.2013 • Cluj-Napoca (Romania, Booth 11)

AMPER

19.03. - 22.03.2013 • Brno (Czech Rep.)

EXPO-SURFACE

19.03. - 22.03.2013 • Kielce (Poland, Booth E 35)

ELTEFA

20.03. - 22.03.2013 • Stuttgart (Hall 3, Booth 3 E 31)

WIN Otomasyon

21.03. - 24.03.2013 • Istanbul (Turkey, Booth C-120)

SIMM

28.03. - 31.03.2013 • Shenzhen (China)

April

KONMAK

04.04. - 07.04.2013 • Konya (Turkey, Booth 211 B)

Hannover Messe

08.04. - 12.04.2013 • Hannover (Hall 6, Booth A 18)

TEPLÁRENSKÉ DNY

09.04. - 11.04.2013 • Brno (Czech Rep.)

TESKON

17.04. - 20.04.2013 • Izmir (Turkey, Booth 309)

May

PAWEX

02.05. - 05.05.2013 • Istanbul (Turkey, Hall 9, Booth F 16)

ACHEMASIA

13.05. - 16.05.2013 • Peking (China)

Rapid.Tec

14.05. - 15.05.2013 • Erfurt (Hall 2, Booth 2-513)

Metallmesse-Mittelhessen

15.05. - 16.05.2013 • Wetzlar (Booth M-09)

Sodex

23.05. - 26.05.2013 • Ankara (Turkey, Booth 135)

IAF

28.05. - 30.05.2013 • Münster (Hall 3, Booth 414)





This year will once again see us attending the many trade fairs at which we are represented all over the world. We have booths at almost 40 trade fairs in Germany and abroad, in order to present our products and new developments to visitors.

Trade Fairs

WEICON tour
2013

For example, our trade fair agenda includes trips to the United Arab Emirates, Canada, South Korea, Norway and China.

The longest journey to a trade fair will be undertaken by our staff who travel to Tokyo, over 9,000 kilometres away.

Participation in so many trade fairs does not just help us to acquire new customers. Customers who already know WEICON can also find out all about our innovations, developments and about changes to our product range at the events.



June

CWIEME

04.06. - 06.06.2013 • Berlin (Booth 5546)

NOR Shipping

04.06. - 07.06.2013 • Oslo (Norway, Booth C01-01-f)

WIN Metall

06.06. - 09.06.2013 • Istanbul (Turkey, Booth 127)

AUTOMECHANIKA

11.06. - 13.06.2013 • Dubai (U.A.Emirates)

September

Schweissen + Schneiden

16.09. - 21.09.2013 • Essen (Hall 11, Booth C 110)

CMTS

30.09. - 03.10.2013 • Toronto (Canada, Booth 2240)

October

KIOGE

01.10. - 04.10.2013 • Almaty (Kazakhstan)

MOTEK

07.10. - 10.10.2013 • Stuttgart

MSV

07.10. - 11.10.2013 • Brno (Czech Rep.)

TOOL Japan

09.10. - 11.10.2013 • Tokio (Japan)

K 2013

16.10. - 23.10.2013 • Düsseldorf (Hall 07, Booth 70C26)

FILTECH

22.10. - 24.10.2013 • Wiesbaden (Hall 5, Booth T 10)

KORMARINE

22.10. - 25.10.2013 • Busan (South Korea)

OTD

23.10. - 24.10.2013 • Oslo (Norway)

November

ADIPEC

10.11. - 13.11.2013 Abu Dhabi (U.A.Emirate)

New sprays in the product range • Powerfully clean • Protection against corrosion

New sprays in the product range



Smooth-running processes in production

Belt Dressing Spray

The WEICON Belt Dressing Spray was developed especially for the very varied requirements of drive belts in the industrial sector. It is a transparent, synthetic elastomer-based drive belt coating for a wide range of highly-loaded drive belt types.

The use of the new spray offers various benefits, such as increasing service life, extending the lifetime of machinery and systems and reducing the effort and expense needed for repair and maintenance.

In addition, WEICON Belt Dressing Spray reduces belt slippage, transmits the entire drive performance, eliminates and prevents squeaking, penetrates into the pores, increases the efficiency of the pulling force, increases friction and gives grip, prevents static charges, ensures suppleness and protects against aging.



Powerfully clean

Citrus Cleaner

The WEICON Citrus Cleaner was developed for cleaning powerfully and gently a wide range of surfaces.

WEICON Citrus Cleaner was designed for cleaning machinery and systems, fine mechanics and precision mechanisms in industry and trades.

The new cleaner removes soilings by oils, greases and lubricants, resins and tar, rubber residues and abrasion, soilings by pencils, pens and markers, residues of adhesive tapes and labels, fresh silicone sealant and polyurethane foam can also be removed.

The cleaning effect is based on a special pH-neutral combination of active ingredients made up of incombustible citrus peel extracts and alcohol.

The spray is suitable for cleaning a wide range of surfaces. For example, it can be used on metals, plastics, glass, ceramics or varnished and coated surfaces.



Protection against corrosion

Stainless Steel Spray >> bright grade <<

A new product has been developed for coating metal surfaces – WEICON Stainless Steel Spray bright grade.

Time and again, users from the industry have wished that their stainless steel spray not only had the necessary technical properties essential for its use, but also has the same colour as stainless steel which has already been processed.

WEICON has now answered this call by developing a stainless steel spray which not only is ideal for coating, corrosion protection and improving stainless steel surfaces, but also gives the treated surfaces the fine look of treated stainless steel.

Simple • safe • tight: PTFE-o-Seal

Dynamic Thread Sealing

WEICON GmbH & Co. KG has developed a set for sealing threads, which is now available in specialist stores – the Dynamic Thread Sealing WEICON PTFE-o-Seal and the WEICON Assembling Agent.



The sealing consists of one hundred per cent polytetrafluorethylene, i.e. pure PTFE, and has many remarkable properties and benefits. It is suitable for the entire thread, made from metal or plastic. With its help, even the smallest spaces in threads can be securely closed, and it adapts automatically to the form of the thread when bonding. PTFE-o-Seal seals directly itself; no further additives are needed.

The Dynamic Thread Sealing is resistant to a large number of aggressive media, such as corrosive chemicals and acids, fuels, solvents, gases, petroleum and oils.

PTFE-o-Seal is also very easy to handle and has an unlimited shelf life. The Dynamic Thread Sealing is non-flammable, does not melt, is pressure-resistant and does not dissolve, so that it can be

considered almost indestructible. It functions in a temperature range of -200°C to +240°C.

PTFE-o-Seal is neutral against water and oxygen, has DVGW approval in accordance with DIN EN 751-3 FRp and GRp BAM, and is approved for liquid and gaseous oxygen. It has been tested with 45° back-twist and has received many other international approvals, such as those from Gastec and Underwriting Laboratories (UL).

Its use is very simple. Starting from the beginning of the pipe, wind on PTFE-o-Seal in the direction of the thread indiscriminately with overlaps. The number of windings must be adjusted to the diameter of the pipe. For a pipe with a diameter of ½ inch, fine threads should receive up to 12 and coarse threads up to 18 windings. For a diameter of 1½ inches, fine threads should receive

up to 16 and coarse windings up to 24 windings. In order to make assembly easier and increase lubrication, WEICON PTFE-o-Seal should be applied according to our recommendation and then sprayed entirely with WEICON Assembling Agent. It is important to read the technical data sheet before use!

WEICON Assembling Agent does not enter into dangerous compounds with most gases, such as carbon dioxide (CO₂), propane, butane, acetylene, oxygen, mains and natural gas, nitrogen, nitrous oxide (N₂O) or chlorofluorocarbon and is also non-flammable.

WEICON Assembling Agent is solvent-free, physiologically harmless and environmentally compatible.





Member of export staff in

Africa

Photo: Art fair in Ouagadougou (Burkina Faso)



Omar Barke (middle) visits a longtime WEICON customer

WEICON now supplies products to more than 70 countries all over the world. However, in many African countries, our products are yet to achieve the level of name recognition we would like.

This is in part due to the fact that only very few representatives of African companies visit trade fairs in Europe in order to gain information about new products and services. For this reason, last year we added a member to our export team whose role is to increase awareness of WEICON and its extensive product range on the African market by

visiting companies there. One of his trips took our member of export staff, Omar Barke, right across West Africa. He landed in Lagos, Nigeria, and travelled by car through Benin, Togo, Ghana, Burkina Faso and into Niger, visiting companies in these six countries in order to introduce them to the WEICON brand.

In two weeks, he travelled over 3,000 kilometres through West Africa and visited 16 companies. He had plenty of problems to deal with during the journey. Travelling by car was made difficult by the poor condition of the roads and the many traffic

jams he encountered in Africa. It is not uncommon for a journey of 20 kilometres to take two hours. Furthermore, a trip across Africa requires many border crossings, each with long queues. But switching from a car to a plane isn't an option either, as the airport network is not well established and irregular departure times and cancellations are the norm.

These unpredictable circumstances mean that agreed appointments cannot be kept. Despite all these problems, the trips to Africa have so far been very successful. Many of the local companies reacted very

positively to a member of export staff from a European company making the journey to Africa in order to present products and services there. African business people really appreciate this kind of personal business relationship.

The high quality WEICON products with the "Made in Germany" seal are also in great demand in Africa. The level of recognition of the WEICON brand increases with every visit, leading us to ever more customers on this interesting and varied continent.

„Establishing the
WEICON
brand.“
Ralph Weidling





One member of staff at our branch in Turkey, WEICON Kimya Sanayi Tic. Ltd. Sti. in Istanbul, has provided help in a very special way.

UNDERWATER

In the Haliç area of Istanbul, an urban railway bridge over the Bosphorus was undergoing maintenance work. For this purpose, the bridges supports, part of which were underwater, were to be repaired and improved.



All preparations for the diving are made



The work on the bridge's pillars included permanently sealing joints and grooves and protecting them against penetration by sea water. To be on the safe side, rubber rings were used in addition for sealing areas with welded seams.

parts adhered underwater all the way round, using WEICON Aqua-Flex to do so.

fresh and sea water, outstanding resistance to aging, good UV stability and fast skin forming. Aqua-Flex is permanently elastic once hardened, free from silicone and solvents and odourless.

WEICON Aqua-Flex

Work underwater

This is a special adhesive and sealant for applications on wet and moist substrates. WEICON Aqua-Flex hardens permanently elastic and practically without shrinkage and fills joints.

These parts of the work had to be carried out by a diver, as this was the only way to reach sections lying under water.

Our Turkish sales representative, Mehmet Ünal, was on site when the work was taking place and did not hesitate to get into his diving suit and jump into the Bosphorus to help the customer. He grouted the

WEICON Aqua-Flex adheres to almost any material and is suitable for sealing piping and water pipes, renewing joints including those under water, sealing in wet rooms and sanitary areas, and for adhesion and repairs in the maritime sector. WEICON Aqua-Flex offers various advantages, such as resistance to



A rubber ring was prepared with WEICON Aqua-Flex



Eight years of WEICON in the
Gulf region

WEICON in Dubai

Since 2005, WEICON GmbH & Co. KG
has also had a branch on the Persian
Gulf, WEICON Middle East LLC.

Dubai is the largest city on the Persian Gulf and has been experiencing an unchecked economic boom for many years thanks to the enormous oil reserves in the United Arab Emirates (UAE).

Dubai has one of the highest per capita incomes in the world. Anyone visiting the city can see the incredible economic development everywhere they look. Huge investment has been made in infrastructure, including roads, airports, residential areas, hotels and tourist attractions. An estimated USD 21 trillion will be invested in the Gulf region over the next few years, a large proportion of it in Dubai.

The city's impressive economic development has made the country into a place where some of the largest global companies have set up their regional or even global headquarters.

has now grown to ten, are responsible for sales of the WEICON products and for providing technical advice to customers throughout the entire Gulf region. Almost 400 customers have been supplied and supported by the WEICON Middle East Team over the last year. "Technical expertise, flexibility and very short delivery times are just some of the strengths of our team in the United Arab Emirates, and our customers really appreciate that," says Lutz about the activities of the WEICON team in Dubai.

In order to maintain and increase this high level, regular training courses are self-evident for Thorsten Lutz and his team. In January, the staff completed sales training in the

motivation to reach the common goals. Thorsten Lutz on the reason behind the training event: "The team has done excellent work over the last year and the presentations and working groups help the staff to sell our products even better in their day-to-day work. But this training seminar is also intended to increase their motivation, so that we can catch up on the excellent results of the last year."

There is therefore every reason to be optimistic when it comes to the further development of the WEICON branch in Dubai.

„The team has done excellent work over the last year!“
Thorsten Lutz



Ralph Weidling hands over a jubilee present



Since 2005, WEICON GmbH & Co. KG has also had a branch on the Persian Gulf, WEICON Middle East LLC. This WEICON branch has been led by Managing Director Thorsten Lutz since its foundation. Lutz has been at WEICON for many years and was sales representative in the Schleswig-Holstein and Hamburg areas before moving to Dubai, so he has a great deal of experience with the extensive range of WEICON products. Lutz and his team, which

renowned „ace it training“ training centre. During the course, the Middle East team was trained in various topic areas in presentations and working groups, and even the old hands were able to refresh and consolidate their knowledge once again in the sessions.

The sales training received a very positive reaction from the participants and the Middle East team is now starting 2013 with even greater



T. Lutz talking to Faisal Chirakkal

Preparation for the new products

Winter Conference at WEICON in Istanbul

The WEICON Winter Conference 2013 was held in February at the premises of WEICON Kimya Sanayi in Istanbul.



Tolga Aksöz sums up a very successful year



The WEICON-Team at the winter conference 2013

Just like in Germany, the Turkish WEICON branch also holds two conferences each year – one in summer and one in winter. During the conference, the Turkish sales representatives gained information about news at WEICON and the new products being brought onto the market this year.

„We want to push all our products forward even more!“

Tolga Aksöz

Tolga Aksöz, Branch Manager at WEICON Kimya Sanayi, found one thing particularly worth mentioning: “Our field sales staff are amazed by the demand for Power Grip, the spray-on snow chain. At the last Summer Conference, they had estimated an approximate sales quantity for the Turkish market. However, we have so far sold over five times this originally estimated quantity. Unfortunately, the winter has not been very harsh in Turkey so far this year, but we are hoping that it snows again and that we can increase the sales quantity of Power Grip even further!”

The WEICON team in Turkey is very excited about the new products. But there was also one point where

they criticised the conference. The participants were unanimous that, given the large number of new products and topics to be dealt with, one day for the conference was not enough.

The next Summer Conference, planned for late August 2013, has therefore been extended to two days, so that individual topics and product areas can

be handled even more intensively. Asked whether he has a particular product in mind which he thinks should be focused on in particular in Turkey this year, Tolga Aksöz replied

confidently: “We want to push all our products forward even more!” The WEICON Kimya Sanayi branch started out in April 2011 with two sales representatives and one office manager.

In the meantime, the staff has more than quadrupled – the WEICON team in Turkey currently includes seven sales representatives and six in the back office.

Branch Manager Tolga Aksöz (l.) with his colleague Ayetullah Dogan (r.)



Finger on the pulse of the market

20 years of CT-CARD SP. Z O.O. in Poland

At the beginning of this year, our Polish partners, CT-CARD SP. Z O.O., celebrated the 20th anniversary of their company. The company is based in Warsaw and has been responsible for the sale of and service for WEICON products in Poland for over seven years.

CT-CARD is a traditional family business in which each member of the family is responsible for a section of the company. Krzysztof Salwin manages CT-CARD. His father is responsible for creating the Polish safety data sheets for the WEICON products. The Managing Director's two sisters are responsible for marketing and accounting at CT-CARD.

CT-CARD currently employs around 30 staff, of whom eleven colleagues are sales representatives. The areas covered by representatives form a comprehensive network across all of Poland. This allows CT-CARD to ensure that a member of staff is with the customer as soon as possible, thus guaranteeing the best possible service.

CT-CARD is regularly represented at specialist trade fairs throughout Poland, as well as taking part in workshops and conferences, so that trends and economic developments can be recognised and acted upon quickly. CT-CARD will of course be present at various Polish trade fairs this year, too, where it will present products from the WEICON range to the public.

In February, Ralph Weidling and Timo Gratilow visited CT-CARD in Warsaw. During this meeting, the positive development over the last few years was presented, sales and marketing plans for the next year developed and other activities and campaigns discussed.

As part of this, Ralph Weidling gave Krzysztof Salwin and WEICON Product Manager Irek Poniedziałek information on details of the product

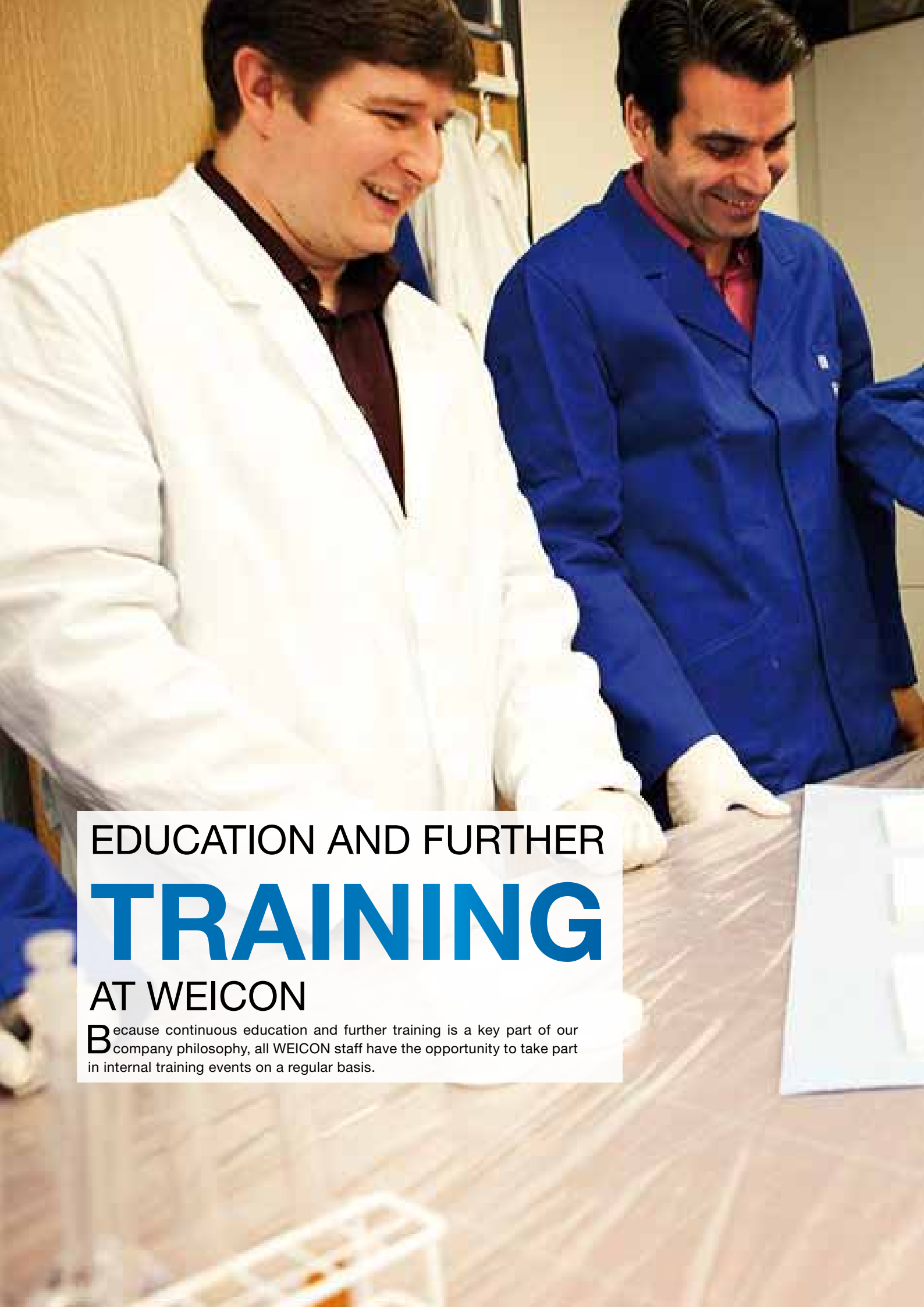


Timo Gratilow, Irek Poniedziałek, Krzysztof Salwin and Ralph Weidling at CT-CARD in Warsaw

innovations for 2013 coming out of Münster, and presented the strategic orientation of WEICON in Europe.

Ralph Weidling on the visit to Poland: "Our visits to CT-CARD are always an important source of information for us about the trends and developments on the Polish market. As usual, the meeting took place in a very pleasant atmosphere, and we would like to thank CT-CARD for their hospitality. We are looking forward to consolidating and continuing our successful cooperation on the Polish market."





EDUCATION AND FURTHER

TRAINING

AT WEICON

Because continuous education and further training is a key part of our company philosophy, all WEICON staff have the opportunity to take part in internal training events on a regular basis.



Internal training seminars

Making specialist knowledge available to all

This does not only include sales representatives and back-office sales staff, but the entire company.

Ralph Weidling on this unusually wide range of training options: "Every member of staff is an ambassador for the brand. By offering training for the entire company, we guarantee that all staff are familiar with the WEICON product range and can identify with it".

Product training seminars are held by specialists from the relevant product fields, in order to allow the rest of their colleagues to share in their knowledge.

This series of events is intended to consolidate and expand on existing knowledge on products and processes, in order to guarantee that customers receive competent, specialist advice.

Large number of products

Because our product range is so extensive, ranging from special adhesives and sealants, technical sprays, high-performance assembly pastes and lubricants up to stripping tools. Training seminars are offered in all these fields so that the staff's knowledge of the entire spectrum of products is brought up to date and stays that way.

Training seminars in all fields

The WEICON team constantly receives training in a large number of topic areas. For example, the series includes a course on the basics of adhesive technology, which introduces new staff to the material and refreshes the



knowledge of those who have been at the company a long time.

The range of courses also includes events on the extensive product groups in adhesives and sealants, WEICONLOCK®, as well as WEICON Contact cyanoacrylate adhesives.

Each course starts with a basic course, which provides an introduction to the material and forms the basis. This is built upon in further courses which go into more detail and teach expert knowledge.

In addition, the courses offered include training seminars on two-component epoxies, such as WEICON plastic metal, one-component elastic adhesives and sealants, construction adhesives and WEICON metal sprays. Ralph Weidling on the internal further





„Every member of staff is an ambassador for the brand.“

Ralph Weidling

training offered at WEICON: “We are very happy with the reception the events have received. The WEICON team regularly gives us very positive feedback, as well as helpful suggestions, such as which courses we could add to the range.

The basic training seminars are especially popular with our new staff, giving them the chance to learn the basics and have an easier start to their day-to-day work”.



Adhesion in Bremen

European Adhesive Engineer at WEICON

The Division of Adhesive Bonding Technology and Surfaces at the Fraunhofer Institute for Manufacturing Technology and Advanced Materials IFAM is Europe's largest independent research institution in the field of industrial adhesives technology.



Its focus is on research and development work, with the goal of providing the industry with application-orientated system solutions. Its activities range from fundamental research to the production of new products and their launch on the market.

However, the IFAM in Bremen is also internationally recognised for providing further training for specialist staff in adhesives technology.

Specialist staff for the industry

To ensure that adhesives are used correctly in companies, it is today essential that the staff have technological qualifications. The further training offered by the Fraunhofer IFAM is therefore directed at companies where adhesive technology is used and allows qualification as an European Adhesive Bonder, European Adhesive Specialist or European Adhesive Engineer.

Further training at WEICON

WEICON has traditionally put a great emphasis on education and further training for its team. Many of our staff have therefore already attended courses in Bremen in order to gain the appropriate qualifications.

The latest example of successful qualification is Martin Ligárt, who recently completed his further training as an European Adhesive Engineer in Bremen. To achieve this, he spent

eight weeks at IFAM over the course of a year and completed a written exam and an oral exam in front of an expert panel. Before joining WEICON, Ligárt studied Chemical Engineering at Aachen University of Applied Sciences, specialising in Polymer Chemistry. He has been in the research and development division at WEICON since May 2010. Ligárt is enthusiastic about his additional

qualification: "The training as an European Adhesive Engineer at IFAM was very demanding from a technical point of view. The participants came from a very wide range of professional backgrounds and had very varied views on adhesive technology. The basic knowledge I had gained during my degree was very useful to me in Bremen. It was a very interesting year. I would definitely recommend it!"

„I would definitely recommend it.“
Martin Ligárt





The Münster-based company has been working together with the Fraunhofer Institute for Manufacturing Technology and Advanced Materials (IFAM) in Bremen since 2004.

WEICON staff regularly travel to the city to take part in training seminars in WEICON's most important field of activity, adhesion technology.

Leading the field in education

60 members of staff have completed a training course in Bremen so far, and can now call themselves European Adhesive Bonder, European Adhesive Specialist or European

Adhesive Engineer. This means that half of all staff at WEICON have now received further training to become specialists.

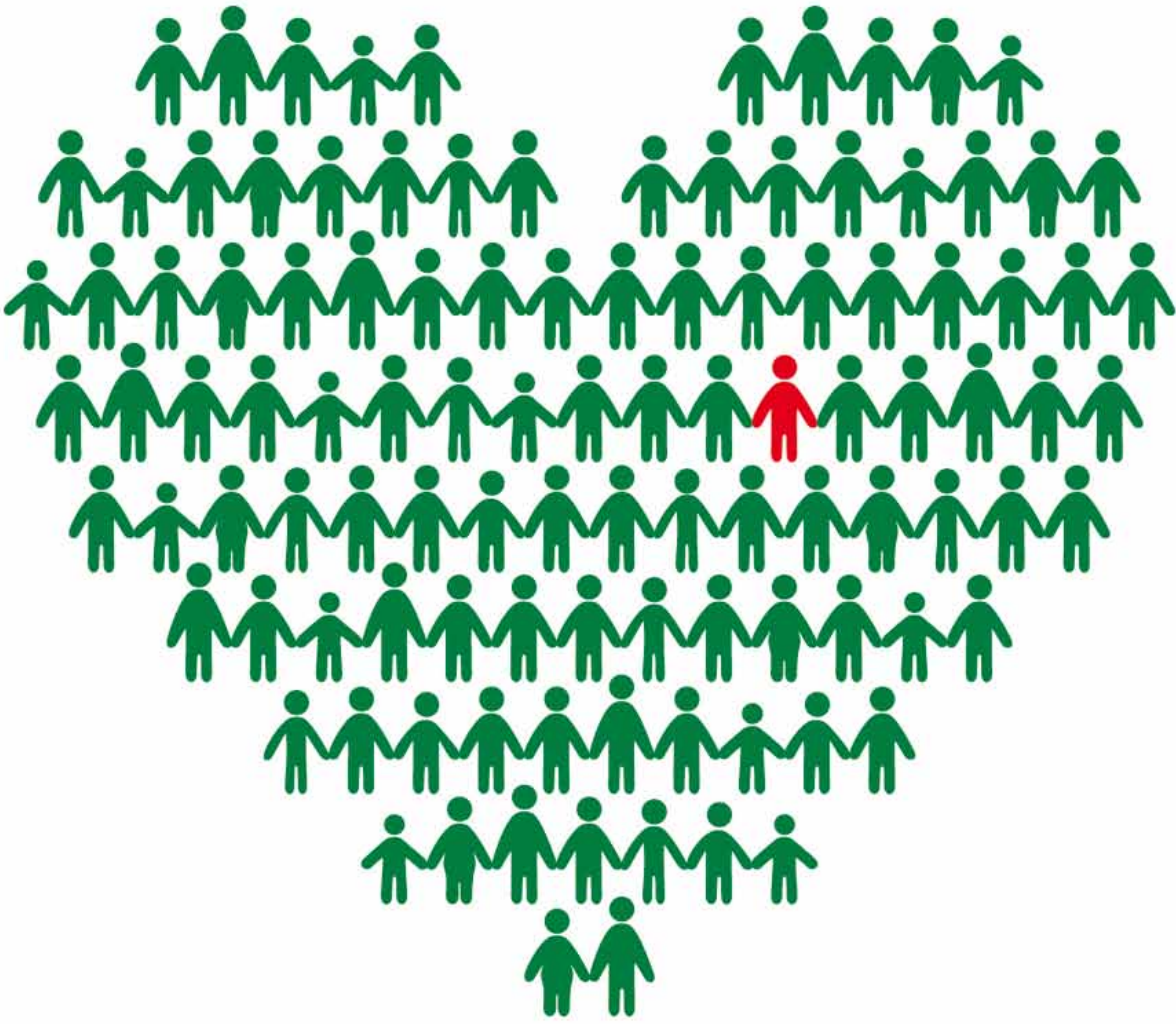
These specialists in the field of adhesive technology can make use of their expertise in many areas, such as when advising customers or in the research and development of new products, thus securing the company's future viability.

According to the IFAM in Bremen, WEICON employs the highest number of specialist staff in adhesive technology as a proportion of the total number of staff. This makes the Münster-based company stand out in a very positive way from its competitors, whose numbers of specialist staff do not come close to the figures from WEICON,

which is based in the "an der Kleimannbrücke" industrial estate.

"The success of the training measures is not only verified by the certificates from the IFAM, but also by the feedback of satisfied customers, who can always turn to our specialists if they have any questions and who receive the very best support," says Ralph Weidling. "Through this further training, we are actively working against the threat of a shortage of specialist staff and ensuring that the future of our company is secure," continues Weidling.





We have a job for you!

www.komm-kleben.de

Over the last year, the companies organised into the Industrieverband Klebstoffe e. V. (IVK) – adhesive, sealant and adhesive tape manufacturers, adhesive raw material manufacturers, equipment manufacturers, adhesive consulting companies and scientific research institutions – have founded an initiative to counteract the threat of a shortage of specialist staff in the next generation.

The motto of the initiative is “Your future sticks in our hearts. We have a job for you!” As part of this campaign, the job and apprenticeship portal www.komm-kleben.de was also set up.

The portal offers interested school students plenty of information. For example, it provides an overview of dates, such as of job and careers fairs, at which those interested can gain information about vacancies. In addition, komm-kleben.de provides general information on the adhesives sector in Germany and about how adhesives work, in order to present the many application areas of modern adhesives and the significance of adhesive technology for industry to the wider public.

The presentation of lots of job descriptions from the adhesives industry is also intended to help the next generation of specialists gain orientation in this area. Jobs in commercial, scientific and technical fields are presented in order to give a brief overview of the wide range of professional opportunities offered by the adhesives industry.

In addition to giving an insight into the individual careers, komm-kleben.de also offers a comprehensive overview of the companies and institutions organised in the Industrieverband Klebstoffe, who each present themselves with a short company profile on the website.

Help with looking for positions

In addition, the website offers visitors a very special service. komm-kleben.de is also home to a job portal in which all vacancies in the adhesives industry can be found – it is difficult to find such a comprehensive overview of the job market in an entire sector anywhere else, and this is a commendable measure to counteract the threat of a shortage of specialist staff – a truly exemplary initiative by the adhesives industry in Germany!

A fun competition provides the finishing touch to what the website has to offer. Users can respond to the humorous question “What sticks in your heart?” by sending in videos and photos of things, devices, people or pets who have a special place in their lives.

On social media too

As well as on the website, the initiative is also represented on social networks such as Facebook. These pages also provide information in the German adhesives industry, such as on sales trends in recent years. The Facebook page offers an especially large amount of information for students, such as reports on tuition fees, job offers and lots more which is directly relevant to the topic world of this target group. WEICON is delighted to support this commendable initiative of the Industrieverband Klebstoffe, as our specialist staff really stick in our hearts, too.

After all, it is only they who will guarantee that our company can continue to exist and to develop in the long term.

www.komm-kleben.de

Industrieverband Klebstoffe e. V.
Völklinger Straße 4 (RWI-Haus) - 40219 Düsseldorf
Tel. 0211/6 79 31-10 · www.klebstoffe.com

Source: Industrieverband Klebstoffe e.V.

Partner of sports

WEICON and TSV Handorf 1926/64 e.V.

We have been the main sponsor of the men's first soccer team at TSV Handorf since the end of 2006.

The partnership started with promotion to District League A. After years of consistent hard work, the team is now top of the table in that league and fighting for promotion to the county league.

Handorf's soccer team is made up of very young players who have been playing together since their days in the youth teams, so that they are very well coordinated and able to present their opponents with impossible challenges.

Handorf's coach, Frank Busch, who was once a goalkeeper in the Bundesliga's second division, spoke about WEICON's commitment: "We are very grateful to Mr. Weidling for his support. It allows us to work and to make plans in peace and to concentrate on the league, so that we can be as successful as possible."

TSV Handorf plays in the suburb of the same name, in the east of Münster. With membership of 1700 athletes, it is the suburb's largest club and can look back at a long tradition.

The club was founded in 1926, when almost two dozen young men came together to play soccer and built the sports field themselves. Today, the club has nine departments and many sub-groups, in which people of all ages are involved in sport.



Image source: Heimspiel, Issue December 2011 (www.heimspiel-online.de)



Henning Voss

What does ... actually do?



Which department at WEICON do you work in?

I work in Purchasing.

How long have you been at WEICON?

I have been at WEICON since January 2011.

What did you do before?

I did an apprenticeship as an industrial sales representative and worked in Purchasing at two different companies.

What is your role here at the company?

I am responsible for purchasing various raw materials. Of course, coordination with our Product Management department is especially important, to ensure that we are able to offer our customers the same consistent high WEICON quality at all times. I also take care of calculations

and supplier comparisons and coordinate scheduling between our external warehouses and various service providers.

What do you do in your free time?

In my free time, I play handball for Westfalia Kinderhaus. I am the goalkeeper in the men's second team. After being promoted to the county league last season, our goal now is to stay in that division.

I also have three dogs who certainly keep me on my toes, am a SV Werder Bremen supporter, and enjoy cooking and long-haul travel. The USA is my favourite destination of all.

Growth in many departments

New staff 2013



Anna Lysenko
Export Department



Rene Kaufmann
Sales Representative



Marcel Oosterveen
Shipping



Klaus Hess
Sales Representative



Alexandru Vlaicu
Export Department



Mathias Schmidt
Sales Representative



WEICON Sports Agenda

WEICON Cup

01.06.2013 in Hohenholte

Triathlon

21.07.2013 in Münster

Rad am Ring

07.09. - 08.09.2013 on the Nürburgring

Marathon

08.09.2013 in Münster



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