



New Reality – impulse setting, thinking positively

- The symposium of optimism
- Demonstration filled trade fair booth
- Cracking excluded for rolling
- VIP visit to World Heritage Site »Zollverein«
- Chlorine now becomes redundant
- better than our competitors
- BECHEM helped India save money
- 200 °C hot test proven successful
- free DVD

Real Success



» Our symposium regularly greatly contributes to the team spirit and common identity in the overall corporate group, which is of tremendous importance in view of the different cultures involved. « Hans-Otto Franz

The many international guests from all over the world returned from the symposium highly motivated by a successful big event. »They went home with an elaborately manufactured transparent cup in their baggage to commemorate the event in the 175th year of the company's history as well as with tools for further international market cultivation«, remarked the managing directors Hans-Otto Franz and Dr. Martin Walter.

»Particularly in the current economic situation it is imperative to set positive impulses and to think positively«, adds Hans-Otto Franz and, as in his symposium lectures, intentionally uses the term »New Reality«, to which we have to respond, and not the word »crisis«.

Positive impulse for the new reality

6th CARL BECHEM International Symposium. CARL BECHEM GMBH celebrated its 175th company anniversary in the scope of an international symposium over several days. More than 120 participants and guests from over 30 countries jointly celebrated and worked on new ideas. This was crowned with success!

The event took place from the 17th to the 20th of June 2009 and was filled with lectures, guest contributions and project reports on topics dealing with research and development of modern lubricants. Furthermore, participants were able to exchange knowledge and expertise, discuss product solutions, initiate deals, establish and strengthen partnerships in a relaxed atmosphere.

»The event which takes place every three years at different places all over the world serves for an international transfer of knowledge among the BECHEM partners and is an important component for the future development of the company«, explained Hans-Otto Franz.



from left: Hans-Otto Franz, Dr. Martin Walter



Karl Hundertmark, former managing director and shareholder



Adrian Déteindre, chairman of the advisory board



Political visitors from Berlin and local government: (from left) MP Marko Mühlstein, Hans-Otto Franz and District Administrator Michael Ziche

» Such a periodically recurring event is unique so far in the environment of the medium-sized lubricant manufacturers. « Dr. Martin Walter



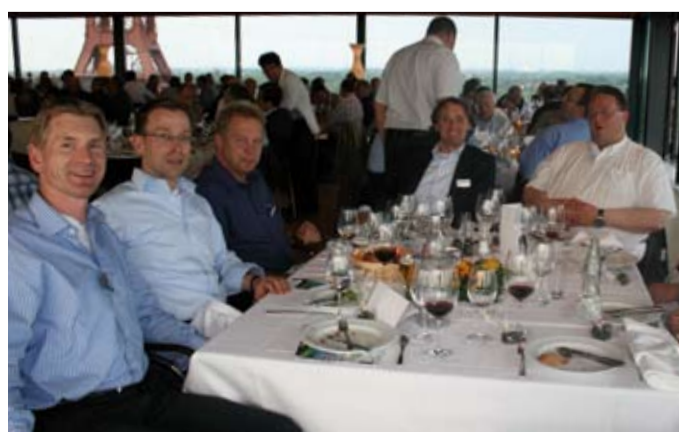
BECHEM is active all over the world with approx. 400 employees, 100 of them abroad. The corporate group has affiliates in France, India and Switzerland as well as joint ventures in the USA, South Africa, Sweden and China. In addition to the headquarter in Hagen, BECHEM has two more German production plants in Mieste (near Wolfsburg) and Kierspe (Märkischer Kreis district). Foreign production plants are in China, USA and India.

Amazement at past and present

The symposium in the jubilee year was hosted in Dortmund and at the BECHEM plants in Hagen and Mieste.



In Mieste, we visited among other things the BECHEM plant, one of the most modern grease factories in Germany. A visit of the World Heritage Site »Zollverein« completed the programme. This excursion refers to the many business dealings with the mining and heavy industry, which formerly was the basis for the success of Germany's first oil factory. Today, BECHEM offers more than 800 products in addition to applications in the fields of metal processing, metal forming and special lubricants.



Real Savings

Problem solved, 30 % savings!

BECHEM INDIA resolves major lubricant problem with leading steel producer in India.

One of India's leading steel works had major difficulties with the use of the work roll bearings in a hot rolling mill. Increased bearing temperatures, scouring and idle corrosion resulted in considerable wear of the bearings and thus to premature failures and consumption of bearings.

The lubricant of a competitor in use was replaced by BECHEM HIGH-LUB FA67-400, which not only solved the problem, but also resulted in a reduction of the amount of lubricant by more than 30 %.



The satisfied Sales and Key Account Managers:
(from left) Santanu Dutta and Santanu Dey of BECHEM INDIA

Due to its unique coagulation structure, which is produced in a special boiling process using an additive, HIGH-LUB FA67-400 can protect the bearings from penetrating process water considerably better than the previously used product. The operating temperature of the bearings was reduced from 30 °C to 40 °C.

BECHEM has meanwhile assumed the lubricant management for the customer.



from left: Hans-Otto Franz, Dr. Martin Walter

New reality requires positive thinking

BECHEM has had to cope with many a »crisis« in the 175 years of our existence. However, this always turned out to be a stimulation for the progress of our company. This is because difficult situations require a new way of thinking and new thinking leads to new results.

In the scope of our symposium we have learned, in many discussions, how our customers and partners are dealing with the new reality in the market and how they intend to cope with challenges in the future. This enabled us to mutually broaden our knowledge and start working, strengthened with real perceptions and new ideas.

We would like to take the opportunity to thank our partners for their active participation in the symposium and for the impetus they gave us, for example for the development of new products. Join us in our moment of satisfaction!

Sincerely, the BECHEM management

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175
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1834 - 2009

Real Information

Taking a break with a cool live demonstration

This year's well-attended Schleifring Grinding Symposium in Thun, Switzerland offered a chance to get information on the new cooling lubricant concept BERUFLUID at the BECHEM exhibition booth and have a live experience in the scope of a technology presentation. The technology stations 9 and 10 demonstrated the polymer heavy-duty lubricant when used in a camshaft grinding machine by Schaudt.



The enormous performance of the new generation of cooling lubricants was able to be assessed during most complex grinding operations to camshafts and drive shafts.

After the event, BECHEM expressed their full satisfaction. »At our exhibition booth, many interested visitors to the symposium were able to broaden their knowledge of the new type of polymer lubricants which was presented in the colloquium contribution of the Braunschweig Technical University, and in addition, convince themselves of the performance when used with the machine in the scope of a technology presentation«, commented the Head of Laboratory and Technology in the division of metal processing of CARL BECHEM GMBH.

The organiser of the trade fair is the SCHLEIFRING Group, with its specialized affiliates belonging to the most important vendors worldwide in the field of surface grinding, profile grinding, circular grinding and tool grinding.

Real Improvement

Distinctly better than the others

The new, improved variant **BERUTOX M 21 HT** leaves competition behind.

Due to its high load bearing capacity and its high water resistance, the high-temperature grease **BERUTOX M 21 HT** for applications in the heavy industry has long proven to be of value. This considerably high temperature resistant product, as the letters »HT« (High Temperature) in the product name reveal, clearly stands out from the competitive environment in all test categories, thus breaking existing benchmarks in the industrial field of continuous casting applications.

The following criteria were inspected in a comparative analysis:

- Thermal resistance
- Wear protection
- Water resistance

The results from grease samples taken after a hot-fuel delivery test, with grease pumped through tempered pipes, reflect the difference in quality.

Results of the hot-fuel delivery test at 200 °C

BERUTOX M 21 HT



BERUTOX M 21 HT: No change with respect to consistency and colour; the grease cracks into short pieces without hardening.

One of three competitive products



Competition: The product clearly shows discolouration. The hardening can be seen by viewing the fragments.

Real Novelty

Most demanding metal forming processes without chlorine

With **BERUFORM STO 1268**, **BECHEM** is launching a new product for complex die cutting, precision blanking and deep-drawing operations with an excellent price-performance ratio.

This new sheet-metal forming product can be used for many applications where chlorine previously was rated to be an indispensable component for the metal forming process. In addition, it offers an excellent protection against corrosion. With a well-balanced formulation of active polar ingredients, active sulphur compounds and special wear additives at an attractive price, **BERUFORM STO 1268** ensures significant benefits with respect to efficiency.



Real Alternative

Rolling without cracking

The new **BERULIT 918**, a completely oil-free graphite suspension, proved very successful in a test.

The rolling process of sheet pile walls so far only allowed oily products as calibration release agents, which can crack on the hot rolling stock and can contain hazardous vapours as e.g. benzopyrene. Some companies have been searching for oil-free alternatives for years. **BECHEM** has now successfully tested a new product - **BERULIT 918**. Even critical sheet piles are able to be hot-rolled with the completely oil-free graphite suspension.



Harbour construction with sheet pile walls

We topped it ...

As a special highlight for our customers, business partners and friends, we have attached to this issue the new **BECHEM DVD**. The data medium can be played on any DVD player or computer.

The DVD which we announced in the last issue of »That'Special«, is now also available in French. Thus, the video clips can be played in English, German, French, Spanish, Russian, Portuguese and Chinese.

You will find new and highly interesting films on the subject of »Sheet metal forming«, »Bio lubricants« and from the metal processing product range "grinding with **BERUFLUID**«!

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