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Progress!

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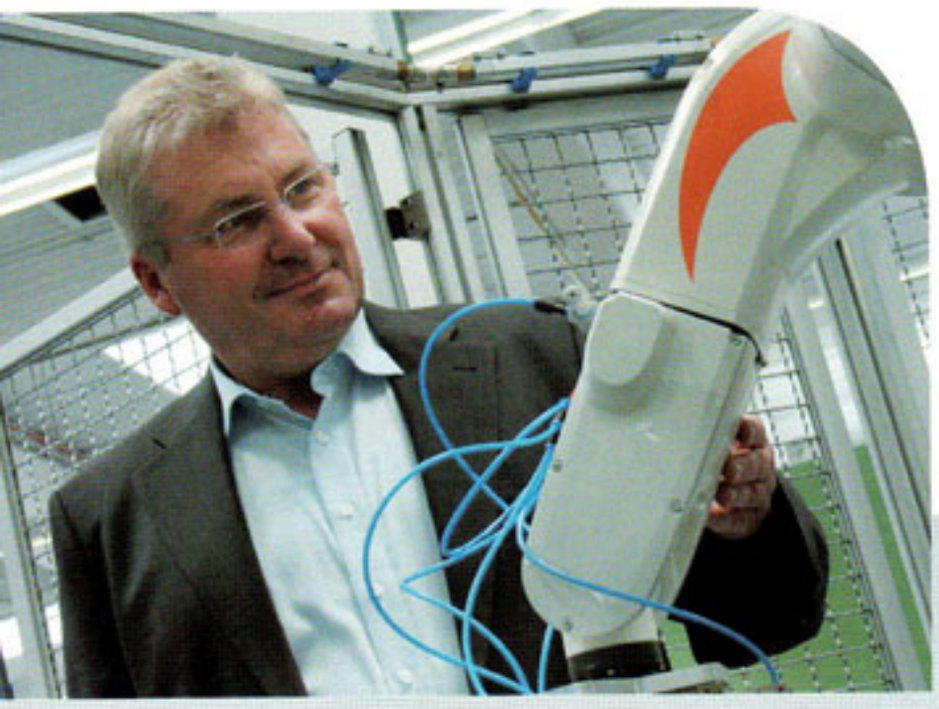


I EDITORIAL

Dear Betek Partners,
dear Readers,

Our slogan "PROGRESS" motivates us daily when working with customers – as well as being an indication of our commitment to new ideas and innovations for our wear parts made of tungsten carbide – and beyond. It gives me great pleasure to present a major PROGRESS step in terms of occupational safety and environmental protection in the shape of an overview of the new production line.

Moreover, in relation to our internal structures, we don't wish to stick to the beaten track. We have restructured the organisation and changed from Key Account Management to Product Management. With this change, we promise to provide you with even better support through this specialisation. The aim of this is to allow us to adapt to ever more complex markets and ever faster product life cycles. The reactions we have had to the change have been positive without exception. We would like to use this edition of BetekNEWS to present the key divisions and introduce the Product Managers, with whom you will make PROGRESS.

There is one subject that is giving all tungsten carbide manufacturers cause for concern: the availability of raw materials and the associated price development. The positive economic situation is pushing raw material prices upwards – and an end is not in sight. It is important to be less dependent on these primary raw material markets by expanding the preparation of secondary raw materials again. And I can already promise you that we are using our innovative prowess and are making PROGRESS. You are the driving force for us.

With summery regards,

Karl Kammerer

Managing Director, Betek GmbH & Co. KG

BETEK BUILDING FOR THE FUTURE: NEW PRODUCTION LINE

In Aichhalden, Betek employees are looking forward to the end of the month with great excitement, as this is when the new spray drying plant will be delivered. This plant measuring 19 metres in height will tower above all other building parts and is a visible step towards the future: it is part of a second production line and represents an expansion of capacity. It also signposts the new path that is being pursued: water-based tungsten carbide production.

This is what the new plant will look like. The spray-drying plant will be installed at the end of August and the first spray trials are planned for the middle of September.

The key component for this new production line is a spray-drying plant from Dorst Technologies. Tungsten carbide granulate is produced during spray-drying. Deionised water is sprayed into a hot atmosphere via a nozzle system. The arising droplets are dried in the reactor chamber by the counter-current process. Residual moisture, particle size and spectrum of the granulate is influenced by the nozzle assembly and process parameters used. Until now, deionised water has not been used, instead the solvents ethanol or hexane have – both of which are highly explosive materials.

The use of deionised water not only considerably increases occupational safety and environmental protection, the fluid also has a high heat of vaporisation. The necessary drying chamber volume for the spray-draying plant must be considerably greater for vaporisation to achieve the same granulate capacity. This means the spray-drying plant is high which equates to a correspondingly tall building.

BETEK W6AOCL-R IS BITING THROUGH ASPHALT AND GNARLING ITS TEETH TO COSTS

Betek Research and Development together with Product Management and users especially are pleased with a new milestone in bit development: The Betek round shank cutter bit W6AOCL-R not only bites through fine and surface layers of asphalt, it is also gnarling its teeth at costs.

With the Betek W6AOCL-R bit, users reduce costs by 2.5x dependent on the site condition: the wear-optimised bit guarantees an extremely long service life and reduces costs considerably.

The W6AOCL-R is able to show its strengths especially when milling great cut depths in the surface with a large number of bits on the drum. This new development also offers major benefits in surface layer work.

The key tool of a milling machine is the milling drum rotating against the direction of feed. Tool holders are mounted on the drum bodies for the rotating round shank cutter bit. During the milling process, the bits loosen the surface and granulate the surface to a re-usable material of small pieces.

The W6AOCL-R is able to show its strengths especially when milling great cut depths in the surface with a large number of bits on the drum. It is the extensive tungsten carbide tip with the long, cylindrical cutting edge in particular that ensures the machinery runs smoothly with a high performance in terms of machine feed over the complete bit service life. The new bit also performs excellently when milling asphalt on the top layer, where tungsten carbide wear tends to be the key criterion for wear and the long, slim tips ensure a high degree of effectiveness. In various tests carried out in Europe and the USA, the W6AOCL-R was far superior to comparable competitors' products.

It is the rotation characteristics that the superior R-technology of the Wirtgen products bring to the fore. Perfect rotation characteristics for the round shank cutter bit are the prerequisites for optimum usage of the tungsten carbide tip and the complete bit. This in turn leads to exceptional benefit for the customers.

This new bit offers the customer considerable cost-saving potential. Bit costs of € 0.28/m³ arise when using the Betek W6AOCL-R; when using competitors' products they rise to € 0.71/m³! Competitor products incur 2.5x more costs with reduced productivity!

If the calculation takes into account the considerably higher costs – due to the frequent interruption to the milling process caused by having to change a competitor product's bits – the cost-effectiveness of the W6AOCL-R increases many times over. It's not without reason that many customers have changed to the new Betek product.

"THE CONSERVATION OF RESOURCES IS ONLY SUCCESSFUL, IF YOU IDENTIFY ADEQUATE SECONDARY RAW MATERIALS"

The BetekNEWS editorial team is not only introducing the Product Managers but also the man in charge of Betek since the very beginning: Managing Director Karl Kammerer. In this interview, he provides an insight into the world of Betek – as well as answering four very personal questions, just like the Product Managers.

KARL KAMMERER

I live in the Black Forest, because ...
... I can't image a prettier place to be.

I work at Betek, because ...
... this is my purpose in life.

In my free-time ...
... my family and my bees are what matter most.

What I appreciate about my customers and business partners is ...
... candour and plain talk.

What is pre-occupying you the most at the moment?

The situation on the raw materials market is causing me a headache. Our raw materials of steel, tungsten and cobalt are particularly affected.

Let me begin with steel: The European steel industry's cost basis is determined by Asia. The unbelievable price increases are very damaging for us. To name just one example: Cold-headed steels for pressed parts increased in price by € 240/t last year and by a further € 150 in the second quarter of 2011 – the end is not in sight and further increases have been announced for the third quarter of 2011. This cannot be counteracted by long contractual periods, because these simply no longer exist.

With tungsten: Since 2002, the price of tungsten has increased eight fold, going from an average $ 52 to costing now $ 430. And from the short-term perspective the price for tungsten has increased by 115% since the end of 2009. The majority of tungsten comes from China and China wants to convert this resource advantage into economic superiority. However, concerted efforts are being made by mining companies to develop tungsten mines in other countries around the world.

What measures and activities are you using to counteract this?

On the one hand, we are pleased that we have never relied on one single raw materials supplier and that we have always also selected suppliers in Europe. The conservation of resources will only be successful, if you identify adequate secondary raw materials – and we are well on our way to doing so. This will definitely reduce our dependence on China. And to return to steel: An alternative is steel from electric steel works – this means from scrap metal – so that we are not directly dependent on iron ore.

But you also mentioned cobalt at the beginning as a raw material. Are things better here?

Just under 60% of cobalt sold is used in the production of batteries, steel and tungsten carbide. If, as forecast, the number of electro and hybrid vehicles increases to 25 million by 2020, 62,500 tons of cobalt would be required solely for this. This corresponds to the total consumption of cobalt in 2009.

I find this particularly pleasing as our long-term research and development is now paying off.

Could you name an example of this research and development?

Today, we have replaced cobalt with alternative binding agents such as iron or nickel. This results in more temperature resistant and wear resistant tungsten carbide from production with alternative binding agents. This has made the construction of a separate production line at our site in Aichhalden necessary. And we can top this, by replacing the highly explosive solvents ethanol and hexane with deionised water.

This sounds as if a new epoch is starting for the production of tungsten carbide ...?

Yes, you could say that.

Betek performs well in business, in all 16 business sections, you are – despite the difficult situation on the raw materials markets described at the start – recording growth. How do you do this?

In the past ten years, we have succeeded in more than tripling turnover of nearly € 40 million in 2000 to € 120 million in 2010.

This has to do with the fact that infrastructure has to be established globally – predominantly in developing countries – or it has to be redeveloped again as is the case in many industrialised countries. And wherever there are infrastructure projects being set up, there are associated building measures that can be completed with tools from Betek. I would like to mention the subject of raw materials here once more. On the one hand, we are the victims, who have to accept the high prices being demanded. But on the other hand, the high demand for raw materials plays into our hands insofar as increasing quantities are required in the mining sector. And usually underground in ever deeper layers. This in turn means that demand for our high-quality Betek solutions increases.

Furthermore, we have committed ourselves to the issue of wear protection. Wear protection is a never-ending topic. We are one of the front runners and are courageous enough to conquer new markets. Our wear protection studs TungStuds are a prime example.

Is it also the renowned "Swabian work ethic" which allows Betek to progress?

I'm completely convinced of this. The best technology is worthless without motivated and competent employees. Betek and the Simon Group have a headcount of 479 employees at Aichhalden, and we are very proud of the dedication of each individual!

BETEK AND WIRTGEN HAVE A SOLUTION FOR EVERY TASK

Whether road milling, stabilising or surface mining: Betek and Wirtgen have one major goal together – the continuous development of these technologies to be able to offer customers the greatest possible efficiency. Betek is proud of the system partnership with Wirtgen that has been a success story for over 30 years. Product Manager Thomas Allgaier is responsible for the product group of bits used for road milling, stabilising and surface mining.

The Wirtgen tractor-towed stabilizers are attached to a traction vehicle – in this case a tractor. In Denmark, the stabilizers transformed the clay subsoil littered with large stones into a workable and compressible surface. Material that was too coarse was broken down in the milling drum's mixing chamber.

Thomas Allgaier: „The performance of bits is being continually enhanced thanks to innovative power and application-specific developments. The product range offers the ideal solution to each user, even for the toughest of milling jobs."

The most recent example is a stabilisation project in exceptionally difficult conditions in Denmark. The ground had to be stabilised for the rebuilding of the A 7 motorway. The milling machine had to overcome clay soil that was interspersed with stones of varying sizes. The milling process tested all implemented standard holders and bits to their limits, which lead to numerous bit breaks and holder faults. "This is the nightmare of every machine supervisor and we were called to help," explains Thomas Allgaier, who together with his Wirtgen colleagues Bjarne Dahl and Morten Wold from Denmark and Thomas Lehnert and Helgo Koch from Wirtgen in Germany squared up to this challenge and modified holders and bits specifically to the local conditions in situ.

Allgaier: "It was brilliant to introduce the new Betek bits on site and witness the results together with my Wirtgen colleagues. There were no breakages, productivity was stellar and the wear protection excellent." The road construction company, which was able to successfully complete the project with this support, was more than happy about the speedy and uncomplicated approach. Product Manager Thomas Allgaier is naturally just as satisfied and stresses, "This would not have been achievable by myself. There is always a team behind you. My colleagues Christoph Haberstroh and Sarah Bitzer have as much of a hand in this success as our system partner Wirtgen."

THOMAS ALLGAIER

I live in the Black Forest, because ...
... it's my home and I love nature.

I work at Betek, because ...
... I have fun doing my job and the team camaraderie is super – and has been since 1994.

In my free-time ...
... I run the handball section of SG Schramberg and like skiing, cycling and playing tennis.

What I appreciate about my customers and business partners is ...
... that we have an honest relationship.

W1-15/25RK: This is the designation for the Betek bit/holder solution for the difficult subsoil found during the construction of

THE HIGHEST OF STANDARDS ONLY
ACCEPT THE BEST: TUNGSTEN CARBIDE

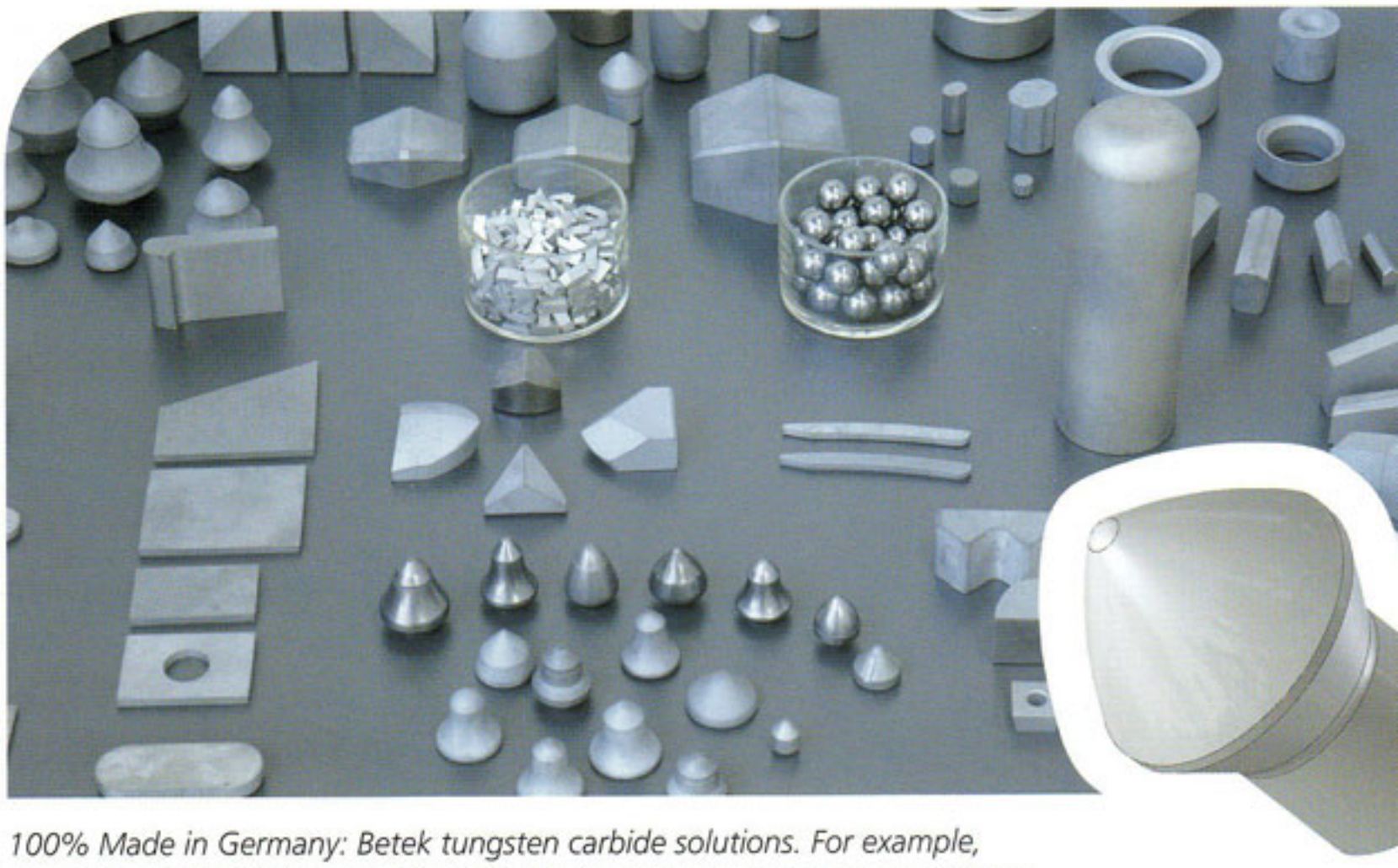
FRANK DEL TORO

I live in the Black Forest, because ...
... I have found a local girl ...

I work at Betek, because ...
... we have every opportunity to change many things in the world. Betek is a rapidly growing "Global Player", directly outside my front door ...

In my free-time ...
... I like to take pictures, enjoy nature – in both the Black Forest and the Alps and I would like to finally go fishing again.

What I appreciate about my customers and business partners is ...
... that they always keep giving us the opportunity to inspire them with our world class service.



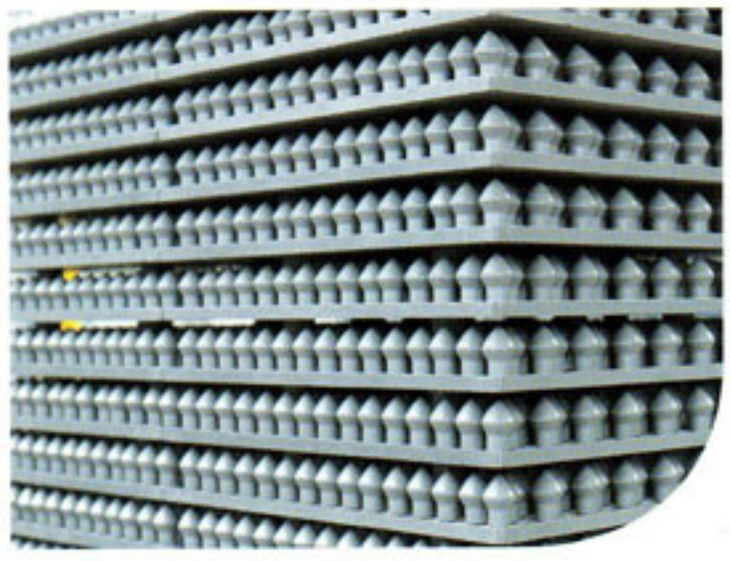
100% Made in Germany: Betek tungsten carbide solutions. For example, they are used for DTH percussion drill tips for water and geo-thermal drilling or blast hole drilling in mining or in civil engineering.

Not only does Betek offer its own system solutions made of tungsten carbide, it also supplies tool manufacturers requiring tungsten carbide but don't have their own tungsten carbide production. These tool manufacturers rely on Betek, because they want to guarantee their end-users are getting a tool of assured, consistent high quality, which is characterised by high wear resistance and impact strength. Product Manager Frank del Toro sets up tungsten carbide as part of this business sector.

Tungsten carbide is always used where resistance to wear is a crucial factor such as in drilling, milling, excavating and cutting. Betek has a comprehensive programme with differing dimensions and shapes that is constantly being expanded with innovative solutions. For certain applications, Betek will create special tungsten carbide moulds, designed using state-of-the-art 3D-CAD and rapid prototyping systems by request. Short chains of command guarantee the customer a high degree of flexibility and thus a speedy implementation of modifications to suit his requirements. Betek tungsten carbide products are used in the mining, construction, tunnel, oil and gas industries as well as in forestry and agriculture.

In response to the question about what makes Betek tungsten carbide stand out, Frank del Toro answers, "We start our tungsten carbide production with virginal raw materials, for which we attach great value to a high degree of purity. Our stringent quality controls during the complete production process guarantee a constant top quality. Our own production is cutting edge and highly automated. This ensures that our tungsten carbide is characterised by its wear and breaking strength – which pays off for the end customers who benefit from increased working performance and productivity and reduced costs.

Microsection of carbide type B10-F: It shows the homogenous distribution of tungsten carbide and cobalt, indicating consistent first-class quality. No two carbide types look alike.



"Freshly pressed" – the image shows carbide tips for bits

WEAR PROTECTION HAS A NAME:
BETEK TungStuds

Juan Carlos Figuereoa welded on 3,300 BTS01 TungStuds in a single night with the help of one colleague – the next morning, salt was being mined again with the terrain leveller.

In 2010, TungStuds were launched on the market and it seems as if the world had been waiting for these: machine operators are happy as they have less wear to complain about and that the TungStuds are quick and easy to weld on and replace. Controllers are pleased because productivity is increased considerably thanks to reduced maintenance and down times with costs shrinking notably. Product Manager Pascal Detemple is responsible for the comparatively young product area of wear protection studs.

TungStuds are used where abrasive materials are being mined and processed. A trial is currently in progress for example in the Atacama Desert in North Chile. The mine operator Atacama Minerals mines for Aguas Blancas salt in its mine. Using a terrain leveller, salt is mined 24/7. The wear on the side surfaces of the cutting drum is correspondingly high. The TungStuds were tested in conjunction with the Betek dealer in Chile, Juan Carlos Figueroa. Pascal Detemple describes the assignment: "Juan Carlos Figueroa welded on the sides of the terrain leveller's cutting drum together with an employee over night. During the night, the two welded 3,300 TungStuds of type BTS01. And this was in ice-cold conditions – the difference in day and night temperature is extreme – on this night the temperature was recorded as 0 degrees Celsius. But this tour de force proved to be worthwhile. The Betek quality tungsten carbide soldered in the TungStuds is providing a good service; wear has been reduced considerably."

Detemple sees great opportunities for this product in mining while describing the diverse areas of application for the wear protection studs: "Diaphragm wall cutting, trenching, milling drums and excavator buckets – this is where abrasion on machine parts occurs that does not have to happen – TungStuds come into contact with the conveyed material and counteract wear."

PASCAL DETEMPLE

I live in the Black Forest, because ...
... I grew up here.

I work at Betek, because ...
... my work and the challenge arising from the topics we work on on a daily basis give me a lot of pleasure.

In my free-time ...
... I like to be active and relax. I like running and rambling and also like to read thrillers.

What I appreciate about my customers and business partners is ...
... the international environment and the associated cultures and working methods. And I'm particularly pleased when they place orders.

The service life has been extended considerably with the TungStuds wear protection studs and costs have been lowered dramatically.

EXCAVATING IN ROCK AND OBTAINING MAXIMUM PERFORMANCE FROM SPECIALIST MACHINERY

Everywhere, where infrastructure projects are being set up, trench cutters are in use to create pipelines or lines for electricity and channels for water and wastewater. Ulrich Krämer is responsible for the Product Management of trench cutters and is always involved if such "lifelines" are being built somewhere in the world.

Currently the engineer is managing projects in the emirate of Qatar in the North East of the Arabian Peninsula in the Persian Gulf. Some spectacular construction projects are underway there – from the new airport, which shall become the international hub, to the 400-hectare large artificial island, "The Pearl" – to name just the most spectacular projects. It comes as no surprise when Ulrich Krämer says: "Thanks to the construction boom and topography, Qatar is one of the countries with the highest density of machinery. That primarily flat country is characterised by rock, scree and gravel. No more blasting is permitted for safety reasons and trench cutting and terrain levelling are on the agenda. Each trench is cut out of the rock."

The machines are able to achieve maximum performance with Betek bits. Ulrich Krämer is continually visiting the construction sites together with the local Betek dealer to optimise machine performance on-site and work out the economic benefit for the client. "If both the user and the dealer comprehend the wear mechanisms, they will automatically associate Betek with success. This means that a lot of basic work is necessary."

Krämer oversees the team operating the trench cutters and terrain levellers intensively and knows, "Information can be shared anywhere in the world by using hand and feet gestures or drawings in the dust."

The cutting conditions in Qatar (very hard limestone) are best overcome with the Betek bits from the BKF product series. This series specifically developed for very difficult and coarse applications using heavy-duty cutting machines is considerably superior to competitor products in terms of penetration performance, service life and holder protection.

Tests show that the Betek bits in the BKF series are far superior to competitor bits in terms of service life, penetration performance and holder protection.

ULRICH KRÄMER

I live in the Black Forest, because ...
... people still think in Swabian.

I work at Betek, because ...
... ideas can be realised very quickly here and I can work very closely with the technology.

What I appreciate about my customers and business partners is ...
... that they originate from diverse cultures and have an open and direct approach.

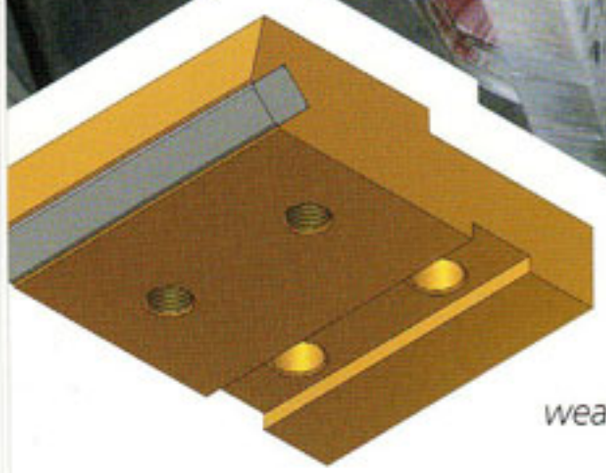
The flat terrain requires milling depths of up to 12 metres to create the necessary drops for sewers. Product Manager Ulrich Krämer: "When dry milling with such cutting depths, the tungsten carbide tools and chain can get so hot that you can burn your fingers just by touching them."

Terrain levelling machines are modified trench cutters and are also used as surface miners.

A terrain leveller was equipped with Betek bits to create a base slab for a water tank with a diameter of approx. 80 metres close to Doha / Qatar.

DEMAND FOR CRUSHERS REMAINS UNCRUSHABLE

Senior Product Manager Bernhard Moosmann and Junior Product Manager Baris Irmak are discovering new horizons with tungsten carbide solutions: in the world of breaking/crushing and mixing, in the world of the minerals industry. In doing so, they are turning the world of tools upside down with the Betek tungsten carbide solutions.



The crushing intensity reduces on conventional vertical crushers to the extent of the wear on the rotor tips progresses. Rotor tips with Betek tungsten carbide slowed the effect of wear considerably.

BERNHARD MOOSMANN

I live in the Black Forest, because ...
... I am very close to nature.

I work at Betek, because ...
... I am convinced by the product of tungsten carbide.

In my free-time ...
... I look after house and garden, go skiing in winter and ride my motorbike in summer.

What I appreciate about my customers and business partners is ...
... that they have the courage to find new solutions!

The globally increasing demand for raw materials such as ore, coal and limestone, particularly in threshold countries such as China, India, Brazil and Russia, means that the need for efficient facilities and machines for mining and processing these raw materials is surging too. When crushing materials, crusher tools are subjected to a high degree of wear irrespective of the breaker type. "Until now, tungsten carbide was not used in this field. These are the toughest loads about. After all this has to be done with tungsten carbide. It is immense, how many development steps are involved," elucidates Bernhard Moosmann.

The latest advancement is rotor tips for VSI crushers (Vertical Shaft Impactor) developed in conjunction with the Czech company PSP Engineering a.s., one of the leading companies for specialist machines for manufacturing construction materials and processing minerals and rock. PSP manufactures machinery for grinding, crushing, sieving and conveying materials. Junior Product Manager Baris Irmak oversaw the most recent test together with PSP Engineering. The test involved using Betek tungsten carbide rotor tips to break up granite in Switzerland. 15 percent more material was broken up straightaway compared to using rotor tips from other manufacturers. Baris Irmak: "Of course, the breaker manufacturer PSP was as happy with the result as the client and processor were. This spurs our ego on naturally. Preparations are already being made for the next tests: we will be comparing various rotor tips in a gravel plant in the Czech Republic."

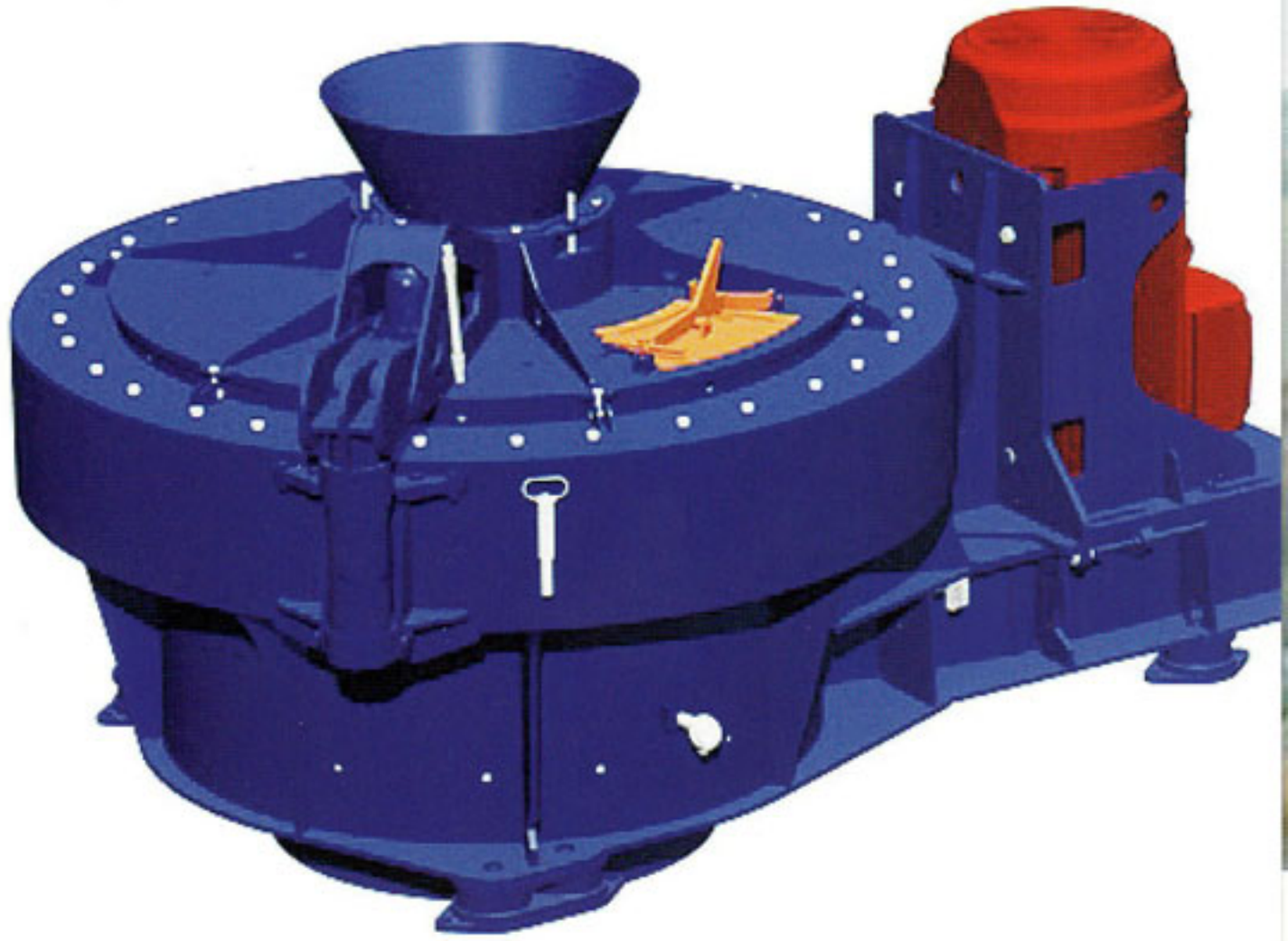
BARIS IRMAK

I live in the Black Forest, because ...
... I think it is great to live in a beautiful holiday region.

I work at Betek, because ...
... I enjoy the professional challenge as well as very much appreciate meeting friendly people here. It's perfect here.

In my free-time ...
... I like to go travelling. And when I am at home, I like cooking and dedicate my time to my favourite sport – the martial art Tae-Kwon-Do.

What I appreciate about my customers and business partners is ...
... that they come from different cultures. I find it very interesting to have dealings with a variety of nations on a daily basis.



Breakers grind minerals and any rock to large to medium-sized particle sizes. They are primarily common for the industrial preparation of mineral-based raw materials, e.g. in stone quarries, lime works and gravel quarries, in cement plants and for mining. They are also used for recycling construction rubble. With Betek wear parts equipped with tungsten carbide, wear is reduced dramatically and effectiveness is considerably higher.

On the vertical impact crusher, material is fed centrally into the middle of the rotors. The material is spun at great speed to the outside thanks to centrifugal force and then comes into contact with the impact plates arranged in a ring. When the material exits the rotor, this causes abrasive wear on the tips. Tungsten carbide rotor tips by Betek stand the test of time here as these considerably reduce wear.

MAKING PROGRESS WITH
SUPERIOR TOOL PERFORMANCE

In 2006, Florian Smeets started to 'plough' a wholly new field for Betek and it is amazing how much land he has conquered in this market since then: With tungsten carbide wearing tools for agriculture wear parts, Betek has progressed rapidly to become the innovations and technology pioneer in this sector.

The Betek angular tungsten carbides for agriculture wear parts are patented. The wearing parts ensure maximum performance for agriculture. They provide optimum protection for the steel body and are available in a variety of strengths for various areas of usage.

FLORIAN SMEETS

I live in the Black Forest, because ...
... I grew up here and Betek is providing me with excellent career prospects.

I work at Betek, because ...
... Betek offered the best requirements for my dual MBA post graduate degree at Steinbeis University Berlin and because in my role as Product Manager for agriculture wear parts, I can continue to expand and support this very varied sector and I am solely responsible for this.

In my free-time ...
... I like travelling abroad, telemarking, mountain biking and enjoy riding motorbikes.

What I appreciate about my customers and business partners is ...
... that they are working in a very dynamic sunrise industry. And of course, that I can make major steps forwards in the field of "Wear parts with tungsten carbide" for agriculture as part of a close and successful collaboration with them and find new solutions!

FABIAN SEIFRIED

I live in the Black Forest, because ...
... there are many outdoor activities you can undertake here.

I work at Betek, because ...
... the products fascinate me and I can further develop my career. Moreover, working with my colleagues is a lot of fun.

In my free-time ...
... I do a lot of sports. I enjoy riding mountainbikes, go jogging and play football.

What I appreciate about my customers and business partners is ...
... that we treat each other with respect, which enables a successful cooperation.

Cultivator tips with angular tungsten carbide

In view of population growth and the rising demand for bio-energy from renewable resources, agriculture is faced with the global challenge of vastly increasing productivity. Machines for tilling soil and harvesting are becoming ever and ever bigger and more powerful. Exploiting this enhanced performance is the key to success – und Betek is making a major contribution with a wide range of hard-wearing tungsten carbide tools.

Florian Smeets: "We are working very closely with the most important machine manufacturers across the globe and have managed to become system partner and OEM or exclusive supplier for some; with others we're on the verge of reaching an agreement. We owe this to our angular tungsten carbides, which provide perfect protection for steel bodies and exception break resistance." Various applications and comparisons in practice confirm this: The down time in comparison to existing standard steel tines for cultivators is seven to eight times higher and for rotary harrows seven to ten times higher.

Betek tungsten carbide wear parts cover a large area of application within agriculture: this encompasses tools for ground tilling such as cultivator tips/wings, plough tips/blades, rotary harrows tines, sowing shares, blades, row cutter hooks, subsoilers etc.

In the field of harvesting technology, Betek wear parts can mainly be found on contra-rotating blades and spreaders for harvesters or on the blades of beet harvesters.

With this band width, it is no surprise that the Product Management team for agriculture wear parts has been strengthened: Florian Smeets and Fabian Seifried are a team and promote the agriculture wear parts sector with fervour. They have set a high yardstick: Betek should become the global market leader for tungsten carbide wear parts for soil tilling and harvesting in agriculture.

Contra-rotating blade for harvesters

THE ROOTS OF BETEK ARE IN MINING

Betek's success story began over 30 years ago with tools for the mining industry. While the mining industry in Germany plays more of a subordinate role compared to back then, this segment is growing globally rapidly. The Product Management team for mining and civil engineering is managed by Thomas Neff.

The Betek civil engineering tools are constantly being enhanced in close cooperation with users and machine manufacturers such as BAUER Schrobenhausen.

The main sales countries for mining are the USA, Russia, South Africa and Australia. Here, Betek is represented in the mining regions – either by its own sales branches or by experienced dealers. Sales are agreed via the OEMs and directly at the mines. Thomas Neff: "Every country in the world is supplied via the Betek dealer network."

This is also true for civil engineering. Neff explains proudly: "No other manufacturer possesses a product range as wide-ranging and as innovative as Betek does. New tools are generally developed in conjunction with partners and drill manufacturers. This allows for the knowledge of the site to be combined with Betek's manufacturing expertise to obtain the best possible solutions. The tools undergo intensive testing during the research and development phase and later in practice."

THOMAS NEFF

I live in the Black Forest, because ...
... I was born here and I belong here.

I work at Betek, because ...
... the work is a challenge. Everything has always turned out positively: from my start as an apprentice in 1999 to a Product Manager today. Everything is fun for me here.

In my free-time ...
... I take my pleasure from everything that is fast: cars, motorcycles ...

What I appreciate about my customers and business partners is ...
... the partnership based cooperation, despite the most diverse of characters coming together. With us, everything is of a personal nature.

In Europe, Betek is the market leader for civil engineering tools; the company has been able to record significant growth in the USA. This picture shows foundation construction work for bored piles at the Ground Zero site in Manhattan to build the new World Trade Center on the best base. Betek supplies all key drilling equipment manufacturers/OEMs.

BETEK PARTNER NETWORK
IS GROWING WORLDWIDE

Betek is represented across the globe and is constantly expanding its partner network. Two new partnership agreements were sealed alone in the first six months of 2011: in Brazil and South Africa.

Technomine is the Betek partner for civil engineering and tunnelling in **Brazil**. This means that Betek has gained an established professional in this market. Numerous infrastructure projects in the fifth largest country of the world in terms of surface area and population means Brazil is a growth market for Betek. In addition, with major undertakings such as the football World Cup in 2014 and the Olympics in 2016 pending, the South Americans have many construction projects to complete.

From left to right: Thomas Eggers, Betek Regional Sales Manager, David Mendonca Pereira, Managing Director for Technomine, Timo Wilhelm, Betek Customer Service und Ewald Staiger, Betek Sales Director.

In **South Africa**, Betek has an experienced partner in the shape of **HMI SA** for marketing Betek tungsten carbide tools in this mining country. Coal mining is faced with very difficult cutting conditions in South Africa, particularly technical challenges – moreover, there is the pressure to keep the mining costs as low as possible. Tungsten carbide tools by Betek offer welcome solutions here.

Picture from left to right: The HMI SA team: Andrew Kilmartin, General Manager, Donald Lovell, Managing Director, Kobus van Jaarsveld, Sales & Marketing.

DAMPING DOORS AND DRAWERS
WITH BETTER IDEAS

When Karl Simon started to galvanise clockwork components in the 1920s followed by the production of furniture fittings in 1938, he could never have even dreamt that this would lead to a globally successful company: Simon Beschlagtechnik.

At the world's leading trade fair for the furniture supply industry and interior accessories, the team from Simon Beschlagtechnik scored points with innovations and ideas.

There is great international demand for quality products from the Black Forest, which support the trends and visions for interior design. The Simon damping systems are exceptionally popular and are purely mechanical and completely free of lubricant.

Black Forest air

Just like Betek, Simon Beschlagtechnik is part of the Aichhalden Simon Group. Innovative fitting systems with damping and push-to-open functions for drawers and cupboards as well as damping systems for sliding and floating doors of all sizes and weight classes form the core competencies of Simon Beschlagtechnik. Numerous patents and exceptional manufacturing expertise safeguard the company's market position in this sector across the world. Over 50% of products are exported.

As a platform for maintaining and obtaining customer contacts, Simon Beschlagtechnik uses international trade fairs such as the recently held Interzum, the leading trade fair for furniture supply industry and interior accessories. Bernd Bantes, Sales Manager for Simon Beschlagstechnik: Our new damping systems indicate once again how good our ideas and innovations are – which is notable on the number of high-quality and good contacts."

Simon Beschlagtechnik is a specialist for damping and push-to-open systems. The highlight at the trade fair stand was an innovative combination of a push-plus damping solution as well as a new series of mid-door dampers. As with all dampers from Simon, these mid-door dampers are purely mechanical and are completely free of lubricant "with pure Black Forest air".

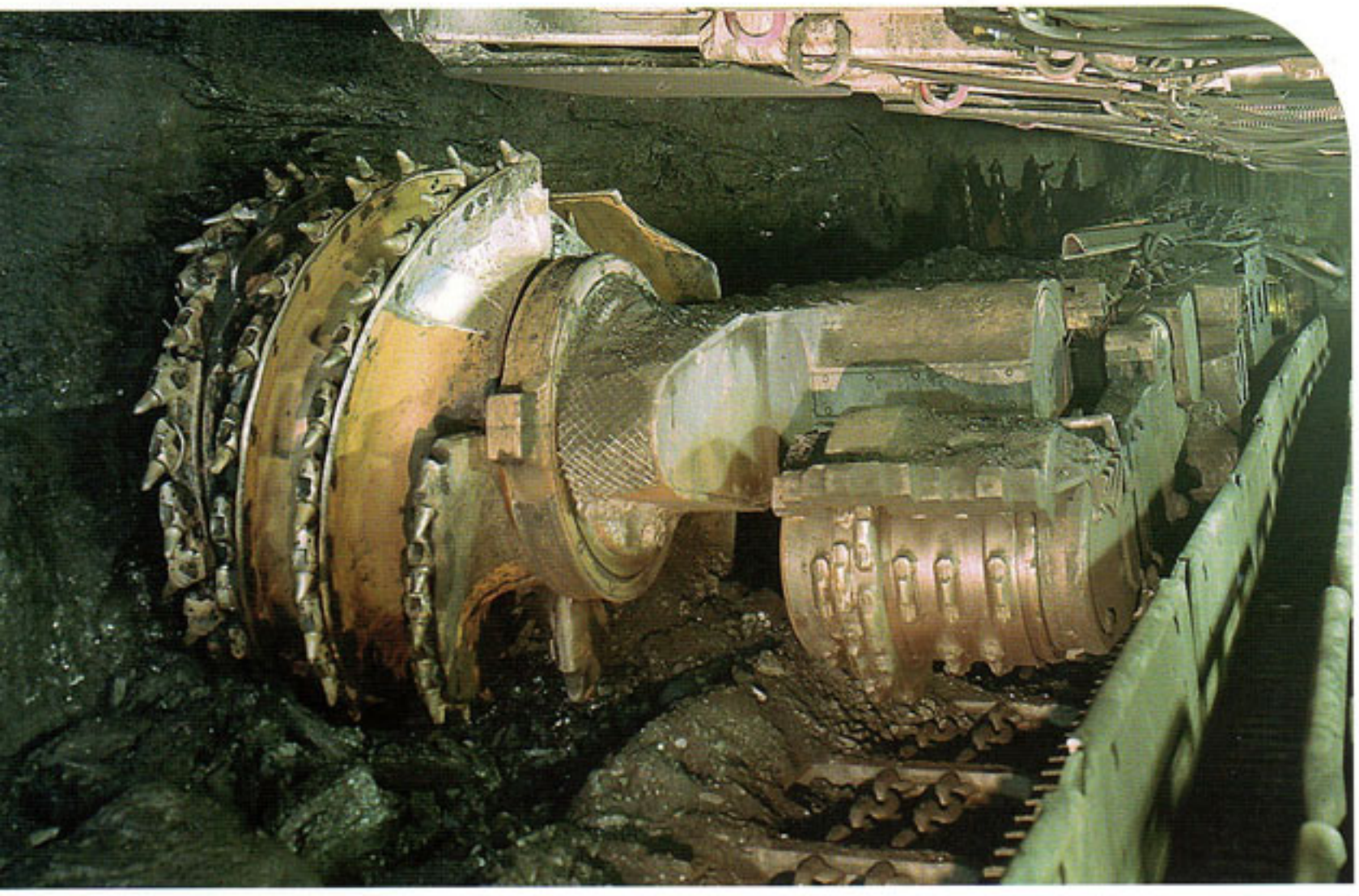
SIKU SWITZERLAND REPRESENTS THE ART OF PLASTIC INJECTION MOULDING

A new production building and a new and powerful injection moulding system were the cause for management at the Simon subsidiary Siku in Switzerland to invite all to an open day.

Customers and business partners alongside interested persons from the neighbourhood and business work took the opportunity to gain an insight into the world of Siku.

As the manufacturer of plastic injection moulding components, Siku is the perfect addition for the metal-processing companies in the Simon Group. Production is predominantly plastic injection moulding components in large numbers for furniture manufacturers and automotive suppliers. However, products for the medical sector are made too. The company was established in 1974 as a supplier to the furniture industry. Nowadays, customers include automotive engineering companies, manufacturers of air conditioning systems and the tyre industry.

NEW BETEK BRANCH IN RUSSIA



Betek employee Dmitrii Ilinykh, called Dima for short, is happy with the Betek successes on the Russian market.

Russia is rich with mining resources. The coal reserves are vast, the annual volume being mined totals to 300 million tonnes. The picture shows a shearer being used for mining purposes.

Betek has counteracted increasing demand for quality products for mining in Russia with the opening of a new branch in Novokuznetsk. Coal mining in particular has enormous potential as the production volumes are vast.

As a Betek employee, Dmitrii Ilinykh, called Dima for short, supports his home country and is already pleased about Betek's increasing share of the Russian market.

WIRTGEN ZWICKAU OFFERING TungStuds

There is nothing better than a reliable partner for sales and service. Betek and Wirtgen have maintained a successful system partnership of 30 years. Wirtgen Zwickau has taken into account the very positive test results and customer feedback about the new Betek wear protection studs and now includes "TungStuds" in its range. This means that Wirtgen Zwickau is an official Betek-TungStuds dealer and, furthermore, Wirtgen Zwickau has its own stud welding facilities for welding on of TungStuds.

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WELCOME TO THE SIMON GROUP +++ WELCOME TO BETEK +++ WELCOME TO AICHHALDEN +++

Since October 2010, **Rebecca Frei** from Hardt has been assisting Betek as a technical assistant. Rebecca Frei is an industrial mechanic and a state-qualified technician. Currently, she is training, on an on-the-job basis, to graduate from technical commercial studies.

Michael Wiesner has bolstered the division of Sintering Technology since March 2011 as a Technical Sales employee. The state-qualified technician and technical business economist lives in Zimmern.

Jürgen Bachmann from Rosenfeld-Leidringen has managed the Sitek production since 2008. Since April 2011, he is Production and Area Manager for Sitek in personal union.

Quality Management has been headed up by **Dr.-Ing. Stefan Marx** from Niedereschach since April 2011. He replaced Dieter Lambrecht, who will take care of the ever-growing division Simon Systems.

Marcus Mixner has been leading the area of sintering technology since April 2011. The graduate engineer specialising in automotive technology, mechanical engineering and production technology comes from Hardt.

SHORT NAME:
BETEK GMBH & CO. KG

Nothing really has changed and it is not really noticeable. For the sake of keeping things in good order, we are mentioning it here: Betek has changed its name – the company name is now shorter and easier.

From
Betek Bergbau- und Hartmetalltechnik
Karl-Heinz Simon GmbH & Co. KG
it will become
Betek GmbH & Co. KG

PUBLISHER'S DETAILS

Publisher:
Betek GmbH & Co. KG
Sulgener Str. 21–23
78733 Aichhalden, Germany

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Editorial: Textum · Design: Atelier Türke
Executive with legal responsibility: Karl Kammerer