

# WIRE DRAWING LUBRICANTS NEWSLETTER

TECHNICAL INFORMATION AND NEWS FROM CONDAT



JANVIER 2009

## EDITORIAL

*Dear customer,*

2008 has seen a lot of sudden changes happen to our business. Legislation is moving really fast and we need to adapt ourselves to comply with these changes to remain competitive. Constraints linked to our products become more strict and severe year after year. The weight of such changes is affecting our global cost as we need to spend a lot of time and efforts just to comply with projects such as REACH, 30 ATP (see detail below), SVHC (substance of very high concern), GHS (global harmonisation system) etc... What some are seeing as a threat is seen at CONDAT as an opportunity as we are leading and providing innovations to the market to answer the latest needs of lubricants for the Wire & Tube industries.

*Wishing you all the best for you and your business for 2009.*

Patrick Richaud  
Wire Drawing Business Unit Manager

## SHOW

### 2009 CALENDAR

Condat will exhibit in 2009 to the following shows:

<b>Tube Arabia :</b>	10-13 of January
<b>Interwire Cleveland :</b>	27-30 of April
<b>Wire Moscow :</b>	12-15 of May
<b>Wire Bangkok :</b>	13-15 of October

### CORE BUSINESS RANGE

**CONDAT** has finalised its Core Business Range project which guarantees its worldwide customer base is supplied with a selected range of products with the same quality and specification whichever the manufacturing site. This ensures our customers the most reliable continuous supply in this industry. CONDAT is the only supplier of wire drawing lubricants with 3 production sites manufacturing the same range of lubricants.

## 30<sup>®</sup> ATP

### NEW

In order to comply with the new regulation **2008/58 EEC**, all products manufactured or imported in the European community, containing more than 6.5% of Borax will have to be labelled as "TOXIC". This will take effect on the 1st June, 2009. CONDAT is offering alternative solutions with products having a lower borax content. Customers or prospects who would like to comply with this new regulation can contact us to get the appropriate recommendation. In order to circumvent this legislation and anticipate the future needs CONDAT has also developed a product range free of Borax and Boron.

### PRODUCT : TN1630

**CONDAT** has launched a new sodium stearate with high fat content called **TN 1630**. This product has been designed to comply with the latest legislation and is designed to draw high carbon or stainless steel wires at the highest speed. Its specific formulation provides a strong lubricant film layer enabling to reduce wire breakage and die consumption. Product exists in ground or beaded versions.

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NEXT EDITION IN JUNE 2009