

WIRE DRAWING LUBRICANTS NEWSLETTER

TECHNICAL INFORMATION AND NEWS FROM CONDAT



MAY 2007

EDITORIAL

Dear customer,

CONDAT has always developed its business through innovation which has given rise to improved quality, enhanced products and global cost reduction. This enabled us to become a first class worldwide supplier covering all cold forming applications. Our industry is now facing a new challenge as the chemistry used for our lubricants will be drastically restricted by legislation. This, which is considered as a threat by some companies is seen by our chemists as an opportunity. CONDAT has, for the past two years, been preparing for the future taking into consideration the new legislation and the REACH program and will be ready (2008) to comply with the new requirements on time.

Patrick Richaud
Wire Drawing Business Unit Manager

NEW

PRODUCT

We have found an alternative solution to the sodium tetraborate (borax) additive for our VICAFIL range of non reactive surface coatings. This new chemistry will be implemented within the next few months for our products covering all applications (steeltord, PC wire, CO2...). These products will be combined with boron free dry lubricants which are under testing. This combination of complementary ranges will enable our customer to draw a wire, free of boron residual.

NEW

AGENTS DISTRIBUTORS

- **CONDAT** signed an agreement with **BISLEY** to cover the Middle East countries and work as distributor.
- **S.S.I (SCPA Sivex International)** has established stock in their subsidiaries located in **Senegal (la Cigogne Dakar), Ivory Costa (STEPC), Cameroon (Ader)** to supply the local wire drawing markets.
- **POLYDELTA** will represent VICAFIL product range in ROUMANIA as distributor.

NEW

PACKAGING SPOT LIGHT

The first **Maxi Bags** are now available from France on a limited product range with a size of 500 Kg.

It has been developed for customers who are using few tons per year. Compared to fiber or metallic drum it helps to reduce cost by improving internal productivity, reducing packaging cost and optimising transportation cost.



You can receive this Newsletter by email, log on at www.condat.fr, Actuality / Newsletters and fill up your email address

SUBSIDIARIES

Our sister company, **CONDAT Corp. in the U.S.A**, is completing the **RichardsApex** business powder integration.

1 000 tonnes of lubricants have been successfully integrated in its SALINE (MI) facility.

To continue their growth, CONDAT Corp. has announced the extension of the factory where new powder blending equipment will be added before the end of the year.

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