

Dear reader,

As an exhibitor at BAUMA 2007, we received much praise from all sides for our trade fair stand. Our trade fair team, our exhibition construction company Atelier Türke and our many interested visitors all contributed to this huge success. For this, we express our sincere thanks! BAUMA provided many highlights for Betek: The customers were very enthusiastic about the presentation of our new products. The staff crewing the stand and the guests had lots of fun together at the stand parties in the evening and many visitors who were also exhibitors used the opportunity after the trade fair was closed to convene meetings and to just wind down after a long day. Betek's status as a trend setter and technology leader in the industry was consistently confirmed in people's conversations. This acts as an incentive for us to develop even better products for our customers!

I found my walkabouts around BAUMA to be particularly impressive: Betek tools were to be found in virtually every corner of the trade fair grounds and could also be seen in a large number of applications!

I would also like to congratulate our system partners who showcased themselves with the utmost professionalism at the trade fair.

However, the extent of BAUMA is slowly reaching its limits – the strain on many trade fair visitors was noticeable.

Our conclusion: After nearly a decade of declining development in the construction sector, the sense of excitement at the BAUMA exhibition was very palpable and I am sure that perseverance will now be worth it for our customers.

Yours
Karl Kammerer



Information for Our Customers and Staff

BETEK NEWS

> BAUMA 2007

The ultimate industry event for the „masters of construction“

In late April, Betek exhibited at the BAUMA / Mining in Munich, the construction industry's largest international trade fair. With a new trade fair plan at hand and with the motto "giving the edge to masters of construction" in mind, the trade fair team showcased themselves for one week to customers, business partners and international industry specialists.

Innovative Betek products for road construction, civil engineering works, recycling, mining, surface mining and tungsten carbide abrasive wear protection were respectively displayed as exhibit groups on five monitors on which examples of usage and technical data could be called up.

The trade fair stand was accompanied by an internet campaign aimed specifically at the target audience, a prize draw and a photo campaign which turned the Betek stand into a magnet for the public. The highlight of each and every exhibition day was a trade fair stand party at which ideas on specialist subjects were exchanged and a very good time was had by one and all.

The trade fair team were able to take many interesting contacts and consistently positive feedback home with them.



Heartiest congratulations to Mr. and Mrs. Lettenmeier – they are the winners of the BAUMA prize draw and can now look forward to a 5-day Dubai / Emirate luxury holiday.



A round-trip to Dubai!

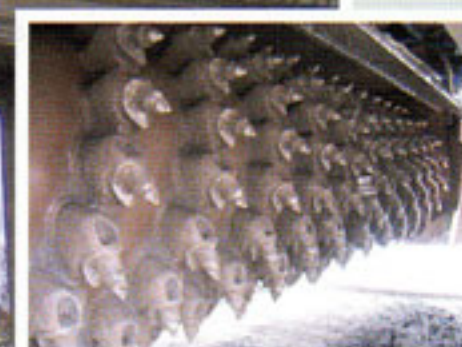
> Cutting the edge in the heart of Berlin

In mid-April, a very special first for Germany occurred in Berlin: for the first time, a Wirtgen W 2200 road milling machine with a 3.8m wide milling unit was used.

A Dutch milling company's XXL high-power milling cutter exhibited top performance on Strasse des 17. Juni (Street of June 17 – a street in Berlin). The newest generation of Betek tools was used including the "Rotation" series bit.

The 12m-wide roadway was completely milled in just four passes and in record time. During further passes, a 20cm thick concrete layer was milled away. Machines and tools also passed this rigorous testing with flying colours. Both tasks were completed using Betek R-series bits which proved themselves to be outstanding during the processing of concrete.

The particular features of the R-series include improved rotation, less wear resulting from different constructive properties of the products and a patented collet sleeve system to allow for time-saving and easier assembly of the tools. The long product life of the tools contributed substantially to the speedy execution of the milling assignment on the much-travelled street.



> New products

New bite for civil engineering tasks

Betek presents a new generation of civil engineering tools – the Dragon's Tooth. Designed especially for use on pilots, augers and core rings, the Dragon's Tooth sets new standards: Operating overheads in civil engineering make up a large proportion of total costs, and therefore the viscosity and great resistance to wear of the Dragon's Tooth pays for itself in civil engineering projects.

The special tool systems equipped with tungsten carbide display great robustness, even under extremely tough conditions of usage, achieved in no small part by the use of the highest-quality tungsten carbide.

The specially shaped tungsten carbide tooth penetrates with minimal resistance, thus ensuring fast boring progress.

A holder with anti-twist device is also available. The special tool geometry protects the holder from wear. For applications with different requirements, round shank bits can be used in the same holder system as an alternative to the Dragon's Tooth system.

These bits are also a part of the tried and proven Betek product line.

Thanks to the optimal interaction of holders and tools with anti-twist devices, the Dragon's Tooth systems ensure that civil engineering projects do not come to a halt.



The extensive Betek tool line for civil engineering also includes bits for augers, flat teeth, casing crowns for drilling pipes, pilot bits and tungsten carbide weld-on teeth.



> The new Betek Toolbox

An amazing box!

The tried and proven Betek Toolbox is available in business colours and in a high-quality Corporate Design look with an intricately embossed company logo, aesthetic design and ... no way of making pirate copies!



> Betek suppliers' day 2007

In late March, a suppliers' day took place for the first time ever in the Betek offices to which the representatives of all important suppliers were invited. The main aims of the event were to present Betek's future scenarios and visions as well as highlighting the essential developments and innovations for the coming year so that everyone can get ahead together.

Integral parts of the event were collective and open discussion and the reciprocal making of acquaintances between ancillary industries in order to create a basis for synergies and for even closer cooperation.

Furthermore, there were several informative lectures given by internal and guest lecturers, a corporate factory tour and, last but not least, the biggest highlight which was a gala evening dinner true to the Middle Ages on the programme.

Betek suppliers' days will be held regularly in the future.



> Trend: Geothermal mining

New opportunities for Betek: A new trend is currently emerging in the geothermology sector (geothermal mining). Novel drilling procedures make the use of geothermal heat as an alternative energy source easier. The heat is brought to the surface via pipe systems which can be positioned vertically, at a slant or also horizontally. In the last year, more than 28,000 new systems were installed in Germany, an increase of 115% in comparison to the previous year. For the coming years, there is also huge potential for growth emerging which is good news because Betek provides an extensive product line of tools for the most varying of civil engineering applications.



> Hello and greetings!



A huge thank you to the Bauma trade fair team from Betek's Swiss representatives BAZ Schweiz. In early June, the team was invited on a surprise trip to Switzerland during which a tour of an historic lignite mine and museum was taken. Equipped with helmets, they proceeded through the complex and at times very narrow gallery system in the mining train. During a conducted tour and presentation, they learned all kinds of interesting facts and details about the lives of the miners. The whole day was a fantastic and unforgettable experience for everyone.

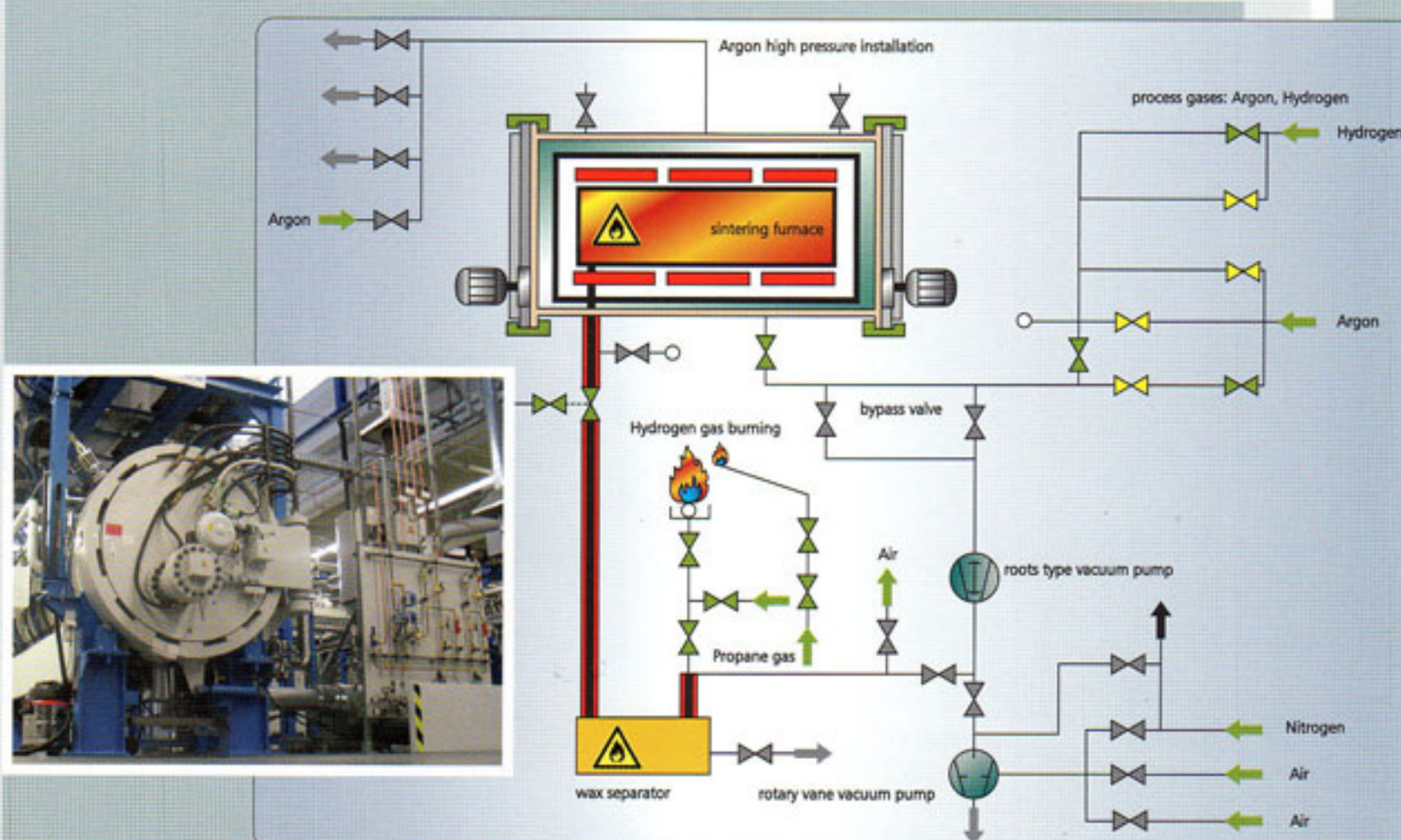
> Market information: Barat sold

Around the middle of June, the sale of Barat Carbide Holding GmbH was made public in media reports. The company had belonged to the investment group EQUITA for approximately two years. The ELEMENT SIX group of



companies is now taking over the company. Barat Carbide is a manufacturer of tungsten carbide equipped tools and one of Betek's competitors.

> Betek Production: Investment in new sintering facilities



Within Betek, there will be significant upgrading of sintering technology in 2007. A new sinter HIP facility with a large capacity was installed this spring and has already been operational for some weeks and another will be added during the second half of 2007.

With the help of both of these large facilities, we are optimally equipped to be able to produce our tools for you in an even shorter time at an even higher level of quality.

> New from Betek R&D: Own Rapid Prototyping System



For a short time, the Betek design department has had its own 3D printer at its disposal with which three-dimensional product models and tool prototypes can be constructed in the shortest space of time from the CAD work station using a Rapid Prototyping procedure. Using samples and models from the 3D printer, we will be able to react with more flexibility to the wishes and requests of our customers and to further enhance our technological advances.

> The new Betek catalogue: You simply must have it!

The new Betek product catalogue is here! The 2007 edition is full to the brim with information on the Betek product line and includes also technical information. The entire line has been expanded by adding numerous new products which are described in detail. Our catalogue is available in the following languages: German, English, French, Italian, Polish and Russian.

To order, contact: info@betek.de



> Now online: Betek Login and Betek careers page



New on the www: We have added a new login area for our customers with an individual jobs and careers page to the Betek homepage. Within the login area, design drawings and technical details can be quickly and easily retrieved. You can receive your password upon request. Our careers pages contain current job advertisements and a wealth of background information. Visit us at www.betek.de

> Betek internal news

> Twice the recruitment for the Betek sales team

Fabian Seifried, 26, industrial sales representative, has worked for the Betek sales team since 01 February 2007. He has gained previous experience in industry and service enterprises.



Silvia Dold, 23, has been employed as a sales assistant with Betek since 01 June. This wholesale and foreign trade salesperson was previously employed by a services company.

We wish our new colleagues great success and enjoyment in their new jobs!



> NEWS from the SIMON GROUP

JAMS job fair: The SIMON Group presents skilled jobs to school pupils

On 11 and 12 May, the municipality of Schramberg invited companies to the "JAMS – Jobs and more" job information fair. The SIMON group of companies was present along with 30 other local companies, as in previous years. The visitors to the fair, such as school groups, teachers and also whole families, were brought closer to the world of skilled jobs through presentations, informational brochures and, above all, personal conversations.

An extensive range of presentations on different subjects such as help with job applications and the concept of job trends was run parallel. All SIMON companies were present at a stand frequently visited by interested parties. There they presented the typical skilled jobs at SIMON such as technical draughtsperson, surface coater, industrial mechanic, tool designer and also commercially skilled jobs.

The individual SIMON companies, the products and their wide ranges of use were presented with gusto by the personnel and training team and of course by the trainees themselves.

The SIMON group is currently training 20 young people.



A super team: The SIMON training manager Harald Arndt (2nd from front left) and staff manager Gerold Klausmann (right) received fantastic support from the trainees at the stand.



> Imprint

Published by:

Betek Bergbau- und Hartmetalltechnik
Karl-Heinz Simon GmbH & Co. KG

P.O. Box 1164, D-78731 Aichhalden

Phone: +49 (0) 74 22 / 565-0

Fax: +49 (0) 74 22 / 565-122

E-Mail: info@betek.de
<http://www.betek.de>

Editorial staff: Anne-Christine Jahnke

Responsible in the context of press law:
Karl Kammerer