

BETEK NEWS

Progress!



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I EDITORIAL

Dear Betek Partner,
Dear Readers,

Bauma is not just a specialist trade fair – it is the focal point for the industry that both exhibitors and visitors look forward to excitedly every three years. Munich then becomes the hub of the world, and we at Betek enjoy being in the thick of it, of course. It is simply enjoyable and motivating to interface with pleasant, interested and interesting people from all over the world. This experience alone achieved progress – and we also like to use the trade fair to personally thank people for their outstanding cooperation.

My thanks go to everyone who has contributed to the success of Betek. At bauma, this also included the Munich customs office and the bauma trade fair management (see page 3). However, our gratitude also extends to our employees, our system partners with whom we maintain contact with users, and many other business partners. These also include service providers and suppliers who help us to implement ideas and innovations quickly. Which is one of our particular strengths.

There is a quotation that says: "Innovation = when the market shouts 'Hurray'". We experience precisely this kind of enthusiasm time and time again, which motivates us to continue making progress, of course. In this issue, the articles about the XR bit series (pages 12/13) and the Tung-Studs (pages 8/9) will explain to you how intensive research and development and close collaboration with users on site are

resulting in innovation and success on the market. Fingers crossed, this means that we have not been affected by the crisis that has taken place in recent months. On the one hand, this is because we are active in important areas such as the infrastructure and recycling, for which there is considerable demand in many companies, and on the other hand clever plant operators and purchasers are aware that our high-quality tungsten carbide wear parts have their price, but make up for it many times over by having a long service life and low wear. Ultimately, money is saved and the machine operators on site are significantly more motivated thanks to minimised wear. "Progress" also relates to business management and on-site performance. Examples of this can be found in our reports from America (pages 6/7) and the insight into agricultural wear parts on pages 10/11.

A topic that is somewhat worrying at the moment is raw material procurement. It is clearly evident that developing countries such as China and India are looking for raw materials all over the world and are driving demand, which ultimately leads to delivery bottlenecks and price increases. This is already having an effect on the prices and delivery times for our most important primary products – tungsten, cobalt and steel. Even though we are managing to maintain our prices at present, it would be advisable to consider this when calculating long-term projects.

Anyone who has never had the opportunity to see Betek at bauma or elsewhere now has the chance to do so from the comfort of their armchair. We are pleased to announce that news channel N 24 is including Betek in its programme about companies from the Black Forest area. See for yourself – on 12th October at 19:55 on N 24.

I would also like to give you an interesting insight into our world with this issue of Betek News. As you can see, we use our guiding principle of "Progress" as a daily challenge – "Progress" is the motto that motivates us – and the best way of achieving this is together with you.

Best regards,
Yours,

Karl Kammerer

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

Betek on the television



On Tuesday, 12th October 2010 at 19:55, N24 is reporting about companies from the Black Forest area. Also featuring: Betek. Therefore, it's worth switching the TV on. N24 on 12th October at 19:55.

PUTTING A STOP TO PRODUCT PIRACY

CUSTOMS CONFISCATES PIRATE COPIES

Success is soon followed by copycats: Betek quality products from the Black Forest region have already been copied several times, and Betek has successfully defended itself against product piracy. However, a walk around bauma suffices to show that sitting on our laurels is not an option.



Several foreign providers were exhibiting copies of Betek products. Together with the customs authority, the customs investigations office and a patent lawyer, the companies who were affected pulled out all the stops (Betek and Wirtgen cooperated in this matter). The operation at bauma was well prepared and appropriately effective. Once the employees had examined the products from various exhibitors and discovered product copies, the Munich customs investigation office took charge. Result: the customs authority paid these exhibitors a visit and confiscated the goods.

The product piracy was nipped in the bud at the trade fair before the providers had the chance to deceive any more visitors. Betek managing director Karl Kammerer advocates actions against product piracy: "It was time to make the rules of the game dear to the newcomers to the market. We have the trade fair management and the customs office to thank for being able to take action against the copycats, most of whom were from China. The operation was successfully carried out in outstanding fashion".

Many of the Chinese exhibitors had nothing left to exhibit after the visit from the customs investigation office: the copies of the Betek products and the brochures were boxed up and taken away.



They shot themselves in the foot with their tools: product pirates who copied Betek tools had to pack up again at the trade fair. Karl Kammerer: "This operation was not just for own protection, but also to protect our customers. After all, only original Betek tools from the Black Forest region are extremely efficient and high quality - and users should be able to

MASTERS OF CONSTRUCTION SITE MAKE PILGRIMAGE TO MUNICH

THE CONSTRUCTION WORLD VISITS BETEK



Bauma is the international specialist trade fair for construction machinery, construction material machinery, mining machinery, construction vehicles and equipment, and is taking place for the 30th time in Munich from 15th to 20th April 2013.

bauma 2010

You will never see so many construction machines on a building site: Bauma turns Munich into the construction machinery Mecca every three years. The globally leading trade fair tempted 415,000 visitors from 200 countries and 3150 exhibitors from 53 countries to Munich.

The destination of the "masters of the construction site" was clear: They were making a pilgrimage to the Betek trade fair stand, where they were joyfully greeted by the Betek team. Betek was host to the construction world. You can only meet so many construction experts at bauma. With a cool drink and a snack, the visitors took the opportunity to talk to the Betek employees in a relaxed atmosphere. They talked shop, made inquiries, explained things and discussed unusual building sites and applications. Karl Kammerer, Betek CEO: "We showed our performance capability and our innovative power at bauma. Visitors quickly realise that tools and tool systems are our specialty, and that we do not carry a "vendor's tray" like many other companies. The countless discussions with our "masters of the construction site" at the trade fair are priceless. Here we find out where the main applications are, and which new challenges our customers are experiencing. The full range of uses of our tungsten carbide tools is discussed. Of course, the ash cloud affected the international nature of our visitors. Many business partners from North America and Australia were not able to attend. Nevertheless, bauma was successful for us, and our new products were well received".



Betek presented its full range of products in Munich, which provides tool systems for more than 10 application areas. The emphasis is on road construction, civil engineering, the recycling industry as well as mining and tunnelling.

There is good reason why the hopes of the industry all over the world are on the leading trade fair in Munich. A representative exhibitor survey by TNS Infratest shows that as a globally leading trade fair, bauma 2010 has marked a change of atmosphere after a year of crisis in 2009. Almost half of the exhibitors expect an improvement in the development of the economic situation in the future.

The "masters of the construction site" get together: The Betek trade fair stand in hall C3 was a popular destination for trade fair visitors.



PROBLEM AND SOLUTION?

The lucky winners of the five digital cameras in our bauma 2010 competition have been drawn by Ines Kirgus and Ewald Staiger. The winners are: Martin Michler, 82141 Emmering; Epprecht Jamer, CH-8307 Effretikon, Switzerland; Fatma Gräberger, 75323 Bad Wildbad; René Rothärmel, 87733 Markt Rettenbach; Hagen Möller, 98597 Breitungen.



PRACTICAL TESTS IN AMERICA

THE BIT THAT IS A "PSEUDO-PIGGY BANK": BKS151 SAVES \$40,500

Dealing with facts without heroics – this can apply to the solid Swabian way of life, but can also be used to describe the practical tests that Betek continuously carries out all over the world and in all possible usage areas. Of course, this is always done in close collaboration with system partners and customers, who often struggle to hold back their enthusiasm and amazement. It was no different when two practical tests took place in the United States a few weeks ago. The Betek employees from American-based Betek Tools Inc, Jeff Miller and Hannes Redman, have two good examples:



Twice the distance in coal mining

Mining coal underground is a hard, dusty operation. The North River Mine belongs to Chevron, the second largest power company in the USA. Coal is mined using a long wall shearer in Berry, Alabama. Betek employee Hannes Redman and on-site partner Chris Denry from RM Wilson tested the everyday deployment of the Betek BSR177 bit in comparison with competitor bits. A shearer equipped with Betek tools covered twice the distance. Of course, the users were amazed by this result and the homogeneous wear pattern that was present after 19 sections through the coal face, part of

which was permeated with sandstone. The mining companies have great hopes for another Betek project that is currently in progress – bits with which large pieces of coal can be broken out of the face, which does not only produce better coal quality, but also generates significantly less small material, which is an effective means of reducing the amount of unavoidable dust generation. Betek research and development is operating at full speed, and the next practical test is a near-certainty ...



BKS151 saves \$40,500 on a single job

The dollar signs were literally flashing in the eyes of Shawn Johnson of CA Johnson after completing the tool comparison tests on the "Iron-Wolf-Miner" with Betek employee Jeff Miller. The "Iron-Wolf-Miner" is used to mine oil sands. The Betek BKS151 provided outstanding performance in comparison with several competitor bits. Johnson: "It is unbelievable how sharp they remain, and the tungsten carbide/steel compound is unique". The figures speak volumes: compared to the competitor tools, the use of the BKS151 bit would save \$2700 per day, and \$40,500 dollars over the entire job!

WELCOME BETEK TOOLS INC.



"Yes, we can!" – Barack Obama's election campaign slogan can also be used to describe Betek's philosophy – and sales manager Ewald Staiger even goes a step further: "Yes, we will and we can!" Setting our sights on conquering the American market – this is why Betek established its first sales branch in the USA this year. The company is known as Betek Tools Inc. and is based in Buford, Georgia. Hannes Redman and Jeff Miller represent the Aichhalden company in the field in the land of unlimited opportunities. Betek has been active in America since the 1990's. The main focus of the sales office is in mining and trench cutting. The tools for these areas are in considerable demand in the States. The markets can be dealt with more efficiently and quickly than before due to the Betek central warehouse. Sales manager Ewald Staiger: "We are in a better position than ever to react quickly. Everything that our customers need for mining and trench cutting is stocked in Buford. This means speed and flexibility by means of sensible delivery times. Hannes Redman and Jeff Miller also provide outstanding service".

The first Betek branch in America has been established: Lawyer Russell Hopkins and Betek sales manager Ewald Staiger at the contract signing in Aichhalden.



TungStuds

VERSATILITY IS WHAT MAKES THIS A TOP PRODUCT

Lack of wear protection used to lead to higher maintenance costs, or expensive plant failures. With its new wear protection bolts, known as TungStuds, Betek has brought a small revolution onto the market. The solution is simple and effective – which has also been confirmed by the first major deployment on a building site in the Netherlands, among other things.



Equipping the main areas of the cutting wheels of a diaphragm wall cutter with TungStuds will reduce the amount of wear considerably. This increases operating times, and maintenance costs are low.

Wear protection is a major issue wherever abrasive materials are being transported and processed. For example, in devices for acquiring and preparing abrasive materials such as gravel, sand, ore or coal. Dutch civil engineering company the Hoffmann Groep used TungStuds on a large building site where 1800m³ of material had already been cut. The diaphragm wall cutter made by bit manufacturer TEC mainly had to

deal with sandy soil. Betek product manager Pascal Detemple, who initiated the project together with Klaus Melchior Industriervertretung GmbH, describes the procedure: We only equipped the outer three fins of each of the four diaphragm wall cutter's cutting wheels, and made unbelievable progress".

Ralf Geisen, project leader of the Hoffmann Groep, is also impressed: "Using TungStuds has certainly paid off. They provide extremely reliable wear protection".



Betek does not make a secret of the wear protection solution. Pascal Detemple: "We use tungsten carbide for the wear protection bolts, just like we do for our tools. Only the purest raw materials come into question for the tungsten carbide – we do not use recycled material. Thanks to their tungsten carbide core, Betek TungStuds can withstand the most extreme of conditions. This is because we adapt the use of TungStuds exactly to the wear problem". The plant operators reap the rewards of this, of course. Their profits are increased because of longer machinery / plant operating times and lower operating, maintenance and servicing costs. For the Dutch

Hoffmann Groep, this initial deployment was the proof that effective wear protection guaranteed "progress" – and not only are profits up, but the motivation of machinery and plant operators on site has been increased. Betek product manager Pascal Detemple looks optimistically to the future: "Versatility is what makes this a top product. The usage areas are endless – from excavator shovel wear and corrosion protection to auger bore protection. The TungStuds are simple and effective to use. They can also be used on irregular surfaces and are quickly welded on or replaced".



The TungStuds, which have a tungsten carbide core, come into contact with the transported material first and are subjected to extreme abrasion. As well as the wear protection provided by the TungStuds, the material that is packed between them also acts as a buffer.

The Hoffmann Groep from Beek en Donk in Holland is an established civil engineering company. More than 25 years ago, Winny Hoffmann literally built her company up from nothing, and now operates in Holland, Germany, Belgium and Northern France. In 2006, company founder Winny Hoffmann (you can still count the number of females in this profession on one hand) was awarded the "Best Entrepreneurs Vision" trophy in Holland as entrepreneur of the year for her outstanding entrepreneurial performance and her forward-looking company management. Betek is proud of the successful partnership and is looking forward to continued successful collaboration.



It takes less than a second to weld on a TungStud. The space between the TungStuds fills up with transported material during mining and provides additional wear protection over a wide area, which is known as the Rock Box Effect.



REVOLUTIONARY TINES

SOLVING PROBLEMS IN AGRICULTURAL WEAR PARTS WITH NEW ANGULAR TUNGSTEN CARBIDE

"Wow – it looks like the Dorset Tiger!" – when English farmer James Tory uttered this enthusiastic exclamation on the occasion of a product test, he also coined the product name for the new Betek chisel plough tip from one of the world's leading agricultural equipment manufacturers, Kverneland: the "Dorset Tiger". The success is achieved by a newly-developed angular tungsten carbide from Betek, which is particularly beneficial in agricultural wear parts.



The person responsible for agricultural wear parts at Betek, Florian Smeets, formulated the target of the new development: "Steel body wear that is too high in relation to tungsten carbide wear or substandard tungsten carbide and brazed joint quality have always been the order of the day in our competitors' tungsten carbide tools in agricultural wear parts. However, we can minimise this wear effect on the steel parts of the machine with the new angular tungsten carbide from Betek. As far as brazed joints and tungsten carbide quality are concerned, Betek

is the leader. The goal of having a balance between tungsten carbide and steel body wear is achieved with the new angular tungsten carbide from Betek. Farmers can therefore solve problems in the quality, time and costs areas".

The material has been thoroughly tested in both England and Switzerland. Flint in the form of large irregularly shaped stones or slabs is frequently found in the county of Dorset in south-west England. The stress on the cultivator tines, particularly the tungsten carbide, is the-

refore considerable. Farmers have been suitably delighted with the extremely good result. The "Dorset Tiger" has now also multiplied the service life compared to conventional steel tools by a factor of between four and eight in England (depending on the type of soil, the moisture content, the machine type, the working speed, the working depth, the machine width and the attachment position).



The soil contains a considerable amount of flint in Dorset/south-west England: The battle against rapid wear in agricultural wear parts is succeeding with the "Dorset Tiger".

A private contractor from Switzerland also experienced the same thing. Bernhard Kappeler has been battling against the extremely stony and abrasive soil in the Berner Hinterland with tremendous circular harrow tine wear for a considerable time. However, his everyday working life looks quite different with the new angular tungsten carbide tines from Betek. Kappeler: "The angular shape of the tungsten carbide in combination with an extremely tough type of tungsten carbide ensures that the tines themselves withstand the extremely impact stresses caused by the high stone content. For the first time we have been able to actually make use of the advantages of using tungsten carbide in Switzerland. Tungsten carbide breakages and losses because of poor soldering occurred continuously in all competitor tines. The circular harrow tines developed by Betek are a milestone for us, and a small revolution".

For cultivators and circular harrows, in practice this means no wear-related adjustment of the depth guide, time and cost saving because of fewer plough changes and improved penetration and less pulling force requirement due to the cutting edges being permanently sharp. Betek is currently also testing angular tungsten carbide on ploughshares and plough tips. The angular tungsten carbide was registered for patent quite some time ago, says Florian Smeets. Smeets: "Of course, we are impatiently waiting for the



Even the experts are amazed: quality, time and cost benefits are being reaped by farmers in soil processing by using Betek angular tungsten carbide tools for agricultural wear parts. From left to right: Arnold Furre, Laboratory Manager, Kverneland; Richard Bennett, Parts Marketing Manager Kverneland UK, Phil Vickery (front right), Key Account Manager Kverneland and Farmer James Tory (rear right).



Bernhard Kappeler from Switzerland uses the tremendous advantages of the new Betek angular tungsten carbide for the financial success of his contracting company.



INTENSIVE RESEARCH AND DEVELOPMENT

XR BITS PROVIDE LONGER SERVICE AND LOWER COSTS

With the innovative XR tungsten carbide tool range, which was developed together with system partner WIRTGEN and is specially tailored to soil stabilization and cold recycling applications, Betek is setting new standards for the durability and cost-effectiveness of wearing tools.



Soil stabilizers use binding materials such as lime or cement to convert difficult substrata into ground that is suitable for constructing roads and for other building projects. Cold recycling involves cutting up, crushing, remixing and immediately relaying an existing road surface – all in a single work operation. The demands that are made of the tungsten carbide tools installed in both type of machine are extremely formidable and special. The best available solution at pre-

sent essentially comprises bits that consist of a steel body with soldered-on tungsten carbide tips and a relatively thin wearing disk.

New tool design and new material combination.

For the first time, Betek has now come up with a range of bits known as XR, which has been tailored to both applications and sets itself apart due to the new tool design, different method of operation and new material combination. The material properties of "maximum toughness and maximum hardness" of the tools have been optimally tailored to the applications by means of new procedural steps during manufacture. A new material alloy for optimising bit performance has been used for the first time. The

design of the tool components is also new: the cutting head has a shape that is matched to the application, and a holder protection component that rotates during use has been added. Wearing disks have been dispersed with completely

XR developed for stabilization and cold recycling

In the stabilization and cold recycling applications, the tungsten carbide bit in the tools that are used wears in the majority of cases, as does the steel body. This results in holder systems in which the tools are no longer properly seated and therefore do not work as well. Considerable holder wear can even cause the tools to fall out, rendering the holders unusable and meaning that the entire bit/holder system has to be replaced. The XR range of bits has therefore been provided with special protective characteristics: The solid design of the rotating cone that is fitted to the bit body causes the tungsten carbide cutter and also the steel body to wear more evenly. The conical shape acts as additional protection for the holder. The heavier weight of the cone (in comparison to a wearing disk) improves the rotating behaviour. Both the solid cone on the bit body and the entire tool in the holder rotate. The tools therefore operate much more effectively than standard tools. The XR tools wear much more evenly along their diameter and length, and the tools last a great deal longer without breaking. Since the cone in the XR series is made from a material that is considerably more hard-wearing than the bit head in a standard bit, even if the entire tungsten carbide

cutter is lost due to striking a boulder, the holder is protected for longer.

Easy handling and lower operating costs

On the job site this means that maintenance and changing the round shank bit are considerably easier for the machine operator: The XR bits do not need inspecting and replacing as often because of their longer service life. Downtimes are short and building sites can be wound up sooner. As a result, the cutting company mainly cuts down its operating costs because of the longer service life of the XR bits. The clamping sleeve that holds the bit in the holder is pretensioned by the wearing cone so that the XR bits can be installed by the machine operator in a way that is easier and takes less effort. Only when the bit is properly seated in the holder hole does the sleeve open and takes over its retaining function.

Betek puts great value on universal usability. Dr. Wolfgang Strelsky, research and development manager at Betek: "The XR bits are the result of intensive research and development. In

order to fulfil the different requirements of building sites all over the world, we have developed a complete range of bits with four different models that fulfils the entire bandwidth of requirements from loose and soft soil to the hardest of stony substrata".





REINFORCED BITS

THE HARD WAY: IRON ORE MINING IN AUSTRALIA

In order to mine iron ore, tungsten carbide wearing tools of the highest quality are required – such as Betek reinforced bits that cope with the wear caused by hard minerals.



Reinforced bits are mainly used in tunnel construction, iron ore mining and coal mining. They have long service lives and maximum wear resistance.

The mining of natural resources such as coal, iron ore and other minerals has been an important part of Australia's history. The resources are massive, and the mined quantities are appropriately extensive – Australian mines produce up to 180 million tons of iron ore per annum. A large order from Australia has reinforced bit production at Betek in Aichhalden running flat out. The miners from the other continent are doing things the hard way – mining with specially reinforced bits from the Black Forest region.

The third plasma reinforcing system with special robot handling is operating at full speed in order to reinforce the Betek bits. The process that is used to reinforce the Betek bits is as follows:

In plasma powder build-up welding, a metal powder is melted in a plasma arc and applied to the Betek bit. Different material combinations with different characteristics can be used depending on requirements. Klaus Weißer, who is responsible for this technology: "This process is technically complex. A considerable amount of know-how and experience is required in order to achieve proper reinforcement. Our plasma reinforcing systems including robot handling have been developed in-house. We achieve a much longer service life using this extraordinary wear protection.

Another effect is that fewer sparks are generated during coal mining using these bits. The users appreciate this, since it reduces the risk of gas explosions considerably".



The Betek bits are reinforced using an alloy that has been specially tailored to the high-quality Betek tungsten carbide. This gives them their maximum wear protection.



+++ WELCOME ON BOARD! +++ WELCOME TO AICHHALDEN! +++



Mr. Bernhard Zimmermann from Oberndorf has been the managing director of the Simon group of companies since 23rd August. Before this he was working managing as director in different companies of the Swedish ASSA ABLOY group for 15 years.



Industrial business management assistant **Anja Benner** from Seedorf has just joined Betek and has been working in the materials management team since 2nd August.



Baris Irmak from Schramberg (BBA) has worked for Betek since 1st July and is a member of the Product Management team. He is also doing an extra-occupational postgraduate course in "Master of Science in International Management" at the Steinbeis University in Berlin.



Office clerk **Ines Kirgus** from Schiltach has just joined Betek and has been assisting the sales department since 1st February.



Administration specialist and Bachelor of Business Administration and Operations **Boris Wagenhofer** has worked for the Simon group since 2005. To date he has worked as an operator in the galvanizing department. He has been working in the Logistics area since 5th July.



Qualified industrial engineer **Markus Klausmann** from Schramberg has been working as a design engineer in the construction and development department at Betek since 11th January.



Industrial business management assistant **Timo Wilhelm** from Aichhalden has been working in the Betek sales team since 1st June. Previously he worked in the sales department at Trumpf Laser and System Technology in Ditzingen.



Manuel Much from Schramberg is a Bachelor of Science in the field of mechanical engineering, and joined the tungsten carbide department as a design engineer on 1st June.



GUEST AT THE WIRTGEN FOOTBALL TOURNAMENT

PUTTING A ROUND BALL INTO A SQUARE HOLE ...



Betek employee and casual footballer Florian Haag competes for the ball. As a member in the Simon group of companies, Betek played in blue and white striped Simon kit at the Reinhard Wirtgen memorial tournament.



The Betek team at the Wirtgen tournament: rear left to right: Advisor Bernhard Moosmann, Daniel Wöhrstein, Heiko Friederichs, Franz Arnold, Daniel Szekely, Sebastian Penalver. front left to right: Florian Haag, Timo Wilhelm, Pascal Möller



In June, ten Betek employees played in the Reinhard Wirtgen memorial tournament, to which the company is invited every year by the Wirtgen Group. Twelve company football teams competed in a sporting and fair way for attractive cups and prizes that were sponsored by Wirtgen. Of course, socialising was also high on the menu. Alexander Markstädter, employee in the Controlling area at Betek about the Aichhalden team: "We had a good team and everyone played well together. We didn't have much luck, through ..." The eight players from the Black Forest region achieved 10th place. It was all good fun, and the hobby footballers are already looking forward to next year's tournament.

Wirtgen managing director Stefan Wirtgen congratulated Betek top scorer Pascal Möller, who scored six goals during the tournament.

PHOTO CREDITS

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