



An Integrated Strategy for the Steel Mill

Quaker products and services add value at every step.



**A CUSTOM APPROACH PLUS PROVEN TECHNOLOGY CAN BRING YOU
THE LOWEST BOTTOM-LINE COST.**

- More than 75 years of leadership in process lubricants
- Products formulated for advantages at your mill locations
- Global experts available to optimize each operation
- Management services to ensure productivity, quality, and safety



It's what's inside that counts.™

An integrated strategy for the steel mill.

Since the 1930's, Quaker has been a major supplier of lubricants and other chemicals to the steel industry. As the industry has grown and changed, we've been a part of it. We solve problems, save costs, and improve quality in every step of the process—in plants around the world.

Now we've created a completely integrated program of products and services for the steel mill—from end to end. That means that the lubricant for one step is formulated for the most cost-efficient and effective impact on the next step. The cleaners are formulated with a deep understanding of the lubricants. Corrosion preventives work precisely with the chemicals in the steel plant—and in the first processes of the industry for which the steel is intended.

Further, we offer fire resistant hydraulic fluids and compatible lubricants for all the equipment, plus a range of management services that can actually guarantee improvements in cost and quality.

Products formulated for advantages at your mill locations.

We understand that the conditions and demands of each plant's specific equipment, systems, and end products are different. So we plan and formulate to meet the challenges each plant faces.

We also understand that today's global corporations need tight control of their purchasing and product specification. So we offer global product lines that can be tailored to each plant, supported by a global organization and information infrastructure.



Global experts available to optimize each operation.

All of our knowledge can be accessed by any of our R&D and field technical associates any time through a worldwide knowledge-sharing system. So we can solve customer process problems quickly, efficiently, and with answers that provide real value.

We have significant experience in application, and a deep working understanding of the installed base of equipment as well. In fact, we design, manufacture, install and operate application equipment to optimize the process, chemical use and product quality.

Management services to ensure productivity, quality, and safety.

Our proprietary chemical management services program, Quaker Management ServicesSM (QMSSM), is informed by our integrated strategy for steel manufacturing. A QMS team at a customer plant applies our knowledge, our products, and our

global information infrastructure to deliver the level of service required.

QMS is available in four different levels of integration:

1. Chemical procurement:

Assuming responsibility for inventory of process chemicals, placing orders, ensuring delivery, inspection upon delivery, and controlling inventory—resulting in labor and cost savings.

2. Environmental tracking:

Leveraging our expertise and proprietary software to ensure environmental compliance, product stewardship, and health and safety concerns—revealing and controlling hidden costs.

3. Process monitoring:

Using on-site experts together with customer plant staff to optimize processes, capture data, and analyze results—helping to reduce costs and improve performance.

4. Leveraging improvements:

Becoming a true partnership, with services such as benchmarking of best practices and associated costs per unit, as well as R&D for process improvement—and guaranteeing results.

New approaches to the lowest bottom line cost.

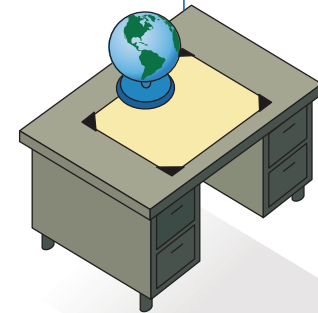
Quaker is working constantly to improve its products and services, and to increase the value delivered to customers.

To learn more about Quaker, visit www.quakerchem.com

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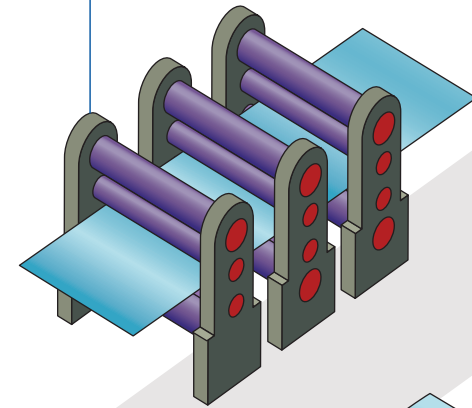
MANAGEMENT SERVICES

- **Chemical procurement:** for labor and cost savings.
- **Environmental tracking and reporting:** to reveal and control hidden costs.
- **Process monitoring and control:** to reduce costs and improve performance.
- **Leveraging improvements:** to deliver guaranteed results.



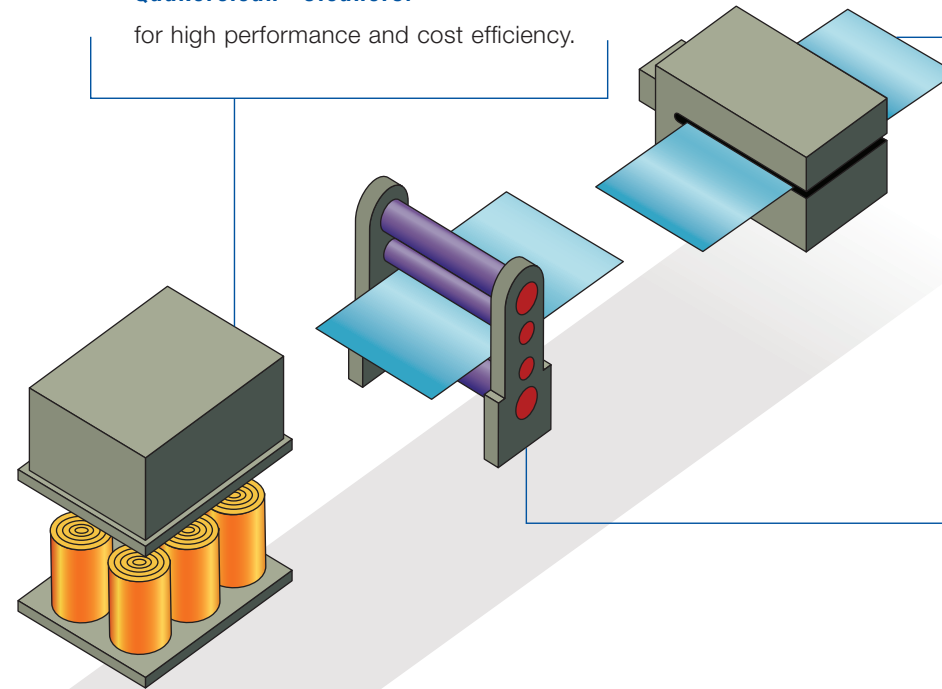
COLD ROLLING MILL

- **Quakerol® Rolling Oil:** for increased productivity and improved quality.
- **Quintolubric® Hydraulic Fluids:** for optimum protection, efficiency and compatibility.



ANNEALING

- **Quakerclean® Cleaners:** for high performance and cost efficiency.



OILER

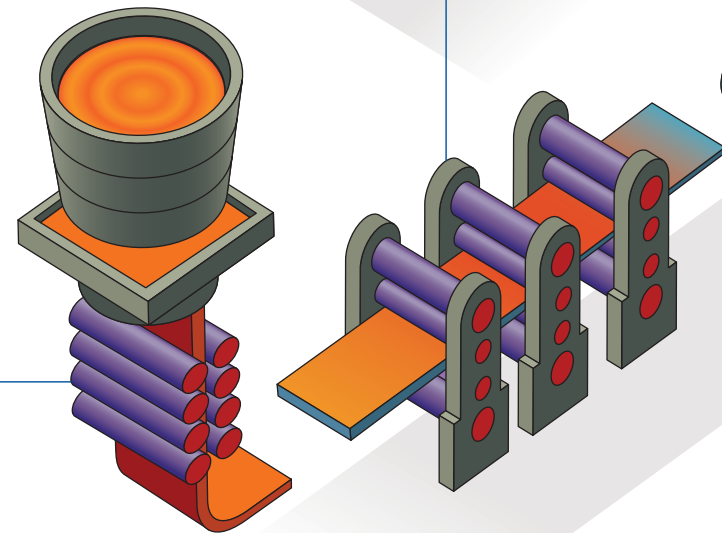
- **Ferrocote® Corrosion Preventive and Mill Applied Lubricant:** for advanced protection and downstream compatibility.
- **Drycote® dry film lubricant:** corrosion protection plus downstream stamping lubrication.

TEMPER MILL

- **Qwerl® Wet Temper Fluid:** for increased productivity and improved quality.
- **Ferrocote® Corrosion Preventive:** for advanced protection and downstream compatibility.

HOT ROLLING MILL

- **Quakerol® HB Series:** improves quality and productivity, power consumption, and maintenance.
- **Quintolubric® Fire Resistant Hydraulic Fluids:** for optimum protection and efficiency.



PICKLE LINE

- **Quakerol® Pickle Oil:** for increased productivity and improved quality.

TIN PLATING LINE

- **Quakerclean® Cleaners:** for high performance and cost efficiency.

TIN ROLLING MILL

- **Quakerol® Rolling Oil:** for increased productivity and improved quality in tandem and double cold reduction mills.
- **Tinnol® Rolling Oil:** for excellent performance in direct applications.

SLAB CASTER

- **Quintolubric® Fire Resistant Hydraulic Fluids:** for optimum protection and efficiency.

Quaker delivers everywhere the most effective products and services, for the lowest bottom-line cost, with the greatest care.

Every day we help you make progress towards your goals—for quality, performance, and safety. We do it by drawing on nearly 100 years of experience, by bringing the best of our expertise from all around the world, by developing advantaged products and services, and by maintaining concern for the environment.



It's what's inside that counts.™

For more information: www.quakerchem.com