

# Steel Industry. Answering Your Questions.



## Just the facts please:

- Founded **1918**
- More than **75** years in the steel industry
- Listed **NYSE**
- Net Sales **\$545.6** million
- **1,498** associates
- **\$14.6** million investment in R&D 2007
- Global organization focused **100%** on process chemicals and services

## What businesses are we in?

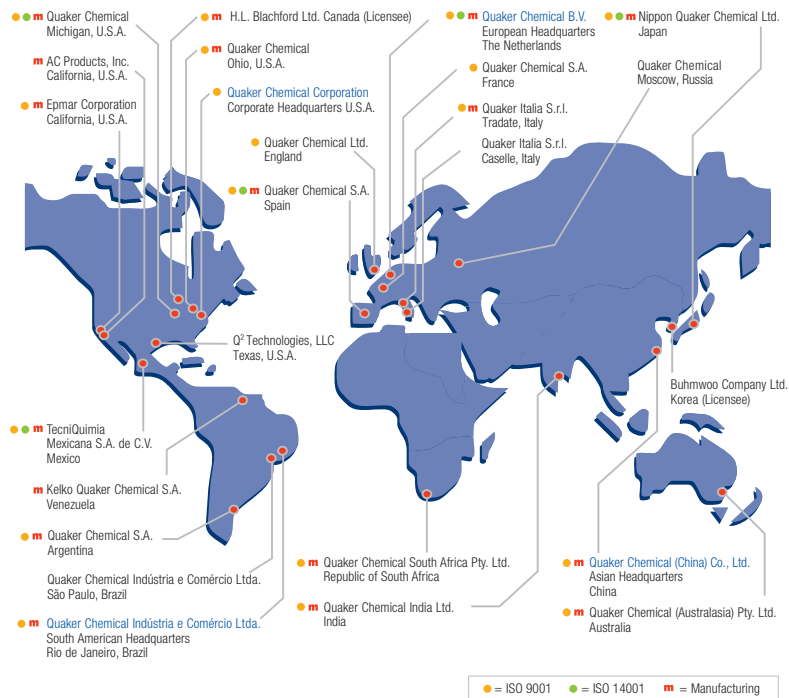
- Automotive
- Steel
- Aluminum
- Fluid Power
- Metalworking
- Coatings
- Mining
- Management Services

## So, why should I work with Quaker?

- Lower total costs, increased productivity and improved quality
- An integrated, studied and custom-formulated program of unique lubricant and coating products
- Concentrated management services
- Shared goals and mutual progress
- Freedom to focus on your core activities

**Find out more at [quakerchem.com](http://quakerchem.com)**

## Where in the world are you?



## How do we fit into the steel business?

We are in the mills, worldwide.

- **Cold mills:** Quaker QUAKEROL<sup>®</sup> products are the leader in cold rolling lubrication, and are used in nearly 95 applications worldwide.
- **Hot mills:** Quaker's QUAKEROL<sup>®</sup> HB Series uses leading technology to drastically improve roll life and eliminate waste treatment concerns.
- **Temper Mills and Roll Grinding:** Quaker offers QWERL<sup>®</sup> and other products that are specifically formulated for maximum detergency and corrosion protection.
- **Corrosion Preventives:** Quaker offers DRYCOTE<sup>™</sup> and FERROCOTE<sup>®</sup>, the worldwide leader in temporary corrosion prevention and mill applied lubrication.
- **Cleaners:** Quaker's QUAKERCLEAN<sup>®</sup> products reduce coating defects and increase production speeds.
- **Fire-Resistant Hydraulic Fluids:** Quaker offers QUINTOLUBRIC<sup>®</sup> Hydraulic fluids that meet various ISO standards and are FM Approved as less hazardous. For use in hot rolling, cold rolling, steel making and slab casting applications.

## Tell me about your steel products.

### Rolling lubricants

QUAKEROL<sup>®</sup>: cold rolling, tin rolling, and the pickle line  
QUAKEROL<sup>®</sup> HB Series: hot rolling

### Corrosion Preventives

FERROCOTE<sup>®</sup>: finishing, galvanize lines, EGL, temper mill, pickle line, rewind lines, and cut-to-length lines

QUAKER DRYCOTE<sup>®</sup>: lubricant for finishing, galvanize lines, EGL, pickle line, rewind lines, and cut-to-length lines

**Cleaners** - QUAKERCLEAN<sup>®</sup>: annealing and coatings lines

**Fire-Resistant Hydraulic Fluids** - QUINTOLUBRIC<sup>®</sup>: hot rolling, slab casting, and cold rolling

## Who are our customers?

- AK STEEL
- ANSHAN
- ARCELORMITTAL
- BAOSHAN
- BLUESCOPE STEEL
- CAPITAL STEEL
- CHINA STEEL
- CORUS
- CSN
- ESSAR STEEL
- JINDAL STEEL
- MARCEGALIA
- NIPPON STEEL
- NLMK
- NUCOR STEEL
- POSCO
- SEVERSTAL
- TANGSHAN STEEL
- TATA STEEL
- TKS
- U.S. STEEL
- WUHAN STEEL CO.