



An integrated strategy – just what your steel mill needs.

THE STEEL INDUSTRY IS GETTING MORE AND MORE COMPETITIVE. It's more important than ever to ensure your operations have a competitive edge. That's why choosing Quaker makes more sense than ever. Along with every transition we've been there: solving problems, reducing costs and improving every step of the process – in plants around the world. Since the 1930's, Quaker has been a major supplier of process fluids and other chemical specialties to all of the biggest names in steel.

And now, we're bringing even more to the field. We've created a completely integrated range of products and services for the steel mill, from beginning to end. That means every fluid for each step is specifically formulated to provide cost-efficiency and maximum downstream

performance. As an example, our cleaners are formulated to remove specific rolling lubricant residues, and our corrosion preventives are formulated to work precisely with other downstream chemicals. The end result? You see improvements to your bottom line.

From fire-resistant hydraulic fluids and specialty greases to unique management services, we can actually guarantee improvements in safety, costs and quality. No one else provides the solutions we offer.



Whether it's casting, hot or cold rolling, cleaning, tempering, corrosion protection or surface treatment, Quaker has innovative, integrated process solutions and superior service to optimize your operations and increase profitability.

PRODUCTS FORMULATED TO BENEFIT YOUR MILL OPERATIONS

We know the industry. So we know each plant has different conditions and demands. That's why we plan and formulate to meet the specific challenges each customer faces.

It's also no secret that today's global corporations need tight control of their purchasing and product specifications. So we offer global product lines that can be tailored to each plant, supported by a worldwide organization and information infrastructure. That's great news for your business – you're getting the most value for your money, along with products that do more than merely get the job done.

Additionally, Quaker offers products that adhere to a wide variety of industry standards and specifications required by end users.

THE PEOPLE TO OPTIMIZE EACH OPERATION

Our on-site Associates and specialist partners have unlimited access to our knowledge through a worldwide database. So we can solve customer process problems quickly, efficiently and with answers that provide real value.

We've got the experience in application and a deep understanding of the installed base of equipment. In fact, we design, manufacture, install and operate application equipment to optimize processes, chemical use and product quality. No matter what challenges your operations face, we're there to help turn hard work into a new level of success.

KEY LEVELS OF QUAKER CHEMICAL MANAGEMENT SERVICES (QCMSSM) INTEGRATION

- » **Chemical Procurement** – Inventory, orders, delivery and inspection; resulting in labor and cost savings
- » **Environmental Tracking** – Compliance, product stewardship and health and safety diligence; revealing and controlling hidden costs
- » **Process Monitoring** – On-site experts, optimization, data capture and analysis; reducing costs and improving performance
- » **Leveraging Improvements** – Benchmarking of best practices and associated costs per unit, R&D for process improvements; guaranteeing results