

IT'S WHAT'S INSIDE THAT COUNTS.



IT'S A COMPLEX WORLD OUT THERE. Heavy industry has evolved to the point where any one production process relies on an array of operations, machinery and people. And if just one of those elements performs below its best, you're facing not only productivity losses and increased manufacturing costs but – most importantly – risks to the safety of your employees. Throw constant change into the equation, whether it's in the form of environmental regulations or the increasing globalization of the manufacturing industry, and it's easy to feel like the odds of success are stacked against you.

At Quaker, we thrive on just this type of complexity. We are experts in the development, production and application of chemical specialties, process fluids, lubricants and coatings for the manufacturing industry. We enable our customers not only to face and manage these challenges but to positively thrive in the midst of them by finding opportunities

to be more efficient – and ultimately more profitable. It's our obsession. And we achieve this through our intimate knowledge of the industries we serve and each one of the moving parts that come with it. Since 1918, we have been an integral part in the growth of the world's largest industrial companies. And to this day our experience and expertise show in the actions and dedication of our Associates worldwide.

We are different because our obsession to formulate solutions for our customers is at the heart of everything we do. You'll find it inside our chemical specialties, process fluids, lubricants and coatings, and inside our people. In fact, when you work with us, you'll see that when it comes to creating true business success, **it's what's inside that counts.**



It's what's inside our products.

Our products have become industry standards around the globe. And with over 90 years of experience, we supply a unique portfolio that makes a difference for each customer and each application; from chemical specialties to process fluids, coatings to lubricants and more.

Behind each of our products stand:

- » Continuous and extensive research and development to ensure our solutions are always cutting-edge and optimized for their purpose. And with our global business model, information is shared across industries and markets to achieve the highest standard of quality possible
- » Unique technology based on industrial process intelligence. From process fluids that can be formulated for the most cost-efficient and effective impact, to corrosion preventives and coatings that are compatible with chemicals and processes upstream and downstream
- » Partnerships with the world's leading Machine Tool Manufacturers (MTMs) based on decades of experience, to provide solutions that improve the value of their output to the final consumer
- » Formulations tailored for optimum performance for each individual customer, site and process
- » Proprietary base components. Unlike other suppliers, we synthesize some of our key raw materials in-house, allowing us to formulate many products from the ground up. That means more control over the solutions we deliver to you

Choose a solution that combines the best products with the right people to put them to work.

Choose Quaker to ensure success – so your business can thrive.



It's what's inside our people.

Our Associates leverage extensive industry knowledge and process expertise to form a unique understanding of your specific issues.

That means:

- » Global expertise provided at the local level, one-on-one with our customers to serve as a trusted partner at each step of the process
- » A business model based on global collaboration and communication to ensure only the most precise solution to our customers' business challenges
- » Quaker Chemical Management Services (QCMSSM), a unique suite of on-site programs designed to meet customer needs while focusing on the core principles of optimizing processes, reducing chemical life cycle costs, lowering risk and lessening environmental impact
- » Associates trained across functions to handle your specific needs and processes. All Associates around the globe are further supported through instant access to Quaker's technical database

EXPERIENCE THE DIFFERENCE: QUAKER CHEMICAL MANAGEMENT SERVICES (QCMSSM)

Improvement

Optimize your chemical usage. Reductions in chemical consumption and disposal of chemical waste can account for up to 80% of savings.

Value

QCMSSM staff take charge of your complete chemical systems, so your staff can focus on what matters most – bringing value to every part of your business.

Efficiency

Quaker handles it all: supply, monitoring, reporting and disposal of all chemicals used in your processes.

Responsibility

Our Associates' understanding and control of the chemicals you use reduces the risk of health, safety and environmental exposures.

GLOBAL PARTNERSHIPS

Our people are among the most committed minds in the industry. Naturally, Quaker is proud to belong to a number of organizations across the globe devoted to improving our effects on customers and the world. Some examples include:

USA The Independent Lubricant Manufacturers Association (ILMA), Society of Tribologists and Lubrication Engineers (STLE), The Society of Manufacturing Engineers (SME)

CHINA China Surface Engineering Association (CSEA)

EUROPE The Independent Union of European Lubricants Industry (UEIL), International Tube Association (ITA)

SOUTH AMERICA Instituto Tecnológico de Aeronautica (ITA)

For any market, we're focused on value. Worldwide.

Quaker is a different kind of company. For decades, we've been unrelenting in our focus on meeting your needs, especially when it comes to product performance, bottom line costs and environmental concerns. We serve various industries in every corner of the world with superior technical quality, unique expertise and unparalleled service.

Aerospace

Quaker meets and exceeds industry demands for high-performance fluids and maskant coatings to support a variety of sophisticated metal stocks and machining processes.

Aluminum

We are a leading player in the aluminum hot rolling market, serving some of the largest mills with tailored rolling products to meet unique production needs.

Automotive

From machining of car and truck engine components to stamping of body panels, we work closely with every major producer in every market of the world.

Can Making

From lubricants to cleaners, we are a global leader with custom solutions on the ground to improve efficiency at facilities, optimize front-end performance and reduce overall costs.

Foundries (Die Casting)

Our acquisition of G.W. Smith & Sons (a leader in die cast lubricants for over 70 years) now positions us as a "one-stop shop" for a complete solution to die cast needs and subsequent metalworking operations.

Machinery Manufacturing

Be it the production of industrial machinery or working directly with Machine Tool Manufacturers (MTMs), we provide solutions to improve value at all stages, from supplier to eventual customer.

Mining

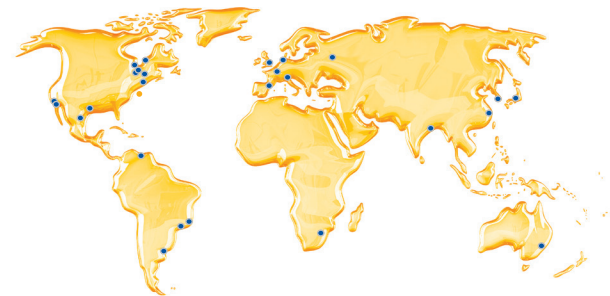
Our fluid solutions (including fire-resistant products) combined with our thorough understanding of mining technology bring safety, performance and value to a critically vital field.

Steel

Our products bring real value to over 60% of the world's cold-rolling mills: cleaner steel, faster mill speeds, increased roll life, improved corrosion resistance and lower total costs.

Tube and Pipe

We're one of the only "front to back" suppliers in the world, with the expertise, solutions and technology that can guarantee success and compatibility in both welded and seamless pipe plants.



A local partner you can depend on. Anywhere in the world.

Our staff is on the ground, on-site, in every region of the globe. That means our entire infrastructure (from R&D to manufacturing and beyond) is designed to support our customers at a local level, whether the customer is in one facility or spread across plants worldwide.

Put the right partner to work for you – at every step of the way to success. Contact Quaker today to improve your business from the inside.