

Fasteners **Kaiser** Style.

Standard and custom-made parts, special solutions





"The shortest distance between two points ... is always under construction." A sentiment that surely every driver can appreciate. But given our 40 years of experience in fastening technology, we also know that "construction sites", by which we mean time-consuming and costly repairs or even downtimes, are the result of declining quality of the materials used.

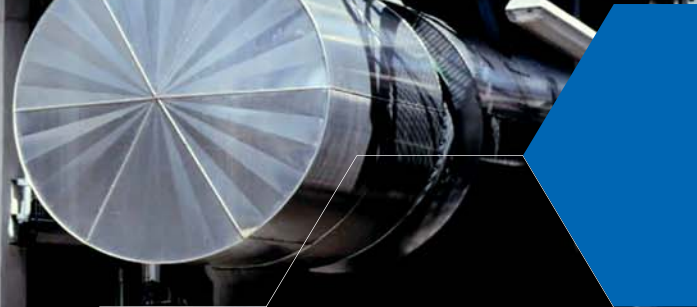
That is why, for the past 40 years, we have been delivering perfectly fitting fastening technologies and parts produced from drawings according to individual needs. This ensures the permanent stability and strength of our products. Be it in the chemical engineering, mechanical engineering, or plant and reactor technology sector – our wide range of bolts, nuts and assembly systems is in use everywhere.

The dedication and knowhow of the entire Kaiserspezial team also make us fast and flexible. With each and every employee's specialist knowledge, we make sure "construction sites" are quickly resolved before our customers ever get caught in a bottleneck.



Fasteners are our element.

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A portrait of Günter Kaiser, Chief Executive Officer, wearing a dark suit, a light blue patterned tie, and glasses. He is smiling slightly and looking towards the camera. The background is a light-colored wall with vertical lines.

Günter Kaiser

Chief Executive Officer
(CEO)

Seven questions for Kaiser

“It inspires me to deliver to customers who hold high demands on our products.”

Kaiserspezial has been delivering high quality fastening technologies for many different industries for more than 40 years. From the simple screw to parts made from special materials according to technical drawings, you will find Kaiserspezial fasteners in use in major industrial and assembly companies around the world. In “seven questions for Kaiser”, Managing Partner Günter Kaiser reveals what makes the company stand out, what is held in store and what the plans for the future are.

1

“Kaiserspezial” – a name that promises a lot. What makes Kaiser so special?

The name really does fit us well. It’s not only rapid, flexible handling that makes Kaiser so special, but also our ability to understand needs, which has grown over the many years. We typically need only a small amount of information to recognize the customer’s needs and to deliver fitting solutions. We offer a wide range of fastening technologies – from standard parts and parts made according to drawings, to special custom solutions – all from a single source. We are at home in all industries and stand for customer-specific solutions at a high standard of quality.

2

You have held your ground as a family-run business for more than 40 years.

How did it all start? What hurdles have you had to overcome along the way?

If you are determined to manage a company, you have to be convinced that you are on the right path and have great enthusiasm for what you are doing. I am convinced I have made the right decision. To this day, it inspires me to deliver to customers who hold high demands on our products. Hurdles? Yes, we have met plenty of those! It is difficult to say which hurdles in particular, but it is our general principle to clear every obstacle out of our way. And I can say one thing for sure: There will always be hurdles to overcome in the future.

3

Fastening technology is a broad field. Your range includes various standard parts such as stud bolts and hex bolts. Do you also offer custom-made parts?

Yes. "Kaiserspezial" stands not only for speed and flexibility but also, and in particular, for the delivery of individually manufactured parts. That is in fact one of our most exciting challenges. Our customers provide the drawing of the item they want, often stating specific requirements for materials, shapes, dimensions and documents, and our task is to deliver that on time, to utmost precision and along with all related documents, such as single piece approvals.

4

Your range offers fitting solutions for many different industries. What industries do your main customers represent?

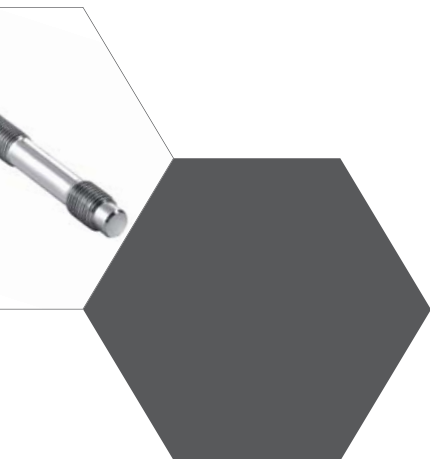
What industries do your main customers represent?

Our customer base includes most of all companies from the chemical and petrochemical industry, and naturally their suppliers from the plant, vessel, assembly and reactor construction industries, as well as pipeline and fittings manufacturers. And we mustn't forget the mechanical engineering industry, including construction equipment or turbine construction, for example.

5

It is well known that service optimization requires continual adaptation to customer needs. How has your company evolved in this respect?

In order to continue guaranteeing a high level of service, the important thing is to listen to all parties involved. By listening to our shipping staff and suppliers, for instance, we knew when to modernize the loading and unloading zone, as well as to integrate a new data management system. This has considerably improved our entire handling chain, from order acceptance to delivery. Plus, our own delivery van complements this service, allowing us to deliver in record time.





6

It is an economic credo that if you stand still, you go backwards.

What are your plans for the future?

Ironically, I could say that standing still is not always moving backwards, since the industries we serve quite often have downtimes, and it is during those times that we are in demand. It is namely during downtimes when our customers do repairs, revisions or maintenance, and need goods as quickly as possible. It is not uncommon in such cases for us to be contacted by our customers 24 hours a day, and to deliver the demanded articles directly to the construction site at short notice. Our plans for the future are, in all events, to maintain our flexibility and our service and to remain forever forward-looking.

7

We hear the expression "shortage of skilled labour" a lot in the media. How can you get talented young people interested in a career at Kaiserspezial, and what incentives do you offer your employees?

You can get talented young people interested by giving them tasks that challenge them and place the responsibility on their actions. That way they develop professionally and personally, and this in turn reinforces the trust in the skills of each and every one of my employees. It gives me a good feeling to have gathered a team that cooperates smoothly and trustfully, hand in hand.



KAISER OFFERS

Certification

- DIN EN ISO 9001:2008
- AD-2000 - W0
- Pressure Equipment Directive 97/23 EG
- Germanischer Lloyd
- Bureau Veritas
- Det Norske Veritas

General testing

- Bending / folding tests
- Hardness tests
- Notched-bar impact tests
- Bolt head impact tests
- Proof force and proof load tests
- Oblique tensile tests
- Hot tensile tests
- Tensile tests
- Creep tests
- IK-tests
- Grain structure analyses including grinding and photographs



For us, **DIN** is the **minimum requirement**

“If you don’t go forwards, you go backwards” – a well-known credo in economics. For us, the same goes for the quality of our products and even our relations with people and business partners. Constant optimization of the production processes is the most important factor to ensure our customers not only gain an absolutely top product “here and now”, but also continue to receive and work with innovative fastening technologies well into the future.

Regular certifications are essential for quality-oriented production. That is why we deliver products with certificates and approvals – TÜV, DB, DNV and others, works inspections, according to DIN, US Standard or other standards. Thanks to our careful selection of materials, we even continually exceed requirements on quality and longevity. There really is “a true Kaiser” in every one of our products.



Materials, Kaiser Style

Kaiser holds a wide range of materials and varieties ready for use. The materials are always selected for perfect compatibility and, together, create a product that satisfies the highest demands on quality. We do not just comply to standards, but to individual customer wishes as well: From creep-resistant steels, to stainless and acid-free steels, to special materials and nonferrous metals, we offer our customers a large selection of application-oriented materials.

KAISER MATERIALS OVERVIEW

Steels and nickel alloys for use at high or low temperatures

DIN EN 10269 (DIN 17240 /
DIN 17280)
1.1181 C 35 E
1.1191 C 45 E
1.7218 25CrMo4
1.7709 21CrMoV5-7
1.7711 40CrMoV4-7
1.4923 X22CrMoV12-1
1.4986wk X7CrNiMoBNb16-16
2.4952 NiCr20TiAl
1.5680 12Ni19

Non-alloyed structural steels

DIN EN 10025
1.0570 S52JRG2 (St52-3)
1.0050 St50

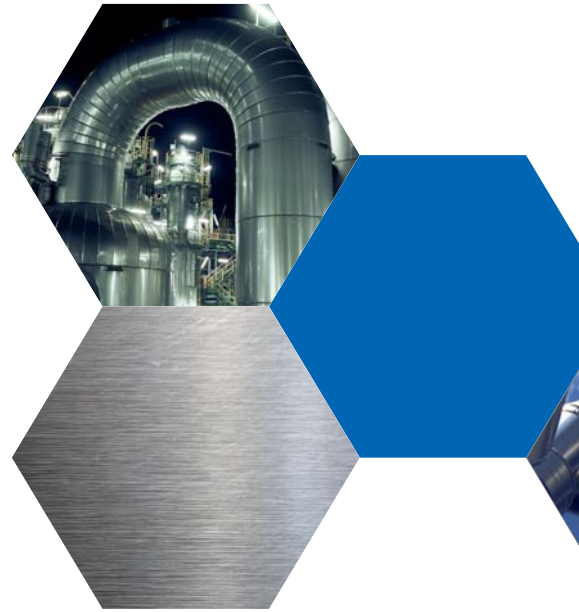
Quenched and tempered steels

DIN EN 10269 / DIN EN 10083
(DIN 17200)
1.7225 42CrMo4
1.6580 30CrNiMo8
1.6582 34CrNiMo6

Stainless and acid-resistant steels

per DIN EN 10269 /
DIN EN 10088 /
DIN EN 10272 /
DIN EN ISO - 3506
(DIN 17440)
1.4301 X5CrNi18-10
1.4401 X5CrNiMo17-12-2
1.4541 X6CrNiTi18-10
1.4571 X6CrNiMoTi17-12-2
A2, A3, A4, A5
Property classes 50 and 70





A specialist in every area

The industrial diversity is huge in Germany. This specialization is what makes Germany such an exciting economic location. And just as specialized companies exist, we deliver special fastening technology in first-rate quality – and have been doing so for more than 40 years.

The spectrum of our product solutions is used not only in plant and equipment construction, the chemical and petrochemical industry, and mechanical and automotive engineering. Kaiserspezial fasteners are also applied in “exotic” industries, such as the offshore industry. Because we are a specialist in the production of special parts, we can offer the ideal fasteners for every industrial branch.





KAISER INDUSTRY OVERVIEW

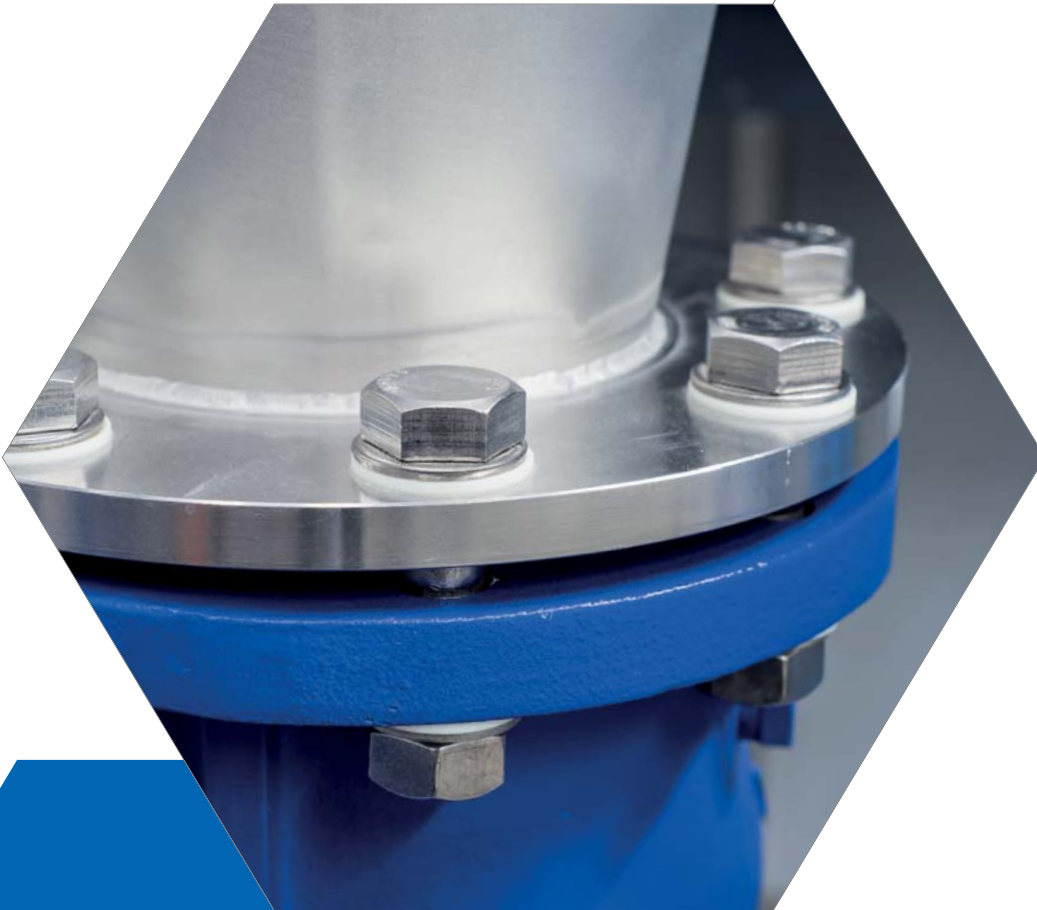
Chemicals industry and petrochemicals industry

- Plant construction
- Container construction
- Heat exchanger manufacture
- Boiler construction
- Assembly
- Reactor construction
- Pipeline construction
- Valve and fittings manufacture, German and international

General mechanical engineering

- Plant construction
- Construction equipment industry
- Facade system manufacture
- Electroplating
- Gear manufacture
- Agricultural machinery industry
- Engine manufacture
- Railway vehicle manufacture
- Steel construction
- Textile machinery industry
- Turbine construction
- Machine tool construction

PRODUCT RANGE – STANDARD PARTS



Threaded bolts, hex bolts and Co.

Standard parts made of special materials, threaded bolts or stud bolts, hex bolts or cap nuts – Kaiser stands out for its enormous range of standard parts. We place special value on creating fasteners of longest service life and greatest temperature resistance.

Wherever high operating pressures or extreme corrosion resistance are required, we deliver the suitable material combinations (e.g. stainless or austenitic steels). We also deliver products made of special materials and nonferrous metals (titanium, brass, aluminium or plastic) to suit your specific needs. You receive all articles in the design, shape and size as defined in either DIN, ISO, EN, ANSI, ASME, your own or third-party factory standards, or your own drawings.





Custom solutions – fit every time!

Special industries, such as plant engineering and construction, frequently require fasteners with specifically defined characteristics (creep-resistant, tough at low temperatures etc.) and in special shapes and sizes.

Where standard parts cannot fulfil these characteristics, Kaiser offers the competence to construct and deliver custom elements from drawings. From tailored threaded bolts, to milled parts, to laser-cut parts and rag bolts, we have the fitting solution for every requirement.



Cap nut



U-bolt



Cover screw



1 Ball pin | 2 Head cap screw
3 Stud bolt





INDIVIDUAL CONSULTATION

Competence is everything. For every concern – no matter how special – we are the suitably qualified contact partner.



TAILORED PROJECT MANAGEMENT

Time pressure is our drive. If the purchaser has little time to spare, we will gladly speak directly with the technicians involved in the project. We go to great lengths to meet the deadline



WIDE RANGE

From standard to special bolts. Our wide range offers the fitting element for every requirement.



RELIABLE RAPIDITY

Time is money. That is why we deliver quickly, on time and without bureaucratic delay.



GUARANTEED FLEXIBILITY

Upon design revisions or material wear, we are so fast in the assembly phase that you suffer no idle times.



Delivered so rapidly! How is that possible?

The times have reached a fast pace. Those who wish to keep up must have perfect supply chains and offer first-rate service. After all, even with tight schedules, our customers must be able to rely on us one hundred percent, every time. Over 40 years, we have perfected our delivery processes. Bureaucracy has become a foreign concept to us, but we have never lost sight of the details.

When the customer needs specific products for a current project delivered just-in-time, we coordinate the project specifications and requirements directly with the technicians. We work always "on call", and thereby prevent idle times in your project. Kaiserspezial, as it were.





**We will be happy to present
ourselves and our services in person.**



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