

Our Core is Service

Inhouse Research, Development and Production of:

- Segments and Crowns
- Laser welded core drills in diameter from 8 to 300 mm
- Brazed core drills from 8 to 1500 mm
- Laser welded diamond blades in diameter from 105 to 1200 mm
- Brazed diamond blades from 105 to 2500 mm
- Grooving and special diamond tools
- Grinding segments and shoes/pads



KERN-DEUDIAM Premium Diamond Tools
made in Germany

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THE KERN DEUDIAM WAY

German concrete cutting equipment and diamond tools manufacturer Kern Deudiam is ready to introduce its products to the North and South American markets.

DIAMOND TOOLS FOR PROFESSIONALS in the construction industry is a bigger sector than most people realize, including those who work in this industry. While each nation has a number of domestic producers of diamond tools, the competition is stiff and continues to get more difficult. Prices are constantly dropping, and so too is the quality.

“For user it is important to pick the right supplier that has a serious attitude towards development and sales,” says Kern Deudiam Managing Director Marko Waymann. “As a producer, you need to stick out, have the right formula, and offer something more than your competitors. A company with a long and documented tradition of producing diamond tools is also a safe guarantee for the client.”

A company with the right formula

Kern Deudiam is a good example of such a trustful manufacturer with a proven formula. Located in the heart of Germany with nearly 50 employees, Deudiam was founded in 1977 by Hartwig and Josef Liemke, who had been operating another manufacturing company.

John Russell, one of the founders of the U.K.’s Nimbus Diamond Tools introduced the Liemkes to the diamond tool business. Initially, Kern Deudiam tapped the experience from ELHA Maschinenbau Liemke KG to build hydraulic power packs, wall saws, floor saws, drill rigs, and other concrete cutting equipment, while Nimbus produced the diamond tools.

In 1981, Kern Deudiam began producing its own diamond tools. While the company has remained a family-owned business, Waymann is very satisfied with the company’s development over the years.

“We at Kern Deudiam try to keep a completely open

attitude towards our clients and also competitors,” he says. “We are not looking always for the biggest quantities. Our customers should only buy what they need. We produce our products with the latest manufacturing equipment, such as one of the first Dr. Fritsch BSM 300 machines to laser-weld core bits.”

Waymann adds that customers are always welcome to see the company’s production facilities. “Transparency and openness is the only way to succeed in the long run,” he says.

Kern Deudiam has also proven to be a popular place to work, with turnover among employees very low. Two staff members have been with the company from the outset, and most everyone else has been with the company for 10 years or longer. “That’s a lot of experience, skills, and know-how that goes into our products,” Waymann notes.

Wide production of machines and tools

Kern Deudiam produces a wide range of diamond tools for the construction business, including diamond saw blades, grinding and polishing tools, single-diamond segments for core bits, and complete core bits. The company also makes single segments for core bits, diamond blades for the precast industry to cut hollow core slabs, tools for wall saws, hand-held power, diamond blades for flat saws up to 100 hp (74kW), angle grinder, masonry saws, wall chasers, and other special machines.



Kern Deudiam fully automatic laser engraving machine.



The Dr. Fritsch BSM 300 for laser welding core bits from from 3.5 inches to 12 inches (8 mm to 305 mm).



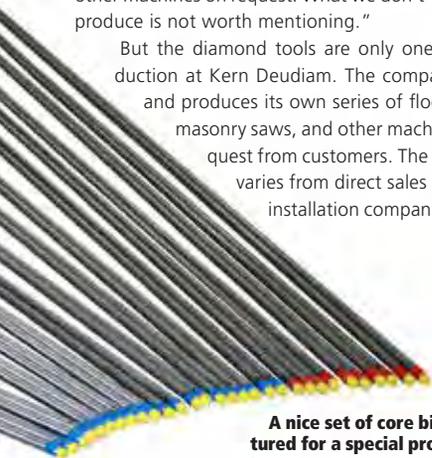
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"We also produce core bits for dry and wet use for hand-held equipment as well as electrical driven and even high-frequency and hydraulic," says Waymann. "We do also produce a lot of grinding tools for hand-driven machines, for 'sit-on' machines, and for big stationary machines. To this you can add special tools for other machines on request. What we don't produce is not worth mentioning."



But the diamond tools are only one part of the production at Kern Deudiam. The company also develops and produces its own series of floor saws, drill rigs, masonry saws, and other machines on special request from customers. The type of customers varies from direct sales to contactors and installation companies, to distributors

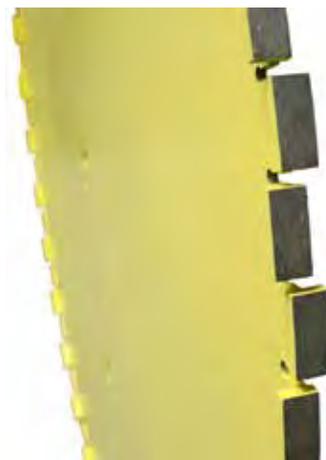


A nice set of core bits manufactured for a special project in Haifa, Israel.

and agents.

All told, Kern Deudiam's products are available in more than 50 countries worldwide. It's strongest markets are Europe and the Middle East. But business in North America, Australia, former Soviet union countries, and Africa is also picking up.

"Next to the products we produce ourselves, we are also special partners of drilling motors from WEKA and CARDI," Waymann says. "We also sell different brands of wall chasers, vacuum cleaners, and, of course, the complete accessory range for all product groups. But our



Own produced chamfer wheels (mainly used on air port projects)



Computer-aided design department for drill rigs, floor saws, walk behind saws, bench saws, etc.



The Kern Deudiam premises.



One part of our stock department.



target is, as always, to produce as much as possible in our own production facilities in Germany. We have a sharp system for our quality and production control in-house."

New products

Recently Kern Deudiam launched a new product line of flat saw blades for use on high-power machines (42, 65, and 82 hp/33, 48, and 60 kW) for both asphalt and concrete. In addition, a new wall saw blade range, called ONYX 2nd generation, was introduced. On single segments for wet drilling, Kern Deudiam recently introduced their new MX-series.

"The common thing for all these new products is that they provide an efficient and fast cutting performance which result in that the contractor is making more money," says Waymann firmly.

Kern Deudiam has also acquired the drill rig program from the producer Longdia in Celle, Germany, adding another product line to its portfolio.

"In terms of equipment, we want to develop our drill rig series further by releasing more models," Waymann says. "On the diamond tool side, there is a lot of new stuff to come over the next 12 months. It will mainly be on grinding segments and tools. We work a lot with PCD already and we have laser welding in our production even for PCD tools."

Kern Deudiam has currently two product groups running with laser-welded PCD for dry drilling and on cup wheels. The company is also setting its sights on the fast-growing concrete floor grinding and polishing sector, as well as tools and equipment for core drilling.

Strong development of new products

Kern Deudiam has a very active R&D department constantly chasing new product ideas. Headed by two designers, one for products and one for tools, the department's focus is not only on inventing new products, but also how to improve both the development and production process. On top of this service, spare parts, marketing, and sales are under constant oversight. All products and new tools are tested thoroughly before delivery.



Experimenting in new materials, both for the tools the material they cut in, is also a high priority.



"We also keep a very close relationship with our customers, and the dialogue with them is important," Waymann says. "We get regular requests for new products— in shapes, sizes, for different applications, to create different speed and/or lifetime, and so on. This keeps our R&D department very busy."

In addition to its standard products, Kern Deudiam also handles a significant amount of Private Label orders, and orders on special products. When an order is received on diamond tools, the "prescription" with the correct and ordered bond is created to guide the mixing of powders and diamonds, granulation, cold-pressing of the segments, hot-pressing, cleaning the segments, then laser-welding the segments to the tubes or steel centers or grinding bodies.

The next step is grinding, painting and laser-engraving of the diamond tools, labeling, packaging, and delivery. The entire process is performed using ISO 9001:2008 standards.

Environment is also a big issue for Kern Deudiam, which is committed to minimizing its use of natural

resources in accordance with Germany's strict environmental laws and regulations. And that goes for safety regulation at the plant as well. Kern Deudiam is members of VDS (Verband Deutscher Schleifmittel), the German part of the Federation of European Producers of Abrasives (FEPA) organization.

Focus on Americas

Kern Deudiam is very keen of expanding its sales network and particularly in North and South America by setting up agreements with distributors and agents.

"We want to grow in America and Africa in particular. Those are our key markets now," Waymann says. "Professional diamond saw blades like wall saw and floor saw blades are really picking up along with our laser-welded wet drilling bits. And, as mentioned already, the grinding sector is growing extremely fast and nearly doubles every year."