

PEAK TIMES

2019, edition 1

EXPLORING
THE WORLD'S
SURFACES

37 YEARS AGO

An interview with
founding father
Werner Montabaur

THE NEW FACE

The **new positioning:**
Monti Group, with
nine divisions

INNOVATIVE SOLUTIONS

The four **new**
innovating products
of Monti



**“WE BELIEVE IN
THE POWER
OF INNOVATION”**



“WE BELIEVE IN THE
OF INNOVATION”

Monti is making a powerful difference. Together with our affiliated partners, suppliers, distributors, business contacts and valued clients, we see a bright future ahead of us. The power of Monti is clear to see from our latest ideas and innovations, and we're glad to share more information about it with you in this magazine.

As you may know, 'More than Power' used to be a slogan that Monti used, and our company actually started under the name of Montipower. I am very proud to announce that Monti has since grown into a Group, and is now a global dotcom firm. So our new MontiPower identity is almost like going back to the future. Of course, a lot of work has been done to get us this far. Monti has lots of patents to its name. We believe in the power of innovation, which depends on all the people involved: whether you're an inspector, contractor, applicator, engineer, spec writer, asset owner, consultant, supplier, coating maker or researcher, we need your input. It is highly appreciated. We want to contribute to a sustainable world of quick, safe, healthy and monitorable solutions.

Have fun and enjoy reading further!

drs. J.F. (Frits) Doddema,
CEO MontiPower - Part of Monti Group
Monti Werkzeuge GmbH



POWER



37 YEARS
AGO

**THE NEW
FACE**

INNOVATIVE
SOLUTIONS



10

• • •
An interview with
founding father
Werner Montabaur.

19

• • •
The four **new**
innovating products
of Monti.

56

• • •
The **new positioning**
Monti Group, with nine
divisions all targeting
a different market in
surface preparation.

8 Climbing higher by Frits Doddema

22 Phil Chester: 'A message from down under'

28 Examples from down under

32 Rust: a vandal cloaked in red

36 MontiPower at critical spots

38 Professor Stango's work was crucial

42 Care for people and environment

44 Sander Hofstee: 'The corrosion warrior'

50 Britannia rules the waves

52 Dinko Cudic: 'Things should always start from scratch'

54 Industry Today & Tomorrow

62 Chuck Lockard: 'First friends, then business'

66 Monti history

70 Zoran about Detlef

72 The world of Monti

CLIMBING

The first time I met Monti was at the ADIPEC in Abu Dhabi in 2006. Two long-haired salesmen showed me the Bristle Blaster®. It was a moment I remember clearly, as I had just met my other love – Stopaq. The guys, the machine, the sales pitch and the solution were all amazing. I embraced Monti immediately and helped its people with samples, literature, and advice on how and where to place the company in the market of pipelines. Call it destiny, or whatever, but here I am 12 years later leading a new Monti.

Monti is an amazing technology with huge untouched potential in many industries. I am totally dedicated and committed to Monti's contribution to a more sustainable world. To explain why I am so excited about this opportunity, let me tell you a little bit about my story.

My background involves 20 years with industrial coatings, and prior to that 12 years cleaning office surfaces for Shell. My experience in coatings encompasses marine, fireproofing, grating, linings, industrial, shrink sleeves, tapes, ARO's, cathodic protection and visco-elastics. Over my career, I've worked for Sigma, RPM's Carboline, Nullifire, Plasite, Fibergrate, and Berry's Seal for Life's Polyken, Covalance, Powercrete, Anodefex and Stopaq.

I was born and raised next to a gas exploration plant in 'THE OKLAHOMA' of Western Europe: Noordbroek in Groningen. I started working at the age of 15, cleaning floors and windows. For leadership, I always knew you need wisdom. This comes from hard work and doing things yourself. This was my philosophy. I like exploring new theories, but think you can get a bookful of theories out of proven practice. Nothing comes easily. Curiosity, adventure, pioneering,

ambition, imagination, creativity, trust and loyalty are all words that describe what drives me to build new theories. What drives me nuts is doing something that is not right from the viewpoint of safety, health or applicability, or simply because it's not the right thing to do. I love simplicity and things which make sense. Therefore, keep thinking different and better. I hope this issue inspires you to think from scratch and to always think big.

Monti is expanding its core group now across many fronts. We are extremely pleased that Chuck Lockard and Tom Swan's teams have joined us. Monti is also a dotcom company now, with strong, dedicated affiliates all over the world. From now on, we will push more strongly for innovation to strengthen our product lines as technological market segments, and via truly local management.

This is exciting as our aim is to improve protective coatings and sealants. Better knowledge, skills and experience of surfaces and protective materials are vital. Our technology enables inspectors, engineers, applicators and asset owners to tackle the problem of proper surface preparation in a different way whenever and wherever the project takes us.

I know we have a long way to go to reach the top worldwide, but the current base camp forms a fantastic starting point for redefining surface preparation in relation to coating quality. We want to ensure the best possible bond. To make an even better bond, let's stay connected and start the dialogue. I say, let's prepare ourselves too from scratch. ● ● ●

J.F. (Frits) Doddema

HIGHER



10



WERNER MONTABAUER

'It all started 37 years ago'

The first edition of the Monti PEAK-TIMES, Monti's company magazine, would not be complete without the story of Werner Montabaur, Monti's founder and inventor. We met Werner at Monti Headquarters in Hennef, Germany, where he told us how it all began. It turned out to be quite a story, full of twists and turns about setbacks and disappointments, yet above all a tale of how to continue believing in oneself whatever happens...

Werner was born in 1949 and grew up in Bonn-Beuel, which he describes as "a typical blue-collar neighbourhood." Even as a boy, he was mad about fast cars and racing. So it wasn't entirely coincidental that he happened to meet his future wife Ursula at the Formula one track Nürburgring, which isn't so far from Bonn. Werner was part of the crew at the track that sunny day in 1976, which was actually the day that Nikki Lauda had his terrible crash. Werner and Ursula married in February 1977 and immediately started a family with their

daughter Meike born in December of that year. A son, Alex, followed two years later and then 10 years after that Annika followed to complete the family. Two years later, their son Alex was born, and 10 years later Annika arrived to complete the family. These were the days of Steve MacQueen, and also of the local DTM heroes. Werner couldn't resist adding, "Yes, that's why they called it the 'roaring seventies'".

When the Monti story began, Werner had already been educated and trained in commercial sales. Like his father, the head of commerce for a textile firm, Werner was educated and trained in sales. Unfortunately, the 1980s were tough years in the textile industry and the company where his father worked went bankrupt. Werner told us, "I dreamed of going to university to study History or Biology. But I had to make a choice between myself and my dad." Werner chose his dad, who took over another bankrupted firm and started rebuilding it from scratch. The two men worked day and



**“IF I HADN’T
BUILT A HOUSE,
I WOULDN’T
HAVE INVENTED
THE CLEANING
BELT”**

- WERNER MONTABAUER -





WHERE THE IDEA WAS BORN

night to pay the bills. “It was a very hard time,” said Werner, “If you tell young people about it nowadays, they can barely imagine what it was like.”

THE TALE OF THE OAK BEAMS

After making the difficult decision to go into business with his dad, his father died at the age of 63 in 1983. Werner was suddenly alone. What’s more, he was also busy rebuilding a house for his family as they needed more space. He’d only bought the place the previous year, so the loss of his father couldn’t have happened at a worse time.

One of the the things Werner needed to do for the new house was to restore some old oak beams back into their original condition, and all he could think of was to use a metal brush

and do the job by hand. It would take ages to clean and roughen the old oak beams up.

“I just had to bring those oak beams back into a good decorative state,” explained Werner, “so I lay awake at night wondering how I could actually do the job. Of course I couldn’t first drag the beams out of the house and then lay them flat under the orbital sander. Apart from anything else, they also needed to retain their character. All of a sudden, I came up with the idea to make a 46mm-wide metal wire bristle and use an ordinary household drill as the driving unit. My carpenter was over the moon

because of the quality, speed and result. Meanwhile, Werner’s day-to-day business was doing well financially and his bank believed in the the idea for the bristle brushes and sup-



ported him. “I got a great loan and decided to start producing more of these brushes for household use.”

SETTING OUT HIS SALES BOOTH AT CLASSIC CAR SHOWS

Phrases such as “never give up”, “can’t stand losing”, and “competitiveness” describe Werner very well. He wanted to be the best in his chosen field. If he couldn’t be world champion, he’d just pick another game to win and become the best at it. It’s this character trait that brought Werner so far. He also knew how to fight, and learned his skills while still young.

Werner described those early years with a smile, “Being a bit of a car freak, I went to classic car shows and started to sell what I’d made on my tabletop at home to consumers. I often

came across guys who had studied technology who said that my invention would never work. But on Saturdays I sold the brushes for 50 Deutschmarks each. And believe it or not, 300 of them would change hands each Saturday. There were Saturdays that we drove back home with no less than 15,000 DM in the boot. I couldn’t have managed it without Ursula to do the bookkeeping.”

INSPIRED BY FERDINAND PORSCHE

The first patent was registered in 1987. As a car lover, and as a Porsche Racing Driver, Werner was inspired by perfection and performance.

Winning a race is a matter of seconds or even fractions of seconds. You can’t afford to lose any time. You need to drive as smoothly as you can. So Werner was quick to notice that in the



car market, many tools such as rotating steel-wire brushes were too stiff, and insufficiently adjustable to suit difficult shapes.

They built up high temperatures in the substrate and the RPMs were too high. But Werner was always an idealist.

Someone who believes in perfection, is never satisfied and is convinced there is always room for improvement. "I understood early on that the RPM speed had to be right to achieve the best sandblasting effect. For instance, higher than 6,000 RPM doesn't work. It's a precision business. I wanted to understand the optimum speed and did everything to build solutions with the most reliable, long-term performance. At a certain point we were in the position of being able to remove sealants and Tectyl from car bodies, and to de-rust car frames and other parts without causing damage by adjusting our methods to suit the nature of the job.

"It was good that I had a patent, but in order to defend a patent you really need specific knowledge. Then I met Detlef Thomas in Munich, and discovered that he was the person with the precise knowledge I needed. He was in fact already working at a patent bureau. It really couldn't get any better than that. So he quickly became a Monti man and co-founder, he threw himself with heart and soul in the business.

KEEP ON GOING UNTIL YOU GET THERE

From the early 90s onwards, Detlef and Werner ran the company with the philosophy that you should aim to overcome every hurdle in your way. The two guys had different characters, but they also shared a lot in common such as an unstoppable energy to fight every battle, never giving up, and not looking back. Patenting innovations gave them a feeling that they couldn't be beaten. Patents make you exclusive. Suddenly, big retail chains want to talk to you. Werner and Detlef were over the moon: it was a dream come true. Werner explains, "I understood that we could not continue selling at consumer markets. We wanted to go international. Detlef was willing to travel the world, and in the meantime we found Mr. Straessle in Switzerland. He had TV sales

connections, and this is how Monti got sold in retail stores via video sales. It worked! Over 100,000 belts got sold! Via Mr. Straessle, Monti also found Mr. Westphal in the USA, who had TV time on US television and was doing very well selling a vegetable slicer. He believed in Monti and thought it had similar marketing potential. So we agreed on going for professional markets like car restoration. It was unbelievable... we'd gone from producing a rough brush from treating oak beams at home to selling a complete brush treatment system to industry."

NO TIME TO SIT AND PUT HIS FEET UP

Justifiably, Werner is extremely proud of the 37 years that he put into Monti. He is also very proud of his wife for managing to keep the whole show going at home, and of his children and grandchildren. "It goes without saying that I am proud that a product sold via TV infomercials managed to get established in the professional industrial sector. Usually, these things happened the other way around.

What's so nice is that I still have lots of ideas, and it's great that I can provide a lot of support to Monti's management team to retain our existing Intellectual property and build up new IP too. From a product standpoint I am proud that we could create cleanliness similar to at least SA2.5, and a roughness

profile comparable to grit blasting. It's another way of getting the job done, and a fantastically reliable problem-solving solution."

While many men of Werner's age are content to sit and put their feet up while watching the world go by, this is certainly not the case for Werner, who is for instance still a fanatical car enthusiast. He loves cars and racing. He is also a sportsman. Tennis, rowing, motor sports and soccer are activities that he greatly enjoys. As he himself says, "It's a cliché, but actively taking part in sport and even participating in a passive way keeps you fit and young." We say goodbye with a firm handshake, but then Werner adds a parting remark: "Do come back another time - I've got lots more ideas to talk about."

"SOMEONE WHO BELIEVES IN PERFECTION, IS NEVER SATISFIED AND IS CONVINCED THERE IS ALWAYS ROOM FOR IMPROVEMENT"

REINIGEN ENTFERNEN AUFRAUEN



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MONTI BRISTLE BLASTER SUBSEA

Monti's Bristle Blasting®
Solutions

The Subsea is Monti's new hydraulic underwater device. Some call it the Aquablaster due to its unique water drive. This water-driven technology provides a profiled surface which is dense, regular and angular for the mechanical bonding of protective materials against corrosion. Connected with a power unit via a single, neutrally buoyant high-pressure hose, the Subsea creates a surface preparation grade comparable to SA2.5 or SA3, with roughness levels up to 50 µm Rz.

Excellent for pipeline composite reinforcements and subsea welding activity on ships, port infrastructure and subsea pipelines. It is a rental product offered via Cleantech Services.

**PREPARATION
FROM
SCRATCH**



THE NEW FACE OF MONTI

19



PREPARATION FROM SCRATCH

As you may have seen, Monti has a whole new look. It is both a brand extension and a revitalization of our house style at the same time. Our new style represents a number of changes, both visual and structural.

New Trade Name and “Brush Strokes”

Going Forward Monti will operate globally under the trade name “MontiPower”, retaining the Monti is its black colour and recognizable font, but adding the suffix “Power” to underline the strength of our technology. “Power” is added in the distinctive Monti red. A distinctive logo has also been developed to accompany the name MontiPower. Featuring three symbols that we call “brush strokes”, each has an important meaning. First – the brush strokes represent the rough contours of a greatly magnified surface which has been prepared by Monti. Second – the brush strokes represent a rotational turn of our belts and bristles striking a surface. Third, the colours interspersing the brush strokes elicit a layer of paint or other coating that is applied to a Monti prepared surface. The “Brush Strokes” will accompany all MontiPower corporate communications, advertising, and exhibition décor.

Business and Brand Partners

Monti’s key distribution partners will also join the Monti “family” by taking the name MontiPower into their tradenames within their territory, e.g., MontiPower UK. This is a practice we are expanding from our successful USA partnership, and one that helps us build our brand worldwide. It also denotes a level of partnership with these key distributors that signifies we are in this together, for the long run.



**Africa - Americas - Australasia - Brazil - China - France - Germany
Holland - India - Japan - Middle East - Russia - South East Asia - UK**

Branded Market Segment Focus

Additionally, given the many product extensions and innovative technology recently introduced or under-way, Monti will no position its business in terms of its products, but rather in terms of its applications and the specific market segments where we are active, e.g., “MontiMobility” or “MontiMarine”. To support this shift, each market segment will have its own label under the umbrella Monti brand. Each segment name will carry a similar house style, with its own individual colour.

A well-earned Retirement and New Tag Line

And yes, this does mean that the long-serving Monti tag line “Your Surface, Our Passion” has been retired. We would like to thank it for its many years of service to Monti. Going forward, the Monti tag line will be “Preparation from Scratch” which refers both to our innovative culture and the key functionality of our Monti machines.



PHIL CHESTER

'A message from down under'

America is known as the country with endless possibilities. The same applies Down Under as well, to Australia and New Zealand. The 12-year old Phil Chester must have known this when he emigrated with his parents from England to Australia. It was everything but easy for him, tells the now 47-year old Phil us candidly. The first years were pretty tough, but Phil managed to get through them. After all, Australia is still the land of opportunities. "At first I was homesick for good old England and my friends, so I found it quite hard."

*"WHILST MY ROOTS ARE
ENGLISH AND THE VILLAGE
WHERE I GREW UP STILL
HAS A HOMELY FEEL,
AUSTRALIA IS HOME"*

He did his best to blend into the new environment, to make new friends and to get used to a new school. "Everything was different and it made a huge impression on me as a little boy."

After finishing school, Phil completed a university degree in Commerce and Law. During his degree course, he worked at two major accounting firms, which taught him a lot. Phil wanted to take what he had learned with him in order to contribute to the growth of a company. No sooner said than done, he moved into industry, where he commenced work with Wurth Australia Pty Ltd as a Financial Manager. The company certainly had potential: in particular, potential to grow. That was exactly what Phil had in mind for the company. As result, during his tenure at Wurth, the company grew by 167% in a fantastically challenging environment. In March 2006, Phil saw potential in the market, so he started working as a consultant for Wurth, as well as for other companies as an independent entrepreneur. ● ● ●

FOCUS



PHIL CHESTER'S MGB GT V8 SYMBOLIZES THE POWER OF MONTI

FOCUS IS KEY

Following on from his consultancy work, Phil joined the Monti family. This was a crucial move in his career, as he explains in his own words. "In October 2006, I started my new position as the CEO of Wolfchester Australia Pty Ltd. At that time, it was the exclusive importer of Monti products. I was extremely enthusiastic about the possibilities and the USPs of the Bristle Blaster's features. We all know that rust is an enormous problem in the world. Actually not long ago, in August 2014, I founded Bristle Blaster Australia Pty Ltd. All of Monti's products were transferred into this new company." In July 2015, it was time to step up a level, so he decided to focus solely on Monti's products and made the decision to sell his other firm, Wolfchester Australia Pty Ltd. "Let me put it this way: focus is the key to success."

A SORROWFUL OCCASION WITH MAJOR CONSEQUENCES

Whoever visits Phil's office can't fail to notice the enormous racing posters and pictures surrounding him. Phil shifts around a little in his chair and reveals, "My father's passing had a huge impact on me. I can't even put into words

what it did to me. Racing took my mind off things." Phil needed a release mechanism and he found this in racing. Even today, it is the one thing he can do where he completely switches off to everything else. "The speed, the dynamics and the technique fascinate me. It's thrilling to keep control over all these elements. At the moment I'm driving an MGB GT V8, a special car with an enormous amount of power" he adds. Now racing within the MG Racing Australia Series, his racing career has not elapsed without passing any winning flags. Last year, he and his car won the MG Racing Australia Championship and the Victorian Circuit Racing Championship for the third year in a row.

**"IT HELPS TO
KEEP THE BRAIN
CLEAR AND FIT"**

It will come as no surprise that his current MG racing car is far from standard. The two things that are standard-issue in his choice of vehi-

IS KEY



cle are the badge and the front grill. That's it. There are a few - or rather many if we're honest - modifications that Phil made to his racing machine. The car has a Rover V8 producing over 600 HP, a six-speed sequential gearbox, and carbon-fibre panels, and turns on Pirelli Racing Slick tyres. Phil says: "It is certainly a lot of fun to drive and as with Monty - and this is no coincidence - it's the technique and power that fascinate me. For the season ahead, there are six rounds scheduled, starting in the first weekend of March and concluding at the end of October. Excited about what's coming up, Phil hopes to notch up his fourth win for the Monty MG.

By far the majority of sales for the Monty business today comes from the Bristle Blaster® product range, although the actual proportion does fluctuate from year to year depending on large projects. However, underlying this is an ever-increasing number of diverse markets in which we see year-on-year organic growth. Today, Bristle Blaster Australia Pty Ltd services industries throughout Australia, New Zealand, Papua New Guinea and New Caledonia.

*"WHILE PROBABLY APPEARING LAID-BACK AND EASY-GOING (WHICH MOST OF US ARE ON A PERSONAL LEVEL), WE HAVE SOME OF THE **STRICTEST WORKPLACE, HEALTH AND SAFETY RULES IN THE WORLD**"*

The following features are certainly typical of the Australian market. Phil sees Australians as people who are open to new technology. They are willing to give something new a go.

Phil continues, "Speaking specifically about these major markets in Australia, the large contractors have their preferred vendors. A requirement is that they must be located close to the projects themselves. This makes it easier to work closely with a network of specialists and locally-based distributors all ● ● ●

around Australia. This is a network they established from day one, which allows them to provide local support and training all around the country. The automotive panel-beating industry is being rationalised into three main groups, with the repair work involving more panel replacement than repair. This has seen a shift in the sales of the automotive product range to more restoration than traditional panel repair work.” Phil also of course adds with a smile, “When we are talking about the automotive market, it’s a good thing I know what the car looks like, inside and out.”

THE NEW MONTI

The new Monti is extremely exciting, according to Phil. He’s been waiting for this for a number of years now. Monti’s new vision, products and approach to the market will change what the brand means to people. “Monti will become a total and complete surface preparation provider to a variety of industries, rather than a spot-repair ‘tool manufacturer’”, Phil comments. He thinks that Bristle Blaster® becoming an affiliate of MontiPower will boost sales, mainly through the ability to use the company’s name. “It will allow us to better represent the entire Monti product range as well as to present Monti globally in the appropriate way. The increased information sharing among the group, which has developed under Monti’s new management, will also assist in driving sales and providing better support to our customer base.” With these developments, alongside the new product innovations and the new marketing strategy, Phil is ready for what the future has to bring.

**“IF IT WEREN’T FOR
THE SUPPORT AND
BELIEF OF DETLEF
THOMAS IN THE
EARLY DAYS, THIS
COMPANY WOULD
NOT BE AROUND
TODAY”**





***“AUSTRALIA
IS HOME...”***

EXAMPLES FROM



DOWN UNDER



THE BRISTLE BLASTER® HAS PLAYED AN IMPORTANT ROLE IN A NUMBER OF CASE STUDIES. THE FIRST OF THESE WAS A PARTICULARLY THRILLING PROJECT CARRIED OUT IN THE SURAT BASIN OF SOUTHERN QUEENSLAND.

QGC PTY LIMITED

QGC Pty Limited, the Australian subsidiary of the BG Group, was developing coal seam gas in the Surat Basin of southern Queensland for domestic and export markets through its Queensland Curtis LNG (QCLNG) Project. The 540 kilometre QCLNG gas pipeline was being constructed to connect the gas fields of the Western Downs to a liquefied natural gas (LNG) plant on Curtis Island.

QGC was committed to building strong and beneficial relationships in the communities where it operates. One of its guiding principles was that its people listen to their neighbours and take account of their interests. QGC follows a comprehensive land liaison procedure based on the principles of integrity, fairness and respect. Land within QGC's area of interest was predominantly freehold, with some leasehold and Crown land. The company was working with more than 150 landholders to access their land for construction of the pipeline.

The pipeline route was selected based on the principle of minimising impacts on landholders and communities, as well as on technical criteria. A technique called constraints mapping (which uses satellite images, aerial photographs and field surveys) was used as an aid in selecting the route. The following factors were considered to select the pipeline route: social impacts on the community, impacts on landholders' agriculture or livelihoods, and the terrain and likelihood of erosion. Where possible, residences, mining leases and areas of environmental and cultural significance were avoided. ● ● ●

*“DURING THE **CONSTRUCTION** PHASE OF THE PIPELINES, APPROXIMATELY **240 BRISTLE BLASTERS®** AND **11,000 BELTS** WERE USED”*

CURTIS ISLAND LNG

The Queensland Curtis LNG Project commenced construction in 2010 and was completed November 2015. It involved the construction of 540 km of buried pipeline which was completed in 2013. Curtis Island is in Gladstone Harbour Queensland and is therefore subject to extreme exposure to salt water and humidity. The facility is therefore largely constructed from stainless steel. During the construction phase of the pipelines, approximately 300 Bristle Blasters® and 11,000 belts were used.

The construction of the Curtis Island facility involved stainless steel. Approximately 80 Bristle Blasters® and 4,000 stainless steel belts were used in the construction of this facility.

Bristle Blasters® were largely used for weld seam preparation and field joint coating, as well as surface preparation on well heads

Purchases were continued every month or two for some years. Sometimes tools and wheels would be purchased as a package and other times tools up front with wheels to follow.

Much of the demand for use of the Bristle Blaster® came about as a result of coating manufacturers specifying the tool for the surface preparation.



SALES CHANNELS

Many of the construction contractors entered into local-supply contracts. These ensured that wherever possible purchases of materials were shared around local Queensland suppliers. It was therefore necessary to work with two or three local partners as well as some of the contractors directly to supply, support and train in the use of, the Bristle Blaster®.

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RUST:

A VANDAL CLOAKED IN RED

Rust - as most people know it - is a reddish-brown, flaky coat that appears on metal, nothing more and nothing less.

However, rust is the common name for a very pernicious compound technically called iron oxide. Probably for most of you, your knowledge about rust stops there. Rusting is a specific kind of corrosion which apply to metals that contain iron. Rust starts to form when a drop of water comes into contact with an iron or steel object. In combination with oxygen, the metal starts to corrode. The technical term for this process is called oxidation. The iron or steel will inevitably rust to an extent that depends on the length of time and amount of exposure to oxygen and water. Sometimes it can take days, months or even years depending on the intensity of exposure.

You might think rust doesn't have consequences, but it certainly does. Rust has a number of effects that may be more far-reaching than most us are aware of. As previously mentioned, rust looks like a reddish-brown, flaky coat on metal, but in fact, it is not a coat. Rust

is a flaky powder that replaces the strong iron, for example in pipelines. So the previously strong steel isn't as strong any more when it rusts. The iron not only loses its strength, but also its smoothness and electrical conductivity, and may develop holes.

The removal of contaminations, imperfections, rust and millscale plus creating a roughness profile is called surface preparation. Surface preparation is defined as the cleaning or treating of the metal surface prior to the application of a surface coating. Good surface preparation ensures the best possible bond between the surface to be coated and the coating to be applied.

Now you might ask yourself, how do we get a fully rusted surface clean again? That's where Monti comes in. Monti's advanced technology as handheld, semi-automatic or automatic machines are all designed to clean and create roughness. Bristle Blaster's unique method is an amazing innovation in surface preparation.

“IT TAKES TWO TO TANGO”

Corrosion is often an electrochemical reaction, whereby oxygen and water cause iron to rust or copper to turn green. Corrosion causes enormous economic damage - no less than approximately four percent of US Gross National Product. Parts that are affected by corrosion must be treated or replaced, and for transport pipes this can quickly run up to a few hundred thousand euros. Corrosion also holds enormous risks. A pipe under pressure can give way in an eroded weak place or sheet piling can break up.

The solution for corrosion consists of removing one or more of the three required components - water, oxygen or the electrochemical reaction. Traditional coatings for metals, such as bitumen, polyethylene (PE), polypropylene (PP) and epoxy powder coating (FBE), cannot prevent water and/or oxygen from reaching the metal. Therefore transport pipes use cathodic protection to stop the electrochemical reaction, whereby an electric current stops the ionization of the iron. This requires energy and constant monitoring of the protection.

Steel surfaces are frequently cleaned by abrasive impact or by power tools prior to the application of protective coatings. The resultant surface profile must be accurately assessed to ensure compliance with job or contract specifications. Abrasive blast, bristle blasting and power tool cleaning of steel surfaces removes previous coatings, mill scale, rust and contaminants. It also roughens the surface to improve coating adhesion. The resultant surface profile, or anchor pattern, is comprised of a complex pattern of peaks and valleys which must be accurately assessed to ensure compliance with job or contract specifications and ensure a successful coatings project.

It is generally accepted that the nature of abrasive blast cleaned steel surfaces is predictive of long term coating performance. The corrosion industry does not fully understand the dynamics of this complex problem, but it has several measurable parameters available to it including peak height, peak density, surface area, angularity, sharpness, and shape. Commonly held industry beliefs would suggest increasing several of these parameters will improve long term coating performance. Empirical data suggests it is not that simple. The most important of these parameters, peak height (H), is commonly measured today and is usually the only parameter reported. If this height is insufficient, paint will not adhere.



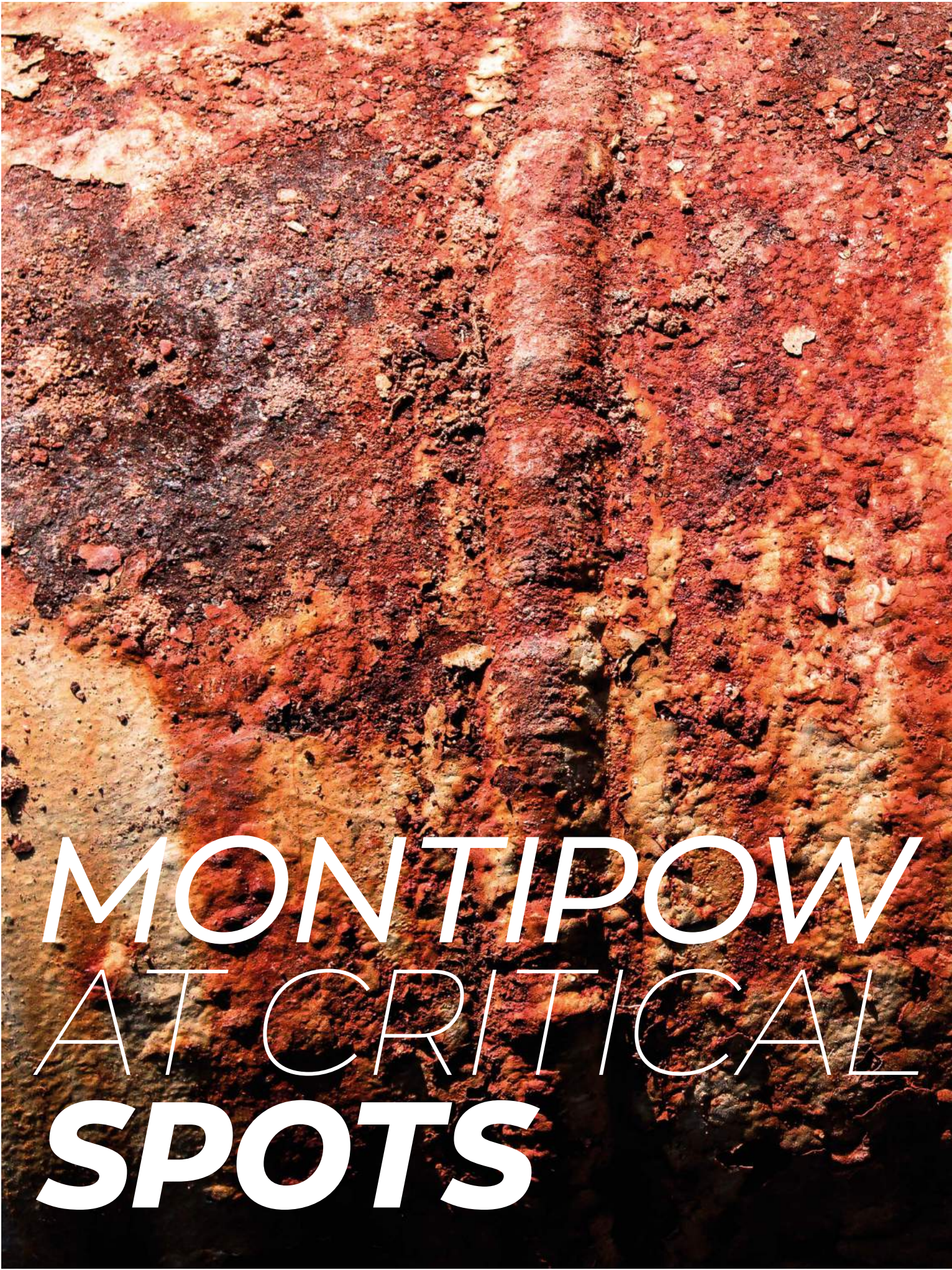
If too great, more paint is required to fill the “valleys” and the high peaks may protrude through the paint to become foci for corrosion. While its importance is undeniable, one parameter alone does not fully describe the dynamics of a coating/substrate relationship.

Peak density (Pd) is also an important indicator of performance. While it also cannot be used as a sole parameter, when combined together with peak height it provides a better prediction of long term coating performance as measured by pull-off adhesion testing.

This relationship helps explain why H measurements alone have not always been a re-

liable method for predicting performance for all coating types. A coating may bond to a surface with low H and high Pd just as well as to one with high H and low Pd. For this reason the corrosion industry should report both values so that customers can determine the best ratio for their particular coating application. ●
Both parameters are controlled with the proper selection of surface preparations methods. ●





MONTIPOW
AT CRITICAL
SPOTS



BY: UWE BOENSCH, FOR OPEN GRID EUROPE, GERMANY

“PROFESSOR STANGO’S WORK WAS CRUCIAL”

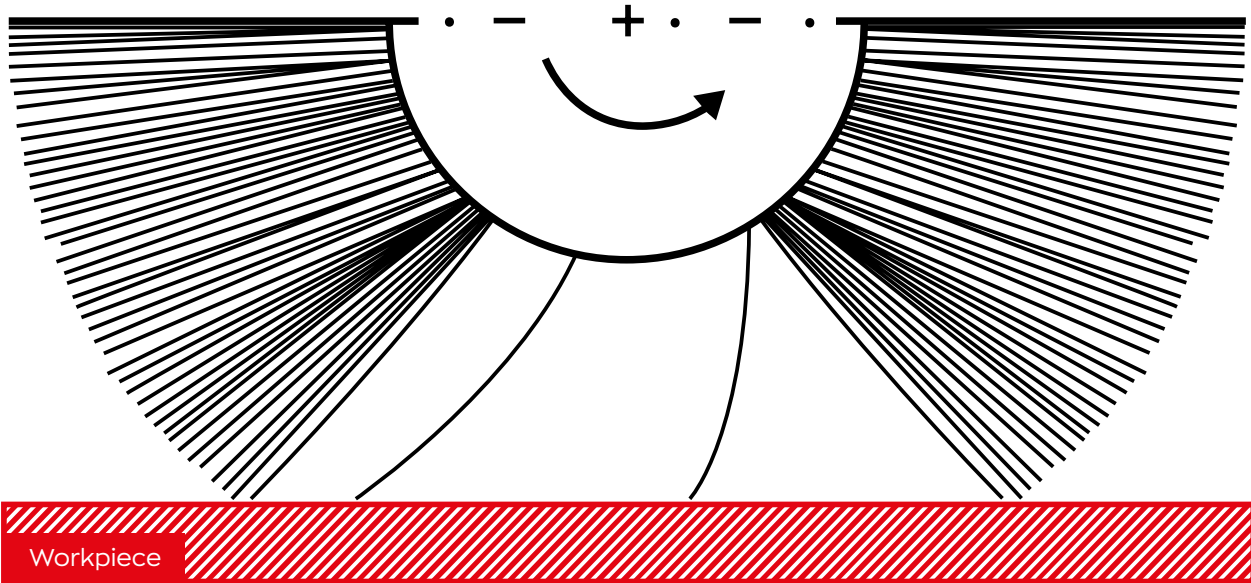
FUNDAMENTALS OF **BRISTLE BLASTING®** PROCESS FOR REMOVING CORROSIVE LAYER

PROFESSOR STANGO’S WORK ADDRESSING THE BRISTLE BLASTING® PROCESS IN DEPTH WAS PUBLISHED BY NACE INTERNATIONAL IN 2009. THE DIFFERENCES BETWEEN CONVENTIONAL WIRE BRUSHING AND BRISTLE BLASTING® WILL BE EXAMINED, AS WELL AS A COMPARISON BETWEEN GRIT BLASTING VERSUS THE BRISTLE BLASTING® PROCESS.

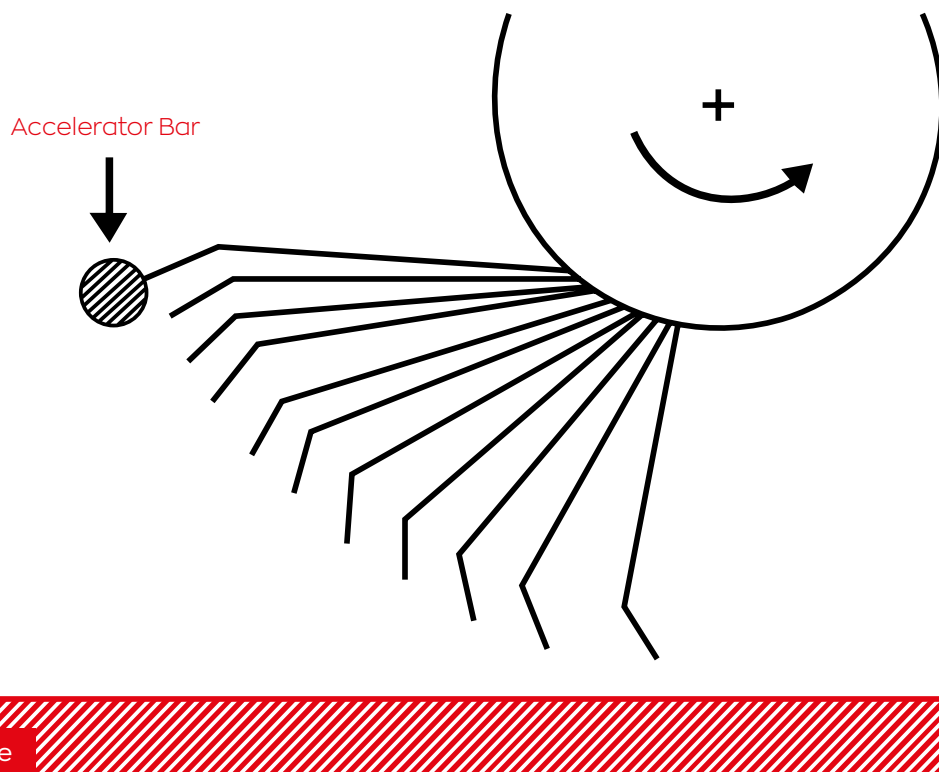
Conventional brushing processes are characterized by a continuous tool-workpiece contact, which you can see in figure 1A. Thus, a surface texture is generated that consists of grooves. In contrast, the Bristle Blasting® process generates surfaces by high-speed direct impact between bristle tips and the steel surface. This is achieved by using an Accelerator Bar which temporarily halts, and subsequently accelerates each bristle thereafter, as shown in figure 1B.

Moreover, high speed photographic recordings of the bristles have proven that the tip hits the surface with a single strike and leaves a shoveled impact crater that resembles grit blasted surfaces. Thus, the Bristle Blasting® tool creates countless impact craters that are closely related to grit and shot blasting processes.

1A



1B



STANGO'S SCIENTIFIC EVALUATION HAS DEMONSTRATED THAT CONVENTIONAL STANDARD BRISTLE MOTION WITHOUT **ACCELERATION AND A TOOL SPINDLE SPEED** OF APPROXIMATELY

266000
rpm

THE BRISTLE BLASTING® PROCESS, CAN REALIZE A **VELOCITY** OF

79 **m/s**

To investigate the surface morphology and cleanliness created by the Bristle Blasting® tool, a corroded API 5L pipe with a SSPC Condition D (100% rust with pits) was taken as test specimen. A close look at the resultant surfaces has shown that they exceed the cleanliness and texture expectations of power tool cleaning to bare metal,

which encompasses both impact and profile producing media as well as surface cleaning media. That is, the surfaces are comparable to near-white blast cleaning

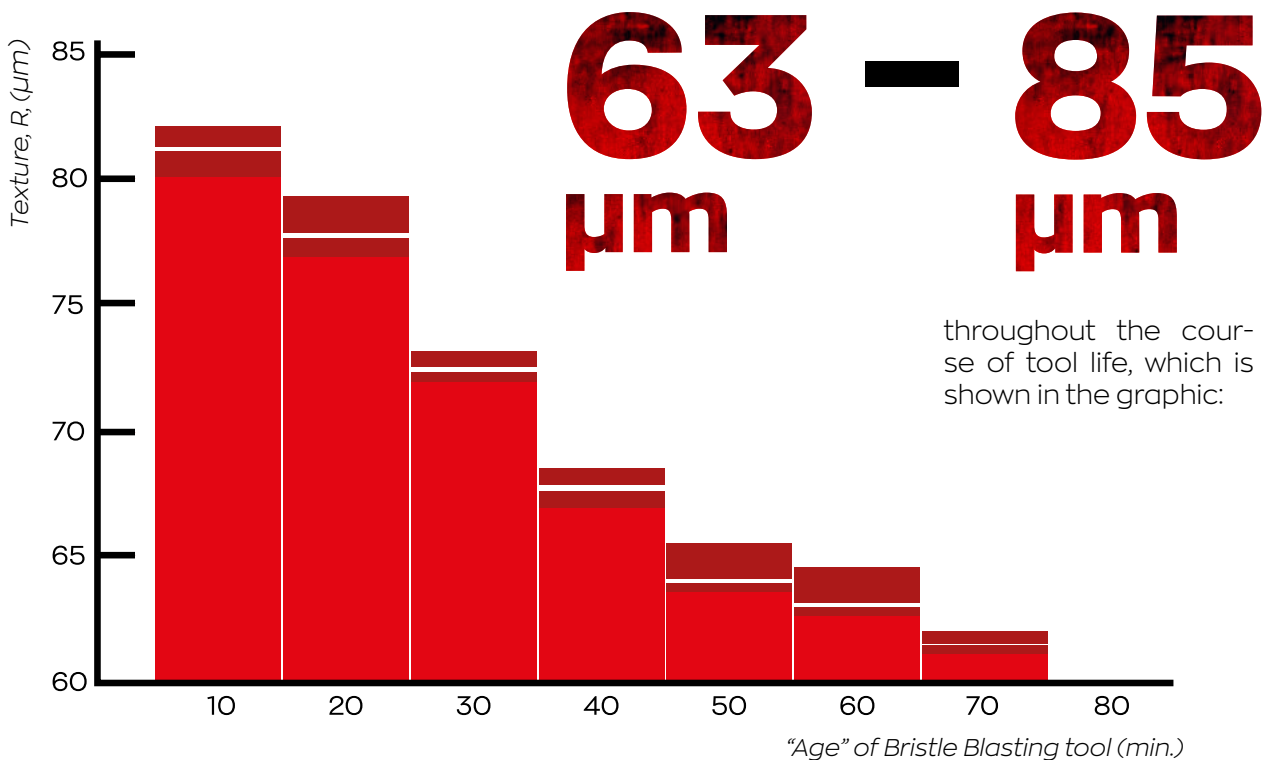
or even white metal blast cleaning

SP11

SP10

SP5

Finally, Stango has shown that the results indicate that no corrosive pits remain after bristle blasting®, and that the treated surface has a texture that varies from



throughout the course of tool life, which is shown in the graphic:



*CARE FOR P
AND ENVIR*



PEOPLE ENVIRONMENT

The superior method for surface preparation involves removing rust without loose abrasives and preparing substrates through a hand-help high impact, semi-automatic or automatic wire blast. This approach is safer for people and cleaner for our environment than traditional grit blasting.



SANDER HOFSTEE

'The corrosion warrior'

On one of the rare days that he's not away travelling on business for Monti, we visit Sander Hofstee at his home near the Belgian coast. This is where the Dutch-born engineer decided to settle after meeting his wife Dorine. We gaze out of his living room window to see horses grazing nearby and other animals curiously approaching from their hutches. Are we visiting farmer Sander or the engineer Sander Hofstee?

Sander starts laughing and immediately explains, "Yes, I like the country, the outdoor life and building things from scratch. For example, I designed and built my own house. After that, I spent a few years building my own barns in the back garden to house my tools and machines for landscaping and garden maintenance as well as to shelter my animals. All in all, I have 15 deer in my back garden, as well as some peacocks, a few goats and a pony. My most recent creation is a barn which I use as a workshop to do maintenance on another passion of mine:

my Enduro dirt bike. A few times a year, I travel with my Enduro friends to countries with challenging outdoor environments and tracks to go cross-country racing for several days at a time. Dakar is way out of my reach, but I really enjoy the smaller events in the company of good Enduro friends who share the same passion.

It actually all started when I was a boy, working on bikes and engines to repair and make them run faster. And, like many other kids, I wanted to be a pilot. So when I was quite young, I was already building motorized remote-controlled planes and eventually moved on to the real stuff and took flying lessons. Unfortunately, due to medical issues, I've never been able to get my pilot's licence, but I still love everything about aeronautics."

JUMPING IN TO SOLVE CORROSION PROBLEMS

It's quite clear that Sander became a technician at a very early age, but that still leaves us



“EVER SINCE MY CAR, I WAS LOO RUST”

wondering how he became the surface specialist that he now is. Sander tells us, “I started working fairly early on in the world of coatings and rust protection. For years, I worked for a Dutch engineering company working in the field of blast engineering and thermal spray equipment. From there I moved to the Middle East to work for K.I.P. and later for Venko, a Dutch coatings firm that also operated internationally. After that, I moved to Stopaq – the manufacturer of the visco-elastic coating – where I worked for 10 years as Vice-President of Technology Engineering & Innovation Services. In total, I’ve now spent around 25 years solving difficult corrosion problems by using coatings. As I’m sure you’re aware, when you’re working on rehabilitation projects, you come across all possible forms of corrosion and see for yourself the consequences of poor surface preparation.

Corrosion problems are everywhere, and in many cases the damage to assets caused by corrosion is more severe than owners tend to think. I spent a lot of time in the field helping clients solve their corrosion problems, worked on many projects to investigate corrosion issues, and gave advice on providing the most suitable solutions for long-term protection. In many of the asset rehabilitation projects I worked on, the damage was located below the existing coatings. In other words, the coatings that you could see covered the damage beneath that you couldn’t. In many of these cases, the coating failed due to the very challenging application conditions. The same challenging conditions also affected the surface preparation. That’s why many such rehab programmes are doomed to fail.

THE KEY IS TO CONTINUALLY INNOVATE

Sanders continues, “In my opinion, the industry needs to be more open to the introduction and use of new and innovative solutions. There are many good solutions available which can facilitate applications and ensure optimal performance and protection for valuable assets, but unfortunately lots of these are still blocked or cannot be used due to old specifications and poor standards.

Furthermore, in our industry people’s main focus is on assets above and below ground, but what about subsea? Experience teaches that especially subsea operations towards surface preparation are limited due to environmental issues, but what are the alternatives? In my professional career in subsea operations, I have come across many challenges with regard to surface preparation on subsea structures myself. Monti is a reliable provider of green, safe and effective surface preparation solutions, and I think it’s very important to be able to provide solutions in this specific field too.

The coatings industry is working hard to develop underwater coating solutions, so more and better coatings which can be applied under water are becoming available to the market. However, for almost all of these new coatings the performance heavily relies on the mechanical bond to the substrate, for which a good anchor profile is needed. So there’s certainly the opportunity for Monti to demonstrate the value of its technology. Monti offers some great advantages: for instance, we do not use any loose abrasive media that could pollute the environment. Also, our method does not interfere with the operator’s or diver’s visibility during the surface preparation



*FIRST TOY
KING AT*



process. We can just get on with the job: creating a clean substrate with a suitable anchor profile.”

INTRODUCING ONE OF MONTI'S NEWEST INNOVATIONS: THE PREPPER

In his new role as Director Technical Engineering & Services, Sander Hofstee is closely involved in Monti Group's latest innovations for new markets. One of the most spectacular examples of its innovative capabilities is the new Prepper, which can deal with a considerably wider surface than the single Bristle Blaster®.

Sander tells us all about it: “The Prepper was designed for a variety of different reasons. Monti's technology is considered by many people to be only suitable for touch-ups and spot repairs. I totally disagree with this. In the right configuration, it can actually already be used for preparing bigger surfaces. And from the very first moment that I came into contact with one of the founders of Monti, I shared my vision with him of going wider and taking Monti away from the perception of it only being a hand tool for small surface prep jobs. The all-new Monti Cleantech Prepper range consists of equipment capable of doing bigger – and wider – jobs.

Furthermore, the completely new Monti Cleantech Prepper concept will show the world that surface prep can be done in a much safer, cleaner and more efficient way. It's true that we cannot use it across all applications, but just look at the use of this Prepper for field-joint preparation, for example. Great advantages can be achieved as no loose media are needed, no habitats are required to protect the work area from dust and blast media, and no high bursts of energy are needed, yet it still offers a reliable and controllable cleaning process in all cases.

The design of the units allows for quick installation and fast operation. The units are modular, which allows them to be used for a wide variety of applications in different fields. Belts can be reused up to three times and changed quickly when they reach the end of their useful life to minimise downtime. We strive for fast, safe and green operations in the field that ensure the highest rate of user-friendliness.”

MORE AND SMARTER SOLUTIONS TO COME...

Sander elaborates, “However, the biggest challenge with regard to the success of the Cleantech Prepper concept isn't solely the engineering. I have the luxury of being able to rely on a great team of Monti's own engineers, as well as those working for our suppliers. Whatever I can imagine that needs to be done, the team makes it happen.

One of the challenges that exist is getting the industry to accept that Monti's technology is a great alternative to blasting with loose media. We need to have lots of meetings with clients to ensure that Monti's technology is correctly specified within their standards. Furthermore, at Monti we are very keen to protect our IPs and to differentiate ourselves from any copycats. We are very much aware and convinced of our future success and know that this will motivate others to quickly follow in our footsteps. Unfortunately, we cannot avoid the fact that successful technologies are being copied. But with the new developments we are involved in, we know we are

a big step ahead of anyone else, so another challenge for me is to make sure we keep it that way.

To remain the absolute leader in Bristle Blasting® Technology, we are working on even smarter solutions

and in the near future you will see more features being implemented in our Cleantech programme. For instance, these will include inline and real-time quality control, process control, process and quality reporting, and even ‘autonomic’ Prepper units.”

Sander gets up and gazes over the fields. “The great thing is that the entire Monti team is focusing on the same point on the horizon. We share a fantastic purpose. After all, half the people in the coatings world still don't know how important good surface preparation is. So I don't think we will be getting bored at all in the next few years.” He smiles and invites us to feed the deer. “It's great to be so close to nature. Especially when I come home from a trip, home is where I find rest, it allows me to think on new ideas without getting disturbed”.

“WE STRIVE FOR FAST, SAFE AND GREEN OPERATIONS IN THE FIELD THAT ENSURE THE HIGHEST RATE OF USER-FRIENDLINESS”

PEAK TIME

for Innovative Solutions

- **INDUSTRIAL**
Bristle Blasting® Solutions
- **MOBILITY**
MBX-IT® Metal Blast Cleaning Solutions
- **INFRA**
Surface Profile and Cleaning Solutions
- **SIGNAGE**
Vinyl Zapper® Cleaning
- **MARINE**
Subsea Surface Profile and Cleaning Solutions
- **HOME**
Wood & Concrete Solutions
- **M.TEST**
Surface Test Equipment & Specialty Tools
- **SERVICES**
Cleantech Rental & Turnkey Equipment



MONTIPOWER

Surface Preparation Technologies

Part of Monti Group

Africa - Americas - Australasia - Brazil - China - France - Germany
Holland - India - Japan - Middle East - Russia - South East Asia - UK

www.montipower.com



BRITANNIA *RULES THE*

Cactus Industrial (UK) becomes the latest Monti partner to operate under the Monti family name as MontiPower UK. With this newest addition, Monti becomes even more seaworthy as Cactus brings specialist expertise in surface preparation for the marine industry to the Monti Group. Do we hear that great British Navy anthem “Rule Britannia! rule the waves. Britons never will be slaves”?

Jamie Gallagher and the Cactus Industrial team located in Blantyre, Scotland have developed a successful business as a supplier of high-performance surface preparation technology, based on the Bristle Blaster®, and composites and coatings. Cactus has long-experience in steel repair and coatings reinforcement and they bring a deep understanding of the variables of field repair and the necessity for proper surface preparation.

Over the years, the marine area has become a focal point of Cactus’ business as they have done a great job of supporting local contractors with repair services. This support often includes full on-site trainings on surface preparation and the Bristle Blaster® technology. Cactus’ field-operations focus and expertise has lead to considerable work with the UK Navy, with even submarine teams now using the Bristle Blaster®.

Monti looks forward to deepening its relations with Jamie and MontiPower UK and having them share their expertise throughout the Monti Group. ● ● ●

WAVES



DINKO CUDIC

‘Things should always start from scratch’

‘**M**ultinational surface preparation expat’ could be a good description of Dinko Cudic. Insiders know him as the Croatian who grew up in Tanzania and now lives in the Dutch town of Haren. Dinko has been married for two decades and is the father of three big boys. “Time flies!”, he tells us with a smile. “Twenty years ago, I married my amazing wife Inga and am still grateful to her for bearing with me.” But time has flown by not only in his private life...

He continues, “Indeed, professionally I am celebrating 20 years in the field of corrosion. During that time, I have worked with contractors and manufacturers both onshore and offshore, constantly exploring innovative products and materials. In fact I always had

just one goal: to discover and investigate products and methods that are easier to use and safer for people and the environment.

To achieve this, it’s important to always start from basics or from scratch, and be prepared to rethink or reinvent things. Monti does start from scratch, as surface preparation is so fundamental to the coatings industry and is a key part of a coating’s function. We offer an apparently simple tool that leads the way to a full coating lifetime while offering simplicity, safety, predictable and dependable results. Yet Monti has only started to scratch the surface of its own potential: the power it has to change the industry and people’s perception of how to achieve the desired end result. This is the future to which I would love to contribute, and which I am keen to be a part of.” ● ● ●





INDUSTRY *TODAY* & *MORROW*

The increasing number of on- and offshore projects worldwide require clear statements. It requires professionals with highly professional and specialized equipment. The MontiPower team, wherever in the world makes its promises true.

- Low noise levels
- Dust control
- No 'tattoo'- effect of contaminants
- Programmable 'anchoring' profiles
- Safe for applicators and environment
- Lowest mobilisation cost
- Reach compliant & environmental friendly
- Constantly inspectable (wireless/desktop)
- No hot work permit needed
- Quick and easy to install
- Approved, proven technology
- Re-usage of belts

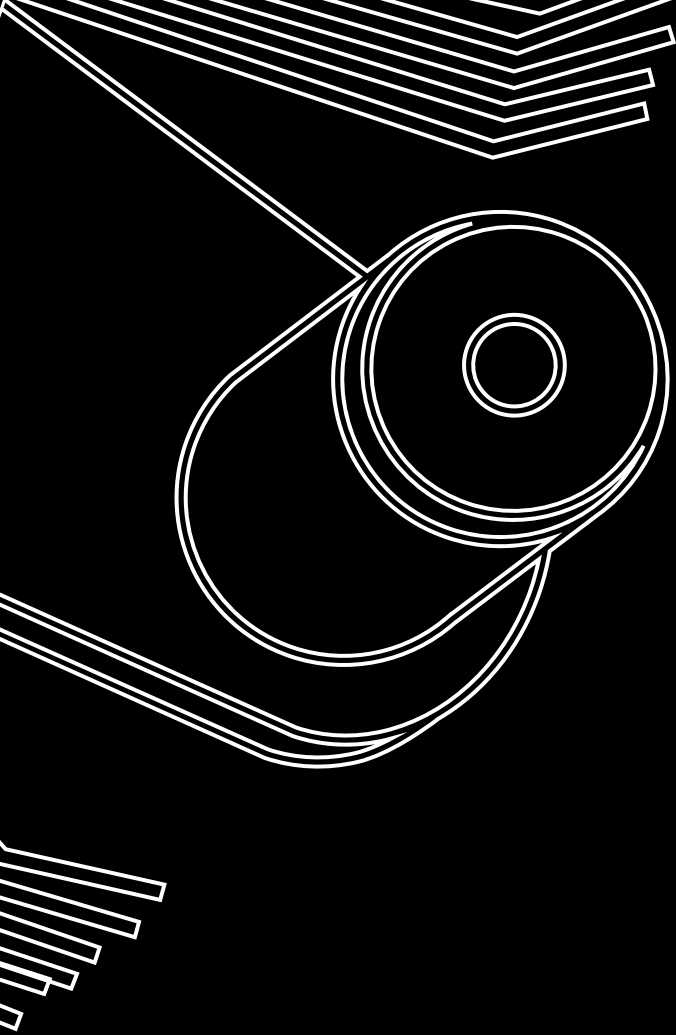


56

PEAK

PERFORMAN

INNOVATIVE

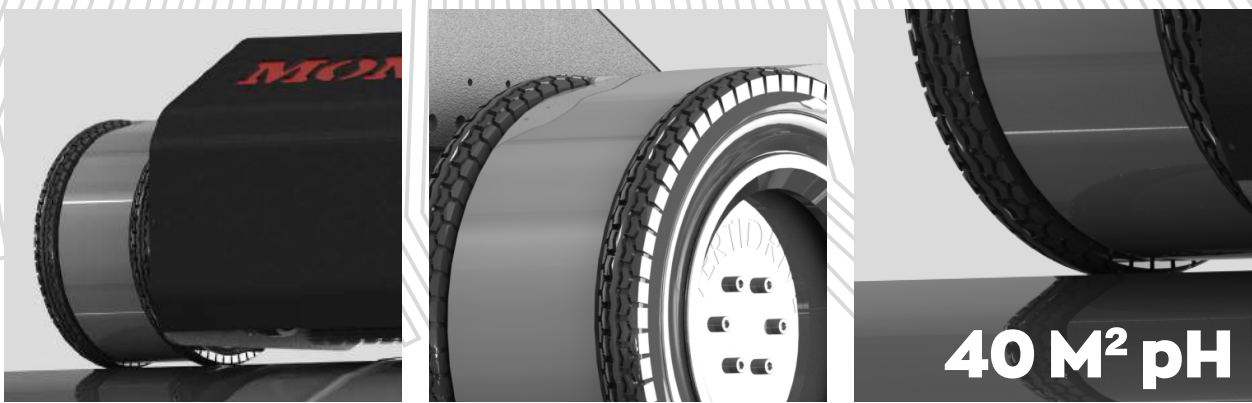
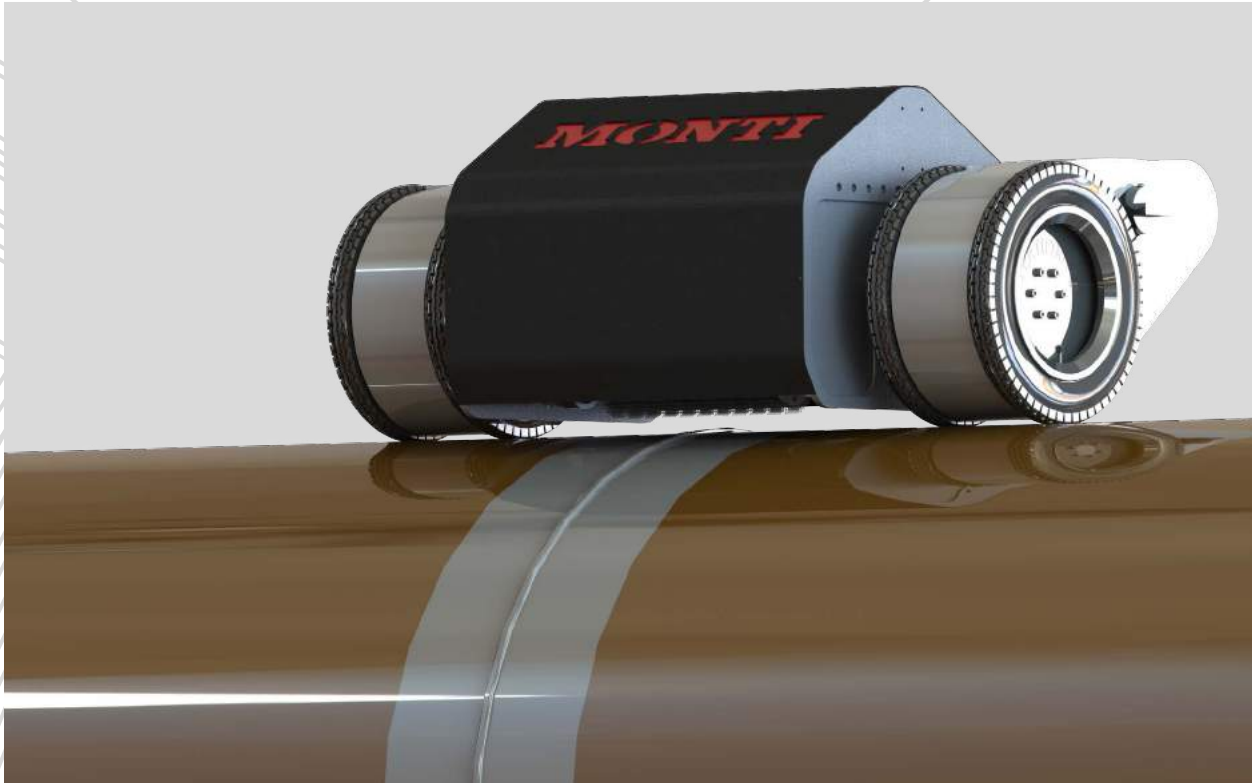


Monti's Bristle Blaster® was - and is - a phenomenal breakthrough when it comes to 'blasting without grit'. In fact, that's the slogan that Monti used for years, and it's still as relevant as ever. Recently there was quite an uproar in the Netherlands and Belgium - including in national media - about companies that had blasted surfaces in the traditional way, using grains of asbestos. The damaging effects of this are certainly familiar enough. What's more, it resulted in heavy fines and sanctions for the companies concerned. 'Blasting without grit' was therefore one of the USPs with which Monti transformed the surface preparation world.

The patented characteristics of the Bristle Blaster® form the basis of new innovations which are now being used to enter new markets. Monti's Prepper represents a real breakthrough as it makes it possible to treat considerably wider surfaces using only one machine. Another spectacular innovation is Monti's Sub-sea Equipment, which can be used to carry out underwater treatments that then allow underwater coatings or other treatments to be applied. The offshore and windmill industry is eagerly looking forward to these new innovations.

The development of the new electrical, battery and Click & Go version of the Bristle Blaster® may appear less spectacular in comparison, but this new innovation makes it easier to work in areas that are difficult to access, for instance at great heights. It is sure to find its way into the DIY market. ● ● ●

CE IN **SOLUTIONS**



CLEANTECH PREPPER

The Cleantech Prepper enables optimal coating performance through a programmable and automated process providing a constant and reliable roughness profile to the substrate. Simply program the desired roughness and the Cleantech Prepper will deliver a regular peak height and peak density to optimize your substrate surface, all without safety hazards, dust or loose media. The Cleantech Prepper solution can also include the applied factory coating.

The Cleantech Prepper is up to four times faster than conventional blasting, with 5 million strikes per square meter cleaned in a hundred seconds. With this said, it is low in energy consumption and has recyclable brushes.



SUBSEA

The Subsea is Monti's new hydraulic underwater device. Some call it the Aquablaster due to its unique water drive. This water-driven technology provides a profiled surface which is dense, regular and angular for the mechanical bonding of protective materials against corrosion. Connected with a power unit via a single, neutrally buoyant high-pressure hose, the Subsea creates a surface preparation grade comparable to SA2.5 or SA3, with roughness levels up to 50 µm Rz. Excellent for pipeline composite reinforcements and subsea welding activity on ships, port infrastructure and subsea pipelines.

Monti Subsea is a rental product offered via Cleantech Services. Our platinum affiliated global partners also offer the new underwater cleaning and substrate profiling solution on a direct basis. The new machine even works in muddy waters. It has the advantage that it avoids all hydraulic oil spillages underwater.

Monti offers underwater blasting training and will certify trained and qualified divers to make sure that surface preparation can be done properly in submerged areas. ● ● ●



BATTERY

The new era of independence for compressed air or cabled electricity has arrived. We are proud of our first battery-powered version of the Bristle Blaster®, which has been presented at Nace Nashville 2019. The new machine is a powerful 36 volt device based on an 18 Volt battery pack, and it is fully compatible with the 18 volt class. The new Monti machine is built on a brushless motor with optimum protection from dust, with a fast work-rate and high efficiency. The new machine also has another important feature to offer. A dead man's switch stops the rotating belt within a matter of seconds after the power is cut. The handle contains vibration-damping technology for the sake of the user's health. The LiHD battery

has an extremely long running time and comes with a 3 year warranty. One battery lasts for between 20-30 minutes when cleaning and profiling the newly built steel of a pipeline.

CLICK & GO ADAPTOR

Today the end-user needs special tools to change the belts during use. With this new system, the belt comes with a pre-packaged housing. This housing fits seamlessly, and with one hand movement you simply click the belt tight for usage.



REINIGEN ENTFERNEN AUFRAUEN



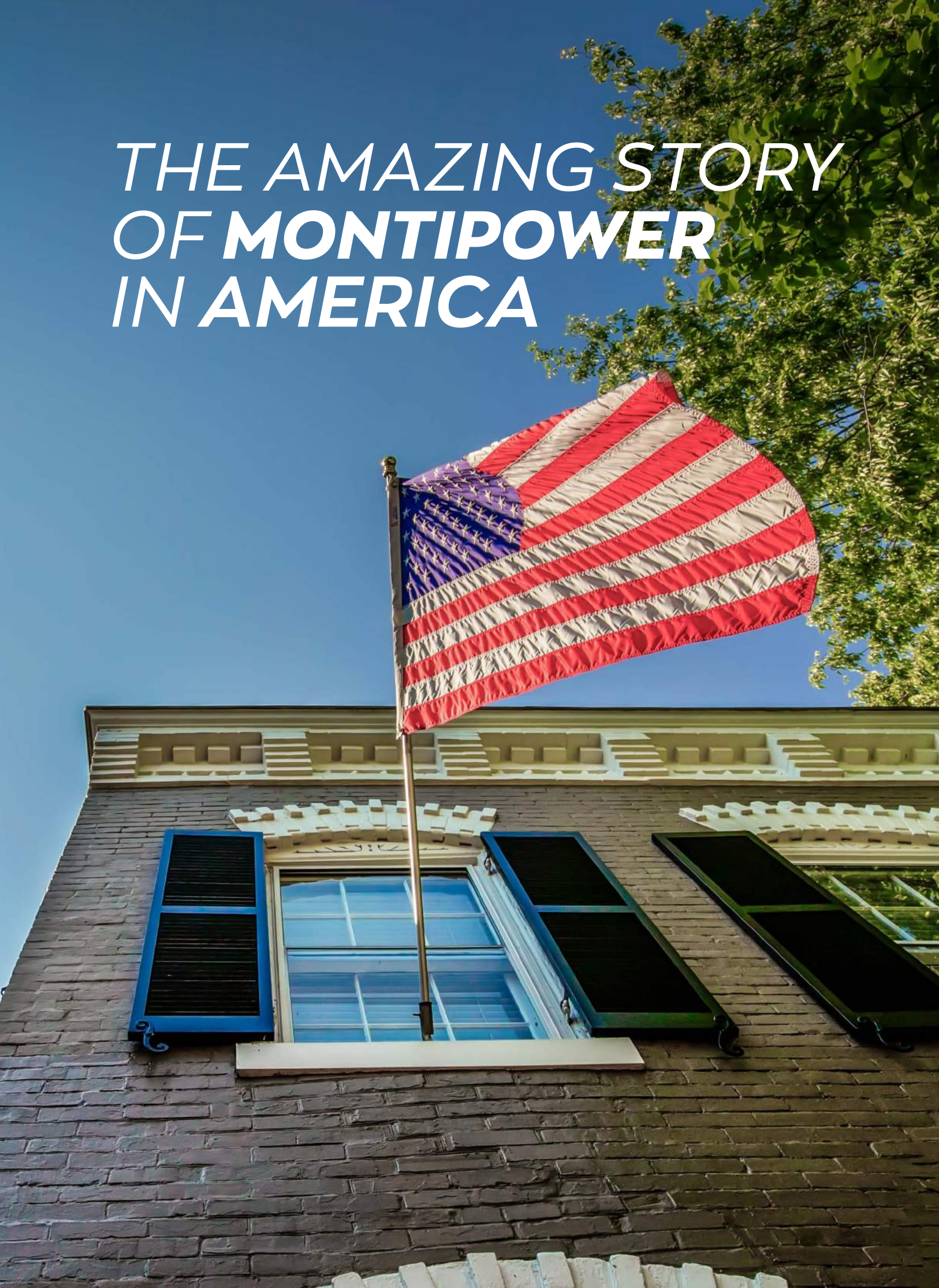
MONTIMOBILITY

MBX-IT® Metal Blast Cleaning Solutions

www.montipower.com

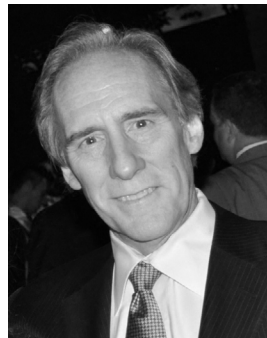
Africa - Americas - Australasia - Brazil - China - France - Germany - Holland-India
Japan - Middle East - Russia - South East Asia - UK

THE AMAZING STORY OF MONTIPOWER IN AMERICA



CHUCK LOCKARD

'First friends, then business'



Early in 2004, Chuck Lockard traveled out to the Virginia countryside to meet Dietrich Westphal, owner of MontiPower and a shareholder of Monti Werkzeuge, GmbH. "I had recently sold my business and, as so often happens, I was bored sitting and doing very little for the new owner... so we parted ways. I went looking for a new business adventure, my attorney suggested that I and Westphal meet and discuss potential business opportunities." So said, the two guys sat down, while enjoying their cup of coffee, and discussed further details.

OVERWHELMING ENTHUSIASM

At that time, MontiPower operated out of a minor warehouse and a converted mobile home in rural Boyce, VA. Which is about an hour and a half west of Washington DC. Back then the primary focus of MontiPower was the automotive tools and the vinyl erasers. "Over the following six months, I did my due diligence on MontiPower, devoting all the time I had to the business. I met customers, did trade shows, sold products and upgraded the administration and marketing of the company." said Chuck modestly.

It was during these hard working six months, that Chuck met Detlef Thomas. The two bonded immediately and a long friendship and business relationship began. Chuck explained fully amazed: "Detlef's dedication to Monti and his overwhelming enthusiasm for the technology was contagious." Their relationship was a start of many adventures, with more and more to come. "I felt I had a real purpose again and I was hooked and ready to commit for the future."

THICK AS THIEVES

By the end of 2004, Dietrich decided to sell MontiPower to Chuck. He felt sorrow in his heart, but Dietrich knew Chuck was a good successor. The building of the company was going forward at a rapid pace. Another key ingredient to its success was Wally Manuel, who had been with MontiPower for a number of years. Chuck and Wally bonded immediately. "We are thick as thieves, each willing to handle any part of the business. We laugh together every single day" said Chuck, "there has never been a cross word or argument in nearly 15 years of working together." ● ● ●

Key to this success was a shared philosophy of how they do business. "We make friends first" says Wally, "if you do that, then the business will come. Every phone call is answered in person, every request responded to immediately, every order is shipped the same day." Chuck continues, "We never miss an opportunity to thank our customers and let them know we appreciate their business. Generating new customers is always challenging, treating your existing ones like your best friend, is easy."

A GAME CHANGER WAS BORN

Chuck looks back at that period: "The introduction of the Bristle Blaster® technology was a game changer. Never before had there been a hand-held power tool that could deliver the surface preparation capabilities of the Bristle Blaster®. This required a re-orientation of the marketing and sales effort, as the company was now pursuing a new type of customer. And even more importantly, it required educating the market on a new method that would be delivering unexpected results".

MontiPower chose to grow primarily through building a distribution network through North America. "Sales reps for the local and regional distributors will know their customers far better than we ever will" says Chuck. MontPower supported the distribution network with training, technical expertise, marketing and same day shipping. MontPower, with support from Mont Germany, diligently and systematically developed the industrial surface preparation market through trade shows, seminars, in-house, field training session and consistent print and online marketing. All under the directions of Chuck and Wally.

The Bristle Blaster® took hold, first as an additional tool in the kit, then as the go-to method for small applications and, finally, today the Bristle Blaster® is recognized as a premier solution for many surface preparation tasks – both large and small. Mont's US successes has not gone unnoticed in Germany. Thereafter, they chose to open their own subsidiary (Mont Tools, Inc.) in the US, first in New Jersey and then moving to Houston, Texas. Competition and confusion ensued. "It was difficult, as well as unexpected" said Chuck, "but, then again, that's why we call it work".

Today, Mont Germany and Mont US have joined forces under Chuck's leadership to pursue Mont's expanded objectives. This effort includes M.Test (MontPower Test Equipment

and Specialty Tools) which extends our expertise and access to the market. M.test, led by industry resource and quality control expert Tom Swan, offers equipment and services across the global industrial coating market.

**"WE NEVER MISS
AN OPPORTUNITY
TO THANK OUR
CUSTOMERS AND
LET THEM KNOW WE
APPRECIATE THEIR
BUSINESS"**

PROUD TO JOIN THE NEW MONTI

Prior to MontPower, Chuck, immensely over educated with a finance degree, a law degree and a CPA, owned a trade show production company that produced the first internet technology trade show for government. In addition to 15 years of marketing and advertising experience, Chuck has served as a financial officer for systems integration and government technology companies. Married for 30 years to his wife Elaine, they have three grown children, one of which Chris has worked at MontPower for almost 10 years.

"I am proud to join the new Mont at a time of growth and technological innovation" says Chuck with a smile. "The vision, energy and commitment of Frits Doddema and his team are not only providing great opportunities for our distribution network, but will offer our end users increasingly sophisticated, measurable and economical solutions for surface preparation."



MONTI HISTORY

1987

COMPANY FORMATION

When Werner Montabaur, the man who lent his name to the company, first came into contact with surface preparation, he realized that the tools available were far from capable of providing the desired result. This almost immediately gave him the idea of developing his own technology and led him to establish Monti Werkzeuge GmbH. Werner worked very closely with Detlef Thomas, who later became a partner in the company. While Werner took care of the production and further development of surface preparation products, Detlef was responsible for marketing them.

1988

FELT BRUSH BELT SYSTEM

Just 12 months after the company was founded, the first 43 mm brush belt system, known as “MontiPower” and targeted at the DIY market, is launched. In the beginning, all sales are handled through national and international DIY stores.

1992

U92 AND DEKA POWER

The first patented 23 mm belts (U92 and Deka Power) for the brush belt system hit the market as power-drill and angle-grinder attachments and are used for both automotive (U92) and DIY (Deka Power) applications. Whereas sales of the Deka Power belts are particularly good right from the very start thanks to video promotion in DIY markets, primarily in France and Germany, successful application in car workshops initially eludes the U92 series. Only after the focus is shifted to the removal of underseal does the U92 brush belt system really take off.

1995

FIRST PNEUMATIC DRIVE UNIT

The birth of the first pneumatic drive unit lays the foundation stone for the MBX® series. In combination with the patented Adapter System, Monti creates a genuinely new product and is able to celebrate its first success with a machine designed in-house. The MBX® series quickly makes a name for itself in the automotive industry, achieving a level of recognition it still enjoys today.



1996

THE MONTI COLOR- CODING SYSTEM

The increasing level of demand from the marketplace and the growing group of users leads Werner Montabaur to develop different belts for the various application areas. In collaboration with another renowned German company, he creates the MBX® series of belts, which are still categorized today in line with the color-coding system he introduced back then (black, ochre, green and blue). This change and continued development of the Monti product range sees the company finally break into the professional automotive tools segment.

1997

VINYL ZAPPER®

As part of its efforts to expand its product range for the automotive sector, Monti develops the patented Vinyl Zapper® that removes vinyl, stickers and adhesive residues from acrylic paints, primarily on metal surfaces and glass. Parallel to this, Monti moves into the sign industry.



2001

TOP 20 TOOLS AWARD

The US's MOTOR Magazine honors the MBX® series with the Top 20 Tools Award! A true accolade for our technology!

MONTI HISTORY

2003

PRODUCT DEVELOPMENTS

The launch of a user-friendly electric drive unit massively increases the number of prospective customers. On top of this, the new 11mm belt also increases the range of applications. Monti is on the rise!

2004

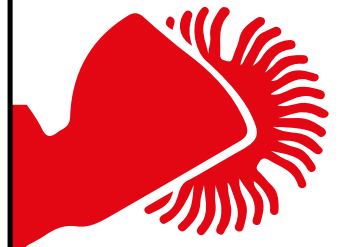
MONTI TOOLS INC.

In order to meet the level of demand in the US market, the subsidiary Monti Tools Inc. is set up in Houston/Texas. The Texan headquarters control the group's activities across the whole of North America.

2006

BRISTLE BLASTER®

Groundbreaking and cutting-edge: The patented Bristle Blaster® is the first hand-held brush belt system in the world that produces a quality of surface roughness and a result comparable to that achieved by sand-blasting. The new Bristle Blaster® Technology opens up a path into a huge variety of different industries to Monti and immediately develops into a second mainstay for the company in addition to the MBX® series. Consequently, a global network of importers and dealers is set up that focuses exclusively on selling and providing product training for the Bristle Blaster®.



2011

DIE BLASTER®

The MBX® is joined by the Die Blaster®, a machine that can be used in areas that are difficult to reach and yet still enables a rough surface to be created. The Die Blaster® has become indispensable in the automotive industry, especially for restorers of vintage and classic cars.



2012

RELOCATION

Up to this time, Monti had been operating from three different sites around Bonn. 2012 sees the company relocate to Hennef and finally move into premises where the whole company is housed under the same roof. In addition to shorter distances between workstations and improved communication, the main benefit of this geographical merger is that everyone who works for the company now feels like they are part of one big family – the Monti family.

2018

INNOVATION DEVELOPMENTS

The patented characteristics of the Bristle Blaster® form the basis of four new innovating machines. In 2018 started the development of the Cleantech Prepper, the Subsea Equipment, the Autarq and the battery-powered version of Monti.

2019

MONTI GROUP

Monti is a family, located all over the world. With the new positioning of Monti there is the now new named parent organisation, called Monti Group. Within the Monti Group there are nine different divisions, all targeting a different market in surface preparation. One of them, MontiPower, stands for global impact of the new Monti.

It was an immense shock for the entire Monti community when in 2018 the news came that Detlef Thomas, one of the Monti men of the first hour, had died. In a tribute to this charismatic, versatile supercharger, his friend and colleague Zoran Kovarcek looks back on an unforgettable friendship.

Zoran Kovarcek, Monti's Sales Manager for Germany & Central Europe, quickly became a friend of Detlef's when he first started working at Monti. Zoran tells us what happened: "The first time I met him, I had never worked in the world of coatings or steel. I was actually working in catering in Munich – it must have been around 2010 – when Detlef and I met. It happened in quite an unusual way, because Detlef always wanted to test everyone. I seemed to pass the test, because not long after that, I found myself working at Monti, where I was responsible for whole Germany. The nice thing was that if you went somewhere with Detlef, people you met often couldn't quite place him. After all, he looked a bit like a rock star or like someone who'd just walked off the set of

Tatort (a crime scene investigation series on TV). What's more, he also had an extremely broad horizon. It was rare to come across a subject he could not speak on. It was no wonder that he made lots of friends and had lots of networks. He knew a lot about art, and liked creative people. Detlef had a great affinity with Japan, Japanese culture and Japanese philosophers. He often talked about the book 'The Five Rings'

by Miyamoto Musashi. But he also loved France, especially La Douce France with the Cote d'Azur, and of course French cuisine.



ZORAN ABOUT

'TWO MEN WHO HAPPEN TO MEET EACH OTHER IN THE BIG CITY OF MUNICH'



DETLEF



But the great thing was – and this was typically Detlef – that his favourite dish was quite simple, a large schnitzel with pommes frites. On the other hand, if you weren't made of the right stuff or didn't measure up because you weren't sufficiently direct

and open-minded, you wouldn't get his business. In that respect, it was either a yes or a no. There was no room for nuance. I've actually been present when he just walked away if he didn't like a conversation or who he was talking to. Once I was there when some salespeople wanted to sell Monti's products at lower prices. For him, that immediately meant the end of the discussion. Detlef never forgot his friends, even if they had dropped out of the picture for a while due to one reason or other. I was with him when he looked up an old friend – Carlo – from Vienna, whom he hadn't seen for 25 years. It was an unforgettable reunion.

Detlef is sadly no longer here, and that was an enormous shock for all of us – for our friends, for the Monti family and of course above all for his family. But if Detlef could look down on us from above, he could see how much hard work is going into his dream. He would see that more and more things are being achieved than anything he might have written on his bucket list. For instance, the Prepper and Subsea are innovations he would have loved. He would also see that Monti is now a powerful group that's stretching out further all over the world. And I'm 1000% sure that this was his dream.”

Zoran Kovarcek,
Sales Manager for Germany & Central Europe, MontiPower

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THE WORLD



OF MONTI



2019, edition 1

PEAKTIMES

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