

Kleiberit adhesives well-receive

Local woodworking machine supplier Hüster Machinetool Company reports that adhesives produced by German adhesives specialist Kleiberit are exceptionally well-received in South Africa.

Hüster Machinetool Company, which has been a Kleiberit distributor for more than 15 years, attributes the success of the products to high quality standards, market-related prices and excellent service and pre- and post-sales technical support from the manufacturer and its distributors.

Hüster Machinetool Company owner Adolf Hüster says Kleiberit is a very innovative manufacturer, which has through the offering a reliable products and trusted suppliers and agents, become well-known and well-respected.

"The fact that the manufacturer also visits the local customers and communicates with them on technical and other issues has gone a long way in instilling confidence in the brand name of Kleiberit as a whole in this region."

Hüster Machinetool Company owner Adolf Hüster explains that multipurpose polyurethane (PUR) waterproof marine and joinery adhesives such as Kleiberit 501 and 303 as well as the edgebanding adhesives such as Kleiberit 782, 779, 707.0, 707.9 are all faring well in the local market.

"Kleiberit adhesives perform exceptionally well in the various harsh conditions experienced in southern Africa, including wide temperature ranges as well as contrasting dry and very moist ambient conditions in different parts of the country.

"South Africa experiences totally different climatic conditions in, for example, winter where it is dry in the interior and extremely wet with high ambient moisture in the south-west region. This results in different adhesive problems and issues in each region. However, the Kleiberit range covers the full spectrum of adhesives negating any possible problems or issues encountered as a result of climatic conditions."

Hüster explains that Kleiberit 501 is a fully waterproof PUR adhesive of exceptional quality that is used in the marine trade and other areas where high moisture levels necessitate the use of a full waterproof glue. These applications include bathrooms and outdoor furniture besides others.

"Numerous clients have switched over to Kleiberit products over the years in particular Kleiberit 501. This was mainly owing to the product's extremely good pricing, high specification levels, availability and outstanding results in terms of the efficacy of the product."

Kleiberit 303 is an excellent D3 adhesive ideal for the joinery business where a quality bond is essential for household, office or school furniture. DIY enthusiasts will also benefit from this product and it can even be used to bond veneer onto board.

Hüster Machinetool Company has also received excellent feedback about Kleiberit 431.7, the PU dispersion spray adhesive. The company recently introduced this adhesive product to a door supplier in Cape Town, which uses the dispersion spray adhesive to bond PVC decorative foils onto MDF panels.

"The Cape Town client is extremely happy with the product, support and pricing and most importantly the performance of Kleiberit 431.7."

Further, he notes that the Kleiberit edgebanding adhesive is suitable for almost any brand and model of edgebander and this has been synonymous with its ongoing success in the southern African market.

"The Kleiberit range of edgebanding glues has many features and options available ensuring the right adhesive for almost any edgebander, whatever the application."

Kleiberit's PUR adhesive is ideal for the Holz-Her range of edgebanders, for which Hüster Machinetool Company is the local agent. Holz-Her developed a very innovative glue application system that enables the use of EVA and PUR glue in the same machine. This dual-glue system is now a standard feature on many of Holz-Her's edgebanders and Kleiberit's adhesives further elevate the edging quality offered by these machines.

In addition, the company is confident that the sale and demand for Kleiberit edgebanding adhesive and general adhesives such as 501 and 303 will continue to increase as a result of aggressive marketing and a high quality product at a market-related price.

The use of more specialised Kleiberit products will also increase as more local manufacturers and producers invest in newer technologies to improve standards and quality and also to introduce new product lines onto the local market.

Meanwhile, Hüster Machinetool Company looks forward to working with Kleiberit and continuing to be an integral part of the company's development here in southern Africa.

"Feedback from clients is always positive and once clients have used Kleiberit in a particular application it is almost a certainty it will remain their adhesive of choice," concludes Hüster.

By Sinette Goosen



The PUR Specialists

KLEIBERIT manufactures high quality adhesive products for the Wood Industry with following applications:

Flat Lamination

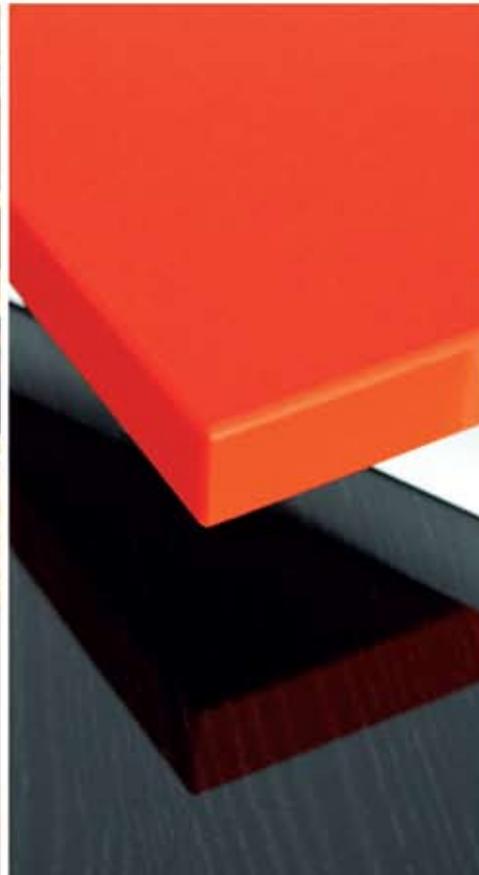
- Low coat weight
- Highest glue line strength
- Pressure stable surface
- **EO** - no formaldehyde

Edge Banding

- Extreme strength
- No chip swell
- Proven thousands of times

Profile Wrapping

- High heat resistance
- Reduced fibre swell
- Bonds to many inner core materials



Individual solutions

No Glue Line? ...No Problem!

Cornice and skirting boards

We have local Southern African Agents. For further information please contact us:

KLEBCHEMIE M. G. Becker GmbH & Co. KG

Johannesburg • Durban • Cape Town • Germany • United Kingdom

Phone JHB: 010 500 9165

Email: sales.safrica@kleiberit.com



www.kleiberit.com