



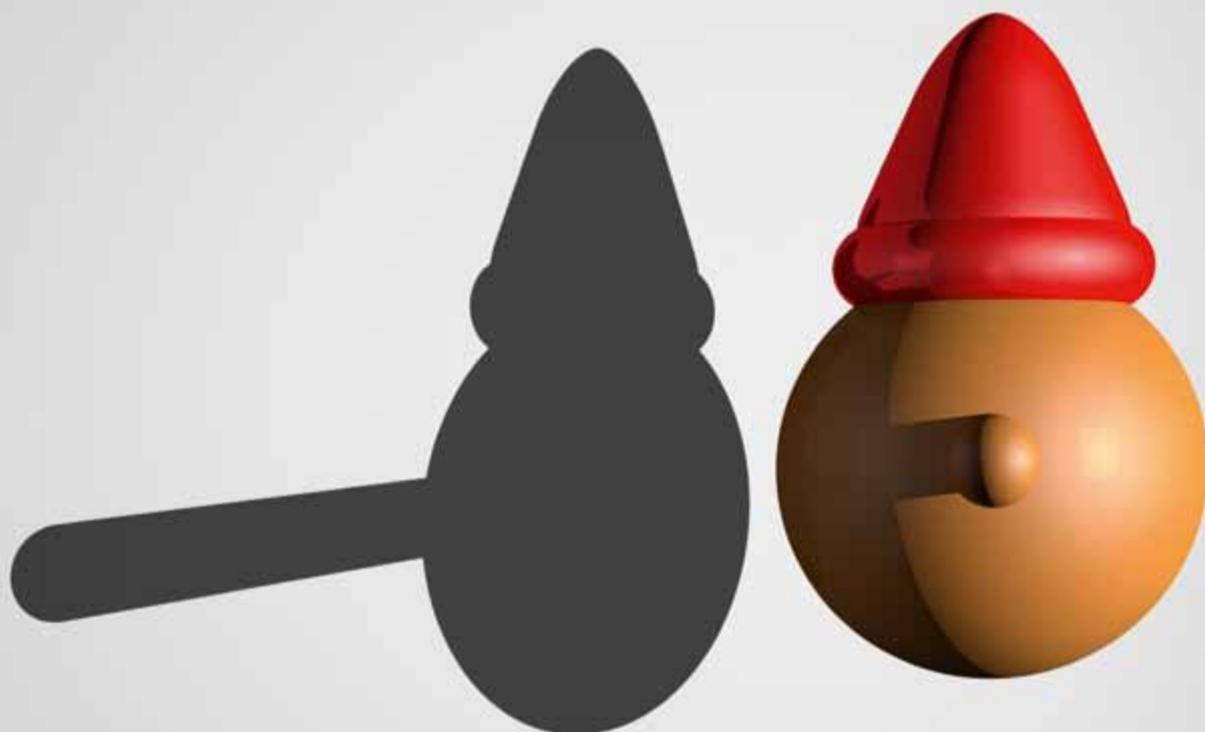
The magazine for  
decision-makers



How do you recognise quality brands?

- ▶ Globally recognised innovation
- ▶ Optimal functionality
- ▶ Superb reliability and on-the-job safety
- ▶ Excellent price/performance ratio
- ▶ Numerous national and international patents and awards

# To tell the truth ...



Dear reader,

**you can believe everything you read below – it is all about lies. Many investigators say that we lie about 200 times each day.**

That may sound a lot but when you think that you can lie to yourself as well as to other people, the figure starts to sound more realistic. There is, of course, a whole range of reasons for lying – **expediency, love, greed and so on. Let's now have a look at lies caused by greed ...**

They are more frequent than you might think. When you cast your eye over your product range, read brochures or the messages on packaging, look at your supplier's web-site, don't you sometimes get an uneasy feeling or have misgivings? Far too many people or organisations claim to be the best, most perfect,

best performing or cheapest supplier. Particularly when talking about quality, promises are made which common sense dismisses as a load of rubbish. Performance figures are massaged and very audacious suppliers even decorate their products with quality marks they have never earned.

**What is the reason for packaging that is very "economical with the truth?"**

One reason is that many companies believe the customers are dim and can only be persuaded to buy with a steam hammer. Another reason is that competitors egg each other on. But reputable and sound business dealings are quite different.

**What do the Qfaktor partners do differently?**

All statements made by BESSEY, KNIPEX, PARAT, STABILA and

WERA are credible because they can be substantiated. If figures are quoted, they are not just plucked out of the air; they are founded on solid facts. And when it comes to words, "our word is our bond."

Statements such as "long working life, built for the construction site, easy and safe to work with, lasting accuracy, high operating speed, high grade material and meticulous workmanship" correspond to reality and have been confirmed by users over very many years. Honest! Not a word of a lie!

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## We deliver

### Dear reader

At the same time that this Qfaktor is on its way to you, BESSEY, KNIPEX, PARAT, STABILA and WERA are dismantling their stands at the Cologne Hardware Exhibition which has now closed its doors for the next two years. The new products which we launched in Cologne and which we are also introducing to you here in Qfaktor must prove their worth in the market. They can only do this if seven crucial criteria are met:

1. The new products offer their purchasers a decisive advance which puts them out in front.
2. The products represent good value for money and offer a good margin.
3. The experience of using them every day is as promised – performance, handling, material quality and durability.
4. The new products are available exactly when promised.
5. They are suitably presented by you in your shops as new products.
6. Your staff are fully informed about the product and properly trained.
7. Your entire team actively presents the new products to customers.

The five Qfaktor partners will look after points 1 – 4. We will deliver what we promised. Points 5, 6 and 7, in other words the entire sales process, lie in your hands.

### The five quality brands deliver more than just the best products.

We support you with a whole range of appropriate marketing activities. Speaking now on behalf of STABILA, I would like to say a few words about our marketing strategy "THE RED LINE".

It is a clear and enduring strategy and, like all good ideas, it is easy to put into action. "THE RED LINE" is a proven, cost-free activity to optimise sales. It consists of nine marketing modules which are connected by a common thread, the "RED LINE". Systematic use of the strategy is sure to increase the STABILA partner's sales by an average of 15 percent.

### The times of just selling a product are past.

Today, the challenge is to enable the customer to make the right purchase decision. With the Qfaktor partners you are on the right side. We deliver.



Jürgen Henschel,  
Manager, Sales  
and Marketing of  
STABILA GmbH,  
on behalf of  
BESSEY, KNIPEX,  
PARAT, STABILA  
and WERA.

# www.Qfaktor.com

## Competition Winners

When we circulated the last edition of Qfaktor in autumn 2011 we included a draw for three sets of tools with a total value of about EUR 1,300. We

hope that the three lucky winners will enjoy using their prizes.

The list of winners of our draw can be seen at [www.Qfaktor.com](http://www.Qfaktor.com)

## Sturdy. Easy to use. Stable.

**The first manual ratchet-action cable cutter for one-hand and two-hand operation for cutting copper and aluminium cables with diameters of up to 60 mm!**

Thick cables are cut everywhere, in wind turbines, transformer stations and cable trenches etc. Heavy electrically operated systems are often used for this purpose. With the new sturdy and compact ratchet-action cable cutter, KNIPEX proves that it is by all means possible to cut thick cables by hand - even with just one hand if necessary.

**With 3-stage drive operation in one-hand and two-hand operation.**

Special feature: This professional-class cutter from KNIPEX is the first manual ratchet-action cable cutter that cuts through copper and aluminium cables with diameters of up to 60 mm. It features "3-stage drive", allowing thick cables of up to 60 mm in diameter to be cut through without any problem – using either one or both hands.

The "1st stage" is ideal for one-hand operation: the blades cut with

minimum feed, allowing an easy and comfortable transmission of manual force to cutting force and a favourable gripping position, even for small hands. In the 3rd stage the blades cut through the cables with maximum feed.

The ratchet-action cable cutter is distinguished by simple handling, low weight and a compact design. It is excellent for use in confined areas, too.

As a professional tool the ratchet-action cable cutter is suitable for the demands of day-to-day use. Its serration is insensitive to dirt, it is sturdy and comfortable to hold and it features good stability and long service life.



# www.bessey.de

## Greater convenience, new features – BESSEY is preparing its new website.

BESSEY's new website goes online in Spring 2012. The team is currently applying the finishing touches before the new layout, and of course new features, are made available to visitors. The launch is planned for April.

BESSEY – Active on all continents and well-known for its high quality in tools and precision steel alike. A complex, versatile and growing company, such as the BESSEY Group, naturally places particular demands on its website: It should be intuitive, clearly laid out, functional and offer added value to distributors, end users and the press.

### Just a few of the new features:

- **About us** – With detailed information about BESSEY and its achievements
- **Products** – With a additional short descriptions of the individual products for better differentiation

- **Our news** – With current and archived information about our innovations, as well as press material and demo videos
- **Downloads** – With catalogues, individual brochures, graphic material, videos and presentations
- **Distributor login** – With special offers and purchasing conditions

"Whoever stops improving has stopped being good", Max Bessey once stated. BESSEY also pursued this basic company principle in the creation of its new website.

Why not make a note of it now and have a browse through it at your leisure:

[www.bessey.de](http://www.bessey.de)  
You'll be glad you did!

# The name says it all: Extra slim.

**Slim stands for thin, narrow, slender and that is just what the new VDE Kompakt blades by Wera are like.**

Naturally, without compromising. With the same robustness and long service life as the well known Wera VDE blades.

The stable belt pouch Kraftform Kompakt 60iS/65iS/67iS/16 comprises **15 interchangeable blades** as well as **one VDE handle**.

The interchangeable blades have a much reduced blade diameter compared with conventional models. The **protective insulation is integrated**, enabling sunken screw and spring elements to be easily accessed.

**An additional advantage:**

The insulation is wear-free since a fraying of the insulation can no

longer occur thanks to the integrated design. The handle/interchangeable blade system means that the blade required can be **rapidly exchanged** and this makes the tool very versatile. NO additional tools are required for changing the blade.

The Kompakt sets are individually tested at 10,000 volts. The ten-times higher testing load ensures safe working at the maximum permissible voltage of 1,000 volts.

**The following profiles are included: Phillips, Pozidriv, Torx®, slotted, PlusMinus (Pozidriv/slotted).**

**Wera awarded the iF Design Award 2012.**

The Wuppertal-based screwdriving specialist has been awarded the coveted **design prize** for the **“Kraftform Kompakt 60 RA”**- bit range with ratchet handle.

The compact tool with 16 bits that can either be used manually or with a power tool is just one of the innovative ratchet screwdriving products.



The stable belt pouch



# Goal! Promote your company with the German national team.

**Everybody has to measure.**

STABILA can now offer you officially licenced fan merchandise of the German Football Association. The items can be customised for you as an advertising medium. A great gift idea for your company. Advertising with the most beautiful pastime in the world.

**Wooden folding rule 1407, 2 m:**

- Tells you all about the track record of the German national team since 2010 – including qualification for the 2012 European Cup.
- Customisation by printing your company or association logo on the 2nd side face.

**Pocket BASIC variant:**

- Mini-format spirit level for horizontal measurements.
- Customisation by printing your company or association logo on the 2nd side face.

**More information at**  
[www.stabila-promotion.de](http://www.stabila-promotion.de)

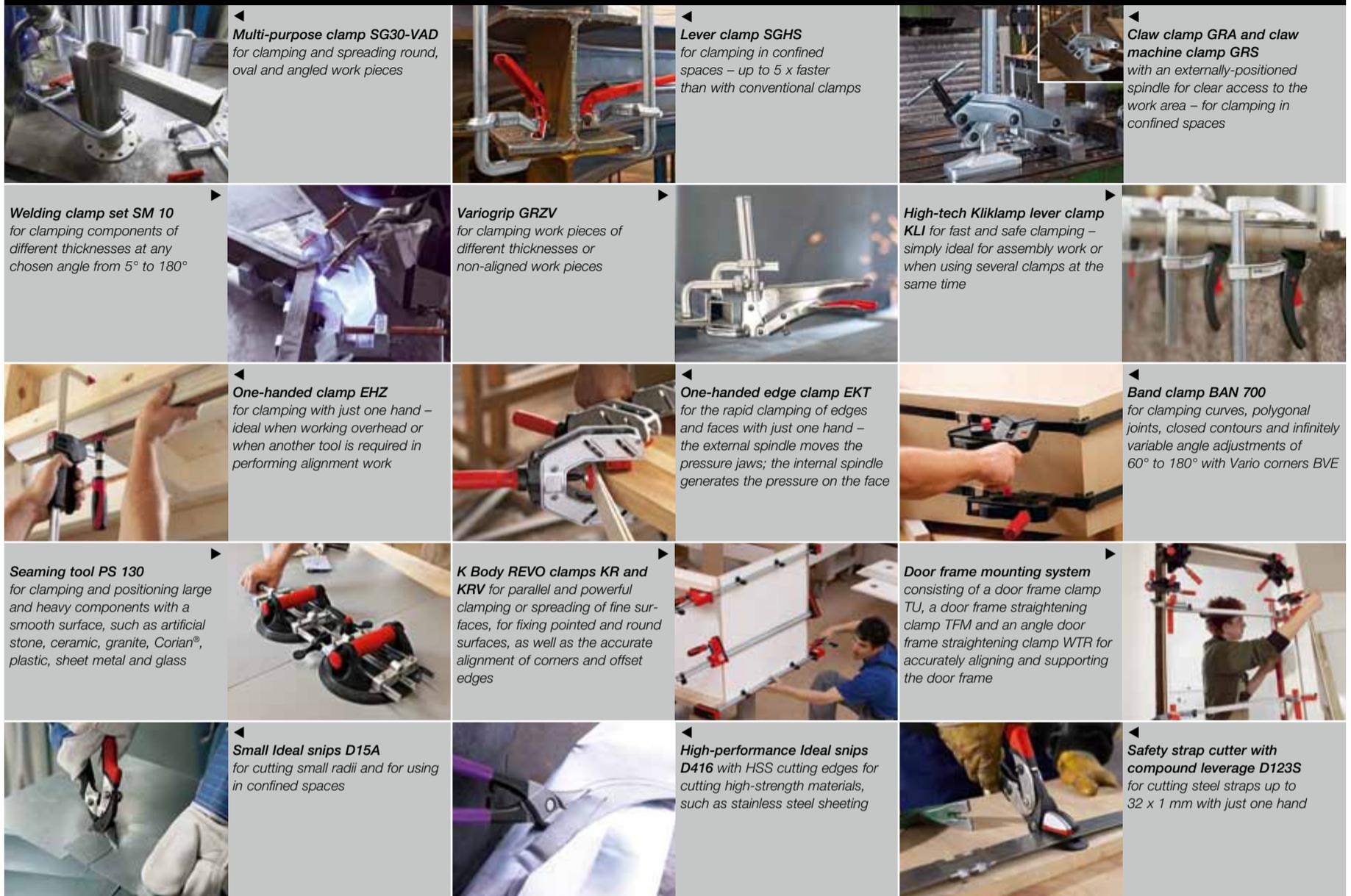


Wooden folding rule 1407, 2 m:

Pocket BASIC variant ▶

The design of the promotional surface is subject to the licence conditions of the German Football Association.

# Unique in Quality and Diversity



**BESSEY's largest high-performance clamp STBS weighs 17 kg and has a clamping force of up to 3.5 tons – The smallest spring clamp in its range, the XCI, weighs just 10 g and fits into any child's hand. Whether it's steelwork, carpentry, model making or assembly work – BESSEY tools are as varied as the tasks in everyday working life.**

It is not just the quality of its clamping and cutting tools that makes BESSEY successful; BESSEY can demonstrate an impressive range of products that is unique in its quality and diversity. This was the very way in which the traditional Swabian company from south-western Germany succeeded in becoming the market leader in the field of clamping tools.

Every industry and every trade has very specific tasks that need to be addressed. Temporary measures, in-house or do-it-yourself designs not only take time but are also often a safety hazard. For example, how do you clamp something in a T-beam shape? The spindle is in the way here with conventional screw clamps. BESSEY does not just have an intelligent and safe solution for this problem – but also a clamping tool on which the clamping lever is rotated.

BESSEY is not only innovative with respect to the field of clamping but also in our search for new challenges. Its wide range of products is unique – from „standard“ catalogue products to special tools, BESSEY has everything for the professional as well as the do-it-yourself enthusiast.

BESSEY will usually have a solution for complex user problems. This sets BESSEY apart from its competitors and demonstrates great potential at the same time.

In addition to classics, such as malleable cast iron, all-steel screw clamps, popular normal metal and compound leverage snips, the product range also offers a variety of clamping and cutting tools that were created to master unusual work situations.

It's not just the range of products however that is impressive – the product depth is also second to none: the various sizes of the individual models and the different accessories ensure that the tool is ideally matched to the customer's requirements. The malleable cast iron screw clamps with a clamping range of up to approximately three metres are mainly used in timber construction and carpentry. High-performance clamps, with a clamping force of up to 3.5 tons, are used in heavy steel construction and shipbuilding. The K Body clamping tools are a particularly good example of the versatility of the accessories – essential aids in furniture and exhibition stand construction.

However, the product range that is precisely tailored to customers' needs is not just created as a one-off version. It is vital that the company continues to develop its product range and its proximity to customers as requirements and work processes never stand still but instead continue to change with new technology.

Specially trained applications engineers are deployed to present quality products to the end user. They examine user problems at the same time as new challenges in the range of applications and are seen as offering great investment potential. The success of its unique customer service is evident as both parties benefit from this: BESSEY gains valuable knowledge about the current and ever-changing work processes. The end user benefits from a constantly evolving product range, precisely tailored to his needs.

**Let yourself be inspired by the diversity of the product range and visit us on the BESSEY stand at the International Hardware Fair in Cologne** or please contact us on +49 (0)7142 401-0 for a complete catalogue free of charge.

# Global Market Leader in the Field of Clamping Tools is Breaking New Ground

**BESSEY is already world-renowned for its clamping tools. Now the clamping technology specialist is ready to conquer another product segment with a world first: the traditional company will present its newly developed self-adjusting toggle clamp for the first time at the International Hardware Fair in Cologne as well as at The Wood Fair in Nuremberg.**

“BESSEY. Simply better.”, this is the company’s motto; and in actual fact, BESSEY is leading the way in revolutionising the toggle clamp. In the case of a classic screw clamp, rapid adjustments to different clamping ranges are achieved by moving the sliding arm along the rail profile; BESSEY has now succeeded in transferring this principle to the toggle clamp. **The result is automatic and infinitely variable adjustments to different work piece dimensions with roughly the same clamping force.**

Carsten Spang, Business Division Manager of BESSEY Tools, is impressed by the new product: *“Our new variable toggle clamps will set new standards in their various fields of applications.”*

Toggle clamps are already essential in all areas of trade and industry. Whether it’s in assembly work, fixture construction or mould making – BESSEY’s innovative development a significant time-saving in work or

production processes. This is worth its weight in gold for any users.

## **Flexible and all-purpose**

Automatic, infinitely variable adjustments to different work piece dimensions save time-consuming, manual adjustments to the pressure screw. The variable clamping range is up to 40 mm (1 9/16”) with a horizontal clamp and up to 16 mm (5/8”) with a push/pull toggle clamp. A base is not required – extensive modifications to other models are unnecessary. **The clamping force of the toggle clamp goes up to 2,500 Newton and can be perfectly adapted to the requirements of the work piece – easily and without any tools.** This can be done by means of an adjusting screw in the joint. Once the clamping force has been adjusted, this force is maintained, even in the case of an automatic adjustment to a larger work piece, for example. In use, BESSEY’s toggle clamps are a welcome relief in the production of different products because of their versatility. Fast and efficient work is guaranteed.

## **Well thought-out down to the last detail**

Great emphasis was also placed on even the smallest details in the development process. This makes BESSEY’s innovation a well considered and well-engineered product. The pattern of the base plate, with which the toggle clamp is securely mounted, is suitable for both millimetres and inches. The



toggle clamp locks work pieces quickly, highly efficiently and securely into position regardless of the system of standards used. The large two component plastic grip with a soft cushion insert enables you to work comfortably and ergonomically.

## **Perfect material for a perfect result**

Specially hardened steel is used for the toggle clamps. The properties of the material are used in the most effective way by means of targeted heat treatment methods; this is the only way to achieve the high maximum clamping force with a compact design. The highest level of tensile strength with minimum material consumption is achieved with very tight tolerances even in the smallest steel components.

*“We will consistently continue to do the things that have made BESSEY an indispensable manufacturer of quality tools for over 120 years”, emphasises Carsten Spang. “We are innovative in the market and create „problem solvers“ with maximum user benefits.”*



BESSEY tools are synonymous with premium quality, innovation and a long service life. The variable toggle clamp proves:

**“BESSEY. Simply better.”**

## **WORLD FIRST:**

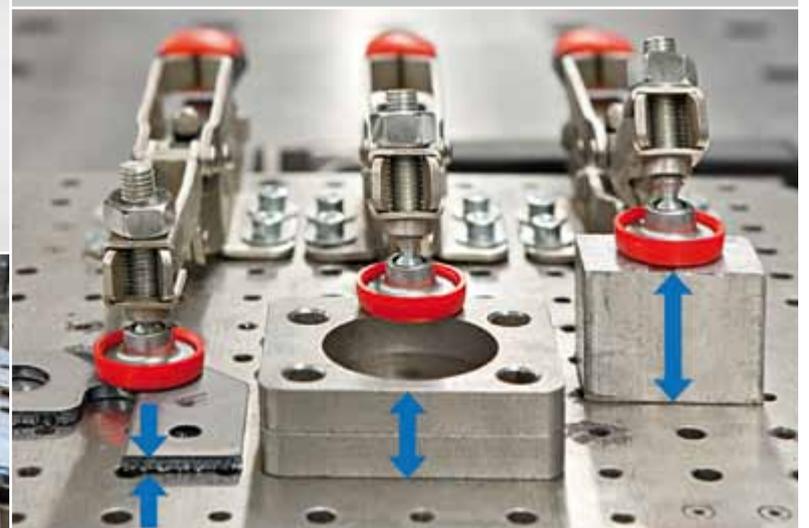
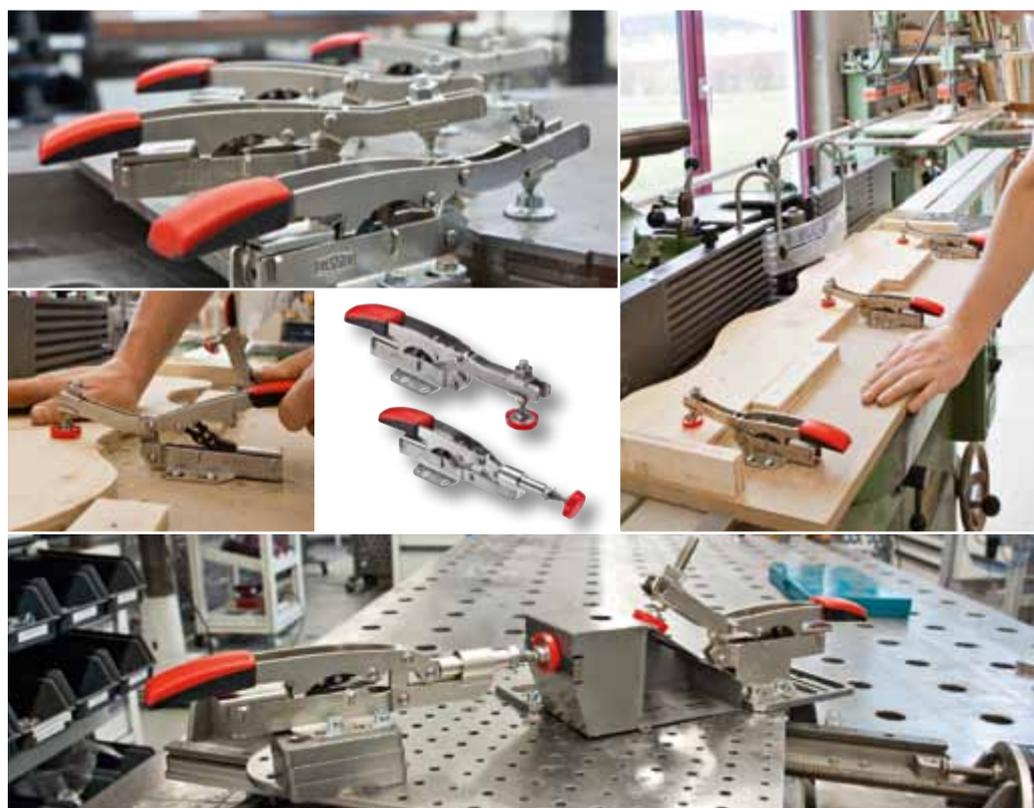
### **Automatic, infinitely variable adjustments of the clamping range**

BESSEY toggle clamps are designed for clamping without the need to adjust the pressure screw and without a base

*on the level*

*at an intermediate level*

*at the highest level*



# The 2012/2013 PARAT complete catalogue is out now!

**PARAT's complete catalogue has been fully revised in time for the International Hardware Fair.**

As with PARAT products, great importance is attached to a high degree of user friendliness. The new catalogue features a modern layout and a clearer structure. The enhanced systematic approach makes it easier to compare products, while eye-catching icons highlight special product properties. These icons match those on PARAT's website and thus ensure high recognition of the main product features.

In the spirit of the new communication strategy, catchy texts combined with high-quality product images underline the pride that PARAT employees rightly have in their products. The German and English versions will be sent out by the

end of March in preparation for the hardware fair. Other languages will be dispatched by mid-2012.

**Please contact PARAT for a copy of the complete catalogue.**



# When impacts should not get any closer!

**The Wera Impaktor bit and holder system satisfies the ever-higher demands resulting from the increased use of impact screwdrivers.**

The high level of expertise available resulted in the sophisticated **combination of material properties, product geometries (TriTorsion) and manufacturing processes** to enable the Impaktor tools to have an **above-average product service life**. As an additional advantage the Impaktor bits are coated with minute **diamond particles**, ensuring fewer "slip-ups". This is particularly important when using impact screwdrivers since these high-performance tools develop very high cam-out forces.

Wera introduced this system with great success in 2011 and thereby **solved a real problem** for screwdriving professionals (and retailers thanks to fewer customer complaints).

The successful Impaktor range will be supplemented in the spring of

2012 with the frequently demanded **Impaktor Bit Torx® 20** – available individually, in a 10-piece pack as well as in a new TORX® Bit-Check. The 30-piece Impaktor Bit-Check will then contain 3 TX 20 bits instead of the previously included non-Impaktor bits 2 x TX 20 and 1 x PH 1.



# KNIPEX TwinForce

The superior high-leverage diagonal cutter with the patented double joint



KNIPEX presents a completely new style of high-leverage diagonal cutter – the TwinForce. With its high degree of stability thanks to its two forged-in joint axles and precision-milled functional areas its cutting performance reaches impressive levels.

The patented double-hinged design of the KNIPEX TwinForce allows a very high transmission ratio, considerably reducing the effort required to cut, and sufficient damping of the cutting stroke to enable a gentle instead of an abrupt release of muscular tension. The light weight of the TwinForce is also a welcome feature when it is used frequently over lengthy periods.

**Requires 50% less effort than other high-leverage diagonal cutters of the same size.**

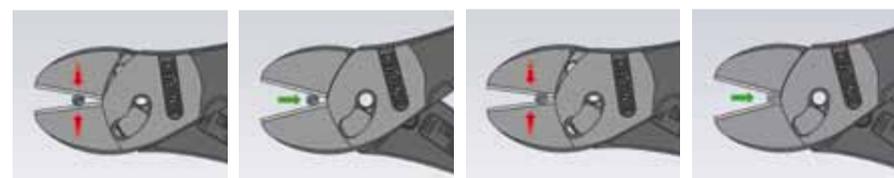
The TwinForce is of great benefit to people who have to do a lot of cutting, e.g. in wire-drawing operations or in serial production. It reduces the force needed for cutting medium-hard wire (Ø 2 mm) to about half of that required with the reliable KNIPEX high-leverage diagonal cutter in the same size.

**NEW for diagonal cutters: The option to reapply the tool.**

With 2 – 3 reapplications, the KNIPEX TwinForce cuts through even 4-mm thick wires without great effort. Conventional high-leverage diagonal cutters either cannot cut these diameters or only with great effort.



The revolutionary joint design of the KNIPEX TwinForce, patented



Insert the wires always as close to the hinge as possible.

First make a notch in the wire using the KNIPEX TwinForce until the required hand force increases considerably. Now open the pliers and slide the wire backwards towards the joint.

Continue cutting at the same location. Now cutting is much easier because the wire remains in place closer to the fulcrum.

You can repeat this procedure if necessary.

Article No.	EAN 40003773-	Cutting capacities				mm
		Ø mm	Ø mm	Ø mm	Ø mm	
73 72 180	074779	5,5	4,6	3,2	3,0	180



# So small, so practical – simply indispensable

The latest **BESSEY** innovation for the installation of laminate and prefabricated parquet is the **AV2 spacer**. This revolutionary aid makes floor installation much easier, even for non professionals.

One of the critical points when laying parquet or laminate flooring is keeping a consistent and correct spacing to the wall. A large enough expansion joint should be left, but this should be completely covered by the floorboards during final installation. This can get tricky with imprecise wedges or blocks but, with the **variable and adjustable BESSEY AV2 spacer**, the solution is simple.

### Set up is fast and simple.

Inserted between the wall and the first row of flooring, the distance to the wall can be set simply by turning the red dial. This means that **wall surface irregularities of 5 to 20 mm** can be compensated for easily. The exact distance required for spacing can be readily seen on the **millimetre scale**. Apart from the precision, the AV2 also offers advantages when it comes to

achieving great floor laying results. Thanks to a **wide contact and support surface**, pressure points on the wall and the flooring are avoided. There is no danger of the aid slipping or tilting – as can happen with wedges or blocks – when working with the new BESSEY spacer.

When the installation work is finished, the AV2 spacer is **easy to remove; just rotate the dial to release the pressure**.

Manufactured from **impact resistant, break resistant polyamide**, the AV2 spacer tool is light and tough and should last for years. It is just about the size of a business card and packaged as a 4-piece set.



## WE ROCK THE BUSINESS



The PARAT team invites its business partners to the traditional "Bergfest"

**Monday, 5 March 2012  
from 6 p.m.  
in Hall 10.1, J/K 56/57**

In keeping with the fair's location, the catering will be organised by the Früh Kölsch brewery.

Alternatively, you can sample caipirinhas or alcohol-free cocktails from our cocktail bar or enjoy a wide range of flavoured coffees from our "coffee counter".

And a live band will be on hand to really get the party started. We look forward to seeing you there.

## STABILA: three new stable "laser supports".

### The BST-K-M and BST-K-L lifting column construction tripods:

- Removable tripod head for quick and easy erection.
- The function-oriented lifting system allows the laser to descend on an air cushion when the column is unlocked. The laser is brought to a gentle stop.
- Tripod legs with spikes and rotatable hard rubber shoes for scratch-free use indoors.
- Spread stopper with high quality chain.

BST-K-M lifting column construction tripod. Height from 69 to 170 cm



BST-K-L lifting column construction tripod. Height from 98 to 220 cm



**NEW: Available from 05/2012**

### Type LT 30 telescopic laser support:

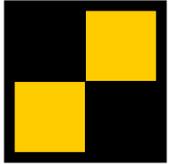
- Variable positioning of lasers at a required working height. From 20 to 365 cm.
- Includes laser platform with 1/4" and 5/8" thread.
- Carrying capacity up to 30 kg. Can also be used as a prop.
- Travelling height 1.35 m. Weighs only 2.7 kg.
- The strong third hand you have been wanting.

## The Wera BIG PACKs!

Here it really is a question of size. The new Wera Big Packs contain all the screwdrivers the screwdriving professional usually needs.

In all, there are **14 screwdrivers** in each of the two Big Pack versions. Additionally, there are **two racks** for the orderly storage of the tools in the pack or on the wall. The Big Packs are an ideal accompaniment for all professionals who want to be as **fully** equipped as possible and have the right tool at hand. Should you wish to take advantage of this **limited offer**, watch out for Wera's Spring Campaign!

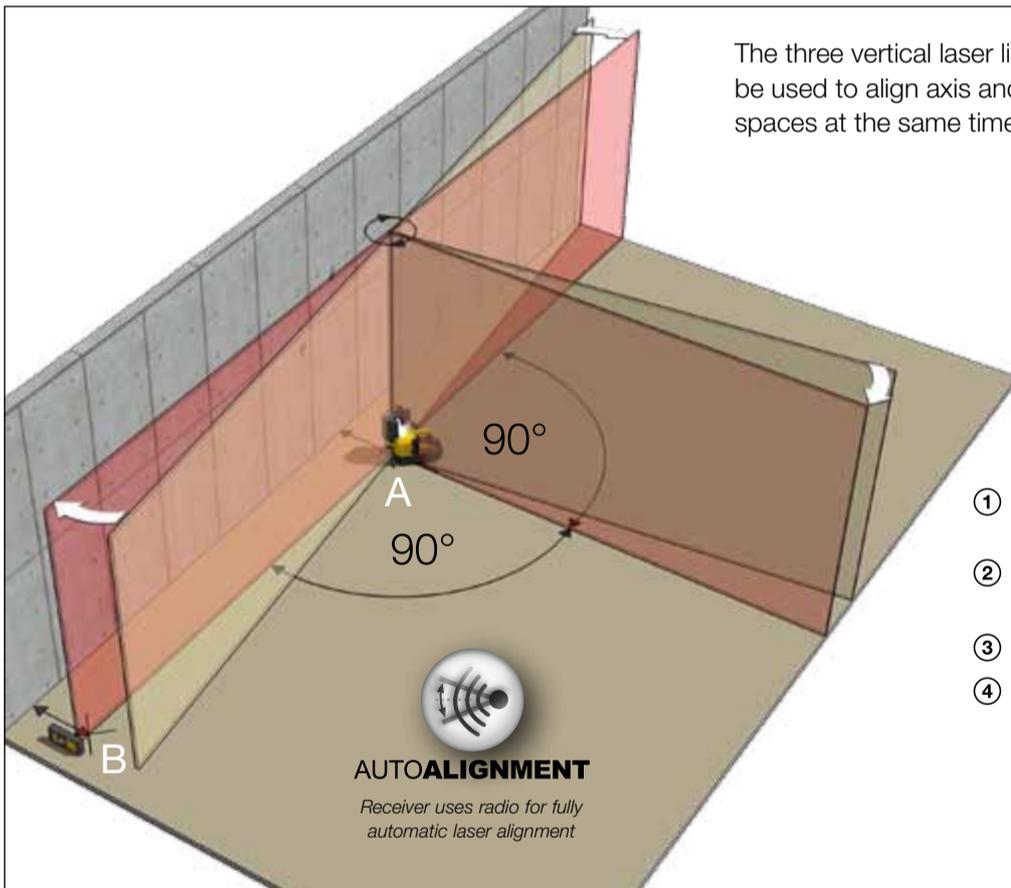




New products presented  
by STABILA

# Clever engineering: 4

**1.** Type LA 180 L multi-line laser:  
the layout station for indoors and outdoors.



The three vertical laser lines of the LA 180 L can be used to align axis and set out right-angled spaces at the same time:

- ① Mark measuring points A and B parallel to the wall.
- ② Position the laser on point A and the receiver on point B.
- ③ Roughly align the laser by hand.
- ④ Points A and B are automatically aligned by pressing the button on the receiver. The vertical planes are automatically aligned.

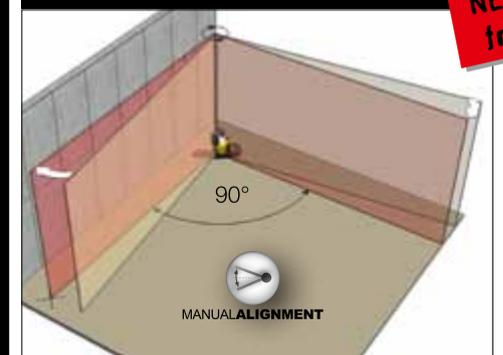


**Faster, more accurate, STABILA:** Setting out right-angled points on site is very time-consuming. STABILA's new LA 180 L is faster and more accurate than ever. Indoors and outdoors, at any height, aligning and as a plumb line. The multi-line laser projects sharp, easily visible laser lines.

**2.** Type LA 90 L multi-line laser: the layout station for indoors.



**AUTOALIGNMENT control.**  
The REC 410 Line RF receiver uses wireless technology to align the LA 180 L laser fully automatically. One man is all you need.



**NEW: Available from 05/2012**

**LA 90 L**  
with v...  
The fu...  
be pla...  
who li...  
simple

# innovative STABILA lasers

LA 180 L: Motor-driven self-levelling line laser. Layout right angles automatically – with the motor-powered fine adjustment in combination with the REC 410 Line RF receiver.



right angles as well as transferring axes and datum  
new self-levelling multi-line lasers make setting out  
outdoors. They can also be used for transferring  
e lasers can be easily positioned in corners.



**L: brilliant indoors. For rapid and safe work  
visible laser lines. Range up to 20 m.**  
functional shape of the casing allows the laser to  
ced against the wall or in corners. For everyone  
kes precision: reliable height measurements,  
e transfer of datums to several rooms.

**3.** The LAX 300 self-levelling  
crossed line and plumb line laser:  
for marking out the floor, walls  
and ceiling at the same time.



**Fact file:**

- One horizontal line, one vertical line, plumb-line points upwards and downwards, with an extendable foot.
- The vertical laser line covers almost the entire room. At the same time the lower plumb-line dot marks the starting point of the vertical line.
- Markings, for example for U profiles, can be set out on the floor,

wall and ceiling at the same time.

- Upwards and downwards plumb laser easily visible through the extendable foot. Rapid and accurate marking out.
- Very bright, narrow and clear laser lines. Visible line range 20 m.

**Can be used:**

1. On the floor 2. On a tripod 3. With



rare earth magnets 4. Supported by the metal lugs.

- Shock-absorbent STABILA soft-grip casing. Protection class IP 54.
- Ideal for electricians, dry-wall installers, plumbers and tilers.



**4.** The LA-5P self-levelling 5 point  
laser: perfect transfer of 90° angles.

**Fact file:**

- 5 laser points: upwards and downwards plumb laser with extendable foot and 3 horizontal points which form two 90° angles.
- Optimal for setting out and transferring right angles. For the transfer of the layout from the floor to the ceiling, for both straight and curved walls. For rapid and accurate alignment.

- 90° transfer: align axes and set out two right angles at the same time.
- The laser can be rotated through 360° in its cage.
- Very easily distinguishable, bright, narrow laser dots. Visible range of the dot 30 m.

**Can be used:**

1. On the floor 2. On a tripod 3. With

rare earth magnets 4. Supported by the metal lugs.

- Shock-absorbent STABILA softgrip casing. Protection class IP 54.
- Ideal for dry wall installers, interior contractors, timber construction. For foremen and architects to check required dimensions during acceptance procedures or construction work by tradesmen.

# KNIPEX X-Cut

## The diagonal cutter that can do everything

**The X-Cut is a multi-talented all-rounder: the box joint diagonal cutter from KNIPEX is compact, light and simultaneously powerful and highly precise. With its wide range of cutting abilities, it offers versatility in industry, trades and crafts.**

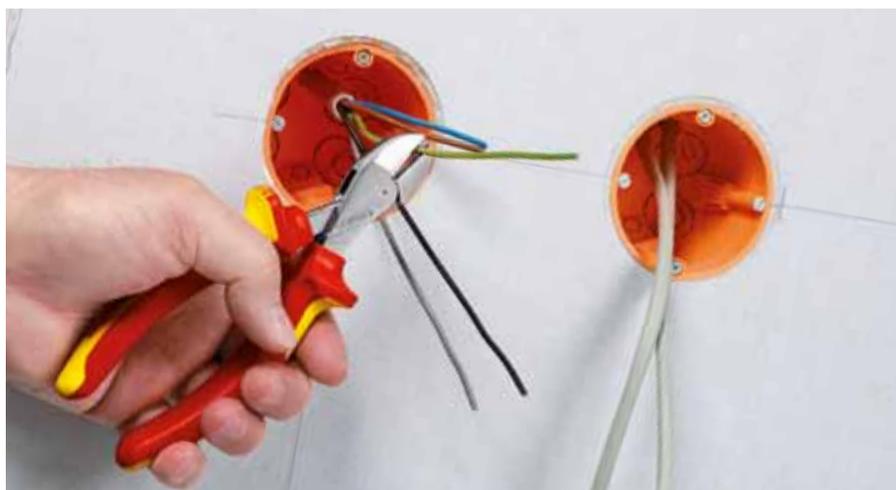
The X-Cut cuts through the finest strands with great precision, has the force required for easy cutting hard piano wire, and features a large jaw opening for multi-stranded cables. When cutting a medium-hard wire (Ø 3 mm) the X-Cut requires about 20% less force than a conventional diagonal cutter of the same size. Further user-friendly advantages are provided by the box joint design with easy, zero-backlash movement and a slim head shape for easy access even when working in confined areas.

### Hard and heavy duty.

This KNIPEX innovation provides professionals from industry, trades and crafts with a general-purpose diagonal cutter to meet the most varied cutting requirements in a metalworking shop or an electrical workshop.

The X-Cut is compact and light but nevertheless heavy duty and sturdy – it is the new all-rounder among the diagonal cutters.

The X-Cut is available in polished or chrome plated finish with multi-component handles and also as a VDE version.



**New:**  
The KNIPEX X-Cut  
with a doubly supported  
joint axis

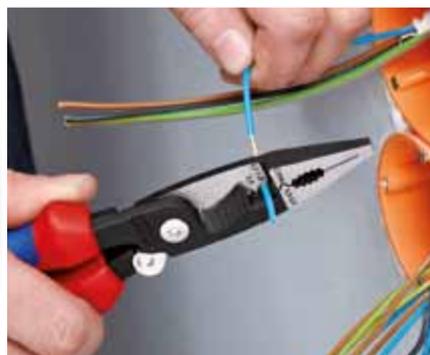


Article No.	Pliers	Handles	Cutting capacities						
			 Ø mm	 Ø mm	 Ø mm	 Ø mm	 Ø mm	 g	 mm
73 02 160	black atramentized	with multi-component grips	4,8	3,8	2,7	2,2	12	170	160
73 05 160	chrome plated	with multi-component grips	4,8	3,8	2,7	2,2	12	170	160
73 06 160	chrome plated	insulated with multi-component grips, VDE-tested	4,8	3,8	2,7	2,2	12	180	160

# KNIPEX Installation Pliers – The Mobile Task Force.



- Smooth gripping surface**  
for a non-damaging gripping and flattening, round-shaping (form wire loops)
- Serrated gripping surface, flattened**  
for a more powerful yet gentle gripping
- Outside edge**  
for deburring and widening holes
- Pipe grip**  
for gripping round parts and cables
- Universal crimp die**  
for wire-end ferrules from 0.5 to 2.5 mm<sup>2</sup>
- Stripping**  
for copper conductors from 0.7 to 1.5 and 2.5 mm<sup>2</sup>
- Shear blade**  
for cutting copper cables up to Ø 15 mm (5 x 2.5 mm<sup>2</sup>)



Electricians always need to have “their” diagonal cutters with them. KNIPEX has now designed a new type of installation pliers to complement the diagonal cutter ideally. These pliers feature the basic functions of the four other tools which are essential for electrical installation: snipe nose side-cutting pliers, wire strippers and crimping pliers for end sleeves (ferrules) and cable shears. This four-fold functionality in one pair of pliers is ideal for construction and industrial electricians who often have to travel around from one assignment site to another.

The most convincing argument for the new KNIPEX installation pliers is its practice-oriented design.

#### Stripping, cutting, gripping, deburring and crimping cables.

The KNIPEX installation pliers can strip, cut, deburr and widen, grip and crimp wire-end ferrules.

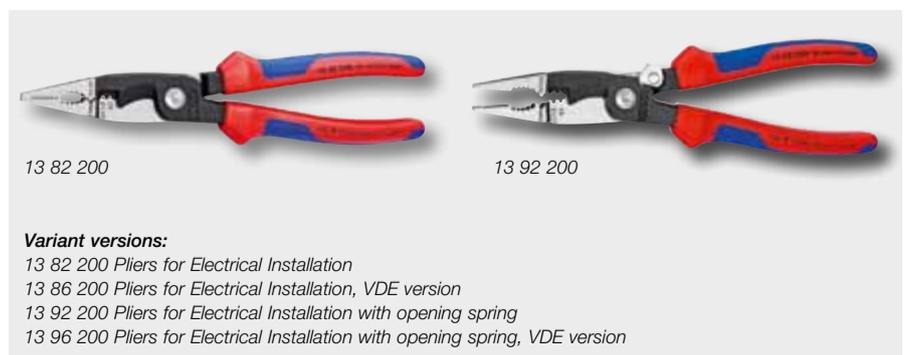
In cutting cables, they even reach the highest levels in performance, reducing the effort required to neatly cut through copper 35-mm<sup>2</sup>-diameter cables by an amazing 70%.

#### Locking mechanism protects the cutting edge.

The spring assisted installation pliers can be used in two positions: locked or open. If the locking device is activated, the cutting edge is protected and unintentional cutting is prevented. All other work can be done even and especially in confined areas. The cutting function is activated by releasing the lock.

To prevent damage to cable sheaths, the tips of the installation pliers are flattened and the gripping surfaces are smooth.

Together, the diagonal cutter and installation pliers form a mobile task force for electricians.



13 82 200

13 92 200

#### Variant versions:

13 82 200 Pliers for Electrical Installation

13 86 200 Pliers for Electrical Installation, VDE version

13 92 200 Pliers for Electrical Installation with opening spring

13 96 200 Pliers for Electrical Installation with opening spring, VDE version

# Revolution through evolution!



EVOLUTION case



**PARAT has “reinvented” the case! Bigger, more stable and more secure,** the new generation of PARAT cases scores highly in all areas.

**An ingenious idea:**

PARAT has used its outstanding expertise to apply benefits from the automotive industry. The new, innovative LFI production process, in which the plastic **PX-ABS is encapsulated (backfoamed) using fibre-glass-reinforced PU,** is now used in the production of EVOLUTION shells. As a result, **the new EVOLUTION cases are extremely robust and demonstrate high impact strength.** The cases are also ideally suited to air travel, because even heavy blows or rough handling have no effect on this new model – the shell remains intact.

This new model also scores highly thanks to its **storage volume of 45 or 65 litres,** which means that the capacity lies between that of a tool case and a tool cart.

This dispenses with the need for additional cases, such as a drill case. To ensure the case is also quick and easy to handle during service operations, PARAT has made sure it is **lightweight and compact.**

The 970 mm **extra-wide 4-stage telescopic handle made of powder-coated aluminium** boasts the ideal ergonomic design.

**Very practical:**

The trolley connection to the case allows the case to be opened and moved even when the handle is fully extended.

**The broad wheel base and rubber-coated wheels with sliding bearings** facilitate ease of movement. Thanks to the special design and the fact that **the handle can be recessed in the lid,** it is also possible to use the case as a handcart, a work surface or even a seat.

The hinges, handle, locks, trolley and wheels are screw-fitted and the screws can be accessed from the outside so that users can exchange parts themselves where necessary.

PARAT also offers a **free replacement parts service** for most components.

[www.parat.eu](http://www.parat.eu)

# THE PARAT WHITE-LINE

The colour white is right on trend at the moment. White is also one of PARAT's corporate colours and thus forms an integral part of our new trade fair stand. With this in mind, we have developed a number of special products that will be unveiled at the hardware fair. **We've just the thing if you're looking for something special, exclusive and eye-catching!**

## 1. PX3 safety flashlight

Any trade fair visitor who comes to our stand at the hardware fair by way of invitation or through reading this article in Qfaktor and talks to us about the white PX3 will receive this special safety flashlight free of charge as a gift. This limited edition is not available for purchase. It is being used as a promotional giveaway at special events to celebrate the launch of the PX3.

## 2. Tron-X pilot case

This case is ideal for field sales teams. It is the perfect rolling travel companion, e.g. at trade fairs and on business trips, to comfortably and securely transport purchasing or sales documents and a notebook,

etc. The modern design also ensures that the Tron-X pilot case is easy on the eye. For ease of use, the case is equipped with a telescopic/rolling system so that users don't have to carry heavy weights around.

## 3. Classic attaché case

This streamlined case is used to transport documents, a notebook or an iPad, etc. but comes in a practical and compact size. The case can be fitted with a carry strap as an option. It is very versatile and is perfect for users who don't have to carry a large amount of documents/equipment.

**When these new products were unveiled internally, there was just one reaction:**

**"I'VE GOT TO HAVE IT!"**



PX3 safety flashlight



Classic attaché case



Tron-X pilot case

# LIMITED 2012 tool case

Right in time for the hardware fair in Cologne, PARAT presents its new LIMITED 2012 special edition case.

As with the previous LIMITED models, it is based on our high-quality classic series, a case made of silver ABS that not only looks good but is also extremely stable.

**This time, however, we're presenting the bigger case format with internal dimensions of 470 x 200 x 360 mm.**

**As with the previous model, the interior comprises a combination of sewn push-in compartments and our patented CP-7 tool holder.**

The freely adjustable, extra high bottom tray (88 mm high) offers a total of 16 push-in compartments and a 400 mm compartment on the cover plate for the perfect and space-saving accommodation of e.g. pliers combined with a set of open-jawed wrenches. There is a tool board in the lid with 2 x CP-7 tool holders that boast fast access,

a good overview and the perfect clamping mechanism for the tools. The features are rounded off by an additional document compartment in the lid with a DIN A4 storage compartment, two business card compartments and pen loops.

**The promotion starts on 12 March 2012** and runs until 28 February 2013 (last orders) or 31 March 2013 (last delivery).

Once the promotion has been launched at the hardware fair, we'll let our customers know of the offer in writing.



# Did you ever think it is possible that the wrench could be reinvented?

**But stop! Before we go on to talk about wrenches, we have to ask ourselves: What exactly is a Joker?**

A **Joker** is a playing card that is played when other cards offer little prospect of success. And: all card players are happy to have a Joker in their hands since a Joker increases the chances of success immensely.

Little wonder that the **innovative performers** at Wera have selected the name JOKER for their new and sophisticated ratcheting combination wrench. A wrench that can do everything a wrench has to be able to do ... and a whole lot more.

The list of product advantages for this ratcheting combination ratchet wrench is long. So to keep the arguments simple, Wera has chosen just four product advantages that are so important that they will convince every user.

## **Fastener holding function**

The JOKER's holding function means that nuts and bolts can be **held in the jaw** and **easily positioned** where they are needed. Fastening on to the thread can then be done **quickly and safely**, thanks to the innovative special stop plate which holds the fastener. No more time-wasting searches for dropped nuts and bolts!

## **Secure grip on fasteners, thanks to limit stop**

Constant repositioning of the wrench? Difficulty holding fasteners in confined spaces? Easing off to avoid any risks of injury or fastener damage? That was yesterday.

Today, the JOKER **prevents slipping off of the fastener head** with its integrated limit stop – no longer is the thumb needed to act as a depth stop. This makes things much easier. And allows significantly more force to be applied during fastening jobs.

## **JOKER with double-hex geometry and hardened metal gripping plate – prevents the risk of slipping even at higher torque**

The JOKER's clever **double-hex geometry** delivers a very positive connection with nuts or bolts – it's a perfect fit. And the exchangeable, hardened metal gripping plate in the JOKER's mouth literally bites itself into the bolt with its **extremely hard tips**. Both features combine to prevent any unpleasant slipping, even at higher torque.

## **Very small return angle**

Less can be more. Particularly in those very confined spaces where conventional wrenches with a 60° return angle literally have to be turned over and over,

to tighten and loosen nuts or bolts. Instead of 60°, the JOKER only has a **30° return angle** thanks to its unique double-hex design. **Along with the JOKER's straight neck, this means that turning the wrench has become a thing of the past.** With the JOKER, you can now loosen and tighten nuts and bolts, in situations where conventional tools fail, particularly in confined spaces where conventional open-jawed wrenches cannot be used. This is one of the reasons why the JOKER is so clever. And it looks great too!

The JOKER performs fastening jobs in almost every conceivable situation, quickly and with great precision. The ratcheting feature at the ring end boasts an exceptional, fine tooth mechanism – 80 teeth in all – which provides greater **flexibility, even in very confined working spaces.** The specially forged geometry, in combination with the high-performance chrome-molybdenum steel and nickel-chrome coating, means that you win three times over: **Longer service life, high resistance to wear and great protection against corrosion.**

All these advantages lead automatically to

the ideal name of JOKER. Together, they mean that this wrench has really got what it takes to become every user's favourite wrench.

Wera has designed a specific logo for its JOKER. Everyone knows the smiley, which can be used to enhance emails or an SMS. The winking smiley ;) in this respect stands for a clever idea.

## **What dimensions is the JOKER available in?**

Wera has set out its stall with the most frequently required wrench dimensions: 10, 13, 17 and 19. The wrenches are available individually and as a set in a practical folding pouch. The individual packing units are equipped with a so-called "try me" function. Every prospective customer can test the JOKER on a bolt head out of plastic.

The folding pouch is provided with a high quality, tangible 3-D label that can be rolled out and affixed to a wall if desired.

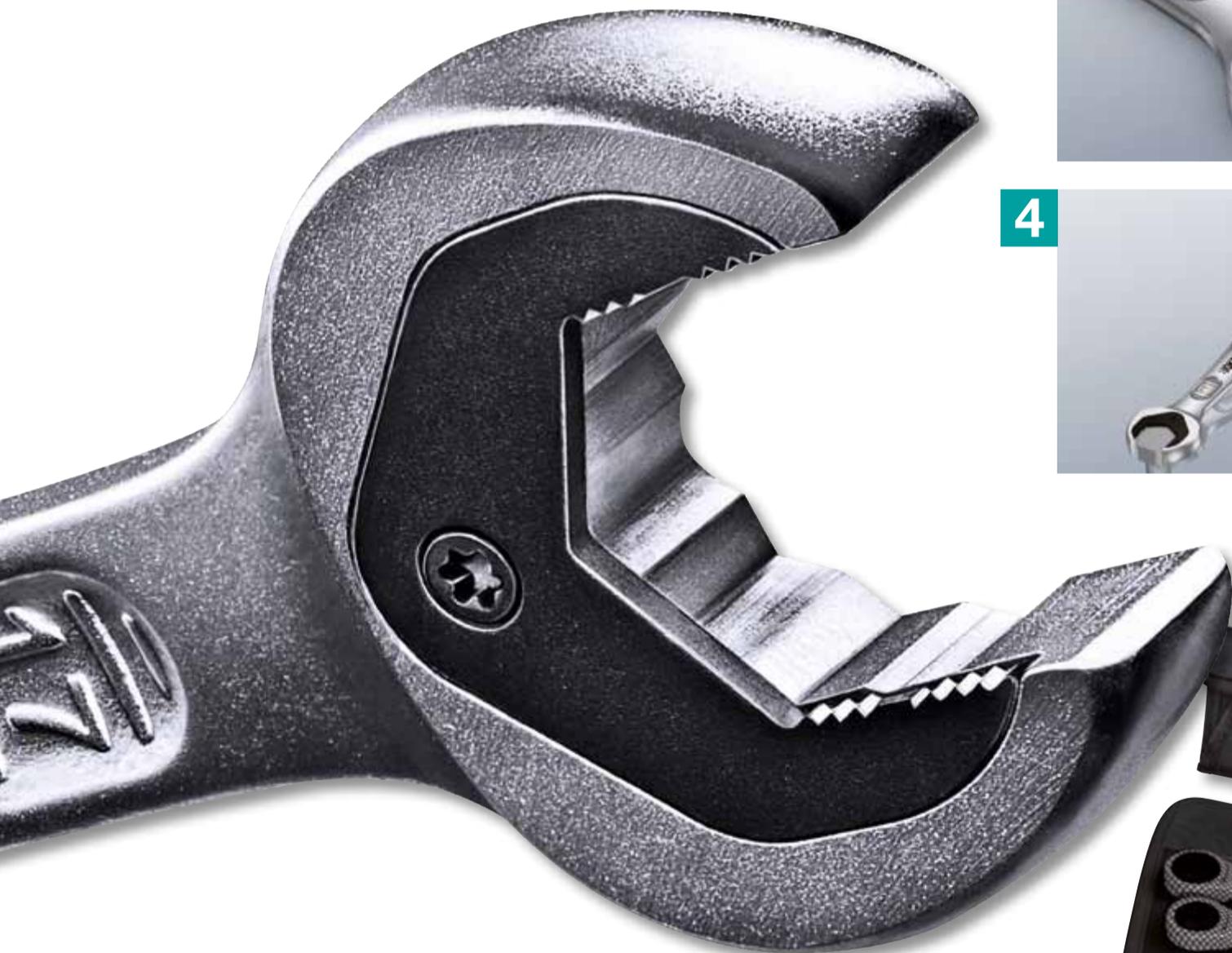
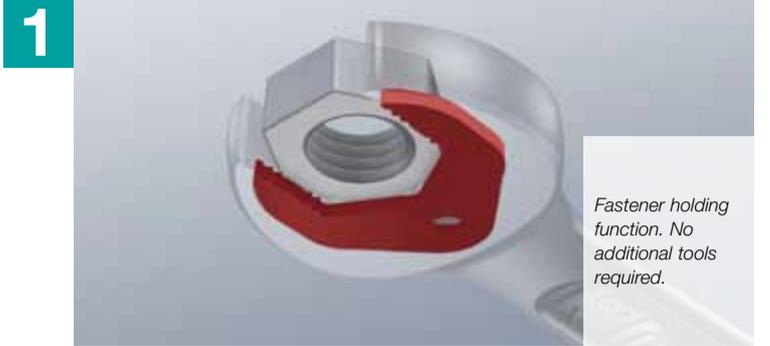


### When is a wrench needed?

A wrench is needed in every sector of business whenever hexagonal/square nuts and bolts play a role. A wrench is often used, for example, for set-up, overhaul and maintenance work. The diverse application possibilities and the practical handling features make a wrench a quite indispensable tool.

### Fundamentally, there are two typical applications when a wrench is particularly needed:

1. When the space is so confined that there is no possibility of using a ratchet or the ring end of the combination ratchet wrench.
2. When fastening has to take place with no access from above.



# JOKER

## Does it all. Better.

# The new PL4 safety flashlight from PARAT

In time for the hardware fair, PARAT has expanded its range of explosion-proof flashlights.

The existing Professional Lighting product range, specially designed for the fire service, rescue services and industry, has been enhanced to include an **explosionproof hand-held flashlight** for the police force.

Designed and developed to meet the requirements of European police units, this ingenious light delivers a brightness of **170 lumens**.

Thanks to its very robust design developed to meet official requirements, the PL4 – like its little sister – is continually growing in popularity in industrial sectors, too, because non-official users also value **toughness, waterproof, low power consumption and excellent brightness**.

On show in Cologne for the first time as an accessory to the flashlight will be the **belt pouch made of a soft top fabric, with the patented, self-locking PARALOCK**.



Accessory: Belt pouch made of a soft top fabric.



The new PL4 safety flashlight – an explosion-proof hand-held light for the police.

## The Lunchbox with a very special content!



What does every professional need when on screwdriving jobs? **Correct: first class bits and something good to eat.**

Wera's 2012 Spring Campaign therefore includes the **ideal combination packet** for every screwdriving professional. A practical **Lunchbox** out of plastic material that has all the foodstuffs certificates such a Lunchbox needs. It can be securely closed, has 1, 2 or 4 sections (since the dividers can be removed individually), it is easy to open and close once again. This Lunchbox comprises hygienically packed sets of Wera bits.

## If you can count you can win!

Solve the Sudoku puzzle by using the numbers 1 to 9. The numbers 1 to 9 may only be used once in each column, line and block. Add the numbers in each colour together. Note this sum in the corresponding coloured field of the solution line.

Send your solution by email to [info@Qfaktor.com](mailto:info@Qfaktor.com)  
All entries must be received by 30.04.2012.

		1		3	5	2	9	
						8		6
2	4			1				
	7		1				6	
1						9		
	8	6		5				2
4	9		6				8	
5				7	9			1

Solution line:



From all competitors we draw three winners who will receive a filled toolbox of tools to the approx. sales value of 1,300 Euros. All Qfaktor readers can enter. The 3 winners will be drawn out of all of the entries. All coworkers of the companies BESSEY, KNIPEX, PARAT, STABILA and WERA can not take part. The decision of the draw is final and cannot be brought before a court of justice. This competition is governed by German law.

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