

EDiS-News

20th January 2014

1/14

The President's New Year Message

Happy New Year to all EDiS members!

As we start 2014, I wish to extend New Year's greetings to all EDiS members. On the business front, in 2013 we observed many changes and faced numerous challenges. The field of our operation is still unsettled and uncertain. I believe that each EDiS member is able to absorb the knowledge and experience of our organization then change it into positive business power and pass it to each of us. EDiS organization as well must not respond passively but rather must always take the initiative and move ahead. The goal of EDiS is achieving ongoing development under conditions of any sort, regardless of changes in the environment of business risk.

Taking an opportunity I would like to present 2013 Year EDiS highlights:

Improve internal attractiveness of EDiS and secure future of EDiS organization:

We re-established Plastic Expert Group after some years. The launching meeting took place at Reiff company and we hope that activity of the group will continue in next years. We started the project of Young Executive Group. The goal of the group is to consider EDiS matters from a medium-to-long-term perspective by involving young people from our organizations.

Improve communication and cooperation between members:

We finalized to implement Intranet tool in EDiS organization. With this step we created communication tool for our organization. Today we can say that this tool is an Information Service Center for each EDiS member. As we are at a very early stage of using this tool we hope to reach even more EDiS goals. We should also mention our actions to improve web-page attractiveness. I think this activity is very important for EDiS organization recognition on the market in the future.



Introduce first join purchasing impulse in history of EDiS:

We are big fans of Hose Expert Group to finalize the first join purchasing project! We wish the group to finalize it in 2014 year – good luck. Once they will finalize it they will create the pattern for future EDiS join purchasing activity.

What we should do as EDiS organization in 2014.

We should continue our efforts and involvement in developing EDiS organization! What is most important is for each one of us to grow as individuals. Our growth as individuals leads to the growth of our organizations, and the growth of our organizations leads to the growth of our company.

To conclude my New Year's greeting for 2014, I extend my best wishes to you, hoping this will be a year of good health and successful activities for all of you and for your families.

Karol Semba
EDiS president

EDiS-News

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1/14

New EDiS website



Have you already noticed? www.edis.eu was relaunched in late 2013. We made some improvements to the design and layout of the EDiS website. Since the founding of EDiS, we have worked to make sure the site continues to develop to meet your needs and expectations. This is the latest stage in that process of evolution.

We have focused on design, the needs of our members and especially on how to show potential business partners the strength of EDiS.

www.edis.eu

EDiS schedule 2014

22/23 May 2014	EDiS management meeting location: Haberkorn/Austria
9/10 June 2014	EDiS meeting hydraulics location: Haberkorn/Austria (Wolfurt or Linz)
tba	EDiS meeting industrial hoses location: Lundgrens Sverige AB/Sweden
tba	EDiS meeting rubber sheeting location: Sorensen & Kofoed/Denmark

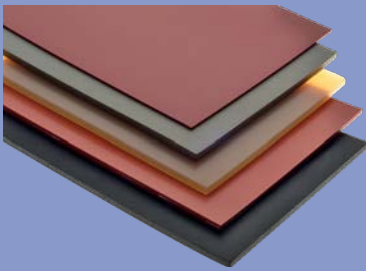


EDiS-News

20th January 2014

1/14

Report EDiS Expert Rubber Sheeting Meeting October 16th 2013, Reutlingen/Germany



REIFF Technical Products in Reutlingen/Germany was host of last year's rubber sheeting meeting. The group of experts visited the REIFF logistics centre and discussed several EDiS issues:

Gerhard Salomon (Haberhorn), Kjell Johansson (Lundgrens), Mikael Johansson (Lundgrens), Flemming Johanson (Sorensen & Kofoed), Jeroen Dechering (Imbema Kunststoffchemie), Ed Leek (Imbema Cleton), Jürgen Millich (REIFF) and Richard

Döllinger (REIFF) debated on the development of business and market places in their respective countries. Activities and exhibitions were also part of the agenda.

Agreements on joint purchasing were being decided upon in order to face the increasing prices of raw materials. In addition to that, new classifications for the EDiS product groups were introduced. The product groups are: rubber sheets, rubber profiles, rubber moulded parts, gasket material (Klingersil, graphite)/non asbestos and gaskets.

The next expert rubber sheeting meeting will be held at Sorensen & Kofoed (Kopenhagen) in November.

Simply advantageous. The Haberkorn own brand H-Plus

HABERKORN
EINFACH BESSER

For the customers of Austria's biggest technical equipment supplier, it has recently become a whole lot easier to find an optimal mix of price-performance, availability and quality.



Haberkorn now offer over 1,500 articles under their own brand H-Plus in the areas of industrial hoses, workshop equipment, building supplies, adhesives, timber connectors and personal protective equipment.

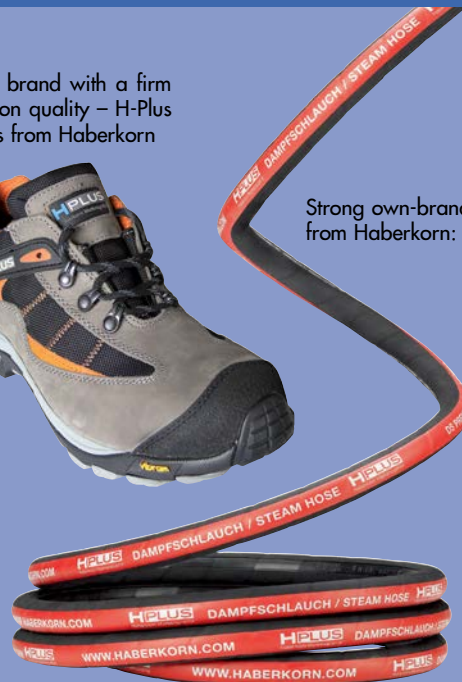
The combination of tested brand quality, a top price-performance ratio and availability from stock adds up to decisive advantages for the customer when it comes to addressing day-to-day procurement requirements.

www.haberkorn.com

Own brand with a firm grip on quality – H-Plus shoes from Haberkorn



Strong own-brand product group from Haberkorn: industrial hoses



EDiS-News

20th January 2014

1/14

REIFF Plus: additional value at REIFF Technical Products



In order to differentiate itself from its competitors and communicate its strengths internally and to the public, REIFF Technical Products is rolling out a new campaign: REIFF Plus.

REIFF Plus means partner to industry in the entire value creation chain – from development and user consulting, to parts procurement and focussed provisioning, machining and finishing in our own workshops and assembly of complete components to high-precision delivery in the plants.

For a maximum level of recognition REIFF Plus is the central theme through all channels of communication.

www.reiff-tp.de

Imbema Cleton's hydraulic hoses with type approvals save time and costs in construction ship or offshore platform.

Building a ship or a platform for oil and gas exploration is always done under classification of an independent third party such as Lloyd's register. Party's like Lloyd's provide rules and regulations for the construction of ships, marine structure and equipment on board. They oversee the construction and follow the life cycle of a ship or platform with frequent checks. Eventually these constructions receive a classification and are registered. That way users, owners and insurers have guarantees for a reliable construction.

Used parts that do not have their own specific approval, are eventually included in the final certification process. It is a major advantage when supplied parts have already an own approval. It saves time and costs for the party building the construction. Our hydraulic hoses from manufacturer



Alfagomma have many type-approvals. They have common hydraulic hose type approvals like from Det Norske Veritas (DNV), American Bureau of Shipping (ABS), Germanischer Lloyd (GL), Bureau Veritas (BV), Nippon Kaiji Kyokai (NKK) and Registro Italiano Navale (RINA).

Term is that the hoses are assembled by Imbema Cleton according to the manufacturer's instructions.

www.imbemacleton.nl

EDiS-News

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1/14

TESS – Embracing the value chain

TESS, one of Europe's largest hose and service companies, had its annual exhibition in Oslo on the 29th and 30th of October. Focusing on product innovation, business ingenuity and technology, the event provides an unique platform for professionals representing all parts of the value-chain.

This year, more than 80 of TESS' strategic suppliers were exhibiting, including a record number of foreign partners. Both the exhibition and the very popular dinner proved once again to be an exceptional arena for more than 1400 attendees to interact and build relations. In addition to the exhibition, TESS provided the visitors the opportunity for professional updates

on topics such as LEAN and cost savings. The conference program included presentations on Integrated Solutions, TESS Hose Management (THM) and sourcing collaboration.

The attendees were also given an insight to TESS' ambitious goals for the future by Mr. Jolberg (founder and CEO of TESS). He told the story of TESS' 45 years of success and explained that TESS will quadruple by 2020. Growth will be achieved through following the clients world-wide, continuous focus on competency, capacity and quality, and providing world-class solutions to both the Norwegian and global market.

www.tess.no



EDiS-News

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1/14

New high-pressure hydraulic technology: DYNAMAX™ EC850 500 bar spiral hose for extremely challenging jobs

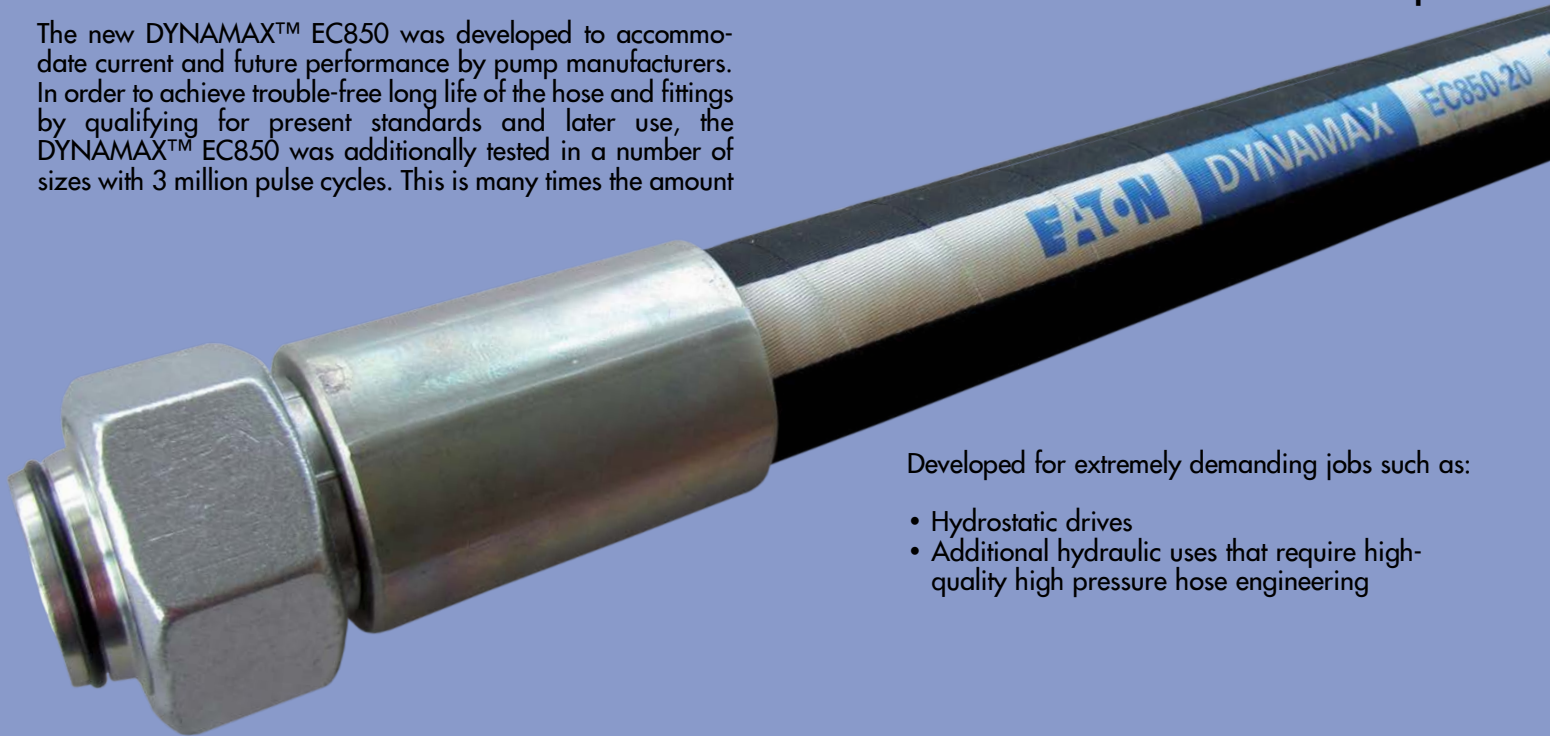
With the Eaton DYNAMAX™ EC850, REIFF Technical Products offers a true product innovation in the field of high-pressure hydraulic hoses. Innovative technology in the hose design and use of new materials – the DYNAMAX™ EC850 enables maximum performance and dynamic operating pressures up to 500 bar. The new generation of hose lining and a hose cover with improved abrasion resistance extends the life of the hose by several times.

The new DYNAMAX™ EC850 was developed to accommodate current and future performance by pump manufacturers. In order to achieve trouble-free long life of the hose and fittings by qualifying for present standards and later use, the DYNAMAX™ EC850 was additionally tested in a number of sizes with 3 million pulse cycles. This is many times the amount

demanded by the standard qualification for spiral hoses. The hose and the hose fittings of the DYNAMAX™ EC850 satisfy SAE J1176 requirements with a leakage class of 0.

Discover the high-performance of the EC850 – we can help you find the right choice!

www.reiff-tp.de



Developed for extremely demanding jobs such as:

- Hydrostatic drives
- Additional hydraulic uses that require high-quality high pressure hose engineering

EATON DYNAMAX EC850-16 25.4 mm (1.00 in) DN25 500 bar (7250 psi) Exceeds SAE10