

# EDiS-News

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## Custom solutions for non-metallic components in electrical and electronic appliances



### Less is more

The trend to material substitution for reducing weight and increasing service life has also embraced the electronics industry and installation of sensitive components. Jäger Gummi und Kunststoff GmbH [Jäger Rubber and Plastics LLC] cooperates with Schlösser GmbH & Co. KG in Mengen, Germany, to implement special customer requirements for electrical insulation, seals and vapor coatings in the fields of automation, illumination equipment, electric household appliances, IT, motor technology, drive engineering, motor vehicle electronics and power electronics. These two family-owned companies ensure a wide range of experience and material for selection. Materials such as ITW-Formex®, score here with properties such as excellent dielectric strength, low moisture absorption, high temperature resistance and good folding and bending characteristics. Poron® foam

and Bisco® form have excellent return characteristics and offer good resistance to chemicals, temperature, ozone and ultra-violet light.

Together Jäger and Schlösser can offer production, function and cost-oriented design and development. High design flexibility and economical tools or tool-less production as well as precision standard tools from our own tool and die making department allow us to offer economical samples and prototypes. Customers receive everything from one source – market experience, delivery reliability, high quality standards, optimum service for C- parts and practice-proven logistics.

[www.jaeger-gk.de](http://www.jaeger-gk.de)

## TESS supplies Floatflex to Maersk



The Norwegian TESS has achieved a breakthrough in the market for the new floating hose for bunkering purposes. Floatflex is a self-floating hose of up to 120 metres in length. This is a ground-breaking length size, and the hoses have been employed by Maersk on the Ekofisk field. Other players in this market provide home-made solutions based on regular bunkering hoses, says Key Account Manager Christian Hana at TESS Stavanger. TESS has cooperated with the Italian IVG plant to develop the right solution. Floatflex is thick, but flexible. It is cast with a floating material, making floating elements superfluous. Maersk chose 6 X 80 completely joint-free metres of hoses for use in bunkering on the Ekofisk field. The absence of joint connections and floating elements gives advantages in terms of winding and unwinding on the reel. It also reduces the risk of fatal accidents.

www.tess.no

## EDiS Management Meeting 2010 in Norway



The 2010 annual EDiS Management Meeting took place on June 11th and 12th in the beautiful fjord area of Drammen (Norway) and was hosted by our Norwegian member company TESS. The meeting started with a visit of the premises of TESS. Based on their new technologies TESS is extremely successful in hose assembling for offshore applications. Presently the company is launching an investment program which will further strengthen its competitive position. The program includes a new warehouse with state-of-the-art high rack technology for palettes and a line of new Kardex silos for small part storage. This warehouse will be operational these days. A new office building will complete the project which will be finalized until September 2010.

In the following meeting the delegates of the different member companies presented their overview about the business development in the different regions. This was followed by the analysis of trends in the supply markets. Based on the reports of the product expert groups new targets have been agreed and a new expert group "strategic procurement and market research" has been established. The delegates elected Eric Jolberg from TESS as the president of the Association for the period 2011/2012. The Management Meeting 2011 will take place on June, 17/18th in Stockholm

Various other business relevant subjects have been intensively discussed before the meeting closed around noon on Saturday.

We would like to thank TESS for the hospitality and the professional organization of the meeting and we are looking forward to meet you all again in Sweden.

[www.edisnet.net](http://www.edisnet.net)

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## 100 Years of Innovation



**In this anniversary year, REIFF Technische Produkte is presenting itself to new as well as established customers as an innovative technical dealer with a long tradition.**

The customer forum held by REIFF Technische Produkte on the 28th and 29th of

April 2010 was a complete success. Over 150 customers responded to the invitations sent by business manager Hubert Reiff for two informative days at the event location. In addition to enthralling presentations by experts in the field, various industrial partners introduced new products and solutions, and employees of REIFF Technische Produkte offered guided tours through our state-of-the-art logistics center in Reutlingen. A further highlight were the presentations by Sven Gábor Jánzszy, a well known futurologist, providing participants a visionary glimpse of the future.

The resonance to the customer forum was unequivocal. Specialized consultants as well as customers were very impressed by the atmosphere, the offers and the basic program. Based on the positive feedback, REIFF Technische Produkte is now planning further customer events with a reduced scope during 2010. Such customer events are currently being organized at locations in Singen, Chemnitz and Leipzig.



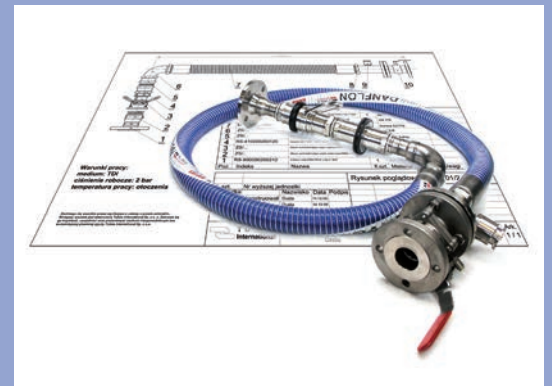
REIFF Technische Produkte also demonstrates its innovative approach in the Internet. This year alone our online shop was distinguished with the coveted Inka Award.

REIFF Technische Produkte achieved third place in the overall competition and was the champion in the field of commerce with its platform [www.reiff-tpshop.de](http://www.reiff-tpshop.de). Moreover customers are attracted by the innovative descriptions of our products and services in our online shop. In addition to our scrolling catalog, a professional component film presents the dealership's technical know-how to customers and other interested surfers.

For more information and details on our products and services go to [www.reiff-tp.de](http://www.reiff-tp.de)

[www.reiff-tp](http://www.reiff-tp)

## Hose Solutions



Tubes International mission has always been providing the customer with hose solutions according to its requirements. For us, it is not important whether it is a big corporation or a small company – we just want to solve the problem the customer has and provide him with the best solution. Through the years on the market, we have provided many unique designs f.e. hose assemblies for integrated navigation system in submarines, hydraulic systems in armored vehicles, CO<sub>2</sub> fire protection systems on ships to name only a few.

All our hose assemblies are produced according to the Pressure Equipment Directive (97/23/EC) or other regulations forced by military, Transportation Technical Supervision or a different body. Recently, we have been supplying a lot of hose assemblies that have to comply with the new regulations concerning the transport of dangerous media and which have to be equipped with dry disconnect and brake-away couplings. Due to complexity of this task, we have also created a Department responsible for reloading applications in our company structure. This Department by close cooperation with Construction, Production and Technical Departments is able to design and produce custom-made hose assemblies in a very short time. If you have any enquires for any hose solutions please feel free to contact us.

[www.tubes-international.com](http://www.tubes-international.com)



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## GASSO S.A. prepares for the future with the new innovative Warehouse in Tarragona



**GASSO S.A. has opened last April a new Warehouse building in Tarragona. This new building has 3000 squared mt divided in two floors, with this new centre GASSO wanted to introduce a new concept and style of our branches .**

The building has in its ground floor a customer's service center combined with a modern show area where all our products are showed and rounded of big wall application pictures furthermore there is a customer's wait area with all comodities to make a more pleasant wait.



When the customer comes into the building the first thing they will see is what we called " Gasso Square" , a combination of displays in a circled position to create like a walking area to see the products, a different concept of showing our products.



In the second floor of the building we have a 300 square mts. of a conference room with capacity of more than 50 attendants , video projector, show-room, etc all prepared to held seminars regularly in which suppliers will be invited to make presentations of their products to the main customers. With the celebration of these events

GASSO wants to bettering the customer's relationship and the image of our company as a training and innovating company.

An official Opening Ceremony will take place next 8th July 2010 which of course all EDiS members are most than welcome to

[www.gasso.com](http://www.gasso.com)

## TESS launches a new hose reel station



The Norwegian hose supplier TESS has launched during the first half of the year a new generation of hose reel stations of own design. The first delivery has been made to the NorSea Group in Tananger, outside of Stavanger, Norway.

Loading hoses should be easily accessible and in operating order every time they should be used. Otherwise it results in time loss with unwanted costs. TESS has developed a very robust and reliable solution for maritime purposes. To achieve the highest possible Health, Environment, and Safety (HMS) standard and the best possible service life of the hoses, the new generation of hose reel stations from TESS is designed with enclosed reels. The enclosures protect the hoses from salt water, precipitation, sun, wind and physical wear from concrete and asphalt. A series of features should also give good personal protection. The reel station for the NorSea Group consists of four reels for different liquid media. Most of the ships to be serviced are offshore supply ships. The reels are mounted on two frames that are assembled during delivery and installation on site.

The 4 X 40 metre 4" TESS Bunkerflex bunkering hoses are mounted on the reels. The station is radio-controlled, but can also be operated manually with own control devices on each individual reel. The operation is hydraulic and the hydraulic power supply unit is designed and built by TESS.

[www.tess.no](http://www.tess.no)