

# EDiS-News

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## Hubert Reiff handed over presidency



**During the last management meeting on 11-12 June 2010 in Drammen, Norway, a new president was elected for the period 2011-2012. Erik Jølberg was re-elected for a second period twelve years later.**

The new president will continue to strengthen the platform of EDiS for exchange of experience, to complete its network of partners in the EU and to coordinate common activities in purchasing and marketing. All according to the principle - EDiS a group of partners for highly qualified distribution and services in hose and rubber technology.

## Tubes International launches a new Eastern European branch



Tubes International, following its strategy of development, has further expanded its Eastern European operations with the recent opening of a Karaganda branch in Kazakhstan.

Kazakhstan, due to its natural resources that stimulate oil and gas, metalurgical, chemical and machine-building industry, has been Tubes International place of interests for years. In 2007 the decision to open a branch was made and implementing this task began. In

the same year, we employed a team that was to run that location. During three year period of training they have been prepared for that task by mastering the product range, internal procedures, quality standards, etc. During that time we also searched for the appropriate location. Finally, the decision was made to set up a branch in an industrial city of Karaganda. The branch was registered at the beginning of 2010 and finally launched a couple of months ago.

In 2010 Tubes International took part as exhibitor in KIOGE 2010 (the 18th International Oil & Gas Exhibition and Conference). This conference was a superb occasion to meet and discuss with major companies from Central Asia and the rest of the world. It was also the start of promoting our products and building our company image on a new market.



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

## TESS in Brazil

Through the 50% acquisition of the Brazilian hose distributor BIC, TESS is staying true to its service philosophy "Follow your Customer". The partnership with the experienced and qualified company BIC ensures TESS a perfect entrance to the rapidly growing Brazilian market. Based on BICs locations and local knowledge and TESS's experience and technical know-how the new company BIC-TESS will secure our customers the quality and service we are known for.



The partnership BIC-TESS is another important step to TESS' vision "We hose the world".

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

## Haberkorn Ulmer Poland

### New construction and opening

In mid-November the 30 staff members of Haberkorn Ulmer Poland celebrated their move to the new offices and warehouse in Skrzyszow.



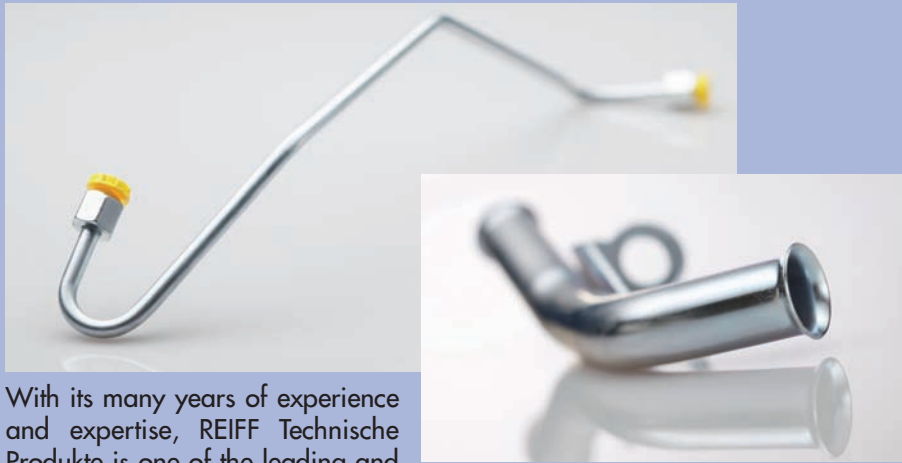
### Key data for the new site

Land: approximately 20,000 m  
 Construction period:  
 1 April 2009 – 31 August 2010  
 Office space: 552 m  
 Storage space: 2,016 m  
 Number of employees: 30  
 Total investment: approximately € 1.5 million  
 Founding of Haberkorn Ulmer Poland:  
 3 March 2005

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

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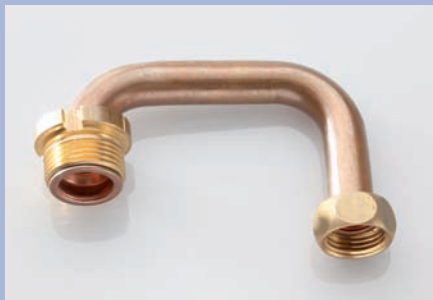
## Custom made tubes for fluid technology – Partnership with Toptube successfully launched



With its many years of experience and expertise, REIFF Technische Produkte is one of the leading and outstandingly competent pipe suppliers in Germany. The further expansion of this competence to include flexible pipelines was thus a logical step. In Toptube we've found a partner who comprehensively fulfills our flexibility requirements in the area of processing. With this expansion in our range of products and services, we can now offer our customers even more diversity and solution options in the field of fluid technology.

State-of-the-art technologies make it possible to angle all malleable materials such as stainless steel, steel, copper, brass, etc. in diameters between 4-76 mm precisely according to specifications – regardless of the quantity required. The bending of pipes is only one processing option. The pipes can be bent and crimped using rotary and axial processing, high-pressure mold connections (whale form, EO form, etc.) attached or connectors welded or soldered on. A wide variety of technologies is available for processing the pipe ends, including internal and external thread cutting as well as external and internal beading. Our customers can thus utilize a combination of pipe bending, pipe processing and hose technology.

Thus we offer a complete range of fixtures, hoses and complete piping systems.



In conjunction with our competence in hose technology, REIFF Technische Produkte can develop perfect pipeline systems and assemblies which meet all of our customers' requirements.

With our Toptube partnership, REIFF intends to expand the range of goods and service for existing customers as well as to tap new customer groups.

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

## Haberkorn Ulmer – Leonding Opening



**The energy efficiency, functionality and integration of employee and customer wishes are impressive: The new Haberkorn Ulmer site in Leonding, which is responsible for Upper Austria and Salzburg, was completed in only ten months.**

The move from Pasching to Leonding was celebrated with a grand opening party on 16 September 2010. Fifty staff members and 400 guests explored the attractive architecture of the office and warehouse buildings, enjoying guided tours, live music, shows and culinary delights.

The celebrations lasted long into the wee hours, as Haberkorn Ulmer had another reason to rejoice as well: On the previous day, the Upper Austrian Chamber of Labor had awarded Haberkorn Ulmer the prize for the "Most Commuter-friendly Plant in Upper Austria".

Thus it was appropriate that plant manager Siegfried Poldlehner presented an e-bike to the winner of the opening sweepstakes.



"With a state-of-the-art seminar room and our own training workshop, we're well-equipped to handle customer events such as symposiums and workshops," Poldlehner commented happily. Closer to the market – Haberkorn Ulmer takes it literally!

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



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## Expanding into Subsea



TESS has been supplying the subsea industry for a number of years. The near future will see an increase in activity and the goal is to become a key and preferred supplier of jumpers and short umbilicals with related equipment and services. In few years these activities have generated more than 30 new jobs within engineering, production and assembling. The activity is located on 3000 square meters in new special designed production facilities at the headquarter in Drammen.

At the new headquarter in Drammen, TESS has invested more than 4 million EUR in new building and productions facilities for special hoses and products for the subsea market. In the new facilities TESS also has an modern and effective workshop for assembly, welding, testing and flushing according to relevant offshore and industrial standards. And the dedicated technical division with R&D activities, customized production and total solution deliveries is given even greater opportunities and challenges related to development and innovations.

Investments in the new headquarter also includes a significant upgrade of the existing building at 9500 square meters.

### Distribution systems

TESS is proud to introduce its own portfolio of products and services for the international oil & gas subsea market. The activities are based on wide experience and several decades of serving the demanding offshore petroleum industry with subsea hoses, hose equipment, hydraulics and related services. Well qualified and experienced staff of engineers carries out R&D activities, product improvements, and qualifications. TESS develops jumpers and umbilicals as well as terminations on demand.

### The range of products and services includes the following:

- In house engineering of terminations
- Hydraulic jumpers (Hydraulic Flying Leads)
- Hose bundles protected with spiralguard
- Umbilicals (shorth lengths)
- Termination assembly services
- Subsea hoses and fittings
- Tailor made fittings
- DNV certified hoses and hose assemblers



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

## REIFF continues to invest in warehousing space!



An expansion of the warehouse at the REIFF plant in Eschborn (near Frankfurt) is no longer possible. Thus, the logistics experts sought alternative solutions:

state-of-the-art warehousing facilities make it possible to use the existing space more efficiently. Not only that: even more important, processes can be optimized and significantly better controlled.

The Warehouse for Technical Products in Eschborn was completely renovated over the last several months during ongoing operation. Those who work in warehousing and logistics know what this means: an enormous effort for everyone involved, which is nearly over after just six months.

The existing storage space amounts to 2000 m overall. What was done?

The existing warehouse facility was completely replaced step by step. A 3-story shelving rack system with a footprint of 15 x 7 meters and a pallet shelving rack system with 3 sets of double shelves, two of single shelves and a footprint of 26 x 22 meters were installed. Thus, Eschborn now has 670 pallet storage spaces. A special set of double shelves ensures maximum storage capacity for plastics.

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

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## US Location of the Jäger- Group



Arnold Jäger Holding has a new US Subsidiary in Indiana. Jaeger-Unitek Sealing Solutions, a successor to the familiar American Rubber, perfectly complements the Holding's portfolio.

The world's largest car manufacturers are located in the southwest of the USA, and A-customers of the Jaeger Group are also active

on the US market. In order to react to demand for parts locally in a faster and more targeted manner, Arnold Jäger Holding was looking for a well-positioned company and found Unitek, "that could provide in particular with co-extrusion expertise and good peripherals," explains Ulrich von Tippelskirch, who is now Chairman of the Board of this new company within the Group.

The acquisition by Arnold Jäger Holding has secured the existing jobs while boosting the local economy. Even the mayor attended the ceremony marking the opening of the company under its new ownership, underscoring the appreciation and hope with which La Porte has welcomed the German firm. Ulrich von Tippelskirch is pleased by the positive response to the takeover. "We negotiated as equals, and the employees were not only positive right from the start, but also curious about the developments to come.

Three extrusion specialists from the USA had lived and worked in Osterode for ten weeks. There German colleagues trained them on the new machines, at the end of 2010, two rubber injection moulding machines and four plastic injection moulding machines had been delivered to the US production facility in La Porte, Indiana, where the Jaeger-Unitek employees will be setting up these new machines themselves and putting them into operation with their know-how "made in Germany".

The acquisition has also been well-received by existing customers in the USA. "Jaeger-Unitek Sealing Solutions has received numerous queries regarding two-component parts since the acquisitions," says Ulrich von Tippelskirch.

The Holding is planning investments over the next two to three years. Those efforts are being supported by the Indiana Economic Development Corporation, which has granted Jaeger-Unitek Sealing Solutions Inc. tax-advantaged loans and additional grants for the creation of jobs and provisions of training. The company also belongs to La Porte's municipal development organisation, and is benefiting from the support of the Greater La Porte Economic Development Corporation – a fund for regional economic aid. Mark Dille, who continues to be the US Managing Director of Jaeger-Unitek Sealing Solutions Inc., is confident about the future, and in an interview he stated that the company has been reinvigorated and will be working resolutely to grow.

[www.jaegergruppe.de](http://www.jaegergruppe.de)

## Subsea Valley Conference



In 2010 satisfied initiators wished welcome to 225 participants at the conference. Left: General Manager Erik Jølberg, TESS as, Manager Trond Østgaard, BI Drammen and Division Director Ansgar Karlsen, TESS as

TESS has together with BI Drammen taken the initiative to create a meeting place for the business cluster of technology companies in the subsea industry on the west side of the Oslo fjord. The first ever Subsea Valley Conference in 2010 was a roaring success.

Being a supplier to the subsea industry, TESS wanted to create an arena for knowledge and network building for the industry. The event attracted a significant 225 representatives from 60 companies. Subsea Valley Conference is a meeting place for the world's leading industrial companies engaged in constructing and manufacturing equipment for subsea production.

The conference is to be an annual event. In 2011, the conference will be held in Drammen on 10 and 11 May.

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

## Important dates

### March 2nd or 3rd:

Expert Group High Pressure Hoses, meeting in Munich.

### June 17th – 18th:

Management meeting and 20 year anniversary in Stockholm.