

EDiS-News

09

REIFF celebrates 100 years –
Service is the future

100 Jahre



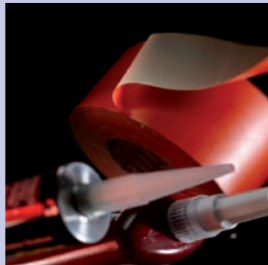
In 1910 Albert Reiff founded the Unternehmen für Technische Gummiwaren (Technical Rubber Goods Company). We are happy and proud to celebrate this rare company anniversary in 2010.

REIFF Technische Produkte is one of the largest technical traders in Germany and has shaped this industrial sector from the very beginning. Service, quality and product range were top priorities for founder Albert Reiff.

Guenter Reiff, who headed the company in the second generation, extended the product range particularly in the 1960s and 70s and expanded the branch network in Baden Wuerttemberg.

Hubert Reiff, who has managed the business since 1984, added important features with the publication of the main catalog, the expansion of the company's logistics and especially with new branches in Saxony. In addition to the professionalization of its logistics, in recent years REIFF has focused primarily on two service packages: assemblies and C-part management. With regard to assemblies, REIFF is transforming itself into the problem solver in the industry, thus making a valuable contribution to reducing the number of suppliers.

REIFF offers its customers the optimal platforms for C-part management via its online shop and marketplace connection. Through its various business segments, REIFF operates as a multispecialist in the market, thus meeting the vast majority of its clients' needs in their industries.



One hundred years of REIFF – an anniversary that REIFF will celebrate in numerous ways with its clients, its staff and its suppliers. 2010 will be a very special year. As of 1 January 2010, you'll find information about all of the activities celebrating the 100th anniversary of the REIFF Group at www.reiff-100-Jahre.de.

www.reiff-tp.de

ÖKOPROFIT® Certification



This year, Haberkorn Ulmer was been awarded the ÖKOPROFIT® certificate for the first time. The ÖKOPROFIT® basic programme, which has to be successfully completed in order to attain certification, initiates and examines modern environmental management in businesses. The content of the ÖKOPROFIT® basic programme consisted of 8 workshops on topics such as waste management, environmental legislation, eco-controlling and ecological procurement as well as individual consultation units. Criteria for qualifying as an „ÖKOPROFIT® enterprise 2009“:

- Development of a waste management concept in line with ÖKOPROFIT® criteria
- Compliance with all the requirements of the law and the appropriate agencies
- Company-specific environmental guidelines
- Internal environmental audit (documentation of operational processes from a legal, organisational and technical perspective)
- Presentation of an environmental programme for the coming year (with corporate environmental performance indicators, the envisaged reductions stated in quantities)

The fact that Haberkorn Ulmer not only meets all the criteria but is also one of two companies to receive the accolade of "Flagship ÖKOPROFIT® Enterprise" for particular commitment is a clear acknowledgement of Haberkorn Ulmer's activities in the area of climate protection.

www.haberkorn.com

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Combined lowpressure and highpressure meeting Italy



The combined meeting with 24 EDIS participants took place at IVG in Padova, Italy. IVG gave EDIS the possibility to use their facilities to have the meeting. In the combined part each member showed their figures up till that moment and activities carried out to stay away from the crises as much as possible.

After that IVG took over with a quick and good presentation of their group and the current possibilities. A factory tour including the production and test facilities was included. An evening program with a visit to the Colbachini Bell museum and a diner at the Colbachini's residence were a very good ending of the program of day 1.

IVG proposed an EDIS member for France called: Transflex. Transflex sales. Problem could be their 3 branches in Spain.

On day 2 we divided the groups into its original form, a high pressure expert group as well as the low pressure expert group. In the morning program both groups have discussed current market situations and possibilities as well as the benchmark figures of different kind. Well prepared by every one.

After the lunch break the 2 groups came together once again to listen to presentations of: Madras, a metal hose producer from India, arranged by Gasso; TransferOil, a high pressure plastic hose producer, arranged by Haberkorn.

Both companies presented themselves in a professional way and are looking forward dealing with each EDIS member.

An important item on the agenda was: will we continue with combined meeting or will we separate? As the advantages not became clear and both groups clearly stated that there was too less time to talk, discuss and evaluate with every body 100% of the members agreed to separate already.

A last but also very important decision was still to be carried out:

Who will be the new group leader for the high pressure group and who will be the group leader for the low pressure group.

Imbema Cleton was responsible for both groups, low pressure for the last 5 years, high pressure the last 3 years.....a time to change !!

Company Tess has raised their hand for the high pressure activities, the low pressure group leader comes from Lundgrens. We have decided that the new group leadership will be maximized to 2 years.

We wish both companies very good and interesting meetings.

www.imbemacleton.nl

Eastern Oil – a new Direction for Tubes Int.



Poland's biggest natural treasure has never been oil. It was always like that even despite the fact that Ignacy Łukasiewicz – a pioneer of the oil industry was Polish. He constructed the first kerosene lamp (1853), founded the first oil well (1854) and built the first oil refinery (1856). But Poland's oil resources has never been too vast (5% of total consumption) as there is limited number of oil fields.

Due to very small scope of oil industry in Poland Tubes International offer concerning hoses and couplings had never covered that sector. It all changed, when Tubes entered Eastern European markets (branches in Ukraine and new customers in countries of former Soviet Republics). To meet the demands of customers, we decided to include a whole range of hoses and couplings for the oil industry in our offer. We can deliver anything that is necessary for service in the oil industry focusing on only the highest quality products. Our offer includes hoses according to API 7K standards that are used on rigs during drilling operations (rotary drilling, vibrator, choke and kill hoses) and which, to keep pace with rapidly advancing drilling technology, exceed required standards. We also offer hammer unions, ring gaskets, pup joints, etc. that can be used for crude oil transfer. One of the aims of Tubes International is to continue Łukasiewicz mission and serve the oil industry. We decided to do what we do best – supply flexible hose assemblies domestically and for the Eastern European markets.

www.tubes-international.com

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Hydraulic meeting in Norway



In May we had an active and well organized hydraulic hose expert meeting at Tess in Drammen. We started with a question for each member:

What is your goal for this meeting? After that spoken about the effect of the crises and the actions carried out by each member.

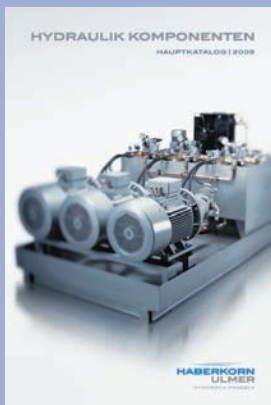
Tess has presented there new product lines, mostly Offshore applications as well as their facilities. We evaluated the Achema the Hannover Messe exhibitions. Overstock lists were evaluated the price increases of each supplier. The common problems with SEL were discussed, as well as trying to get an EDIS partnership contract with them (prices and conditions for EDIS branded hoses for each EDIS partner). This action will be taken by Imbema Cleton. For common purchasing we have decided to contact Transfer Oil for an EDIS partnership agreement, Lillbacha-Finn Power will be contacted by Tess and as mentioned before SEL by Imbema Cleton.

The way EDIS branded hoses should look like is pre-described and the way each producer could be clearly marked on the hose without mentioning the name (traceability reasons). Tess, in the name of Ansgar also prepared a presentation of an EDIS look a like from the USA who goes a step further than we are doing with EDIS. The name of the organization is IDCO and when more information is needed, please contact Tess.

The HD group proposed to combine the high pressure meeting together with the low pressure meeting as a lot of member are already attempting both. In October 2009 we had the second combined EDIS expert meeting (the first one was in Venice at the 10th years anniversary).

www.imbemacleton.nl

New: Main catalogue for hydraulic components



In this main catalogue we present a large selection from our range of hydraulic components covering 248 pages. Our offering – all from a single source – ranges from a simple gear pump to a comprehensive equipment solution. All our suppliers have been carefully selected in accordance with internal guidelines, because quality is our top priority. Large numbers of distributors throughout Austria ensure prompt availability near you.

Product ranges: Cylinders, BROCO control valves, Haberkorn Ulmer control valves, Directional control valves, Pumps/motors/gear units, Filters, Monitoring elements

www.haberkorn.com

RFID increases efficiency and economy



Well over 1,000 ordered items leave the logistics center of REIFF Technische Produkte every day, while nearly 600 incoming items arrive. With the expansion of the logistics center at REIFF Technische Produkte GmbH in Reutlingen, Germany, the flow of goods is processed much more quickly and efficiently and the error rate is reduced to a minimum. A 600-meter conveyor belt connects all relevant areas of the warehouse.

An RFID system was integrated to ensure that each individual container arrives at its intended destination in the complex system. The solution, which initially appeared to be considerably more expensive than a barcode system, proved to be the more economical and efficient one when subjected to a comprehensive review. The total investment was thus reduced by a significant amount, while achieving greatly increased reading accuracy.

The integrated automation of the internal logistics resulted in increased productivity, shortened pathways for staff and a reduced error rate.

Contactless data transmission even in motion

What is RFID? RFID stands for radiofrequency identification. This technology facilitates the transmission of data via radio waves without tactile or visual contact.

www.reiff-tp.de

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Ground-breaking ceremony for new office and warehouse building



Haberkorn Ulmer, Austria's biggest trader in technical equipment, is constructing a new office and warehouse building in Oberösterreich.

On Friday, 28 August, the ground-breaking ceremony for the new building was held in Leonding, just 500 m from the current location in Pasching.

Chairman of the Board, Dr. Wolfgang Blum, stated: „Breaking the ground for a new building always signifies a new beginning, a spirit of optimism and looking to the future. With this project we shall be erecting a building which is designed to meet the needs of our employees and which underlines our orientation towards growth.” He added: “With almost 1,800 m² of office space and 2,800 m² of warehouse space, we have potential for up to 70 jobs. In addition, we also have ample capacity to develop and expand.”

Siegfried Poldlehner, Plant Manager and Sales Manager for Upper Austria and Salzburg, is particularly pleased with the new facilities: „From summer 2010 our energy-efficient building will provide optimal working conditions for our employees plus modern seminar and training rooms in which to welcome our customers.”

With over 700 employees in Austria and more than 100,000 stock items, Haberkorn Ulmer is Austria's biggest trader in technical equipment. A unique portfolio of premium products and professional services ensures smooth and efficient production processes for our customers in industry, engineering and construction. Top-quality workwear and personal protective equipment enable our customers to deliver top performance.



Haberkorn Ulmer is now successful in 9 European countries and relies on a combination of international networks and regional relationships. At the sales subsidiary in Pasching there are currently 50 employees who take care of customer needs in Upper Austria and Salzburg. Fast response times and customised services are the positive result of this regional structure.

www.haberkorn.com

Eye-opening performance by Haberkorn Ulmer



By the next December 2009 Gasso will open a new branch in Tarragona. This new facilities are built in a new and modern building of 3000 squared meters, located just a few meters distance of the Reus Airport and a AP7 Barcelona-Tarragona motorway which makes it a very easy reachable and well connected point only 100 kms far from Barcelona city.

In this new warehouse Gasso will have the rubber hoses logistic centre as well as the welding department and Composite hoses assembling to give a better service to all Petro-Chemical complex in Tarragona where are the main companies BASF, BAYER, REPSOL, etc



At same building we have a 200 sq.mtres show room where Gasso will held regularly seminars in which both suppliers and customers will be invited. Trainings for Gasso products will be held as well.

As soon as we make the Open ceremony an invitation for all EDiS members will be sent in advance!!

www.gasso.com

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Experiencing the future at the Ideen Expo 2009-11-20



“Your ideas bring about change”: At the 2nd IdeenExpo the Jaeger Group once again represented their trades and provided information about work, methods and opportunities in the industry. And they also had fun!

The fair that took place from 5-13 September at the Hanover trade fair site was a resounding success. Visitor attendance was even higher than at the last IdeenExpo in 2007.

Around 283,000 young visitors came to the fair. At the joint stand of the Jaeger Group, KKT, the rubber association and DIK (German Institute of Rubber Technology) the trainees presented various exhibits to their audience, like a hand press and a single-screw extruder. Interested visitors were able to create their own silicone cup or to extrude bracelets. There was so much interest that fasteners for the bracelets ran out for a while. “No problem – we’ll tie them instead” was the quick solution. But the trainees didn’t just explain how cups and bracelets are made – they also provided information on training possibilities in the industry. They informed children about the technology used to make the exhibits, about occupations in the rubber industry and study opportunities. The hand press was provided and operated by KKT-Frölich, the extruder by the DIK. The Jaeger trainees were responsible for attending the visitors to the stand, but they also stepped in for the machine operators. In addition, an information film about jobs in the rubber industry was shown. All the staff really enjoyed supervising the stand and the whole IdeenExpo with its great atmosphere.

www.imbemacleton.nl

TESS: Products in Supply



From stock at its main office in Drammen or through its network of more than 100 service outlets across Norway. We are also represented with our own service outlets in Stenungsund (Sweden), Esbjerg (Denmark) and Aberdeen (Skottland).

Supplies:

- Steel and thermoplastic hoses
- Rig supply and general service hoses
- Warmguard fire-resistant BOP control hoses (DnV-approved)
- TESS Cam-Lock (in sizes up to 6 inches, in aluminium, brass or AISI 316)
- HSE related products
- ... and many more.

TESS hoses around the world



Products and Services – Offshore

The TESS product range includes supply-, hydraulic-, steel-, kill/choke-, BOP control-, and general service hoses, as well as Hammer lug unions and all types of couplings. In addition, TESS provides maintenance, repair and operation products (MRO) for the onshore and offshore industry.

The company also offers the webbased TESS Hose Management system used for HSE causes, surveillance, documentation, maintenance control and much quicker purchase/supply of brand new hoses. All hoses and related gear are will be tagged with a unique ID-number. Customers demanding TESS Hose Management are increasing.

TESS carries out offshore inspection and services and use a number of engineers and operators holding offshore certificates.

References

TESS has done business with the most important oil & gas companies and offshore service companies on the Norwegian shelf for several decades:

- StatoilHydro
- PhillipsConoco
- Shell
- Exxon
- Schlumberger
- ...and many more.

www.tess.no