

# EDiS-News

13<sup>th</sup> July 2011

2/11

## Meeting of hydraulics experts in Munich

On March 17, 2011 all of the hydraulics experts of the EDIS members attended a compact meeting at the Sheraton Hotel at Munich Airport. A special feature of this gathering of experts was that special guest EDIS president Erik Jolberg followed the intense discussions as an observer. Procurement, procurement, and every aspect of procurement – that was the key issue of the meeting. The selection of new, high-performance hydraulic hose suppliers was discussed, as were the handling of the pan-European price rises and their implementation with customers. The abiding theme of delivery periods, which can be more than six months depending on the type of hose, was discussed at length. The importance of European cooperation was once again highlighted, as the problems are similar in all the countries, and in several cases useful approaches to solutions were found. The hydraulics experts will be meeting again on October 17th-18th this year. This meeting will be hosted by the company Sorensen & Kofoed in Copenhagen.

## Subsea Valley Conference attendance tripled



**TESS was the technical organizer of the annual Subsea Valley Conference. A successful event with 786 registered participants. The participation well exceeded the organizer's expectations and was tripled in relation to last year.**

Professionals dominated the first day. In addition, students and others who were especially interested in job and career opportunities visited the conference. Informational films and company visits were also popular. Subsea Valley Conference was officially opened by the State Secretary from the petroleum- and energy department, Per Rune Henriksen, who in his speech gave a broad presentation of the Norwegian oil policy.

Conference and exhibition management that was heavily staffed with experienced people from TESS, is satisfied with the event. It had a high academic content and the key speakers drew full houses. Exhibitors reported two good days. 160 SpeedMatch meetings were conducted with executives from purchasing and supply chain management at Aker, FMC and TESS. In addition technical discussions with representatives from nearly 70 exhibitors were conducted.

It was also very popular that Norwegian Coating Technology AS (NCT) was awarded the supplier award for extraordinary focus and good results achieved in the systematic work with HMS. It was the first time the prize was awarded.

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



# EDiS-News

13<sup>th</sup> July 2011

2/11

## Automatic machine for Gassoflex Assembling



Gasso has made an important investment buying an automatic machine for assembling Gassoflex big bore hoses (6", 8" & 10").

This machine is the ideal equipment to make the assembling of Marine hoses (big diameters) easier and faster which is an increasing market for us, mainly in export.

Using this innovative machine we can handle the assembling with only one worker involved which can reduce considerably the labour cost making us more competitive in this type of hoses.

Obviously Gasso's assemblers are more than happy with it since they do not have to carry on by themselves the heavy fittings during the assembling. Before this acquisition three workers were required to do the assemblies.

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

## All Edis partners enjoying growth



The Swedish Edis partner Lundgrens hosted the management meeting in Stockholm on June 17<sup>th</sup>-18<sup>th</sup>. Lundgrens is a member of the Beijer-Alma Group, one of the leading industrial and trade groups in Sweden. After the introduction to the structures and strategies of the host, there was an intense session in which all of the European partners reported on their respective markets. The companies noted positive growth across all regions in 2010 and performance that was just as good, if not better, in 2011. The current tasks facing the companies are very similar: the primary focus is on the expansion of technical and logistical services. Individual companies are intensifying their operations outside Europe in specialist fields. Procurement issues are challenging in all countries. On a positive note, the expert groups in procurement reported significant success in collaboration. However, a shortage of personnel is also an issue for all of the partners – personnel development concepts are becoming increasingly important. Edis continues to work towards gaining new member companies with the goal of continuously expanding the European network. The outlook for future business development is positive, so that the evening program – a cruise to a particularly charming restaurant – took place in a relaxed atmosphere with lots of pleasant conversation. President Erik Jolberg expressed his thanks to Hans Jacobsen for the outstanding organization and generous hospitality.

# EDiS-News

13<sup>th</sup> July 2011

2/11

## Discovering talents – developing talents



**Jaeger Group is actively involved in the new association „Zukunft Inc.- initiative. Marktführer. hannover. e.V.“. The aim of this cooperation between well-known medium-sized companies from the Hanover region is to win the best school leavers and graduates for their apprenticeship programmes as well as qualified specialist personnel.**

“We are thinking about the future and we want to create the prerequisites now for winning the best young talents for our company”, says Alexander Walter, Head of Personnel, describing the reasons for the Jaeger Group’s involvement in the new association “Zukunft Inc. – initiative.marktführer.hannover.e.V.” The seven active and two passive members, who developed the joint project in March 2011, aim to convince young talents that a medium-sized company can also offer good career prospects. “University graduates in particular underestimate the potential of lots of medium-sized companies as employers. Most don’t know that we offer training that is just as varied as that offered by large corporations. Most notably we are much more practice-oriented. We are looking for a capable team and in return we offer exciting focus areas and promote talents”, says Alexander Walter.

First and foremost the initiative plans to make use of social media channels for its activities. “We want to meet young people at the places where they swap experiences on jobs and studying – and nowadays that’s the internet.” But skilled personnel, too, can be better approached via new media – nationally and internationally. This is an important aspect for member companies, some of whom are market leaders in certain sectors and need qualified young new employees. Platforms such as Facebook, Xing or LinkedIn are part of the everyday working life of the generation 20+ and 30+. Presence on these platforms reaches a much greater number of potential applicants than a conventional advertisement. However, the association also promotes Hanover as attractive business centre: in the long term the networks created by the companies involved will lead to synergies – also with regard to training and apprenticeships. “This year young people at Jäger-Group will be trained in the new apprenticeship programme “Technical Product Designer” for the first time. Learning content has moved from two-dimensional portrayal to the 3D level – that’s an interesting development for lots of local companies . Exchanging experience benefits everyone.” Alexander Walter says.

By placing their own content the member companies are also able to influence the image they project to the young target group – an advantage that will pay off in future when companies will have to court the best graduates and applicants from low birth rate years.

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

# EDiS-News

13<sup>th</sup> July 2011

2/11

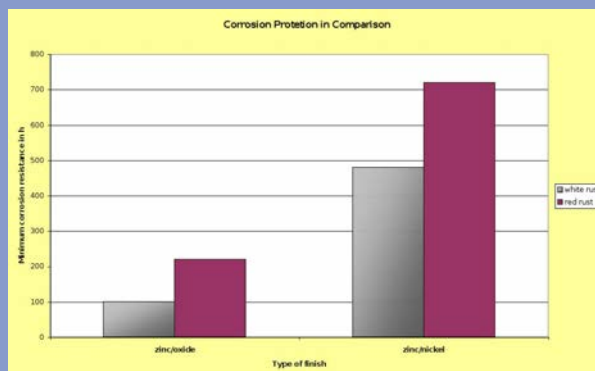
## Optimum Corrosion Protection for all types of pipe and hose fittings

REIFF Technical Products offers an extremely comprehensive line with over 140,000 standard products.

The Volz Group is the ideal supplier for our line of pipe fittings. All pipe fittings from the Volz Group are protected with a zinc/nickel finish. This finish does not contain any chrome VI and is presently the best corrosion protection available. These fittings remain free of rust even in situations where they are subject to extreme stress such as exposure to salts in mobile hydraulics or in offshore applications. The Volz Group uses a salt spray test to verify the excellent corrosion protection provided by the zinc/nickel finish.

- High quality corrosion protection, much better than zinc
- > 480 h without white rust (DIN EN ISO 9227)
- > 720 h without red rust (DIN EN ISO 9227)
- Total coating thickness 8-12 µm
- Percentage of nickel in basic zinc/nickel coating 12 – 16%
- Assembly properties good to very good, friction coefficients unchanged in comparison to pure zinc coating
- Environmental compatibility conforms to EU Directive No. 2000/53/EG“ End-of-Life Vehicles”
- Can generally be painted over with standard commercial enamels and corrosion protection paints when threads are not coated with lubricants when attached. Painting tests are recommended
- Color: Metallic gray – matt to bluish iridescent, high quality appearance, resistant to most mediums and all common hydraulic fluids

The salt spray test clearly shows that the new zinc/nickel finish is significantly superior in terms of corrosion protection. Moreover it is preferable in terms of environmental protection, appearance and security for the future.



In addition to threaded pipe fittings, REIFF Technical Products also offers highly varying types of rubber and silicone hose fittings. Shore Auto Rubber Exports Pvt. Ltd. in India is certified in compliance with ISO/TS 16949:2002 and capable of producing a wide range of custom, rubber and silicone hose fittings. Use of highly varying materials such as silicone, Viton, EPDM, Neoprene, Kevlar, nylon and polyester allow these hose fittings to be used in virtually all situations. Our hose fittings are fit for all applications, regardless of whether fittings for water or air hoses, industrial or vacuum hoses silicone hoses for turbochargers.

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



# EDiS-News

13<sup>th</sup> July 2011

2/11

## World's largest bunker vessel relies on Imbema Cleton's engineering skills

On May 17th, 2011 the Dutch national TV broadcasted an item about the brand new Motor Tank Vessel "Vorstenbosch". With the camera focussing on it's 35m tall refuelling boom, it sailed out into the Rotterdam Harbour area. It began its job in refuelling vessels in the harbour of Rotterdam, Amsterdam and Antwerp.



The "Vorstenbosch" is surely not an everyday vessel. With a total length of 147m and width of 23m it can load 13889 m<sup>3</sup> of fuel, equivalent to 560 tanker vehicles! These numbers make the "Vorstenbosch" the largest bunker vessel in the world. From the designboard on, Imbema Cleton provided solutions for all parts of the vessel where hoses and couplings would be implemented. A superb piece of engineering is the giant 10 inch (254mm) diameter bunkering hose, mounted on the 35m tall refuelling boom. The connection of this hose at the receiving vessel is done manually, but due to the high weight of the hose coupling, it is supported by a special device making it easy to connect the hose to the receiving flange. This unique piece of engineering allows a loading capacity up to a staggering 2750 m<sup>3</sup> per hour. That is equivalent to loading two tanker vehicles in one minute!

Next to this bunkering hose, Imbema Cleton provided more hoses:

- Two 8 inch 10m composite hoses to load and unload from the mainland terminal.
- Two 2 inch 10m and one 2 inch 6m composite hoses for pumping out residual fuel from the bottom of the tanks.
- Two 2 inch 10m water hoses for pumping in and out ballast water.
- One 2 inch 2m antistatic hose for pumping out waste water.
- One 8 inch 2,5m ventilation hose which is used in the deck ventilation system.



Imbema Cleton plays a key role in the shipping industry. Besides the fact that it is located in the Rotterdam harbour area, its experienced teams of engineers provide durable solutions regarding hoses and couplings, advanced lubrication, and ppe. With a team standby 24/7, vessels entering the Dutch and Belgian harbours, can rely on Imbema Cleton's service.

From May 10th-12th 2011 Imbema Cleton attended the annual Construction & Shipping tradeshow in Gorinchem, The Netherlands. The focus was on durable, reliable and safe solutions for products in hoses and couplings, for example spill free coupling and de-coupling with OPW and TODO couplings. But also Sundström ATEX certified respiratory protection and Tranemo flame retardent and antistatic protective workwear were put in the spotlights. Next to presenting new innovative products, this annual tradeshow offered perfect opportunities to meet and greet old and new relations in the shipping business.

[www.imbemacleton.nl](http://www.imbemacleton.nl)

# EDiS-News

13<sup>th</sup> July 2011

2/11

## Tubes International at MIOGE 2011



Following its strategy of expansion and development Tubes International participated as an exhibitor in MIOGE 2011 (11th Moscow International Oil & Gas Exhibition) held on 21th-24th June 2011 at the Expocentre in Moscow, Russia. MIOGE is the largest and most recognized oil and gas trade event in Russia, it brings together the industry's leading companies and people. Tubes International was given an excellent opportunity to show its latest products and services to influential local and international visitors considering that the company is about to launch its new operation branch in Moscow. Our presence resulted in meeting people from companies not only from the oil and gas sector but other branches of industry as well. We met potential new customers as well as other service providers, production companies and suppliers from different parts of Russia and neighboring countries. Being an exhibitor at MIOGE 2011 was certainly a step in the right direction to build a good image of the company while entering a new market. Taking into account that 11th Moscow International Oil & Gas Exhibition finished a couple of weeks ago, the amount of enquiries, orders and potential contracts proves that taking part in that exhibition was a very good move and another Tubes International success.

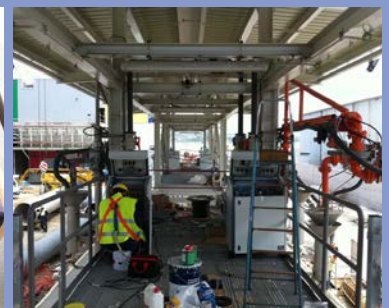
[www.tubes-international.com](http://www.tubes-international.com)

## Turn-Key Project in Bilbao

Gasso has finished successfully the big challenge of managing a Turn Key Project in the Port of Bilbao in a Sulphuric Acid loading terminal. The whole project was handled by our engineers and workers including supervision and installation of pipes, metering skids, loading arms, folding stairs and platform. It has been a nice job of cooperation and working with subcontractors.

The total value of this project is aprox- 1 mill Euro  
Time of execution aprox 2 months  
Gasso's Team working aprox 10 people

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



# EDiS-News

13<sup>th</sup> July 2011

2/11

## Haberkorn Ulmer acquires the Glogar Group



Haberkorn Ulmer, Austria's biggest technical equipment supplier with over 800 employees, has acquired 100% of the shares in Glogar Holding GmbH as of 28 April 2011.

Glogar is a technical equipment supplier for hydraulic components, technical seals, valves, ready-made hoses, innovative hose connectors, rubber mouldings and rubber to metal bonded products for the engineering, automotive and construction industries. With a workforce of some 100 employees, Glogar will post sales revenues of 16 million euros in 2011.

The company has subsidiaries in the Czech Republic, Hungary, Romania and Bulgaria, and has systematically and significantly expanded its market position through targeted acquisitions and by establishing new markets. Today, the Glogar Group ranks amongst the biggest manufacturer-neutral suppliers of hydraulic connector technology in Austria and is set to expand into further markets in Central and Eastern Europe.

These conditions are perfect for the link-up with Haberkorn Ulmer. Chairman of the Haberkorn Group Dr. Wolfgang Blum stated:

"With the acquisition of the Glogar Group, we are significantly strengthening our competence in hydraulics and sealing technology, and further expanding our market shares in Austria. Glogar also provides the ideal fit for our internationalisation strategy in respect of Eastern European markets. With Glogar we are continuing our growth path and will be tapping into more new markets."

Glogar Holding GmbH has been sold by INVEST EQUITY, which had owned the company since 2006. INVEST EQUITY is an independent private equity company which focuses on management buy-outs of medium-sized enterprises in the German-speaking region and in neighbouring Central and Eastern European countries.

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

**HABERKORN  
ULMER**  
EINFACH BESSER

### Important dates

**October 5th-6th:**

Industrial hose meeting hosted by Tess in Norway.

**October 17th-18th:**

Hydraulics experts meeting hosted by Sorensen & Kofoed in Copenhagen.