

# EDiS-News

16<sup>th</sup> July 2012

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## 44th EDiS Manager Meeting near Verona



The 44th EDiS Manager Meeting, which took place in Lazise, near Verona, was organized by Cenigomma s.r.l. – Arroweld Group, during last June 15th and 16th. Each partner of the Group was represented in the meeting by the top management.

In the splendid setting of Garda Lake, we debated about the most current events of economy. We talked about sales trends in each country with a particular view of the situation in Germany, Holland, Spain, Italy, Austria, Denmark, Sweden, Norway and Poland. We debated on current and foreseeable market analysis,

paying attention to development of source of procurement, technical and commercial development, with reference to products sold in each country.

Erik Jolberg, who is the President in office, well represented the European and extra European market trend. Concerning this point, Mirco Gasparotto, President of the Italian Arroweld Group, well delineated the financial and widespread difficulties between companies and banks. These ones are currently in the middle of international economic and financial status.

Each manager illustrated in details the results achieved in 2011 and the forecast for the year 2012 sharing these information by each product channel and application.

All companies, members of EDiS Group, work in a diversified and wide context in which they meet different situations in all European countries.

Belonging to the EDiS group in these different contexts is a great opportunity and resource. This is valid for innovative and alternative ideas and products.

EDiS group is most of all a strong point that allows to draw on several experiences in technical, logistic and cultural field and the result is that all companies are well prepared to face up in a competitive and ever changing market.

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

## NEW GASSO'S SPONSORAZING

Since March 2012 Gasso SA sponsorizes a cycling team for mountain bike. The group consists on 6 bikers which compete in the main races in Catalunya area.

This contribution completes the sponsorization of an Amateur football team, motor bike racing team and now the cycling team in Gasso Marketing area.

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

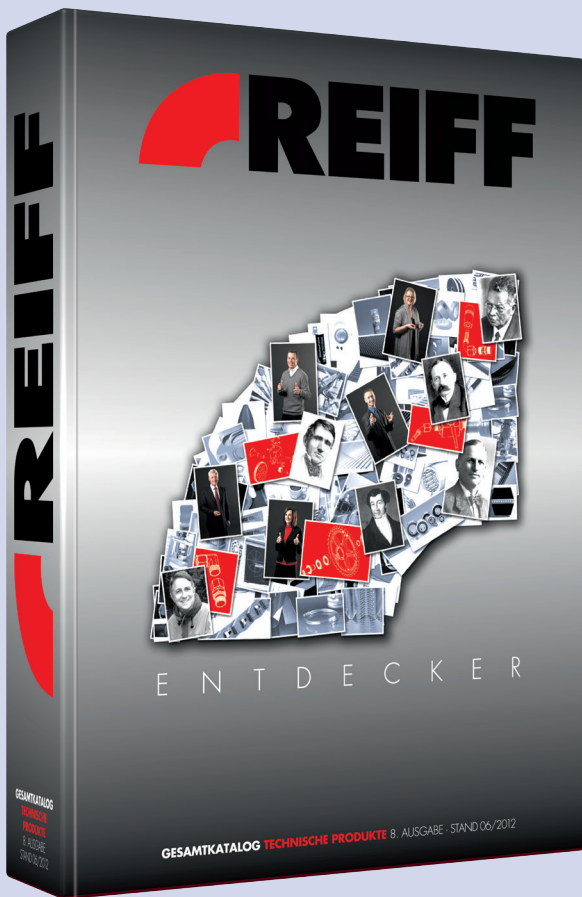


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## REIFF Technische Produkte publishes multimedia catalogue



At the end of June, REIFF Technische Produkte brought out the 8th edition of its complete catalogue.

A true masterpiece, a novelty in the industry. Because the printed catalogue is intelligently integrated with new technologies. Multimedia elements on nearly every page open new worlds of information and show what is possible today in the area of mobile applications. QR codes, apps, Internet sites, 3-D animation and online tools – prospective customers can now access more information about a product or topic rapidly and from anywhere.

In addition to the supplemental multimedia information, over 20,000 products from the entire assortment of 140,000 products in the catalogue are shown on 1492 pages. Whether they are drive elements, plastics, sealing technology, hoses and fittings or profiles – in a total of 14 chapters, prospective customers can get a comprehensive overview of the products and of the services, know-how and philosophy of the leading technical distributor. Famous inventors such as Robert W. Gore or Charles Nelson Goodyear, as well as REIFF associates from the various departments are a common thread throughout the catalogue and together stand for ingenuity and innovation.

However, the entire catalogue doesn't just have more multimedia, it is also more international than ever.

For the first time, there is an English and a French online browsing catalogue. Just have a browse under:

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



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## Tubes International opens a new logistics centre.



**Tubes International is pleased to announce the opening of a new logistics centre in Poznan.**

The newly established logistic centre expands storage capacity by 50% over existing capacity to 2000 square meters which will host around 1150 pallets. With 2x380 square meters of storage area, over 200 square meters of operational room, motivated team and the latest technology it is a big step towards improvement of delivery times and goods availability. With more products on stock, more storage space and room to manoeuvre, we expect to achieve a dramatic improvement in our daily operations. Now we can consolidate more shipments and enhance operational effectiveness of the supply chain, from our branches to our customers.

Tubes International will continue to expand the logistic infrastructure and provide high quality logistics services to meet customers' demands in the future as such strategy strengthens our position in the Eastern Europe.

Waiting for your orders!

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

## Management meeting at Lundgrens SverigeAB, Tyresö site.

**On 18-19/6 the management team of Lundgrens held a meeting in the rebuilt office in Tyresö.**

Site manager Fredrik Hedman informed us that the office and workshop have an area of around 2,000 square meters. The business of Slang-Pac is now integrated as of 1st February and the staff is also located here.

The production includes die-cutting/turning/milling and lamination of rubber sheeting and rubber mats. The turnover is about 10 million Euro/year. One of the main customers is Scania trucks, since we moved the business from Slang-Pac we have increased the number of sold articles by around 15-20, total amount of items is around 50 to production and 100 to spare parts.

Another new product case is laminating high tech steel with 73Sh Epdm rubber for submarine use, after a lot of development we have received a trial order from our customer. This is an application to be used with fiber cables.

We have also located the business of our silicone products here. We also certified to ISO 9001:2008 and to ISO 14001:2004.

[www.lundgrenssverige.se](http://www.lundgrenssverige.se)



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## Imbema Cleton acquires Belgian hoses supplier A&BS

A&BS company is a well respected company in the western part of Belgium. They have earned this respect by providing instant solutions regarding hoses and couplings. A firm combination of many years of experience, flexibility, best quality products, own workshop and a large stock.

The Belgian branch of Imbema Cleton was looking for ways to expand business. Imbema Cleton sees the Belgian market as an interesting market with focus on pharmaceutical, food, agriculture, marine and petrochemical markets. With the acquisition of A&BS, they did not only acquire years of knowledge and experience, a workshop, stock and new customers. They also offered A&BS' customer access to the vast product range of the entire Imbema Group, expanding business in many ways. A&BS' employees, workshop and stock have been integrated within Imbema Cleton NV.

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



## TESS founders Olav Nygaard and Erik Joelberg



Olav Nygaard, Erik Joelberg

2011 marked a new milestone in TESS's history, surpassing two billion NOK in turnover for the first time. The increase in turnover was 9,4% and at the same time the profit margin increased from 55%. This is mainly thanks to more efficient work processes and an improvement in the structure of the whole organization. This resulted in a pretax profit of 125,9 million NOK, an increase of 69%.

A strong equity allows for continuous improvement of production equipment and facilities as well as investing in new branches, both domestically and internationally. The goals for the future are set with a turnover of 10 billion NOK in 2020 and increasing the number of employees from 800 to 2 400 during the same period.

Seven new branches will open up in 2012, and within 2015 there will be 200 branch offices in Norway. At the same time the potential in foreign countries is massive, and a substantial part of the turnover will come from the foreign sector with establishments in new areas as well as expansion in existing areas.

With a continued focus on technical know-how, quality and service TESS is confident in reaching its goals.

For further information: [www.tess.no](http://www.tess.no)

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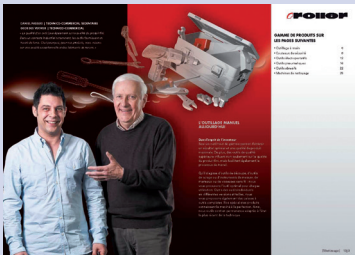
## REIFF Technische Produkte becomes established in China

For years, the technical trader has maintained business relations with China. REIFF Technische Produkte has also had a subsidiary in China for more than six months now. The headquarters of REIFF Technical Products Shanghai CO., Ltd are in Shanghai. From here, customers throughout China are supported. The primary aim is to actively support customers who are already in China as well as developing supply sources for the parent company. The subsidiary offers the same product quality and diversity as the German parent company. In the Shanghai office under the management of general manager Yi Han, five more employees work in the initial team in the fields of distribution, logistics and processing. The 200 square meters office and the connected warehouse with 600 square meters of space are located in an industrial area on the southern edge of Shanghai. The managing director of the WFOE, Wholly Foreign Owned Enterprise, is Yi Han, who has already worked in various German companies and has several years of professional experience in Germany. Hower Xu, sales manager, Thomas Liu and Shi Hu Ma are supporting him in the company's distribution. David Qian is responsible for logistics and Hong Cai is the administrator of the Chinese team.



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

## Roller celebrates with its first complete catalogue premier



Roller, the largest technical distributor in Luxembourg, has published its first complete catalogue at the end of June. A catalogue like no other, with a total of 1442 pages. Like the complete catalogue of the parent company REIFF Technische Produkte, famous discoverers and Roller associates from the various departments run through the catalogue and together stand for ingenuity and innovation. In addition to the product areas of the parent company – drive, seal, hose, profile and plastics technology – Roller's catalogue provides a glimpse into its area of speciality: products from the area of work safety and tools. The wide assortment of work safety products encompasses personal protective equipment from head to foot. Roller supplies many important industrial companies in Luxembourg, Belgium and Northern France with work safety products, beginning from safety helmets to protective goggles and gloves to professional clothing for a wide variety of professions. Just as varied and of just as high quality is the technical distributor's tool assortment. As a partner to well-known tool manufacturers, Roller offers a number of different tools and tool storage options. Overall, 4,000 copies of the French catalogue were printed and will be distributed in the weeks to come personally by outside sales associates from both locations in Luxembourg and Belgium to the company's customers – the largest and most important industrial companies in the two Benelux countries.

More information can be found under: [www.gummi-roller.lu](http://www.gummi-roller.lu)

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## Haberkorn awarded the 2012 regional environmental and sustainability award

Haberkorn, Austria's largest technical distributor, received the "2012 Upper Austrian Environmental and Sustainability Award". Together with 5 other companies, the Upper Austrian location in Leonding received commendations for its particularly noteworthy accomplishments in the environmental and sustainability area in the "Operations" category.

Haberkorn scored points in these areas thanks to its extensive efforts, providing proof that its years of activities have borne fruit. In addition to classical actions taken to protect the environment, such as providing training on fuel-saving techniques and promoting soft mobility, Haberkorn has clearly shown that not only do living spaces and the company contribute to sustainability, so do employees themselves. Many small activities, from free apples during breaks to a corporate health promotion project, are dedicated to the well-being of the staff.

Upper Austrian district council member Rudi Anschöber praised all of the measures taken by Haberkorn as an "impressive ecological mix!" This was his way of encouraging Haberkorn to continue its efforts in this direction. The award money is being used to promote environmental and sustainability activities in Leonding.

Haberkorn is the largest technical distributor in Austria. Customers from industry, machine design and construction appreciate the unmatched range of selection and individual solutions for simplifying their order processing of C parts.

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



### Haberkorn Holding AG - Fact-Box

Founded:	1932
Employees (group):	approx. 1,000
Board of managers (group):	Dr. Wolfgang Blum (chairman) Wolfgang Baur Mag. Gerald Fitz
Locations in Austria:	Wolfurt, Vienna, Innsbruck, Leonding, Villach, Graz
Foreign locations:	Switzerland, Czech Republic, Poland, Hungary, Slovenia, Croatia, Bulgaria, Serbia
Sales in 2011 (group):	262 Million Euros
Strategic business fields:	Industry Construction Hydraulics, Electrical, Profile Systems Lubricants

### Summary of the company:

Haberkorn is the largest technical distributor in Austria and brings in a sales volume (2011) of 262 Million Euros with its approximately 1,000 employees and an assortment of more than 100,000 warehoused items for industry, construction and commercial trades.