

EDiS-News

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New EDiS President



Dr. Andreas Jäger handed over presidency. During the last Management Meeting in Munich on October 9th a new president was elected for the period 2009-2010.

The founding president Hubert Reiff was reelected for a second period fourteen years later. EDiS will continue to strengthen its platform 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.

www.reiff-tp.de

Gassoflex: New Production Line

In order to have a better business chance in the shipyard market Gasso has invested in a new production line of Gassoflex hoses to be able to produce 10" size.



The new production line is located in the one year old production center building in Barcelona. With this new line Gasso will be able to produce from the beginning of 2009 Gassoflex hoses (all different types) in 10" in a max. length of 20 mts.

In addition to this investment Gasso has bought a new Finnpower crimping machine model FP-170 which is already installed in the warehouse to be able to do the complete assemblies of composite hoses as well as rubber hoses till 10" size giving the perfect closing advantage to Gasso's product range.

www.gasso.com

Hose Meeting Barcelona



The annual EDiS Expert Hose meeting was held on 10th and 11th of October 2008 in Barcelona.

After a joint breakfast on Friday we visited the production plant of the Composite-Hose, EDiS partner Gasso. After this very interesting visit we went back to the hotel and started the „real“ meeting. After a brief presentation of each participant, we spoke about the main suppliers of each member and discussed all commonalities. We started the 2nd day (11.10.2008) of the meeting with a short summary of the earlier Gasso-factory tour.

Topics:

- new products
- new suppliers
- new markets, and so on

Conclusion of the meeting; each participant heard the latest news and will forward new suggestions to his/her company.

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Silicone rubbers use in trains



Rubber components have always been extensively used in rail car constructions and the industry has always been governed by its own fire and safety standards.

A major review of the use of rubber articles took place following the 1987 Kings Cross fire on the London Underground whereby a tough new fire standard was created. It focused on smoke density and toxic gas generation and effectively ruled out the use of organic rubbers in train interiors and to a certain extent exteriors.

Britain's BS 6853 and Frances NFF 16-101 standards are the backbone of a new pan-European norm, EN 45545, effective this year which affects the material choice of e.g. window, door and decorative seals, vibration and sound dampening parts, seat cushions, flexible gangways, coolant hoses and HVAC ducting.

In the vast majority of cases silicone rubber compounds R770 from Wacker or MF775E from Blue Star Silicones are the only eligible materials for use, even though silicone is more expensive and physically far weaker than EPDM or neoprene rubber, customers have little room for manoeuvre.

Bombardier and Alstom together share more than 80% of the new train market, they are truly international as well as their subcontractors and thus these rail standards can be encountered all over Europe.

www.lundgrenssverige.se

Imbema Cleton Expands

Imbema Cleton has expanded its salesforce with the addition of two product engineers in the productgroup Hoses & Couplings.

Imbema Cleton also expanded its market with new partnerships with the following suppliers in the productgroups Hoses & Couplings and PPE & First Aid.

| | |
|---------------------------|-------------------------------|
| OPW Fluid Transfer Group: | hose couplings |
| Sundström AB: | respiratory equipment |
| Burnfree Inc.: | products for burn wound care |
| CEP Benelux: | MTS® safety footwear |
| Tranemo & Lyngsoe AB: | work wear and safety clothing |
| Swiss One Safety SA: | safety eyewear |

Imbema Cleton is not actively participating in events in 2008 and 2009.

www.imbemacleton.nl



imbema cleton

Haberkorn: Symposium on Proctive Gloves



Modern protective gloves guarantee optimal protection against cutting and at the same time the greatest possible sensitivity. At the end of September Haberkorn Ulmer in Pasching sponsored a symposium on this topic at the airport Hörsching/Linz.

During this symposium solutions were shown for how the use of such protective gloves can ensure the productivity of a company and at the same time the safety of the employees in the long run.

With impressive practical examples, Wolfgang Veit, training manager from Ansell Healthcare convinced the participants of the quality and the function and last but not least the sense of these safety measures. Veit can already look back at 30 years of experience in this area and has created glove concepts for complex problems for many large European companies.

A special "treat" at the end of the event: An exclusive special tour through the airport gave the participants insight into areas which are normally not accessible to visitors.

www.haberkorn.com

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ESD And EX Protection In Practice



At the beginning of October at the symposium "ESD and EX protection in practice", in our branch office in Vienna numerous customers were convinced of the fact that Haberkorn Ulmer is also absolutely competent in complex protection topics.

Mainly customers who deal with sensitive high tech products (like e.g. computer chips) were interested in the topic

ESD. They must be protected against the slightest electrical discharges. EX protection speaks above all for those customers who are confronted with explosive atmospheres in their companies. Here a special protective equipment is necessary which cannot cause sparks and thus explosions due to their electrical discharge capacity.

The lectures were held by the company Abeba on the topic of ESD protective shoes, HB on the topic of ESD protective clothing and Sundström on the topic of explosion protection bellows breathing protection.

www.haberkorn.com

REIFF expands distribution center



A space of 13.000 square meters for 40.000 products. Expanded logistics centre put into operation in May 2008.

The core of the technical trade is the maximizing of the provision of goods and the logistics. Our customers rely on our logistics expertise.

The important and new build areas are the arrival (1,300 m²), the transit area with the same number of square meters

and a high bay with a clear height of 14.50 m and 2,940 pallet places. The production area of the workshop was significantly increased. Overall, a total area of 4,500 sq meters has been reconstructed. The enlarged plastic pallet warehouse is equipped with a modern equipped cantilever racking.

Special attention was paid on providing enough space for the arrival and transit area to ensure a clear movement and a speedy processing of the shipments.

The core of this new internal logistics is a container transport system which has an overall length of 600 meters and links the arrival to the small warehouse and the transit area.

www.reiff-tp.de

Jäger Group

Ansell Occupational Healthcare founded distributors advisory board for Germany, Austria and Switzerland

Near to the customer and to be open for the market is most important to Ansell. To support this goal the Ansell-Distributors Advisory Board was constituted by ten dedicated top distributors.

The initiative of the latest distributors meeting of the German speaking area became reality. The Ansell-Distributors Advisory board is discussing first of all topics regarding the partnership between Ansell and its distributors as well as market trends and current developments. It is its goal to bundle wants and needs of all Ansell partners and to act as a one voice for all distributors.

The board will report regularly about its work. All topics will be part of the yearly Ansell partner meetings. The following companies belong to the Ansell-Distributors Advisory Board: Aug. Schwan GmbH & Co. KG, ASSI TecLog AG, Karl Dengler GmbH, Korsing Arbeitsschutz GmbH, J.H. Lerch & Co. GmbH, Kroschke GmbH, Maag Technic GmbH, PCH Technischer Handel GmbH, SSV Technik GmbH, Worrying GmbH.

KCL founded distributors advisory board too.

On the 12th and 13th of November 2008 the first meeting took place in Fulda.

The session started with a factory tour to have look at the new production line, which will be started in January 2009.

The main point of the first meeting was the strategic vision of KCL towards 2015.

The board consists of 21 distributors and partners of KCL. There will be two sessions per year primarily treating strategic and partially operative issues.

www.jaegergruppe.de