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New EDiS Website online



Finally, our new EDiS Website is online at www.edis.eu. We will also keep the current domain www.edisnet.com and there are several other domains reserved by our German member Jäger Group.

The new website has a fresh layout as well as an interactive map showing all EDiS members and their branches all over Europe. The relaunched site stresses the goals of our partnership and gives priority to our search for new suppliers worldwide as well as new EDiS partners in European countries in which we do not have members yet.

Each company can easily be found - either via the countries navigation or by choosing the company name from the drop down list.

The new EDiS website is the ideal platform to present your own catalogues – the website team has already linked to many of your catalogues. Please contact Nina Naumann at the agency CGW if you wish another link or have any changes via email: n.naumann@c-g-w.net

New highly advanced FPSO

FPSO vessels are vessels for production, storage and offloading oil and gas. A type of vessel which is in fact a floating petrochemical installation, to process and store oil and gas products which are produced on offshore locations. After processing, the oil or gas can be stored for a while, to be offloaded onto a tanker or pipeline. Earlier FPSO vessels are in fact oil tankers which have been converted to also process oil and gas, but newly constructed vessels are engineered as FPSO vessels from the drawing board on.

A worldwide operating company specialized in offshore systems based in The Netherlands is engineering and constructing a new highly advanced FPSO. On board of this new vessel, delivery hoses are needed, necessary to deliver fuel (marine diesel oil), chemicals and potable water. After careful consideration, the engineers chose the unique self floating delivery hose from Imbema Cleton BV, manufactured by the Italian company IVG.



The "PL Floating" offshore hose is a remarkable piece of engineering. It is self floating, and does not need external floating devices. This unique property makes this hose much safer and easier to handle, and faster to

deploy, saving time and money. The new FPSO is scheduled to be deployed 2nd quarter 2013 in the Atlantic Ocean to develop a new oil field near the Brazilian coast.

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TESS Houston launched using proven recipe of success



TESS is now established in Houston by acquiring 50 % of the hydraulic company Tubing and Metric Hydraulics (T&M). T&M is a 19 year old family company owned 100% by the Pate family. Through this acquisition in the oil capital of the world, TESS follows the model used for the establishment in Brazil with 50% ownership in a well established company. The acquisition was carried out on the 1st of January 2012 and the partners are already well underway with customer focus and plans for expansion.

TESS has a strategy of following global customers in the oil and energy industry, both nationally and internationally. These are customers engaged in most areas of the industry, such as discovery, production, operation, maintenance, transport and supply. The acquisition secures TESS a strong foothold in the oil capital of the world where a large number of Norwegian TESS customers in the oil business are located, headed by Statoil, FMC and Aker. The development of the company will to a large degree be rooted in the Norwegian customer portfolio.

Many years in USA and Houston

TESS has long traditions with presence in USA and Houston. Since the early 1970's the management has gathered news, ideas and innovative solutions from the world's largest oil exhibition and leading groups within the American hose business. Contacts within these groups have been and continue to be vital for the development of TESS. Houston is home to the largest Norwegian colony outside of Norway with 7000 Norwegians and 140 Norwegian companies.

Local presence with significant experience

T&M was established in 1993 with a turnover of 3 million USD in 2011 (18 mill NOK). The company has 15 employees and sells hoses and fittings and relevant services. The President of USA Operations, Charles Pate, will use his 37 years of global experience in the oil industry to offer increased capacity and competence adapted to USA markets.

The market is increasing and Norwegian technology and innovation is currently highly valued in the USA.

Growth for TESS International

In 2011 the foreign TESS companies had a turnover of approximately 70 mill NOK, an increase of 20%. This year TESS has budgeted a combined growth of 40% for the four TESS foreign offices in Brazil, Denmark, UK and US. The budget for 2012 is 100 mill NOK.

TESS is doing especially well in Brazil and can show a healthy profit after the first year of operation, despite the distance from Norway and cultural differences being demanding.

The finance media explains that doing business in Brazil is difficult and ranks Brazil as number 126 (same level as Tanzania and Bosnia) on the list regarding complexity of doing business on a global level.

Simple recipe

- I can confirm that there are many and new challenges, but I know that we have found a model that works and our customers are saving both time and money, says Knut Jølberg, responsible for the foreign establishments in TESS. – The recipe is simple: Remove lawyers and consultants, build long term relations, be unique, understand culture and the customer's challenges. TESS has worked hard to follow up on the establishments through sales strategies, increase of competence and HSE. Our commitment in Brazil shows that TESS is unique with regard to experience, service and flexibility, says Jølberg.

Now BicTESS, as the company is named in Brazil, will invest 4 million NOK in a new building and will have 650 new square meters for production of hoses and solutions for the oil business. Knut Jølberg tells that large oil spills on the Brazilian shelf has put HSE and quality assurance in the spotlight.

- It increases the value of our solutions locally and gives us a good opportunity to follow up our first significant deal with Petrobras, finishes Knut Jølberg.

Caption

Knut Jølberg, in charge of the foreign establishments in TESS, has found the recipe for succeeding globally in the market TESS operates in.

For further information: www.tess.no

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IdeenExpo 2011!



From 27 August – 4 September around 310,000 visitors attended Germany's largest interactive event for science and technology – IdeenExpo 2011. And young people were able to experience hands-on technology and science at the stand of the Jäger Group.

The aim of IdeenExpo is to awaken an inquisitive spirit among children and young people. This does not always succeed at schools, but at the IdeenExpo around 500 fascinating interactive exhibits were presented in a fun way in the subject areas of energy, communication, mobility, production life & environment. As in previous years the Jäger Group also exhibited at this year's IdeenExpo and uses the opportunity to promote young people. At stand P527 prepared raw material was available which the young visitors put into disposable plastic moulds so that it could be tensioned and prepared for vulcanization to make wristbands. The aim was to acquaint the young people with rubber and its characteristics as a flexible material with exceptional thermal properties. The young visitors to the stand were able to experience and understand abstract processes such as vulcanization – as a "world premiere" in a standard microwave. Once they had made a wristband they could then have it "inscribed" by laser by the staff at the stand who consisted of an alternating team of trainees from Osterode and Hannover. The young people were able to keep both the wristband and the disposable mould.

www.ideenexpo.de



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REIFF Technische Produkte offers a diverse range of tubes for all purposes

Tubes of many different types are an integral part of the REIFF Technische Produkte range. Particular emphasis is placed on tube processing. Depending on the requirement, tubes are painted, brushed, passivated or galvanised.

To satisfy the rigorous demands of numerous sectors such as heating system manufacturers, engineering companies or automotive suppliers, REIFF collaborates with Toptube, among other companies.

"High quality and efficient tube processing is in greater demand than ever before", say the hoses and fittings product specialists.

"Our partner, Toptube, is a highly flexible company and together we are capable of offering our customers virtually any conceivable tube solution." Toptube's product range is enormously varied: tube finishing, tube reshaping – the manufacturing of complex tube systems is a speciality. There is scarcely a requirement for which no solution can be found.

Whether steel, stainless steel, copper or aluminium – from round tubes and flat tubes to square and rectangular tubes and profiles. REIFF offers the full range of processing techniques for diameters from 4 to 76 mm. In addition to different processing techniques such as welding and soldering, the technical supplier also offers high pressure shaped connectors.

Customers include the medical technology sector, house building and air conditioning manufacturing, furniture making and renewable energies, to name but a few. You will find more information about our services and product range at

www.reiff-tp.de

EDIS meeting in Copenhagen in October 2011



Danish hospitality set the tone for the hydraulic experts' evening. The large gathering provided the opportunity to discuss all the interesting aspects, information, news and interesting tidbits from the past six months, accompanied by an excellent meal. The official part of the meeting took place on the premises of EDIS's partner SORENSEN & KOFOED.

The main topics were the enormous problems facing hose procurement, the suppliers' high price policy and joint purchasing opportunities. The information exchange was punctuated by a tour of the workshops and warehouses.

At the end of the meeting it was decided that the next get together would take place at REIFF in Reutlingen from 22.10 – 23.10.2012. The group leaders for the next two years are K. Kuzma and A. Urbanek of TUBES, Poland.

www.skdk.dk

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NEW BRANCHES LAUNCHED IN PŁOCK AND DNEPROPETROVSK

We are pleased to announce the launch of new branches in Dnepropetrovsk (Ukraine) and Plock (Poland).

We have, so far, served Ukrainian customers with branches in Kiev and Lviv but last year we decided to increase the convenience and accessibility to our products by opening a branch in a new location. As over 40% of Ukrainian industry is based in the city of Dniepropertovsk, the choice of a new site on Ukrainian soil was rather obvious. Dnipropetrovsk is by far the most industrial city in Ukraine, first and foremost home of metallurgy but also the place of enterprises manufacturing agricultural machines, trolley-buses, refrigerators, electric engines, machine tools, radios, chemicals, tires to name only the few. We just could not find a better place for our products and services.

Despite having 21 branches in Poland, we knew that one more location is indispensable on the industrial map of Poland. This place is the city of Plock. The city is a home of one of the Central Europe largest refineries which refines about 80% of national oil. By launching the branch in Plock we have increased our control of an oil sector as well as other industrial segments e.g. machine-building, food, metal, printing and many more present there. Such industrial range requires the wide choice of products and services that Tubes International has in its offer.

These two new branches have completed the list of the key locations we aimed to set up in. The new ones are just a matter of time.

www.tubes-international.com



REIFF SaugFlex R4 – highly flexible multipurpose hose

January 2012 saw the addition of the highly flexible "REIFF SaugFlex R4" oil return hose for suction and pressure applications to the REIFF Technische Produkte GmbH product range. This highly flexible multipurpose hose, completely smooth both inside and out, features a hose core of NBR and a chloroprene jacket and can be used at temperatures of between - 40 and + 100 degrees Celsius. This hose is suitable for all common mineral oils and meets standard SAE J 517 and ISO 1307. The hose is mainly used in mechanical engineering and agriculture as an oil return hose. Members of the Hydraulic Expert Group and "Industrial Hoses" Expert Group were given a detailed presentation on this hose at the meetings in October 2011 in Drammen/Norway and Copenhagen/Denmark and are convinced of its versatility. The next experts' meetings will be in Frankfurt-Eschborn on 20.06.2012 with a visit to the Achema trade fair.



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EASILY RECOGNISABLE SUSTAINABLE BEHAVIOUR HABERKORN BRAND

a decent future doesn't just have a name but a symbol as well. The shape of this Haberkorn logo for sustainable behaviour is inspired by our globe, the "Blue Marble".

Two discontinuous rings represent the sensitive equilibrium between different areas that can be positively influenced by sustainable behaviour. The inner ring is formed from the company's supporting pillars. The outer ring illustrates that to our way of thinking, sustainable behaviour does not stop at the company gate, but includes our environment and shared world. That means that we see Sustainable Behaviour as a holistic management concept that is focused on the equilibrium of the triangle of economy, ecology and social justice referred to earlier.

The Haberkorn sustainability logo explains our values and symbolises our conduct. It is always to be seen in our e-mails or brochures when yet another building block within the overall project is being put in place.

www.haberkorn.com



"Blue Marble" – the most published photo in media history. It illustrates how small and vulnerable our world is. We in the world are currently consuming 1.3 times as many resources as are sustainably available.



Health programmes and social responsibility for our employees.



The range of more than 300,000 items is assessed according to sustainability criteria.



Cutting edge logistic processes avoid unnecessary transport movements.



Respectful dealings, active range design and environmentally-friendly processes combine within a harmonious whole – adding value to society and habitat.



The Haberkorn sustainability logo.

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