

EDiS-News 1/22



CONTENT

EDiS	President's letter
Jäger	A little bit "greener" every day
REIFF	Precision-fit Gaskets for Windows and Facades
Gassó	Heavy Duty Gassó Hose Reel
Tubes International	Tubes International Italy
TESS	Sustainability equals long-term viability!
S&K Group A/S	Happy New Year 2022

EDiS-News 1/22

President's letter



Dear Friends,

It is time to summarize a year that once again have been full of surprises. The economic year was fantastic with strong comeback sales and a demand that has been hard to meet. The negative part is that we now see that Covid once again are surging, leading to lock down and restrictions. I personally believed it was over and that the era of restrictions was ended. At least we learned that the future is impossible to predict. Let us hope and believe that 2022 is the year that the pandemic end.

2021 started in an optimistic spirit with vaccine programs being rolled out through Europe and USA with an impressive speed. After the first lockdown time many people started to spend money and we saw a strong surge and demand for products.

When the demand for products in Europe and USA quickly bounced back was Asia and the rest of world still facing Covid-19 lockdown. The imbalance of demands, production capacity, supply and a stranded ship in the Suez Chanel quickly lead to major delays in shipping. Shorty after the delays started the prices to increase in a manner that we have not seen in decades. Price increases was the new buzz word and many companies increased prices 3-4 times in less than a year. The companies that dared to have high stock levels ruled the waves this year. The just in time business model has been pushed back and the focus to keep low capital employed has been none existence.

As always it is important to reflect what we have learned during a year and how this could help us moving forward. Last year I wrote about the EDiS companies have different business models. It is key to understand why some of us are more successful than others, to continue to grow profitable. After two years of none travel, I now miss the personal meetings, the football talk, meeting new and old friends.

Let us hope that we could restart the EDiS meetings 2022. Wish you all a healthy 2022.

Staffan Johansson, President of EDiS and CEO of Beijer Tech

EDiS-News 1/22

Germany | Jäger Group

A little bit "greener" every day

Why sustainable action is so important for JÄGER

The production of rubber and plastics is fundamentally energy-intensive. However, this also means that there is great potential here for saving energy and CO2 emissions.

"Sustainability has been firmly anchored in JÄGER's values and actions for many years. The topic is very close to the hearts of all of us in the team - which is why we set ourselves clearly defined goals and implement the projects directly at our international locations," explains Dr.-Ing. Andreas Jäger.

"As engineers, we at JÄGER approach the challenge very analytically - we are guided by the "magic triangle" consisting of the variables procurement, product development and production processes."



Caption - graphics magic triangle: We are guided by the "magic triangle" consisting of the variables procurement, product development and production processes.

Many of these approaches can be found as case studies on the JÄGER website.

"Ultimately, however, we are all challenged as citizens and consumers to minimize energy and resource consumption through our personal behavior," says Andreas Jäger. Therefore, JÄGER offers concrete support to all employees for environmentally friendly behavior and the promotion of their own health. "These

are important steps towards making sustainability a natural part of our daily work," he explains.

"Green" on the way: sustainable mobility

Promoting health and protecting the environment at the same time - this already starts on the way to work: JÄGER provides a whole bundle of measures for its employees to give incentives for the use of low-emission means of transport.

JÄGER offers its employees an attractive mobility package: bicycle leasing with JobRad. Whether city bike, cargo bike or electric bike - employees can easily purchase their desired bike at attractive conditions through the company.



Caption - Job bycycle: Via JobRad we offer the possibility to lease bicycles of all kinds at a reasonable price. Simply save money and cycle to work in a fit and environmentally friendly way.

www.jaegergroup.com

EDiS-News 1/22

Germany | Jäger Group

In addition, JÄGER offers its employees sufficient parking spaces for bicycles and e-bikes at its headquarters. Charging stations for electric vehicles are available. And with a discounted job ticket, JÄGER supports its employees in switching from cars to trains, buses and trams.

Digital technologies such as video conferencing help to bridge distances and communicate more quickly: JÄGER continuously optimizes business travel - for example, with the use of video conferencing. Meetings and training sessions therefore take place predominantly digitally or regionally. Customers are also increasingly taking advantage of the offer of a digital appointment.

Arnold's company restaurant: Fresh, healthy, regional

The in-house company restaurant Arnold's serves regional, healthy and varied dishes - freshly prepared every day. "The family meets there at the communal lunch table," says Andreas Jäger. "Stimulating conversation and good food are a perfect reason to meet there at lunchtime."



Caption - Arnold's fresh foods: About half of all dishes sold are now meatless, reports Heiko Recker, manager of the in-house company restaurant Arnold's.

About half of all dishes sold are now meatless, reports Heiko Recker, manager of Arnold's. "We focus on sustainability, regional and seasonal products, and high quality of the processed ingredients," he explains.

In addition to catering to their guests, the Arnold's team also repeatedly implements great projects in which the topic of sustainability is clearly in the foreground: At events such as the "Origin Day" for employees, for example, the team works together with the supplier Transgourmet to provide information about regional suppliers, short distances, and where meat and vegetables come from.

Avoiding waste - the be-all and end-all

"For us, it's about avoiding plastic waste within the company on the one hand and developing alternative materials on the other," Dr.-Ing. Andreas Jäger elaborates. JÄGER avoids unnecessary packaging in production and logistics. JÄGER also sets a good example in everyday office life: We try to work paperless as far as possible and offer reusable bottles and compostable packaging in the canteen. Disposable plastic products are dispensed with altogether. And Heiko Recker picks the herbs for the delicious dishes from Arnold's directly in his kitchen garden next to the kitchen - completely without packaging!

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EDiS-News 1/22

Germany | REIFF Technische Produkte

Precision-fit Gaskets for Windows and Facades

From louver windows in Apple Park in America's Silicon Valley to the glass dome of Peek & Cloppenburg in Cologne - frames, moldings, gaskets, and plastic profiles are used in a wide variety of windows and façade structures. REIFF Technische Produkte, a specialist in profile technology, provides customer-specific solutions for tailored seals.

Energy efficiency is of the utmost importance in window and façade constructions. The frame and profile designs must be well thought out to the last detail and meet the highest technical requirements to achieve optimum insulation and thermal conductivity values for windows and facades. At its Erbach location in Germany, the REIFF company began developing individual gaskets, frames, and moldings for window and façade systems in 1995 - working hand in hand with its customers. Regarding material selection, REIFF provides expert consultation before proceeding with tool design and layout. From the very beginning, REIFF technicians are included in the collaborative process with customers—the result is the development of the most precisely fitting and energy-efficient products.

Procedural versatility for individual solutions

Production at the manufacturing plant in Erbach focuses on manufacturing vulcanized frames and molded parts using the injection molding process and the welding of TPE profiles. In addition, REIFF offers other services such as surface treatment and coating, cutting to length, punching, and bonding of profiles, as well as 3D prototyping. EPDM is the primary material used in REIFF profile technology. It is known for its high weather resistance, long-term elasticity, and durability, making it ideal for window and façade construction. Other materials used in addition to EPDM include silicone, CR, NBR, and TPE. "Thanks to our comprehensive

processing service, we can provide individual and customized solutions to suit a wide range of applications," Hans-Peter Kilgus, Key Account Manager & Application Technician at REIFF, explains.

Delivering reliability in every aspect

In development, material selection, and production, REIFF values achieving and maintaining maximum levels of quality. Productions at the in-house machine park in Erbach can be prioritized for customers requesting larger quantities, in addition to reserving machine capacities. If required, REIFF delivers several times a week. Customer-specific packaging such as cardboard boxes and foil bags with customer logos and customer-specific label printing can be realized, and entire assemblies can be combined and shipped. " We support our customers throughout the entire value chain, from the development to the design, production, packaging and delivery of the goods - that is our benchmark," states Jonas Kipphan, Head of Industry Sales and Key Account Management at REIFF.



Production from a molding tool with 8 cavities



<https://www.youtube.com/watch?v=wO6Y9umBpME>

www.reiff-tp.com

EDiS-News 1/22

Spain | Gassó

Heavy Duty Gassó Hose Reel



New Product Line Developed : Marine Hose Reels

Gassó has developed a new product lined: Automatic Marine Hose Reel with 6" Gassoflex vapor recovery hose up to 30 meters

EX Zone Electric Control panel (with optional remote control)

Additionally, the hose reel is equipped with 6" PIN Breakaway coupler Ansi 150lbs and 6" Marine Camlock.



With Hydraulic Telescopic Extender

Heavy-duty Galvanized steel structure (2500x1500x2500mm) ensures durability.

Hydraulic motor with a telescopic tube (until 10 meters) to provide an easier and safer horizontal hose movement



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EDiS-News 1/22

Italy | Tubes International

Tubes International Italy

We are pleased to announce that Tubes International has opened an agency in Italy. The newly opened business unit is a result of the implementation of our strategy for international market expansion. It is to support our Customers on the Italian market.

The role of the employees of the Italian agency will be to assist our Customers with all their needs through a comprehensive product offering, technical expertise and quality products.

We welcome you to contact us for more information.



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EDiS-News 1/22

Norway | TESS

Sustainability equals long-term viability!

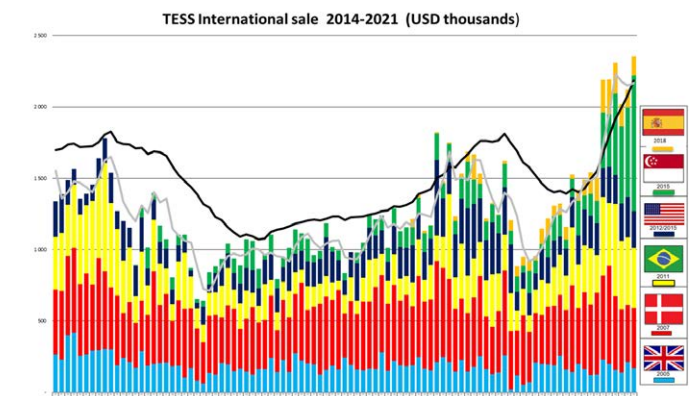
TESS International's sales growth last year was 60%, and forecasting for 2022 is USD 27,5 million. TESS follow the customers globally by offering quality and competence. We have built trust by delivering first-class hoses and related products to our customers. With over 50 years of experience, TESS International also provides systems and services to world-class clients. Our dedicated staff takes pride in developing innovative technology and delivering bespoke solutions like the TESS Hose Management system and Integrated Supply Solutions.

TESS International is managed and coordinated from the head office in Drammen, Norway, located just a short distance from Oslo, the seat of the government's headquarters, and to Norway's largest companies, where the world's leading engineering and technology cluster is located. Here, our professionals draw inspiration and ideas for innovation that form the basis for continued growth.

TESS International coordinates the global activities of TESS, including service centers in Denmark, Scotland, the USA, Brazil, and Singapore. TESS International follow customers. This means that customers who contact our International service centers receive the exact high-quality solutions and services they are familiar with from our cooperation in the North Sea. The International service centers are owned and operated in collaboration with local professionals. This gives local, national, and international customers easy and efficient access to the best they know from the North Sea.

TESS International has more than 100 employees and «flying» resources for projects. We are committed to increasing uptime and building good and long-lasting relationships with our customers.

For further information please contact www.tess.no or Knut Jølberg e-mail knut.jolberg@tess.no, phone +47 906 01 763.



www.tess.no

EDiS-News 1/22

Denmark | S&K Group A/S

Happy New Year 2022



2021 has been a challenging year, but despite a year of changes and new opportunities.

The hydraulic department, the largest department in Sørensen & Kofoed A/S, has expanded with more than 50% of our employees the past year, new machines and optimization at the office and the production.

We have also started a new Kaizen project in collaboration with one of our customers and look forward to harvesting the fruit of this partnership yet again.

We at SKG wish all the members of EDiS and their families a prosperous 2022 and hope you will all stay healthy and safe in this uncertain time the pandemic brings.

“We are looking forward to another great year at S&K Group and wish both our customers and suppliers a happy new year.”
– Flemming Søeborg Sørensen, owner of S&K Group.

www.skg.dk