

# EDiS-News 2/22

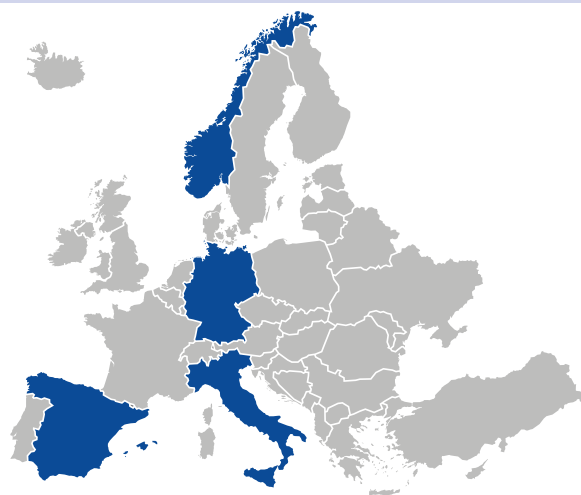


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# EDiS-News 2/22

## President's letter



Dear Friends,

Do we make a difference?

After the vaccine roll out the year started positive, both private and business wise. Vacation trips, parties, face to face meetings, new hirings and strong demand for our products made life easy. The positive mode was brutally changed by the Russian invasion of Ukraine. I personally believed that war was "unmodern" and part

of the European history, I was naive and many others with me. The war led to inflation and positive result effects for our trading companies. The demand surged due to broken production chains. The lack of products made it easy to increase prices to customers and make more money. But shall we allow all customers do buy? We all receive lucrative requests directly or indirectly from red listed companies, red listed due to connections to Russia. Many of these companies have been customers to us for years. And to say no to existing and new customers cost money. Most of the European companies have taken a tough stand towards Russia and I know that the EDiS companies are as well. One example is that Lundgrens owners has decided to close all operations in Russia and stopped all deliveries to red listed companies. If we all make the same decision and prioritize morale above money, we will be able to stop the war and make a difference.

All the best,

Staffan Johansson

# EDiS-News 2/22

## Spain | Gassó

### GASSÓ EQUIPMENTS S.A – 160th ANNIVERSARY

In 2022, Gasso Equipments S.A. celebrates its 160th anniversary.

Gasso Equipments S.A. is the continuing company of the business started by, **Josep Gasso i Marti** in 1862, a small shop located in Barcelona city center.



Josep Gasso i Marti was the first rubber importer in Spain, he was also a founding partner and first president of the Barcelona's Chamber of Commerce for 5 years, founder and President for 11 years of the Barcelona Urban Property Chamber, President of the Board of the Port of Barcelona, Civil Governor of Barcelona and also being accidental Major of Barcelona on an interim basis on several occasions, within his political career.

The family dynasty was taking control of the business for several decades overcoming difficult periods such as different economic crises worldwide, the Spanish civil war and the first world war.



In 1947 is **Jordi Gasso Feliu** (father of current owners) took the command of the company opening new facilities and warehouses in Barcelona city, some years later started the expansion of branches throughout the Spanish.

Currently, **Xavier Gasso Espina** and **Ignasi Gasso Espina** continue with the company.

Which now acts under the name Gasso Equipments S.A, with Head Office in Barcelona, and its own branches in Madrid, Tarragona, Bilbao, Seville, Portugal, distributing their products in more than 90 countries around the world.

Was on this generation, when the company made the big transformation from Distributor to Manufacturer of Composite Hoses, Loading Arms and couplings.



6 automatic lines for Gassoflex composite hoses

In recent years, the company has reaffirmed itself as a reference in the domestic market while continuing the international expansion of its manufactured products.

GASSÓ EQUIPMENTS S.A. has expanded its portfolio with new specialized products. Some of them: Breakaways couplings, marine Hose-reels, marine camlocks, insulation flanges and fully automatic loading arms. It is also worth mentioning the development of new cryogenic products such as LNG composite hoses, LNG loading arms and Cryo breakaway couplings.



Hosereels



LNG Loading arm

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

# EDiS-News 2/22

## Germany | Jäger Group

### Efficient manufacturing technology

#### JÄGER relies on vacuum infusion for large-area fiber composite components

Vacuum infusion offers manufacturers from the wind power, automotive, aviation and many other sectors a manufacturing process that is particularly well suited for small series or manufactures, but also for very large-area components. JÄGER has various specialists for fiber composites in its partner network and has already successfully completed several projects. This is in line with the trend towards ever larger components as well as the expansion of the manufacturing processes used for this purpose.

#### An alternative to injection molding

Injection molding processes are ideal for large-scale production of plastic components. Once the mold has paid for itself, the unit costs are relatively low. However, this manufacturing technique is often unprofitable for small batches, since mold construction often represents a disproportionately high share of the manufacturing costs for small quantities. Fiber composites, which are usually manufactured by vacuum infusion, offer an alternative for large-area parts.

#### How does the process work?

Injection molding and vacuum infusion processes are based on different principles. In injection molding, the liquid material is pressed into the mold under high pressure, while vacuum infusion sucks the material in by negative pressure.

In practice, a laminate mold, which determines the subsequent shape of the component, is first coated with a layer of gelcoat. Precisely cut fiber mats are then inserted into the contours of the mold, forming the core of the composite. The composition of these mats depends on the application. Most common are glass and carbon fibers, but aramid fibers (e.g. Kevlar) or various mineral (basalt) or vegetable (jute, flax, cotton) fibers can also be used. For infusion, infusion tubes are placed at predefined locations and the mold is sealed all around with a film.

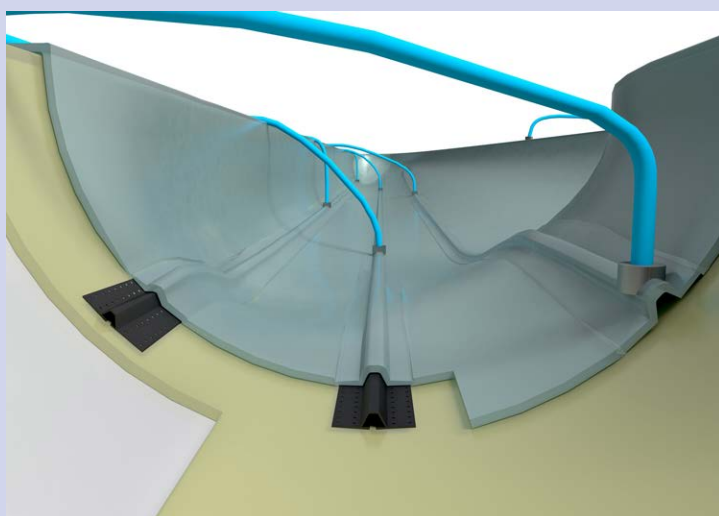
As soon as the preparation is complete, the air is sucked out from under the foil so that a vacuum is created. Liquid resin is now fed into the mold via the hoses, which is "pulled" into all corners and free spaces by the vacuum. The compound is therefore not actively pressed into the mold, but is pushed into the evacuated mold by the ambient pressure. To ensure that no dry spots remain, a little more resin is pumped in than necessary. The excess material is collected and recycled if possible. The resin mixture then cures under vacuum and combines with the fiber mats to form a fiber-reinforced material.

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

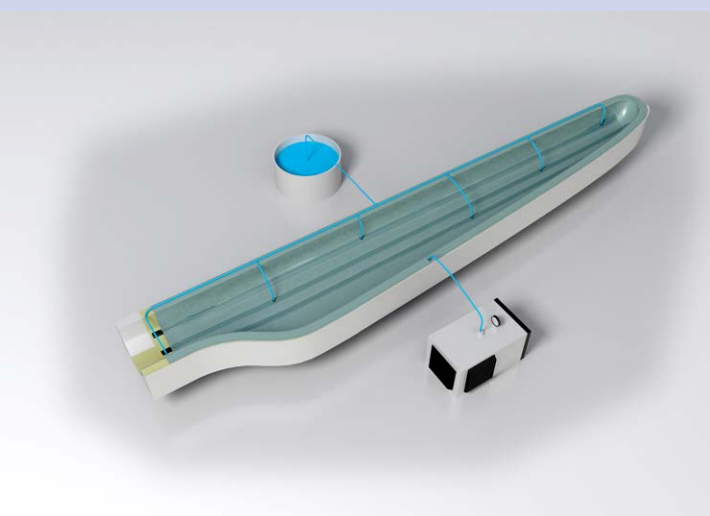
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Germany | Jäger Group



Vacuum infusion of a rotor blade in detail



## Outlook

Vacuum infusion is a common process for the production of fiber composite components. It is particularly suitable for small series or manufactures, as the investment costs for molds and tools are comparatively low and the properties of the material can be tailored to the individual application. Even very large-area components are no problem.

However, this manufacturing approach is less suitable for large-scale production because it involves a high number of manual work steps. The automation potential is therefore limited and scales poorly for large series.

For small batches, however, vacuum infusion is very well suited. The process should always be considered for appropriate projects.

You can read the entire article on the vacuum infusion process in the JÄGER Business Blog: <https://www.jaegergroup.com/en/blog/vakuuminfusion-fuer-grossflaechig-faserverbundbauteile-eine-alternative-zum-spritzguss>.

Feel free to contact us, if you have any requirements.

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

# EDiS-News 2/22

## Italy | Tubes International

### Closing of the Tubes International branch in Russia.

At the last meeting of the Management Board of Tubes International, on April 27 2022, a decision was made to close the operating activities in our branch in Russia in Moscow and operating activities on the Russian Federation market. Tubes International will not carry out any orders from the Russian market in the current situation.

We appreciate the effort of our sales team in Russia. We respect the work and contribution of the overall development of Tubes on the Russian market, we thank them very much for that.

Despite the difficult war situation in Ukraine, all Tubes International branches in Ukraine are active.

### **RUSSIA**

#### **MOSCOW BRANCH**

**OOO Tubes International**  
143000 Московская область  
г. Одинцово, ул. Внуковская д. 13

phone: +7 499 678 8180  
fax +7 499 678 8180  
mobile: +7 985 17 68 387

e-mail: [moskva@tubes-international.com](mailto:moskva@tubes-international.com)

"Contact Information Moscow branch"

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

# EDiS-News 2/22

## Germany | REIFF Technische Produkte

### Steadfastness pays off: As of now; Minimax is standing on "new feet".

For more than 120 years, Minimax has been one of the leading brands in fire protection. The cooperation with REIFF also has a long tradition. We supply Minimax primarily in the area of hose technology for large-scale plants. When in 2017, the tool for the production of stand cams for fire extinguishers showed first signs of fatigue, we got the chance to participate in a tender for the first time also in this product segment. Four more years were to pass before the contract was signed. Therefore, it is even more pleasing that the Minimax fire extinguishers now stand on pedestal feet from REIFF.

In the event of a fire, fire extinguishers must be quickly and easily accessible. For this purpose, the devices are mounted directly at their place of use or on the wall using appropriate brackets. In order to guarantee stability during transport and maintenance, Minimax equips its fire extinguishers, which have an inherent weight of between 15 and 20 kg, with five stand cams as standard. In other words, parts with an elementary function that need to be manufactured and assembled with the appropriate care and precision.

As early as the 2017 inquiry stage, we extensively examined the customer's specifications in terms of technical feasibility, material processing, tooling requirements and production flow. In line with these requirements and the anticipated purchase quantities, the right manufacturing partner was brought on board directly, whom we deliberately evaluated in the European environment. This diligence in the evaluation phase paid off in retrospect, as we were able to keep not only the price framework but also the associated performance promise with this partner when the 2021

task was specified in concrete terms. "Together we designed and optimized the production process - based on the customer's drawing and material specifications - so that the downstream assembly of the parts, from pre-sorting to assembly, functions fully automatically and smoothly," explains Helmut Wolfram, application engineer at REIFF.

In order to meet the acceptance volume of 2 million parts per year at the agreed conditions, we decided on an injection mold with 24 cavities together with our toolmaking partner.

Each part, regardless of its position in the automatic production line, must not only fit perfectly on each of the five cams, but must also be loss-proof. Based on the initial sample test report, the company went into pre-production of 12,000 parts. Extensive tests were carried out with the small series on Minimax's automatic assembly line. "This phase was of great importance for process reliability, because a single 'tear-out' is sufficient to bring Minimax's automatic feed unit to a standstill. The demand on precision, which is also monitored by means of 100% control, is correspondingly high," Helmut Wolfram



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

# EDiS-News 2/22

## Germany | REIFF Technische Produkte

continues to emphasize. In June 2021, the time had come and REIFF went into series production with a monthly production volume of 200,000 stand-up cam feet.

"To present the entire process, from order placement to series production, in just 3 to 3.5 months was quite sporting. Especially since we ran into the plastic supply crisis during this time window. It is good that our purchasing department acted with foresight and secured quotas in good time due to the quantity contracts," emphasizes Andreas Harsch from technical sales at REIFF.

By the end of 2021, 160,000 fire extinguishers could already be equipped with the new stand cams. REIFF was thus able to contribute a small share to their stability. "The cooperation with REIFF takes on an equal footing," assures Petra Budzinski, buyer at Minimax, "together we always find the best solution, and especially with the stand cams."



Andreas Harsch Key Account Manager REIFF

### GENERAL CONDITIONS

- Tendering of stand cam production
- Reduction of procurement costs
- Annual contract on call as required
- Good planning capability
- Regional proximity
- Direct contact to the technical department

### REQUIREMENTS

- Technical specification according to given sample parts
- Consideration of the requirements in the assembly
- Guarantee of functionality - stability
- Given material mix and target price

### SPECIFICATIONS AND CHALLENGES

- Technical design
- Feasibility in terms of geometry and manufacturing (mold)
- Define cavities of the mold, for high volumes
- Realization schedule for sampling, series production and delivery

### SOLUTION

Realization of this challenge in close cooperation of sales, engineering and manufacturing partners

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

# EDiS-News 2/22

## Norway | TESS



### Securing future expansions with a new warehouse and increased employment!

#### TESS will double their turnover by 2024

This June TESS will take over and utilize one of the most expensive properties in Lier, as according to their plan to double turnover in 3 years. Warehousing will increase by about 12000 pallet locations and 20.000m<sup>2</sup>, with another 10.000m<sup>2</sup> potentially buildable commercial space. The building includes a spacious logistics terminal and large office areas.

#### 30 percent yearly increase

TESS' planned growth from 400 MUSD to 800 MUSD which means 30 percent yearly increase, to double the turnover by the end of 2024.

The company's goal is that every employee collectively contributes to increase sales and create synergies across segments, regions and international. Concrete promotional measures will be implemented in all segments, including customer service, communications, and marketing.

TESS has more than 130 locations nationwide, with their main offices located in Lier, 25 minutes from Oslo. To reach the goal of double turnover there is a demand for more space, more employees, and sales across the board. The need for more space is taken care of with the purchase of new warehouse building. More labor and employees will be added when and where the demand rises.

#### Believes in a public social responsibility

Oil and gas-, as well as the contractor market, are the girders of TESS' customer base. In addition to this CO Erik Jølberg believes in a high increase in sales to the public sector.

- Social responsibility, sustainability and environment must be emphasized more by the public, they have to use their purchasing power for the greater good of their local communities.

Norway: Head office, [tess@tess.no](mailto:tess@tess.no), +47 32 84 40 00

Denmark: Esbjerg, [info@tess.eu](mailto:info@tess.eu), +45 7545 7851

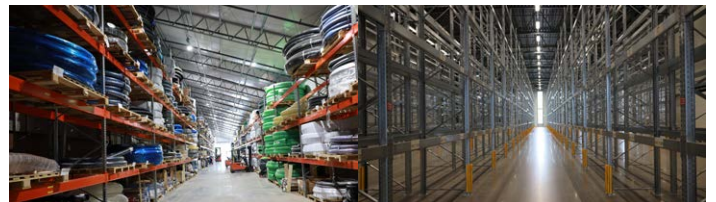
UK: Aberdeen, [sales@tess-aberdeen.co.uk](mailto:sales@tess-aberdeen.co.uk), +44 1224 594 050

USA: Houston, [houston@tess.no](mailto:houston@tess.no), +1 281 930 9191

Brazil: Macaé, [claudio.adario@tess.no](mailto:claudio.adario@tess.no), +55 22 2757 6200

Singapore: [sales@tesshosesupplies.com](mailto:sales@tesshosesupplies.com), +65 6716 9498

Spania: Canarias, [canarias@tess.no](mailto:canarias@tess.no), +34 654 681 161



Part of existing hose warehouse compared to the new warehouse

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

# EDiS-News 2/22

Italy | Cenigomma s.r.l.

## New welder S3 HRO SRC

Full cowhide grain leather high top shoe combining comfort and practicality designed for metalwork, chemistry, power engineering, welders. Waterproof upper with anti-puncture insole and a composite toe to protect the toes.

The product falls within cat. II of PPE, conforms to the following standards: EN ISO 20344:2011 and EN ISO 20345:2011.



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

# EDiS-News 2/22

EDiS | online

## EDiS Website report - first half of 2022

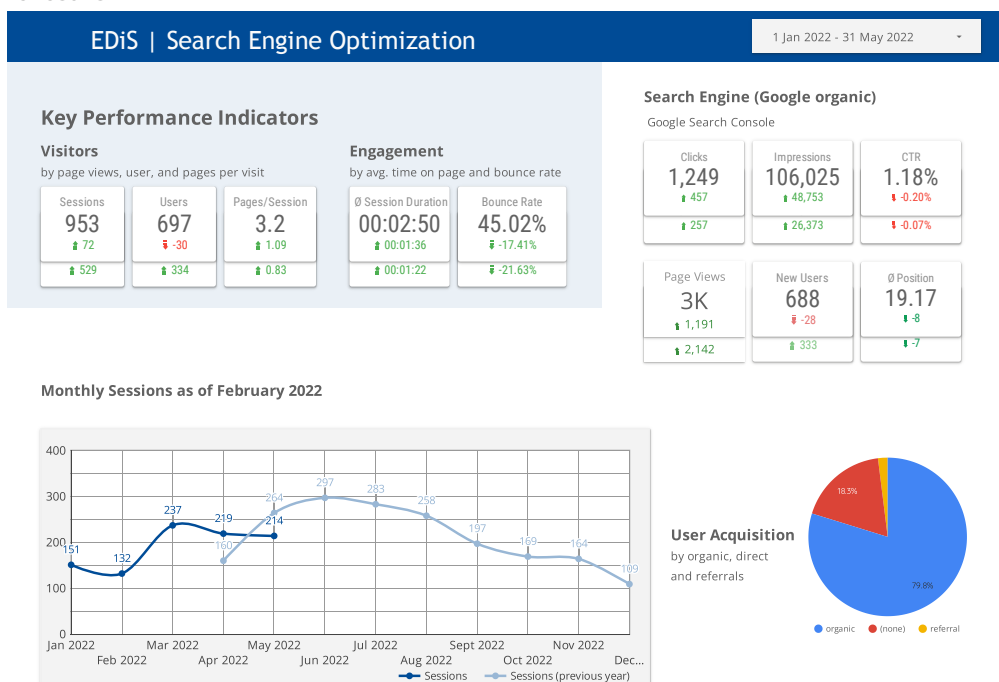
Since the beginning of this year, the performance of the EDiS website is developing very well: In comparison to the second half of 2021, more than twice as many visitors have browsed the EDiS website since January 2022. In total, 697 users visited the EDiS website, looking at on average 3.2 pages per session.

The average session duration has increased from 1:36 minutes to 2:50, which means that the users spend more time reading the content on the different pages. Additionally, the bounce rate has decreased to 45.02%, which shows that users are well targeted because they do not leave the page immediately but interact with the content and the page itself.

The Organic search results also improved a lot since the beginning of the year: not only the number of clicks generated by the organic search results are improving, but also the keyword rankings for terms like “European distributor”, “industrial supplies” or “industrial product distributor”.

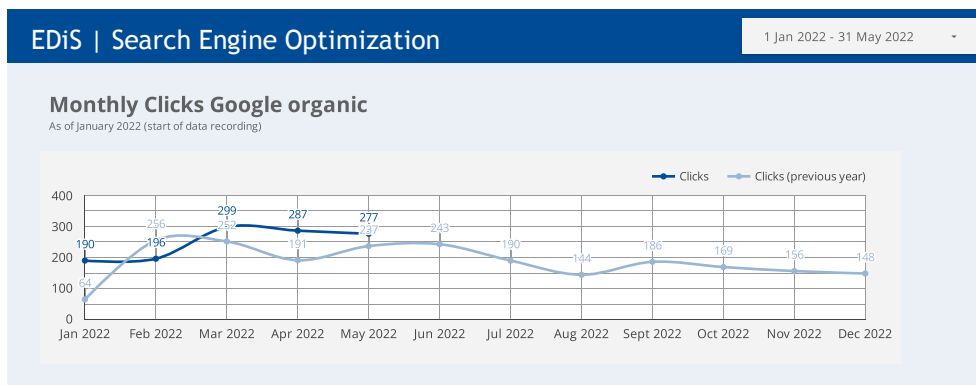
The positive development of the keyword ranking means that organic search results for the EDiS pages are moving from the 5th and 4th page of the Google results to the 1st and 2nd page. This results in a higher number of impressions since more people see those results as well as a higher number of website visits.

To keep up the good results and improve them even further, continuous search engine optimization work is recommended while regularly reviewing the results.



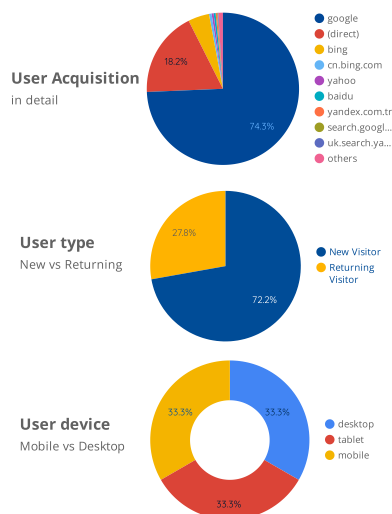
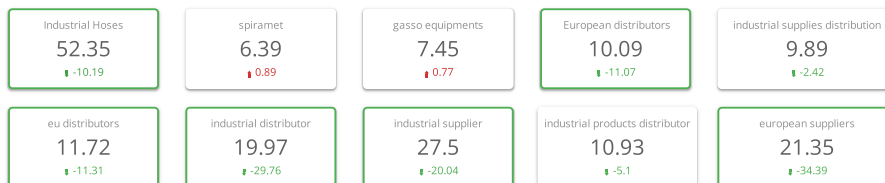
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### Keyword rankings

Keyword placements on Google Search pages, data from Google Search Console



#### Top 1 - Count of Sessions / Sessions

Page	Count of Sessions / Sessions
/	227
/products/industrial-hoses-from-european-suppliers/	101
/members/tubes-international-sp-z-o-o/	44
/products/industrial-supply-products-from-european-suppliers/	23
/members/mbema-groep/	23
/members/gasso-equipments-s-a/	17
/news/gasso-marine-camlocks/	16
/about-edis/	13
/members/	10
/members/reiff-technische-produkte-gmbh/	16
/members/jaeger-group/	13
/members/haberkorn-gmbh/	15
/news/imbema-cleton-supplies-special-hose-reels-new-type-offshore-vessel/	11
/news/haberkorn-acquires-interest-in-the-german-muhlberger-group/	10
/news/lng-loading-arm/	12
/members/tess-as/	9
/members/cenigamma-s-r-l/	9
/news/gasso-12-gassoflex-composite-hose/	9