

# EDiS-News

1/21



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## President's letter



### Dear Friends,

It is time to summarize a year that has been so full of surprises that no one ever could have predicted. Early in the year we started to read and see news from China regarding a new virus called Covid 19. It started to rapidly spread in March and most of us misjudged the impact it would have, leading to lock down of societies, businesses and even countries. Many of us have been working from home and have also been forced to take tough decisions to stay profitable. In the end this is the only way to protect our jobs and guide our future. There have also been great opportunities to expand for those companies that have had liquidity and courage. From a business point of view the year has been like go-cart driving, full speed, and full break at the same time.

Even when extraordinary times occur it is important to reflect what we have learned and how this could help us moving forward. It has also been clear that weak business models have struggled and strong have prevailed. What is then a weak business model? Within our group we normally define it by three measurements; customer dependency, supplier dependency and customers connected to the automotive industry. In good times it is easy to

start projects with the wrong customers or suppliers, but wrong or one-sided activities have been merciless exposed, at least within our companies.

Within EDiS we have different business models and from what I have heard most of us have even in these tricky times been able to develop and some even to expand their business. To understand why some of us are more successful than others will be key for all of us to continue to grow profitable. I am personally looking forward to meeting you all to discuss and learn.

Wish you all a healthy 2021,

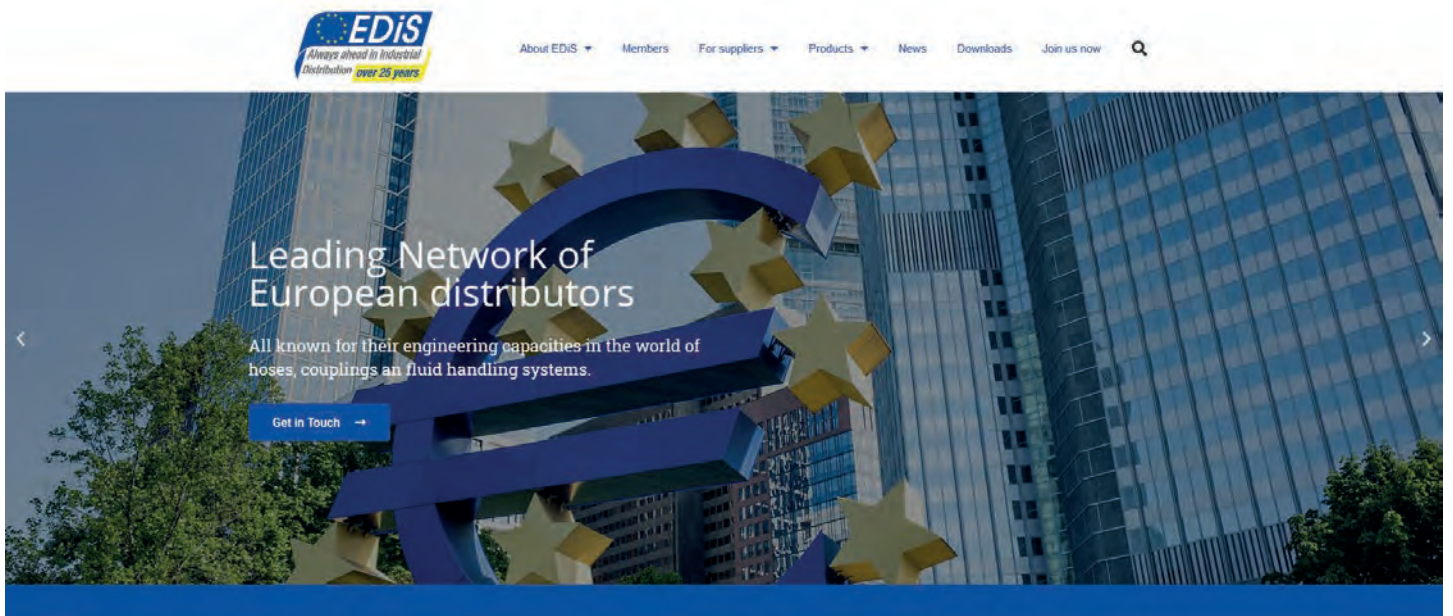
Staffan Johansson,

President of EDiS and CEO of Beijer Tech

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EDiS

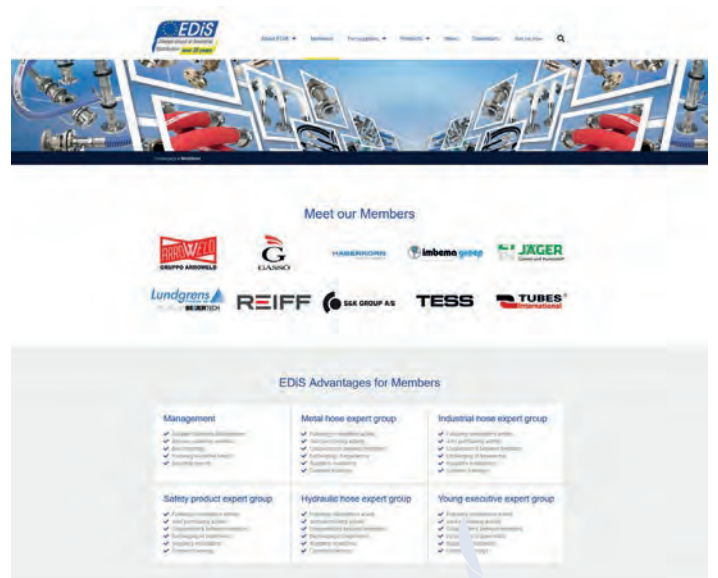


## EDiS website in a new look!

2021 begins with a facelift for the EDiS website: Our website is now more modern and technically up to date. Take a look directly: [www.edis.eu](http://www.edis.eu)

Five years after the relaunch on the occasion of the 25th EDiS anniversary, it was technically necessary to bring the site up to date. At the same time, it was also visually adapted and is of course still accessible on desktop PCs as well as smartphones and tablets.

The contents of our previous site have been taken over. Of course, this also applies to the pages of all partners in the Members area. Do you have any requests for changes, updates or other questions about EDiS and the website? - Then simply contact the EDiS team at [info@edis.eu](mailto:info@edis.eu).



[www.edis.eu](http://www.edis.eu)

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Spain | Gasso Equipments

## 12" GASSOFLEX COMPOSITE HOSE



## NEW CRIMPING MACHINE

The challenge was to manufacture, assemble, test and package 12" composite hoses for the first time.

Our engineering department had to design and develop a new 12" mandril of 30 mtr length, 12" fittings and 12" gassoflex in record time.

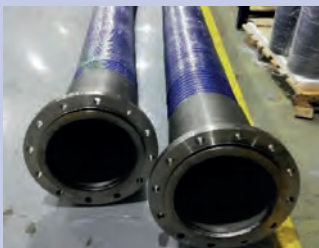
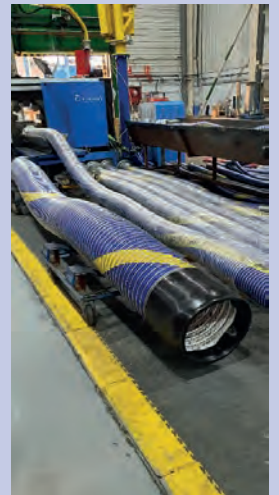
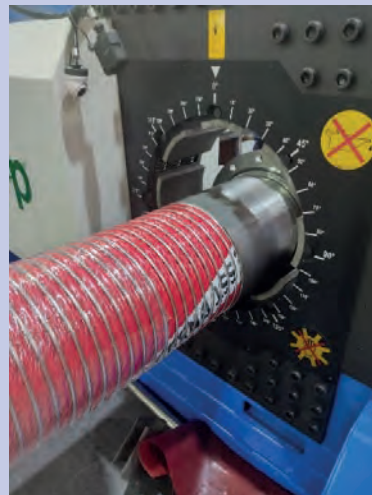
In the meantime, our purchasing and technical department had to purchase and install a new 14" crimping machine.

Finally, we achieved it and shipped them in 15 weeks.

## GALVESTON - TEXAS TENDER

For the first time Gassó Equipments was awarded a tender for marine hoses in Galveston, Texas, the USA.

12u x 12" and 9u x 10" OIL SERVICE composite hose of 73' length. Medium: Ethanol, MFO, MGO, NAPHTHA (PTFE lining) and VAPOR Recovery.



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

# EDiS-News

Netherlands | Imbema Groep

## SBS SECURED TRAILER SOLUTION FOR HIGH VALUE GOODS

To combat transport crime and cargo theft of high-value goods, Imbema has developed an advanced security system for closed trailers under the brand name SBS. This new, SBS Secured Trailer Solution meets the BAT V1 and V2 security requirements. The highest transport security requirements in the market.

SBS is an Imbema brand.

For more information, read about the SBS Secured Trailer Solution at <http://www.imbema.com/sbs-secured-trailer-solution>

Cargo theft and transport crime caused more than 8.2 billion euros in losses for the transport sector last year. The costs of lost hours, reputation damage and possible trauma are added to that. High-quality goods, such as electronics, excise goods and medicines, are particularly sensitive to theft. Securing this type of cargo is a major challenge. That is why we invested in a new advanced security system, in which the truck, trailer and driver are optimally protected. This system combines telematics and electronics, with security for walls and doors. With this new security solution from SBS, we are taking a big step forward in preventing transport and cargo theft.

The SBS Secured Trailer Solution consists of electronic trailer locks, an access control system, burglar alarm systems, GPS tracking equipment and cutting detection in the side walls of the trailer.

With the help of a monitoring portal you monitor and control the telematics equipment remotely and receive reports and alerts. This way you are always aware of where the driver, truck and trailer are located and who has been in the cargo area.



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

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## Norway | TESS as

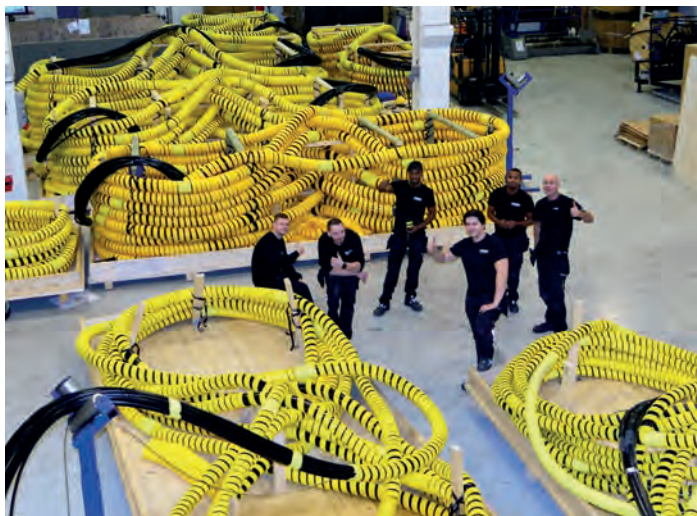
TESS with more than 130 locations in Norway will get increased turnover also in 2020 compared with previous years. Experience and strong leadership through their EDiS management representatives, Erik Jølberg (Founder and CO) and Ansgar Karlsen (CTO), are the main reasons for the success

### TESS New production

The first agreement for steel flying leads was signed the summer of 2020. The agreement covers the supply of "steel flying leads", which are a completely new production for TESS Subsea and an expansion of the company's service and product portfolio. The project was carried out as a development of the partnership TESS Subsea already has with Nexans. The project will be delivered by February 2021.

A large part of the turnover is in exports to the oil fields of Merakes (Indonesia), Lin Hua (China), Zinia (Angola) and Pyxis (Australia).

For more information, please contact:  
Stefan Johnsen, Tel: +47 478 40 790, [Stefan.Johnsen@tess.no](mailto:Stefan.Johnsen@tess.no)



### Greetings from Northern Norway

Large bore tubing for Fish Farm Equipment. Large delivery made possible through cooperation with the Aker Group. – We also deliver small bore hoses, says enthusiastic Director of Aquaculture in TESS, Jan Eric Haagenen.

For more information, please contact:  
Jan Eric Haagenen, Tel: +47 988 45 463, [jeh@tess.no](mailto:jeh@tess.no).



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

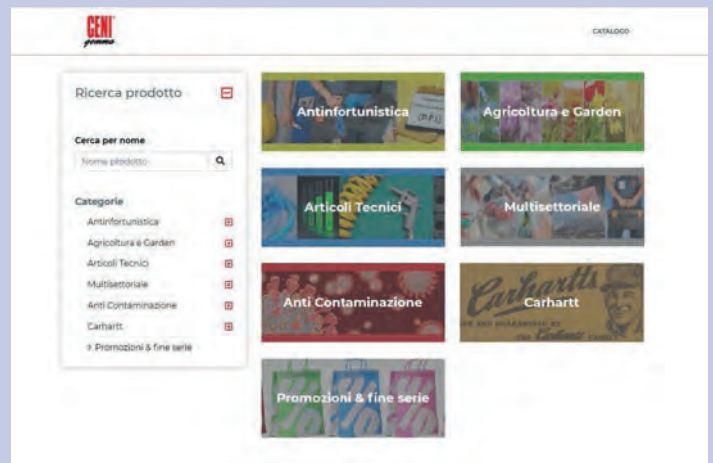
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Italy | Cenigomma s.r.l.

## Main news by Ceni Gomma starting 2021:

- new e-shop with all articles on catalogue of Arroweld Italia, Bisicur and Cenigomma;



About Cenigomma, with a myriad of articles and details that need to be organized, we preferred created our online product catalog with 7 different clear subdivisions to ensure our products are organized based on how buyers search, but also to ensure the easiest possibility to select the directly products as code number, name or description.

The 7 subdivisions are:

1. accident prevention, with all PPEs by EDIS and other brands;
2. agriculture and garden, with the new brand BRADAS and its big gamma of hoses, hand tools, plant marker, multi purpose baskets, hooks, plastic borders and all articles necessary to get a wonderful garden;
3. technical articles, if you need special hoses, sheets of all materials, air pressure tools, etc;
4. multisectoral, with all plastic articles as boxes but also cleaning items;
5. anti contamination, a wide range of specific PPEs and tools against Covid 19 and beyond;
6. CARHARTT, the collaboration with this important brand continues with its wide range of workwear items;
7. promotion and end of series... are you looking something with a super price?

We will finally allow our customers to:

- select the exact products that meet their needs;
- ability to download product data as technical sheets, CE certificates etc, submit request for quotations, and buy directly online;
- easily do product searches and comparisons to quickly make purchases or requests for quote;

With a digital catalog instead of paper we will benefit to do a easily and quickly update whatever new article coming and we will able to increase customer satisfaction!

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

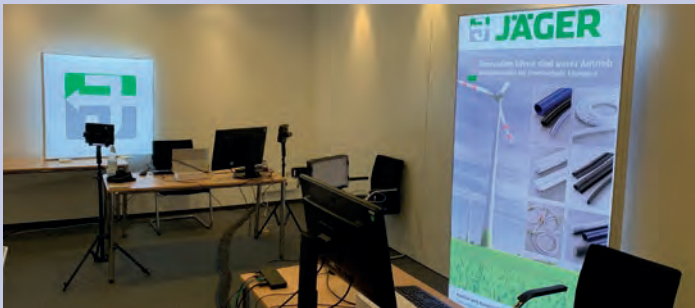
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Germany | Jäger Group

## Webinar on sustainability

2020 has moved many companies in the industry to go digital. Jäger Gummi und Kunststoff GmbH is also increasingly focusing on online meetings and thus digital exchange within the company and with external partners. In June, an online event took place for the first time, instead of the originally planned participation in the Hanover Fair. In addition to website contributions in the form of various videos, interviews and articles on the topic of sustainability in the rubber and plastics industry, webinars were also held for the first time.



## Sustainability - in 2020 an important topic as well!

Jäger could not and did not want to evade one task this year, the topic of sustainability. Especially in the rubber and plastics industry, this is an important point, since the production of these products is basically energyintensive. But if there is a lot of energy in use, there is also a great potential for savings. Due to the indispensability of rubber and plastic products, Jäger is working to make the focus areas of procurement, development and production as sustainable as possible. The potentials identified for saving carbon dioxide emissions, production materials or process-related waste, as well as the joint consideration of the entire supply chain with customers and supply partners, ultimately contribute to a more sustainable industry.

## Webinar: "Saveresources-reducecosts"

This slogan combines the topics ecology and economics, which should be brought together in various Webinars. The challenge of this project was to find the right organization and to guarantee a suitable infrastructure. Beginning with the selection of a suitable web conferencing tool, over the selection of the Jäger experts as speakers, up to the exact operational sequence planning and production of the presentations everything was handled internally. Additional arrangements in advance as well as a briefing on the webinar tool took place in a digital form as well. This was initially unfamiliar to some of those involved, but after a short familiarization phase, everyone was able to come to terms with the new situation. After a successful execution of the webinars in June, the next presentation dates were already-planned. In November, interesting contributions to the topic were discussed, which can now be viewed on the Jäger website.

Interested in the topic of sustainability in rubber and plastics? Take a look at the Jäger media library:

<https://www.jaegergroup.com/de/jaeger-gummi-und-kunststoff/leistungen/mediathek/>

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



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Poland | Tubes International

## New Company in Tubes International structure !

We are pleased to announce that Tubes International has opened a daughter company Tubes Engineering Sp. z o.o.. Tubes Engineering was established in beginning of 2020 as a designing, construction and servicing industrial infrastructure company.

Tubes Engineering specialize in:

- engineering, production, installation and servicing of industrial infrastructure;
- engineering, production, construction, installation and servicing of industrial pipe line infrastructure;
- engineering, production, installation and modernization loading and reloading stations projects built either of loading arms, loading systems or flexible hose systems.

Tubes Engineering will extend the scope of our services concerning loading/unloading infrastructure design to include construction ,mechanical, process line, electric and automation sector. Tubes Engineering will supply pumps, tanks, access platforms, automation systems, SKID systems and demanded engineering service works on site etc.

The company's task is to conduct complete industrial investment projects and management in area of industrial pipe line and loading infrastructure.

Your contact person in Tubes Engineering is:

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mobile: +48 667 710 798

Mr. Daniel Józefiak (Technical Director),  
d.jozefiak@tubes-engineering.pl, mobile: +48 603 777 630

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