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EDiS: Adoption of Hans Jacobsen



During our last meeting, all EDiS members expressed gratitude to Mr. Hans Jacobsen, former CEO of Lundgrens, Sweden, for his enormous commitment to the organization. We awarded Mr. Jacobsen with the Certificate of Appreciation.

Mr. Jacobsen and his company Lundgrens joined EDiS in 1998. Later in 2005/2006 he was president of the cooperation. His strong commitment to Europe and his great engagement in the group over all the years helped us a lot to achieve our goals and to promote the EDiS vision "One step ahead in Industrial Distribution".

Being grateful to Mr. Jacobsen, all EDiS members would like to wish him much success in his future endeavors but also happiness, cheerfulness and health.

EDiS President

Karol Semba



www.edis.eu

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EDiS Expert Group Meeting "Hydraulic Hoses"

This year's meeting of the EDiS Expert Group "Hydraulic Hoses" on the 10 and 11 June was hosted by HABERKORN in Wolfurt. The main topics were the company presentations of the EDiS members, a tour of the company and detailed exchange of ideas about joint procurement, new products and ideas. The shop talk continued in a relaxed atmosphere at the joint dinner held at the "Karren" panoramic restaurant.

www.edis.eu

EDiS Hydraulic Meeting. June 2014.

www.haberkorn.com

HABERKORN
EINFACH BESSER



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Haberkorn's CEO wins awards – Great tribute to Dr. Wolfgang Blum



At the VN (newspaper "Vorarlberger Nachrichten") Top 100 event, Dr. Wolfgang Blum was presented with two major awards.

VN Business Award

The first accolade conferred on Wolfgang Blum was the VN Business Award. This is presented to outstanding entrepreneurs and top managers for delivering excellence and making an exceptional contribution to the province's

economy and to society. In explaining the reasons for their decision, the jury comprised of leading figures from the world of business, politics and the media stated the fact that Wolfgang Blum met all five criteria of the VN Business Award to the highest degree. The criteria are as follows:

- Sustainable economic success
- High value added created in Vorarlberg
- Exemplary corporate culture
- Particular social responsibility and
- Loyalty to the Vorarlberg location.

Austria's Grand Decoration of Honour

On behalf of the Federal Chancellor Werner Faymann, Provincial Governor Wallner presented Wolfgang Blum with the Grand Decoration of Honour for Services to the Republic of Austria. This award represents official recognition by the state for the commitment of our CEO to Austria as a business location and his services to employment and sustainable business practices. These awards are also a confirmation of the excellent development achieved by Haberkorn which has matured into a flagship enterprise over the past few years.

www.haberkorn.com

Gasso expands



In April 2014 Gasso acquired the company TRIMAR which is a specialized company of electronic components for automation in the automotive sector.

With the acquisition Gasso incorporated 4 new persons including indoor & outdoor sales people and a Manager. This new team division is located in an annex building in Barcelona's site in a two floors offices of aprox. 250 m². This will bring us an estimated yearly turnover of 1,5 mill EUR in car manufacturers such as Seat-Volkswagen, Ford, Renault and Nissan .

www.gasso.com

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Imbema Cleton's Newly developed dredging hoses by IVG meet the requirements of Dutch dredging firm



The Dutch dredging industry has an exceptionally good reputation, both nationally and internationally. That's not too surprising, since the Dutch have a history of coming up with reliable solutions for complex problems when it comes to water management and dredging. The requirements that this industry places on its equipment are extraordinarily high. Imbema Cleton's specialists were therefore approached by a renowned Dutch dredging firm to develop a new design of dredging hose to meet the stringent requirements for special use on a unique dredging project.

In a project being undertaken by this dredging firm, sand is sucked up from a river bed in order to create extra channels. This increases the width of the river when the water level is high and reduces the risk of flooding. The sand is sucked up and then deposited in an enormous hopper of a special ground compaction unit. A 10" (250 mm) diameter hose is connected to one side for the water feed and a 12" (300 mm) diameter hose is connected on the other side to discharge the mud/sand mix.

The 12" hose, in particular, has to endure a great deal. The inside of this hose is subject to a severe amount of wear due to the abrasive effect of the sand. The tensile forces are immense because the interconnected hoses are pulled along over land. The connecting flanges between these hoses also have a tendency to dig into the ground as they are being dragged across it. With these problems in mind, in addition to a range of exceptional requirements, Imbema Cleton developed a durable and reliable solution by working in collaboration with the engineers at the Italian manufacturing partner IVG.

IVG's Murray/RV type hose was used as the basis for the new design. This hose was pre-cut to a length of 11.8 m so that it fitted exactly into a 40-foot container.

Thick reinforcements were applied on the outside of the hose at the position of the Victaulic vulcanised couplings so that the outside diameter was wider than that of the couplings. These prevent the hoses from



burying and anchoring themselves into the ground when being dragged along. A white layer is incorporated in the very wear-resistant hose to act as a wear indicator that provides early warning that the hose is ready to be replaced. The Dutch dredging firm specified exceptional requirements for the tensile force that the hose has to be able to withstand. For example, the water hose has to be able to tolerate a full 8 tons (= 8000 kgf or approx. 79 kN). A requirement of no less than 14 tons (= 14000 kgf or almost 138 kN) was specified for the wear-resistant hose used for transporting the sand. The prototype of the wear-resistant hose managed to easily exceed 16 tons, thus more than meeting the client's requirements: 16 tons equals the weight of 11 large mid-range cars.



Convinced of this reliable and durable solution, the dredging firm bought these newly developed hoses from us and is now using them for the project, to their complete satisfaction.

www.imbemacleton.nl

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Sørensen & Kofoed obtains certificate by Det Norske Veritas

Sørensen & Kofoed have been MED certified by, Det Norske Veritas which enables us to supply hydraulic solutions for off shore use. Marine equipment can only be installed onboard ships flying the flag of an EU country, Norway or Iceland (EFTA countries), or other flag states requiring this if it is marked with the MED Mark of Conformity, also known as the "wheelmark". MED (Marine Equipment Directive) ensures consistent demanded high quality products and assembling, in the Marine sector.

www.skdk.dk





DET NORSKE VERITAS

QS - CERTIFICATE OF ASSESSMENT - EC

Application of: Council Directive 96/98/EC of 20 December 1996 on Marine Equipment as amended by directive 2012/32/EU, issued as "Forskrift om Skipsutsty" by the Norwegian Maritime Directorate. This Certificate is issued by Det Norske Veritas under the authority of the Government of the Kingdom of Norway.

CERTIFICATE NO. MED-D-1848

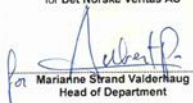
This is to certify that the Quality System for the
Materials other than steel for pipes conveying oil or fuel oil
 with type designation(s) as specified in the Appendix to this Certificate

Issued to
Sørensen & Kofoed A/S
 Herlev, Denmark

is found to comply with the requirements applicable to it.
 The quality system for the product, defined in Annex A.1, Item No. A.1/3.15, has been assessed with respect to the procedure of conformity assessment described in Annex B, Module D in the directive.


Limitations:
 Modifications made to the Quality System shall immediately be reported to Det Norske Veritas AS in order to examine whether this Certificate remains valid. Annual periodical audits will be held to verify the validity of the Certificate.

Havik, 2014-01-20
 for Det Norske Veritas AS

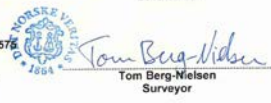


Mariarne Strand Valderhaug
 Head of Department

This Certificate is valid until
 2015-01-20



Notified Body No.: 0576



Tom Berg-Nielsen
 Surveyor

The Certificate is subject to terms and conditions overleaf. Any significant changes in design or construction of the product, or amendments to the Directive or Standards referenced above may render this Certificate invalid. The product liability rests with the manufacturer or his representative in accordance with Council Directive 96/98/EC, as amended.

DET NORSKE VERITAS AS, Veritasveien 1, NO-1322 Havik, Norway, Tel.: +47 67 57 99 00, Org No: NO 945 749 931 MVA. www.dnv.com
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Jäger is a "secure supplier" AEO certificate for Jäger Gummi und Kunststoff



Worldwide goods transport, which is becoming ever more important in view of increasing globalization, offers opportunities, but also holds risks due to the changed international safety situation. For this reason, several years ago the World Customs Organization created a worldwide regulatory framework for modern and effective risk management in the customs administrations. The aim is to effectively protect the supply chain – from the manufacturer of a product to the end consumer – especially in global, cross-border trade. In 2008 the European Union implemented and specified these security policy aspects in European law by changing the customs code. In this context companies domiciled here can apply for the AEO certificate, which gives them the status of an Authorised Economic Operator, because companies that want to play in the top league must be "secure suppliers". In the autumn of 2013 Jäger Gummi und Kunststoff was awarded this international seal of quality. This certification has numerous advantages. For example, holders of an AEO certificate are subjected to fewer goods or document inspections, informed about planned inspections in advance, and access to customs simplifications and authorizations is facilitated.

www.jaeger-gl.de

Gasso: new laboratory enhances quality management



Since May 2014 Gasso has opened a new own Laboratory to be able to handle all internal test necessary to fulfil the most international norms for the manufactured products by us, since the composite hoses to breakaways couplings and others. The Laboratory is managed by our new Quality Manager Mr. Oriol Perez-Portabella who joined us for this purpose last February 2014. We now can test

flammability resistance, pressure, bend radius, media resistance, etc of the composite hoses as per requirements of EN 13765:2013 and others as well as the breaking force of breakaways couplings manufactured by us. This laboratory is located in our Barcelona's factory and has a size of aprox. 100 m².

www.gasso.com

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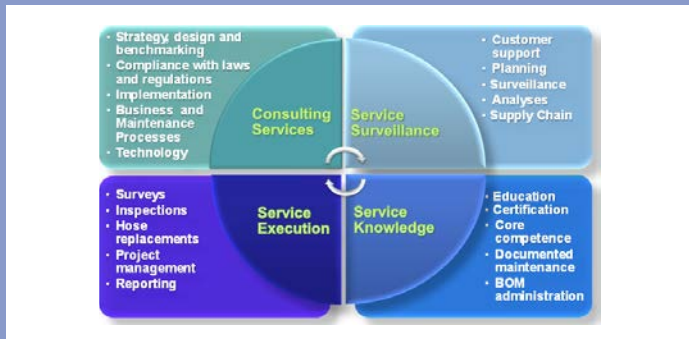
TESS Hose Management – Securing the Customers Uptime

In today business environment our customer are well educated and professional.

TESS has recognized that the customer expects more superior hoses delivered. The customers expect flawless uninterrupted operations (uptime) and reduced life cycle costs.

TESS plays a new role – the role of being an integrated partner with our customers delivering the full scope of value opportunities including hose management strategies, training, operational maintenance processes and continuous maintenance improvements. An overview of the services offered is shown in the figure below

The TESS Hose Management Concept



The THM Unique Value Proposition includes but is not limited to:

Reduced Operational Costs through:

- Increased Uptime: integrity Management reduces Flexible Hose Assembly failures.
- Reduced time for replacing flexible hoses that have failed based on information available in database.

Reduced Maintenance Costs:

- Maintenance is only executed on Flexible Hose Assemblies that are scheduled for service according to a pre-defined maintenance taxonomy based on criticality.

- Planned maintenance during Yard Stay or Operations.
- Analyses of and improvement of Flexible Hose Assemblies technical physical attributes and installation Geometry.
- Emergency hose kit gives opportunity for fast replenishment.
- Analyses of maintenance improvements.
- Establish and communicate best practices.

Reduced Logistic Costs:

- Storeroom/warehouse SKU's are aligned with Flexible Hose Assemblies used on the Vessel.
- Availability on items physical attributes information simplifies the replenishment processes.

HSEQ Improvement through:

- Improved safety and environmental performance.
- Pollution prevention and risk mitigation.
- Achieve and improve employee awareness of safety environmental issues and related responsibilities.
- Enhanced compliance.
- Collaboration with a Flexible Hose Assembly specialist.

Sales and Marketing Benefits from:

- Attract and retain access to customers and markets.
- Enhance image with public regulators, lenders and investors.

Improved Employee Competence:

- Hose Assembly Training.
- Hose Integrity and Inspection Training, including Computerized Maintenance Management System (CMMS).

Reduced ICT Costs:

- Reduced developments costs, internal and external.
- Reduced administrative cost sourcing best practice.

www.tess.no

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REIFF Technical Products will always find a solution!

REIFF Technical Products has expanded its range of services in metal and plastics processing: The Technical merchant has acquired Delta.tec GmbH last year which is also based in Reutlingen, and can therefore offer its customers an even more comprehensive service. Along with precise manufacturing according to drawings, the subsidiary also offers the assembly of complete component assemblies.

Drilling, milling, turning, welding and hardening – the specialists use the most modern technologies at their workbenches and their precise, craftsmanship to meet individual customer requirements. Everything from the smallest, filigree metal components to bulky workpieces can be produced. The manufacture of individual components, pilots and models is possible as is small series runs or larger quantities. All work is performed at a high technical level, in strict compliance with all dimensions and quality specifications. A special area is found in the machining of use-hardened guide rails and precision steel shafts.

Linear centre

In the Linear centre, the Reutling-based firm has many possibilities to precisely machine use-hardened metal parts. Profile rails are separated with millimetre precision, complete guide systems are made up according to the customer's requirements. Bearings are grooved and bearing sets paired. Turning and milling metals and plastics complete the program. Services concerning roller bearings to optimise systems and machines round off the product range.

Linear guides and rolled ball-screw drives

Linear guides and rolled ball-screw drives, the alternatives for linear drive technology, have today become indispensable components in mechanical and electronic systems in a number of industrial branches. Whether you decide for high-tech or low-budget products, our specialists know the best products to meet your needs and are normally able to supply them from stock. Special, industry-specific solutions – such as for the woodworking industry, for example – can be realised.

Advantages: smooth running, low friction losses, use in a variety of installation positions. Manufactured to DIN standard, constant expansion of the product range, standard accuracy for T7 rolled screw shafts (other tolerances on request), flange nuts on mounting sleeves, termination threaded nuts on mounting sleeves.

Manufacture and assembly of complex component assemblies

True to the motto "There is always a solution", REIFF Technical Products' and its subsidiary, Delta.tec's professionals are able to master the most complex tasks such as the production of component assembly series including electronics using their technical knowledge, craftsmanship and, above all, their inventiveness. Doing this they draw on a wealth of experience. If desired, different individual parts made of steel, plastic, aluminium and brass and also electronic components can be procured, manufactured into complete component assemblies, carefully packed depending on their shape and delivered on time.

www.reiff-tp.de



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TESS service center opens in Rio de Janeiro



The Norwegian supplier of hose solutions TESS has established a new service center in Niteroi, just outside the city of Rio de Janeiro in Brazil. This is the second establishment in Brazil since the acquisition of BIC Borracha in Macae in 2011.

The new service center, TESS Rio, will primarily concentrate on service points for the offshore industry and the local shipbuilding market. Following the traditional TESS philosophy "Follow your customers" TESS Rio aims to serve the customer base that is familiar from earlier, both from the North Sea and on the Norwegian continental shelf in general.

Same standard no matter where

With its own offshore friendly establishment in Niteroi TESS will be even more capable to serve those customers who need the same products and services in Brazil as they are used to in Northern Europe and on the Norwegian shelf. The goal is to make customers recognize the quality standard in TESS, no matter where. Many of the companies that are well known to TESS from the Norwegian continental shelf are present in Rio de Janeiro, more specifically Niteroi.

Availability and short response

The TESS facility consists of approximately 1200 square meters with offices, workshop and warehouse. TESS will offer most services related to hydraulic and industrial hoses. With a local presence in Rio de Janeiro TESS will further raise the quality of their services in Brazil based on short response times and high availability for various required components.

The Norwegian Håkon Bringsværd is employed as Country Manager for TESS in Brazil, where TESS now has close to 50 employees.

www.tess.no

Workshop upgrade in Tubes International headquarters

In order to optimize production process of hose solutions, Tubes International has upgraded workshop in the headquarters. On the area of 535 m² we created fully functional workshop with 5 assembly stations and 2 testing stations. The new workshop has significantly improved production time and power so we can offer better customer support of domestic and foreign branches. Our machine park can handle even the most sophisticated industrial hose assemblies up to 8" (external crimping) and up to 12" (internal crimping). We can produce SPIR STAR hose assemblies with pressure rating up to 3200 bar as well as PTFE hose assemblies with PTFE lined fittings. We can also offer 3D bended pipes as well as Walterscheid tube fitting system. Two testing benches complement the workshop equipment for quality control purposes. If you want to challenge our new workshop, do not hesitate to send us an enquiry.



www.tubes-international.com

TESS^{PSF}

Subsea

After several years with the subsea market as a business, TESS has established TESS Subsea AS.

The company started operations from January 1st this year with 24 employees recruited from TESS. The new business will continue the focus on the subsea market and activities that previously belonged to the production department in TESS.



Some references:

- ▶ Pazflor
- ▶ Wheatstone
- ▶ Woodside
- ▶ Clov
- ▶ BG Knarr



Services & in-house capability

- ▶ Service & maintenance Work
- ▶ On- & offshore welding services
- ▶ CNC cold bending of small bore tube
- ▶ General mechanical & hydraulic assembly
- ▶ Welding of pipe spools
- ▶ Mechanical (Orbital) welding of small bore welds
- ▶ Non destructive testing
- ▶ High pressure testing / Flushing

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