

# EDiS-News

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# 2020

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## President's letter

Dear EDiS Friends,



What about taking the time to reflect on our 2019?

A year is a solid length of time – a time where we had achievements, downfalls and huge adventures. Both from a company but also personal perspective. Reflection is important due to that it allows us to look back and think about where we went well, where we can improve, and what we have learnt. It lets us recognize our accomplishments and reflect upon our mistakes. Only by reflecting on these can we leverage them to help us improve ourselves and our upcoming year.

2019 was the year when the environmental debate reached and impacted our business. – Who has not heard about Greta Thunberg, Times's Person of the Year? We received the first questions about carbon footprint in tenders, asked by customers regarding energy consumptions and origin of products. Isn't it sad that the risk of losing business and money leads to great activity but also creativity?

Another trend was that the E-commerce took off after several years of rather low activity in our industry sector. This is both a threat but also great potential (Advanced companies as Amazon will not focus

on bulk shipments as hoses are) due to that our industry sector is slow in adopting new technology. Lundgrens as a company have already started to adapt and has the last years bought manufacturing companies of special products to avoid the risk of being squeezed out by price and google. I know all other EDiS members are also taking actions in this field and it will be very interesting to follow the activities the next years. Some EDiS members are setting up advanced E-commerce platforms, others move towards manufacturing and some go for services. There is no right or wrong and hopefully we will all be successful with our different ideas and activities.

On behalf of EDiS I would like to thank Robert Bloemers for the efforts of running EDiS the last years and we all wish him best luck with his new life as pensioner. I would also like to thank Hubert Reiff that after a long and successful career decided to retire. Hubert Reiff was one of the founding members of EDiS that early saw the value of interaction on a European level, both from a business but also that meetings on European level enriches us as persons.

EDiS is a "small Europe" and creates great insight of trends, purchasing, know-how, opportunities and risk. This is something unique and can not be bought due to that we are the content. This was the vision of the founders of EDiS and it is even more important today with the quick changes in the world.

I wish us all great success 2020 with all opportunities and challenges that are laying ahead of us.

All the best,  
Staffan Johansson, President of EDiS

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Germany | REIFF Technische Produkte

## Generational Shift at REIFF-Gruppe

Hubert Reiff resigns from the management board

With the turn of the year, REIFF is completing the prepared generational shift. Hubert REIFF passes his responsibility as managing partner at REIFF Group to his nephew Alec Reiff.

Hubert Reiff has minted the fortune of REIFF Group and especially the technical trading and elastomer technology for decades. Today's dimension and market mindshare are mostly his merits. Hubert Reiff will be accompanying REIFF Group as an active advisory council starting 2020.



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

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Austria | Haberkorn

## Schloemer. Stronger. With Haberkorn

Schloemer is setting its course for the future. Under the umbrella of Haberkorn Holding AG, the company will further expand its position as a leading specialist in personal protective equipment and industrial technology.

Subject to the approval of the competition authorities, the Austrian family-owned company will acquire 100% of the shares in Schloemer GmbH as of 1 January 2020. The participation by Haberkorn will enable Schloemer to become part of a strong group in the European technical equipment supply sector.

The Haberkorn Group is the biggest technical equipment provider in Austria, Germany, Switzerland and Eastern Europe, and posts annual sales revenues of 550 million euros with a workforce of some 2,000 employees and a portfolio of over 100,000 stocked items for the industry and construction sectors.

Schloemer is a leading specialist in personal protective equipment (PPE) and industrial technology. The product portfolio encompasses personal protective equipment, hose technology, fire protection, conveyor belts and industrial equipment.

In 2018, the company posted sales revenues of 71 million euros with a workforce of 180 employees. From its base in Recklinghausen, Schloemer supplies more than 5,000 customers with 100,000 brand-name products.

In Haberkorn, Schloemer has found a strategic buyer who will invest in further development and aims to successfully expand the company's business. Haberkorn will retain the entire workforce and safeguard continuing business operations.

Many years of experience in the technical equipment trade, existing companies in Germany and the stability and security of a large organisation make Haberkorn an ideal and competent partner.

**SCHLOEMER**  
*SCHNELLER. MIT SICHERHEIT.*

"With our new owner, Haberkorn, we are resetting our course for the future and ensuring an excellent corporate succession", says Gerd Cöster, managing director of Schloemer GmbH.



Gerd Cöster/Photo: Schloemer GmbH

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## Austria | Haberkorn

This acquisition means that the Haberkorn Group, with its subsidiaries Mühlberger, Sahlberg and Schloemer, provides comprehensive coverage of the technical equipment supply sector in Germany.

Together with its German subsidiaries, Haberkorn wants to further expand its market position in Germany and utilise the resources of the Haberkorn Group.

This applies in particular to the areas of portfolio management and digitalisation as well as e-business and logistics solutions.

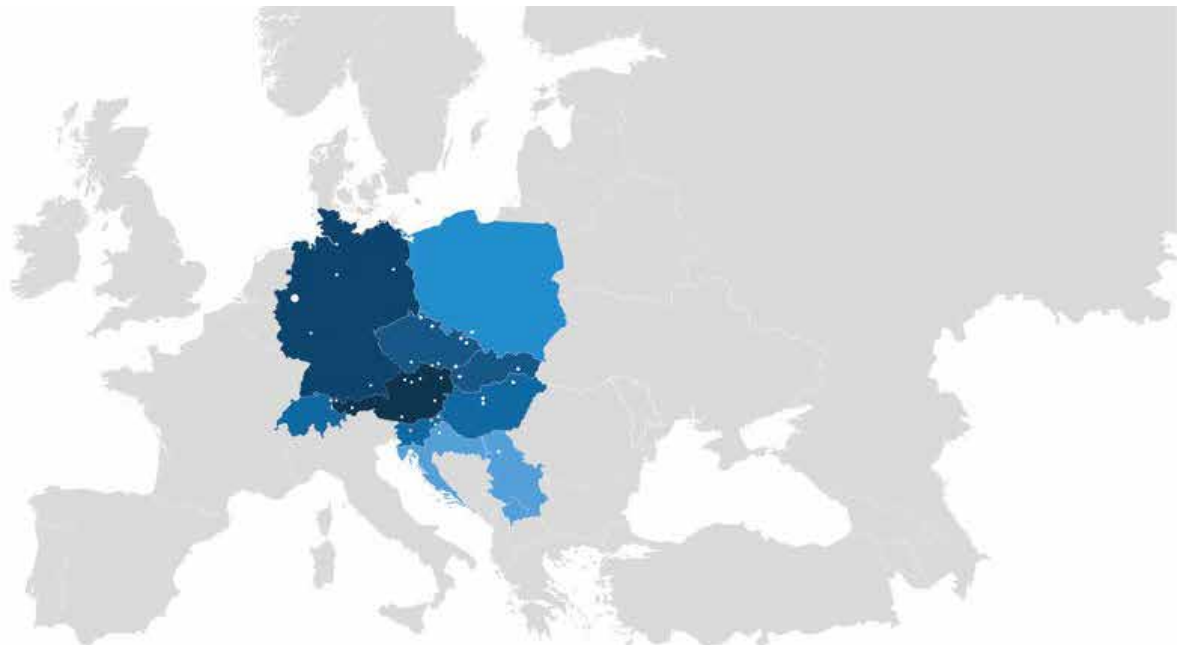
Schloemer GmbH will continue to operate as an independent company. Its excellent reputation in the market is to be jointly consolidated.

The management team will also remain unchanged, with Gerd and Uwe Cöster continuing as managing directors of Schloemer. From the Haberkorn side, Harald Stix will join the company as an additional managing director.

“Schloemer is an extremely well-positioned company,” says Gerald Fitz, CEO of the Haberkorn Group.



Gerald Fitz/Photo: Haberkorn



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Austria | Haberkorn

## Haberkorn Fact Box

Company	Haberkorn Group
Sites	Headquarters in Wolfurt (A) and 30 sites in Austria, Germany, Switzerland, Croatia, Poland, Serbia, Slovenia, Czech Republic, Slovakia and Hungary
Website	<a href="https://www.haberkorn.com">https://www.haberkorn.com</a>
Sales revenues	€ 550 million (2019)
Headcount	2,000
Founded	1932
Target groups	Industry and construction
Product ranges	Personal protective equipment Lubricants Technical products, e.g. hoses, machine components and hydraulic connectors and systems

## Schloemer Fact Box

Company	Schloemer GmbH
Location	45659 Recklinghausen
Website	<a href="https://www.schloemer24.de">https://www.schloemer24.de</a>
Sales revenues	€ 71 million (2018)
Headcount	190
Founded	1900
Sectors served	Chemicals, energy, automotive and services
Product ranges	Personal protective equipment Fire protection Hose technology Conveyor belts Industrial equipment

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

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Norway | TESS

## TESS with strong 30% increases



Mr Erik Jølberg (left) with some of the talented young employees he gathers several times a year to get fresh eyes at the company

TESS keeps on expanding both in markets and relations. In November the company showed a strong 30% increase in revenues.

Both strategic acquisitions and increase in sales cause the growth. We see the potential of reaching 4 billion NOK in revenues in 2019, says Erik Jølberg, CO at TESS. He is the founder and the person behind the success of the biggest supplier in Norway within the business of hoses, services and MRO. TESS employs 1300 people worldwide and has more than 130 locations in Norway, Europe, USA, South America and Asia.

Earlier this autumn Mr. Jølberg bought the stock and the operating equipment from one of his biggest competitors for many years, Albert E. Olsen, when the company went bankrupt. With a revenue of 400 million kroner a year, AEO, established in 1902, has also been one of the eldest family-owned enterprises in Norway.

It was important to secure both the customers and the employees at AEO, says Erik Jølberg. AEO-employees have a knowledge and relations to customers especially within firedepartments and other specialized industries using personal protective equipment. TESS has also strengthened the position by including several companies

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## Norway | TESS

within welding, hydraulic cylinders and industrial supply to its portfolio of technical related service companies.

### Leading hose contracts to TESS

We have showed our strength by all the new contracts and the prolonged ones as well this year, says Erik Jølberg.

Recently Equinor signed a five-year contract with an option for another three on hoses, security analyses, TESS Hose Management, maintenance and digital transactions. Equinor are to buy hoses from TESS for all their installations. The contract has a value of at least 500 million NOK. Equinor has been one of TESS most valuable customers for more than 25 years.

TESS has also signed a valuable three-year agreement with Technip FMC for the supply of hose components, operating and maintenance products and integrated supply services.

The agreement includes Partnership (TESS Service centre at the customer's site) at Kongsberg Technology Park and at the CCB Base on Ågotnes outside Bergen.

This Contract is of great importance to TESS. It means we will further strengthen ourselves as a technical trade specialist and a total supplier to the offshore industry, says Ansgar Karlsen, Technical director and Chairman at TESS Inc.

### Foundation is working

Erik Jølberg has donated his ownership of TESS to a foundation, which aims to support children and youngsters in the Lier-area where TESS headquarter is and where Mr. Jølberg grew up. For the first time, nearly 1,5 million NOK was donated to various organisations which had applied for support.

### Sustainable growth

TESS is working in accordance to the UN sustainable development goals.

Our aim to represent quality, not the cheapest price, is sustainable and valued by our employees and customers, says Mr. Jølberg. He is looking forward to 2020 with optimism and a new improved and fully integrated e-commerce solution to come as a benefit for new and existing customers.

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

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Netherlands | Imbema Group

## Imbema develops 200 m long, rapidly deployable oil barrier for renovation of Afsluitdijk



Over the coming years, Central Government will be working on reinforcing the Afsluitdijk in a sustainable manner, renovating locks and constructing a fish migration river between the IJsselmeer and the Wadden Sea. Hydraulic construction equipment will be used on this work, so there is always a risk of hydraulic oil leaking onto the land and into the surface water.

The consortium carrying out the work sought a solution that was able to contain an oil leak quickly, in order to prevent damage to the environment. They came across Unishore, a company from the Imbema Group. Unishore worked with the client and partners to develop a special containment system. Andre Thissen, Sales Engineer at Unishore, explains how the collaboration and solution came about.

### Tackling an open water oil disaster quickly

When renovating the sea lock at IJmuiden, we even offered solutions for tackling oil leaks. When we heard of the project on the Afsluitdijk, we realised that the people there were encountering the same problems as we were. It was at that point that I got in touch with the project managers from Level, the contractors' consortium, who were indeed encountering the same problem as the contractors at the sea lock.

### Well prepared for combatting oil leaks

Our company has been operating in the offshore industry for many years now. This sector is well prepared for combating oil

leaks at sea, which is why we know what's required to tackle an oil spill. With that knowledge, I suggested to the project managers working on the Afsluitdijk that they might like to offer a solution to this problem.

### Smart solution: 200 m long 'oil boom'

Unishore put together some special and distinctive oil spill boxes, which were placed in strategic locations along the Afsluitdijk. A solution was also needed which would contain a major leak in open water immediately. A vessel that was able to roll out a 200 m long 'oil boom', a type of floating barrier, quickly, needed to be positioned in a strategic location. André entered into talks with a number of customers, including a metal construction company, to develop and construct a solution together.



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

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Sweden | Lundgrens

## Codan AS change name to Lundgrens Norge AS

2019 Lundgrens Sverige AB bought the Norwegian company Codan AS. The company has now changed name to Lundgrens Norge AS. During 2019 has also a new IT-system been installed in Norway. This will enable and enhance the cooperation between Lundgrens Norway and Lundgrens Sweden. The acquisition of Codan AS is an important milestone for Business Area Fluid Technology and Lundgrens.

Through the acquisition, Lundgrens establishes itself on the Norwegian market with its wide assortment of hoses, couplings and industrial rubber and becomes a leading Nordic wholesale business with great development potential.

With the latest acquisitions the business area fluid technology will have a turnover of approximately 500 MSEK and Beijer Alma 4.700 MSEK.



[www.lundgrenssverige.se](http://www.lundgrenssverige.se)

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Spain | Gasso Equipments S.A.

## Electrically heated large diameter composite hose

Many products are heated to improve their flow characteristics or homogeneity. Transfer these materials between processes or from storage can be problematic as rigid pipework combined with cumbersome heating methods can be undesirable at best and is often impossible. Gassoflex heated hoses solve these issues by seamlessly blending industry standard hoses and fittings with world-leading heating technology into a flexible hose with integral heater and sensor.

### Purpose

Gassoflex heated hoses are designed and manufactured to optimize heat uniformity and control characteristics using an integrated temperature sensor and evenly distributed resistive heating element. Also, maintain the medium being transferred at an even, pre-set temperature, avoiding hot spots or changes in viscosity, eliminating condensation, degradation and crystallization. The flexible properties of the heated hose eliminate many problems with alignment and machine vibration.

High chemical resistance and a temperature range of -70°C to 250°C?.

### Applications:

- Hot Melt Systems
- Petroleum Products
- Hot Oil Lines
- Chemical Transfer
- Paint Systems
- Tar & Asphalt

### Composed of:

- assembled composite hose
- a heating system and temperature sensor
- thermal insulation
- outer cover and hose end caps
- connecting cable, plug and temperature controller.

### Benefits:

- Light
- Flexible
- Clean
- Easy for the transport
- Large range of temperatures.
- Easy to power.
- Easy to set up.
- Steam or thermal oil is not necessary
- Suitable for a large range of products.
- Suitable for ATEX zone.

Large diameter:  
6" - 8" - 10"



### Research & Development

There are not many manufacturers that can supply electrically heated hoses in large sizes. Gasso's technical team had to develop by itself the optimal composition and assembly to guarantee the correct functioning of the electrical heating and maintain the characteristics of the Gassoflex hoses.

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

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Spain | Gasso Equipments S.A.

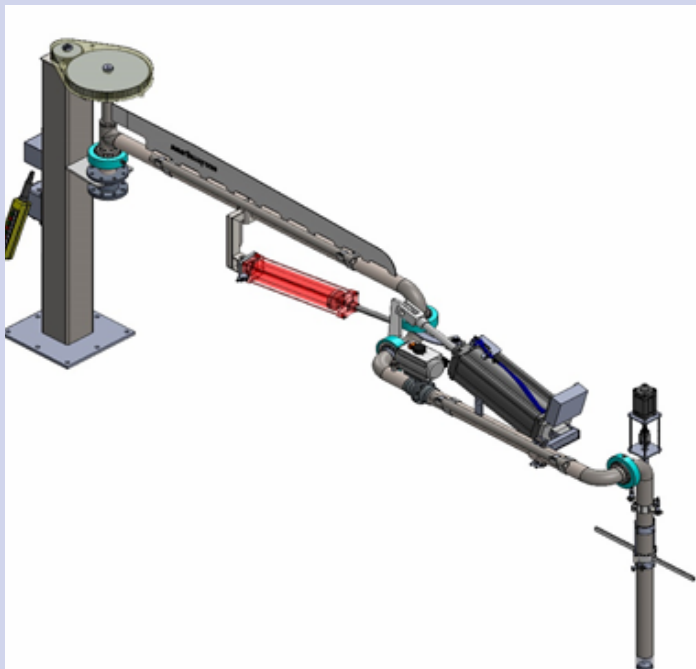
## Fullautomatic loading arm

Gasso Equipments has developed a more optimal solution for Loading Terminal sector. This is an Automatic Loading Arm which can recognise an open manhole, moves towards it, inserts, self-checks and loads. On completion it will self-check, purge and then park, with no operator involvement.

The Gasso Automatic Loading Arm can be customized according to customer needs from different balance systems, valves, overfill and vapor recovery system until to integration with your own PLC software.

### Remote Control

A fully automatic, open pit location system that eliminates the need for operator contact with the loading arm and hazardous liquids. All operations can be controlled from the loading rack, the control room or remotely.



### Benefits

- Safety: Staff do not have to stay on cistern roof operating loading arm.
- Less risky: The worker will avoid being in contact with or near dangerous liquids during loading
- Higher loading speed: Loading operations are optimized and quicker than manual way

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

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Germany | REIFF Technische Produkte

## Online Cutting configurator for individual Plastic and rubber sheets

More and more customers are taking the opportunity to place orders via our online shop or to find out more about the product portfolio at REIFF.

The need for individual plastic and rubber cuts is also increasing.

To follow this trend, the new version of the cutting configurator for plastic and rubber sheets has been online for several months.

Customers have the option of configuring plastic sheet cuts online. Prices and delivery times are displayed directly and the order can be placed with a mouse click.

For rubber sheets an inquiry is generated for individual cuts, and the customer receives his offer immediately.

It is also possible to request parts according to engineering drawing via this portal. For this, the drawing can be uploaded directly.

Advantages for the customer are:

- Price and delivery time are directly available,
- Fast and uncomplicated ordering even outside normal business hours,
- no time effort for cutting,
- no remaining material.

The configurator is popular with our customers and the feedback is absolutely positive.

The configurator for plastic and rubber sheets is the first step in an extensive digitization project at REIFF. In addition this service is planned for other products, such as Hoses, can be configured online.

Long-term, more complex components according to engineering drawings should also be integrated into this online tool.

The cutting configurator can be reached via this link:

<https://reiff-konfigurator.de/Zuschnittskonfigurator/pages/productfinder.page.php>



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

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Italy | Cenigomma

## NOVITÀ EDIS

2019



### NEW REIMS

▶ Giubbotto impermeabile e traspirante realizzato con imbottitura in ovatta termica da 120 grammi. Tessuto esterno in 100% poliestere rip stop e PU con inserti tecnici anti abrasione su avambracci e spalle. Taschino al petto con cerniera e due tasche basse chiuse da cerniera. Sistemi di regolazione su cappuccio e fianchi per una migliore regolazione del fitting. Protezione lombare allungata e sistema di regolazione fondo manica con velcro.

Tag disponibili : S - 3 XL



### NEW SILVERSTONE

▶ Softshell idrorepellente, termico ed elasticizzato in tessuto 94% poliestere 6% elastan realizzato con fodera interna in micro pile. Maniche staccabili con regolazione al fondo tramite elastico. Due tasche basse chiuse da cerniera. Coda di topo rifrangente su petto, schiena e spalle.

Tag disponibili : S - 3 XL



### SOFT SHELL ALPO PLUS

▶ Softshell idrorepellente, termico da 320 mq ed elasticizzato in tessuto 94% poliestere 6% elastan realizzato con fodera interna in micro pile. Maniche staccabili con regolazione al fondo tramite velcro. Taschino al petto e due tasche basse tutte waterproof. Cappuccio staccabile con sistema di regolazione tramite coulisse. Coda di topo rifrangente su maniche e cerniere realizzate in materiale waterproof.

Tag disponibili : S - 3 XL



### SOFT SHELL ALPO

▶ Soft shell in tessuto 94% poliestere 6% elastan, 320 gr / mq. Chiusura con cerniera, collo alto. Taschino al petto con cerniera e due tasche basse chiuse da cerniera. Tutte le cerniere sono waterproof. Coulisse nel fondo con tretti nei fianchi. Polsini regolabili.

Tag disponibili : S - 3 XL



### FELPA NEW SUZUKA

▶ Felpa girocollo realizzata con tessuto 80% cotone 20% poliestere da 280 gr / mq. Polsini e fondo realizzati con tessuto a maglia.

Tag disponibili : S - 3 XL



[www.edisitalia.com](http://www.edisitalia.com)  
[marketing@arrowweld.com](mailto:marketing@arrowweld.com)

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

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Italy | Cenigomma



**FELPA TOKYO**

➤ Felpa tuta zip realizzata con tessuto 80% cotone 20% poliestere da 280 gr / mq. Tasca porta badge a scomparsa al petto. Due tasche sui fianchi. Polsini e fondo realizzati con tessuto a maglia.

Taglie disponibili : S - 3XL



**GILET NEW ROUEN**

➤ Gilet multi tasche realizzato con tessuto stretch 97% cotone e 3% elastan da 230 gr / mq. Taglio ergonomico

Taglie disponibili: S - 3XL



**GIUBBINO PILE PREFORMATO ALPO**

➤ Giubbotto pile in tessuto 100% poliestere 270 gr / mq. Chiusura con cerniera, collo alto. Tascino al petto con cerniera e due tasche basse chiuse da cerniera. Coulisce nel fondo con bretti nei fianchi. Polsini regolabili.

Taglie disponibili : S - 3XL



**FELPA OSAKA**

➤ Felpa mezza zip realizzata con tessuto 80% cotone 20% poliestere da 280 gr / mq. Polsini e fondo realizzati con tessuto a maglia.

Taglie disponibili : S - 3XL



**PANTALONI NEW ROUEN**

➤ Pantalone multi tasche realizzato con tessuto stretch 97% cotone 3% elastan da 230 gr / mq. Taglio ergonomico su gamba e ginocchia, vita regolabile.

Disponibile in colori : Navy / Nero , Antracite Nero , Grigio / Nero

Taglie disponibili : S - 3XL



**PANTALONE MARSIGLIA**

➤ Pantalone multi tasche realizzato con tessuto stretch: 97% cotone 3% elastan da 230 gr / mq. Taglio ergonomico su gamba e ginocchia, vita regolabile.

Disponibile in colori : Navy / Nero , Grigio / Nero

Taglie disponibili : S - 3XL



**BERMUDA NEW ROUEN**

➤ Bermuda multi tasche realizzato con tessuto stretch 97% cotone 3% elastan da 230 gr / mq, vita regolabile.

Disponibile in colori : Navy / Nero

Taglie disponibili : S - 3XL



**BERMUDA MARSIGLIA**

➤ Bermuda multi tasche realizzato con tessuto stretch 97% cotone 3% elastan da 230 gr / mq, vita regolabile.

Disponibile in colori : Grigio / Nero

Taglie disponibili : S - 3XL

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Poland | Tubes International

## New point on the Tubes map

We are pleased to inform you that on January 7, 2020, we launched a new branch of Tubes International Sp. z o.o., which is located in Tychy in The Special Economic Zone.

The new branch contains showroom with full warehouse and workshop facilities. In the branch, we sell industrial, pneumatic and hydraulic hoses and fittings. We manufacture hydraulic and industrial hose assemblies on site. We offer 24h service for our customers.

The new location is an additional advantage of our company and a source of even greater benefits for our customers. Tubes Tychy is 24<sup>th</sup> branch in Poland and 37<sup>th</sup> branch in the world.



### TYCHY BRANCH

Address:

ul. Fabryczna 3

43-100 Tychy

SERVIS 24h

cell phone: 669 888 484

Opening hours:

Monday – Friday: 8:00-16:00

[tychy@tubes-international.com](mailto:tychy@tubes-international.com)