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Sweden & Denmark | EDiS Meetings

EDiS Management Meeting 2018



The yearly EDiS Management Meeting (MM52) for the year 2018 took place in Gothenburg, Sweden on June 15 and 16. This 52th management meeting was set up by our partner company Lundgrens Sverige AB.

The meeting gave all participants the opportunity to report on the 2017 results in each country. The prepared benchmark gave a good overview on

the position of the participants. The discussions clearly exposed a positive market development. The reports of the experts groups, with specialists of each product sector, confirmed the positive attitude of the management of the group.

All participants engaged in informative dialogues and agreed that together they will master the challenges of digitization that every EDiS partner will face over the next years.

The comprehensive programme next to the two days of talks between the members gave plenty of opportunity to socialize as shown in the picture. All in all, the meeting was a profitable event for all participating EDiS members.

Thank you very much to our president Robert Bloemers and to Kjell Johansson in Sweden, who have perfectly organized this anniversary with great personal engagement.

The next anniversary meeting will take place on 24th and 25th of May 2019 in Poland.

EDiS Meeting: Expert Group Hydraulic Hoses

Visiting Soerensen & Kofoed in Copenhagen/Denmark

This year's meeting of the EDiS Expert Group "Hydraulic Hoses" on the 11th and 12th of June took place at Soerensen in Copenhagen.

All members gave very good talks and presented interesting new case studies about hydraulic business. All presentation will soon be added to the EDiS intranet. The participants described the economic situation in the field of hydraulic fluid technology as very good. After the lectures, problems of delivery and extreme price increases of the manufacturers were discussed.

The EDiS members agreed on mutual support in case of delivery bottlenecks. After the official part, there was a beautiful harbor cruise with a very good dinner, that everyone enjoyed very much.



The next EDiS expert group meeting will take place at Tieffe, a fitting manufacturer from Italy. It is scheduled for the 13th and 14th of May 2019.

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Netherlands | Imbema Group

Flamingo App Makes It a Lot Easier to Identify and Validate Hoses

Companies in the chemical, petrochemical, storage and transshipment industries often use hoses to transport gases, liquids and solids. If a hose is used somewhere within the company, the user must be 100% sure that the hose he has selected is also the hose that may be used for the work. If he isn't, it's just a matter of time until an incident occurs, along with all the consequences this entails.

Newly developed app makes four eyes principle redundant

There are different methods for conducting an inspection of this type. The four eyes principle, which involves a second member of staff conducting an additional inspection, is often used, but is time-consuming and delays the production process. What's more, it will often be impossible to identify a hose because a unique ID is missing or illegible. Finally, it will be necessary to leaf through a mass of paperwork to find out whether the hose still has the correct certification, has been cleaned, is irreparably damaged or should have been replaced a long time ago. A recently developed app is causing all this to change.

Identifying hoses using a tablet or smartphone

Imbema Asset Solutions, a company of the Imbema Group, developed Flamingo in collaboration with a large company from the storage and transshipment sector. The app identifies hoses

that are fitted with a special NFC chip quickly and easily by using a tablet or smartphone to read the chip. It's the same technology you use to make contactless payments with your bank card. Flamingo displays the information about the hose on the screen. Combined with a special module, the app is even able to fully validate a line-up of hoses based on a work order, making the four eyes principle redundant and ruling out human error.

Viewing usage history and important documents via the back office

The Flamingo app also records your hose's usage history. It helps you to answer the question who, where, when and for what process a specific hose has been used. Flamingo's accessible back office allows you to link important documents such as certificates to hoses. With the Flamingo database stored safely in the cloud, you can view your hose data securely wherever in the world you might be.

Want to find out more?

We are offering you a no-obligation introductory offer to Flamingo. Want to find out more? Visit the Flamingo website:

<https://flamingo.imbema.com> (in Dutch) or watch the explanation on YouTube: <https://youtu.be/E5ND5gxQzjM>. You can also call us at +31 88 130 6445.



FLAMINGO

Now that's a great ID

www.imbemagroep.com

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Austria | Haberkorn

Construction Work Begins at Haberkorn

The company is investing 20 million euros in the expansion of its logistics facility, which is due for completion in autumn 2019.

Haberkorn has continued to post very good business performance over the past few years. In Austria, the company achieved double-digit growth in sales revenues in 2017. In order to keep pace with this development and pave the way for future growth, Haberkorn is now expanding its logistics capacity.

Logistics capacity to be doubled

The investment costs of the building extension at the Wolfurt site will amount to approx. 20 million euros. This investment will almost double logistics capacity: in addition to an automatic

high-rise warehouse with 10,000 pallet spaces and an automatic small parts warehouse with around 60,000 container spaces, the 27.5-metre-high building will house extended areas for goods inward, goods outward and services. "This expansion will create development opportunities for us in the coming years," says Christoph Winder, the board member responsible for logistics. The construction work got under way last week and start-up is scheduled for autumn 2019.

The investment marks a clear commitment to Haberkorn's Vorarlberg site. In future, not only Austria, but also Germany and the Eastern European markets will benefit from delivery services from Wolfurt within 24 hours.



www.haberkorn.com

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Poland | Tubes International

SMARTFLEX Hoses

The woodworking industry is one of the most important sectors of Polish economy. Thanks to numerous small producers and as many large scale factories, we are one of the leading exporters of furniture and wooden elements in Europe. Vast timber resources combined with our experience and know-how foster the dynamic development of this industry.

From the very beginning Tubes International supports all companies in the wood industry with an extensive portfolio of products for every stage of wood processing. Now, we are proud to present a new product – SMARTFLEX hoses with their special 4 in 1 combination of properties, which are intended for the woodworking and furniture industries. Made of the highest quality materials, engineered to meet the most stringent standards, they are quickly becoming the hose of choice for the most demanding customers.



www.tubes-international.com

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Poland | Tubes International

SMARTFLEX Properties:



Flame retardant (according to DIN 4102 B1)

DIN 4102 standard classifies products according to their flammability. All SMARTFLEX ducting hoses are flame retardant, according to the standard above, class B1. In practice it means, that the material of the hoses will not support fire, and the hose itself meets the stringent wood-working industry requirements. Therefore, we recommend using SMARTFLEX hoses to transfer wood shavings, sawdust, wood dust and bigger wood chips.



Antistatic (R<109)

When loose materials (such as: wood dust, shavings, sawdust) are conveyed, then electrostatic charges may build up. For safety reasons it is recommended to use hoses made of antistatic polyurethane. The material of SMARTFLEX hoses has surface resistance of $R < 10^9 \Omega$, so it dissipates electrostatic charges and effectively prevents a potential ignition source from forming. To eliminate that risk completely, both ends of the wire helix should be always grounded.



Resistant to microbes

Materials usually used to make polyurethane hoses may be exposed to a destructive microbiological action. Some environments (high humidity, sun exposure or elevated temperature, transport of organic substances etc.) increase the chance of microbial growth. Very often, these microbes have a destructive impact on the construction and properties of the hose, thus using the products resistant to the above process – such as SMARTFLEX hoses is highly recommended.



Resistant to hydrolysis

High air humidity in the facilities where hoses operate may also cause problems (e.g. many companies use air humidification systems on the factory floor so the humidity is pretty high there). These conditions drastically affect the mechanical properties of hose material – hydrolysis irreversibly destroys the structure of polyurethane and shortens hose service life. SMARTFLEX hoses are resistant to hydrolysis, so they work perfectly in such applications.



Hoses compliant with TRGS 727 standard and ATEX Directive 94/9/EC

Pneumatic transfer of combustible dusts and bulk loose materials (zone 20, 21, 22 indoor); suction of combustible dusts (zone 22 indoor); transfer of flammable gases, fluids and their vapours (zone 0, 1, 2 indoor); transfer of non-flammable gases, fluids and their vapours (zone 0, 1, 2 indoor).

Smartflex ducting hoses

Extraction of light loose materials SMARTFLEX 04



Hose material: Transparent polyether-polyurethane
Wall thickness: 0.4 mm
Reinforcement: Steel wire helix
Work temp.: From -40°C up to +100°C
Diameter range: 20 mm + 800 mm

Extraction of dust and particles SMARTFLEX 06



Hose material: Transparent polyether-polyurethane
Wall thickness: 0.6 mm (0.5 mm to Ø 60 mm)
Reinforcement: Steel wire helix
Work temp.: From -40°C up to +100°C
Diameter range: 20 + 500 mm

Extraction of sawdust and wood shavings SMARTFLEX 07



Hose material: Transparent polyether-polyurethane
Wall thickness: 0.7 mm
Reinforcement: Steel wire helix
Work temp.: From -40°C up to +100°C
Diameter range: 20 + 500 mm

Extraction of wood chips SMARTFLEX 10



Hose material: Transparent polyether-polyurethane
Wall thickness: 1.0 mm
Reinforcement: Steel wire helix
Work temp.: From -40°C up to +100°C
Diameter range: 25 + 500 mm

Extraction of abrasive materials SMARTFLEX 14



Hose material: Transparent polyether-polyurethane
Wall thickness: 1.4 mm
Reinforcement: Steel wire helix
Work temp.: From -40°C up to +100°C
Diameter range: 25 + 450 mm

www.tubes-international.com

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Norway | TESS

TESS Expands Through Acquisitions and Digital Growth

TESS has been actively acquisitioning over the past few months. With the acquisition of four wholly and partially owned companies over the last five months and ten acquisitions in total, TESS has the intention to execute both short-term and long-term plans for further operations and industrial efforts.

For 50 years TESS has engineered the success of its customers in a wide range of diversified industrial markets. The acquisitions consist of companies that compliments the customers' needs, and are a direct cause of the development that TESS is nurturing today. TESS is determined to act as a total supplier within several segments and focuses on developing and improving through the costumers' needs and requirements.

Digital growth

In March 2014, we set goals for what we called TESS M and digitalization. The goal was to become the number one supplier in the hose industry. Now, 3 years later, it is no longer enough to be the industry's best supplier. The industry is reduced from eight to six suppliers. Additional competition is lurking around in the horizon. B2C-companies like Amazon, Alibaba and new

Scandinavian companies are taking part and are showing an interest in our industry.

TESS have seen this for a while now and made the changes necessary for dealing with this competition. TESS focuses on digitalization and adds extra resources to improve and speed up processing in more than 130 service centers, and increased valued online shopping.

TESS have developed TESS Hose Management (THM) and Wapman-solutions that are highly appreciated by customers worldwide.

TESS will continue to stay the best in the industry and best in an expanded industry base. More will happen in the coming year than in the previous five. Code 45/5 does not exist anymore. The new code is 5/1. The race for developing the industry at large is on and TESS still holds pole position.



From the board meeting in Eiva Safex.
Now we are TESS!

www.tess.no

Facts about TESS

TESS is a Norwegian-owned supplier of hoses, services and products for maintenance, repair and operation products. In addition, TESS is leading within the areas of welding machines and materials, cleaning machines, personal protective equipment, tools etc. TESS has a dedicated central technical division and for service more than 130 locations in Norway, as well as in Denmark, Scotland, Brazil, USA and Singapore. More than 1000 employees.

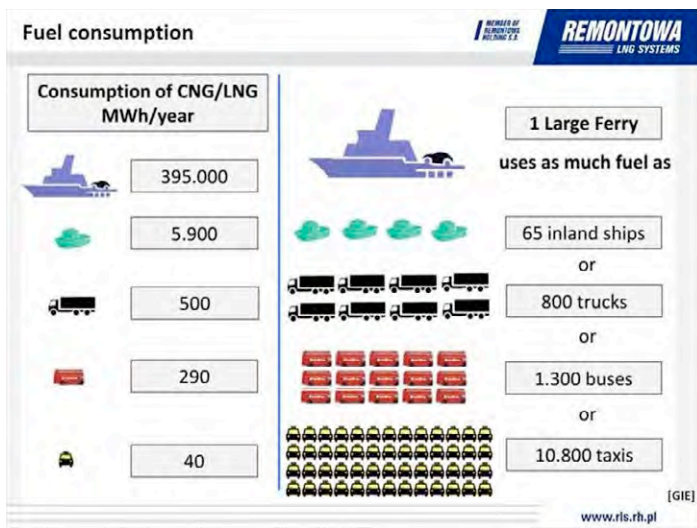
Quality assurance in accordance with ISO 9001:2008.
HSE in accordance with ISO 14001:2015.

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Spain | Gasso Equipments S.A.

LNG – the Energy of the Future That Is Already Here



In the current discussion about alternative energy supply and strategies in Europe, Liquefied Natural Gas (LNG) comes to the fore. Today the LNG share in global gas trading is at about 30%, in Europe at only 15.5%. Most notably LNG is used in industry and pipeline feeding. For the use of LNG as fuel, which could reduce the dependence on oil, there are currently only limited supply options for end users. The infrastructure is still in a developing stage.

The potential of LNG as an alternative fuel for vehicle fleets and ships is being investigated. For this purpose. Currently in Europe there are about 40 LNG filling stations, which supply about 200 trucks and buses. Due to stringent emissions requirements, the LNG-powered ship market has grown in the last decade. About 20 ships are already in transit on the coast of Norway. For inland vessels, LNG as a fuel in Europe is still banned, but nevertheless there are currently two barges operating with a certificate of exemption between Basel and Rotterdam. Therefore in last years GASSO has developed and manufactured in our Barcelona's Factory a complete Cryogenic range of products which includes Gassolet Cryo Composite hoses and Safety Breakaway Couplings.

Both products arise to cover the most demanding needs of this incipient market. GASSO differs from other manufacturers, being the only one that can offer the manufacture of the complete solution of both hose and breakaway.

Recently GASSO has gone one step further and has obtained the demanding cryogenic certification EN 12434:2000 for very high pressures (21 Bar) for both products. This certification allows us to cover all the possible applications of the market; loading / unloading of tank trucks, rail tankers and even bunkering of tank vessels.

In order to obtain the GASSO Certification, it had to carry out extremely demanding and difficult-to-perform tests in the presence of a certifying entity (BV) such as pressure break cycles at temperatures of -200°C with Nitrogen Gas.

These tests were carried out entirely in our own laboratory located in the factory and supervised at all times by our expert engineers who develop the products.



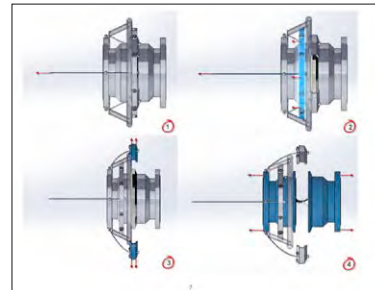
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Spain | Gasso Equipments S.A.

So today we can present our solution for cryogenics that offers the following advantages

- very flexible and light hose
- prevent possible accidents caused by improper stretching of the hose or loading arm
- simple mechanism of great robustness and minimum maintenance
- large flow design with small pressure drop
- available in sizes DN 25 to DN 250
- pressures up to 25 Bar
- approvals : EN13766:2010, CE marked, PED 97/23/EC, ISO 9001:2008



How it works



www.gasso.com

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Germany | REIFF Technische Produkte

A New Addition to the Machinery in Erbach

The newest "member" of the machine family, is a C-frame vulcanizing press made by LWB. And the team headed by plant manager Heiko Rabenstein for frame production in Erbach is pleased about the addition to the machinery. With a size of 3.800 cm and weight of 7.500 kg, the vulcanizing press is quite impressive in itself. It has a pressing force of 100 t and a maximal injection volume of 650 ccm. The plant in Erbach will use it to produce large-volume items, as well as multi-cavity tools (for larger demands). That the Vulcanizer is a refurbished machine is further down the list of importance for the workers. "We are pleased by the new possibilities of the system as well as the low acquisition costs. With its low operating hours and savings compared to buying a new press, we simply had to seize this opportunity," said Heiko Rabenstein. The Erbach plant mainly produces, sealing frames and molded parts made of EPDM, NBR, CR, and silicone for window and façade constructions. Additional customers are served from the mechanical engineering and automotive industries. A team of 12



work in two shifts on six vulcanizing presses, and during peak times subcontractors support the base-team. Within the REIFF organization, the production plant is localized in the profile technology division 344 headed by Jonas Kipphan.

Customized Hose Line Markings at REIFF Technische Produkte GmbH, Eschborn Now Also Available on Yellow PUR Labels.

With specialized software, the possibilities of customized markings on the labeling field of 40x15 mm are almost endless. The color ribbon used in the thermal transfer printer causes the print to be exceptionally resistant to mechanical and chemical influences as well as to heat and UV radiation.



The main features of the PUR label are:

- particularly tough and flexible material
- self-extinguishing
- weatherproof
- abrasion resistant
- high resistance to chemicals
- Temperature range: -65 ° C to + 120 ° C, temporarily up to + 150 ° C
- RoHS compliant

www.reiff-tp.de

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Italy | Cenigomma

New Catalog for Safety Footwear

CENIGOMMA just released a new catalog for safety footwear, which you can download here <http://info.arroweld.it/catalogo-cenigomma-2018/>

CENIGOMMA was founded in Verona, Italy in 1947 and developed rapidly as a distributor of rubber products and industrial technical articles for various uses. As the company expanded, its services reached the three regions Venice, Lombardy, and Emilia Romagna very quickly.

To keep up with the service demands more branches in Udine and Brescia were opened.

The need arose to organize customer service in a widespread manner by equipping itself with a sales organization prepared and familiar in the areas, and by including more innovative technical and protective products at work.

CENIGOMMA, the headquarters, can serve an area of 18.000 square meters, of which more than half are covered. The central warehouse, organized with innovative systems using modern computer programs, allows more efficient allocation of resources and shorter delivery times.

Having joined the ARROWELD Group in 2000, CENIGOMMA accesses a large number of managerial, technical and financial resources given planned developments.

About CENIGOMMA:

Employees: about 100

Products: Hoses and fittings, Rubber and plastic sheeting, Safety material, Gardening and agricultural material.

Since 2000 Member of ARROWELD ITALIA s.p.a. Group



www.arroweld.it