

EDiS-News

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EDiS Management Meeting 2015

EDiS's 49th Management Meeting took place on 29/30 May 2015 in Copenhagen. It was set up by our partner company, S&K Group A/S. A guided tour of the hose assembly company, BS Specialslanger A/S showed the participants the high standard of hose assembling. They have the widest range in Denmark consisting of the assembly of industrial and hydraulic hose lines through to the welding of metal hoses and fittings.

The management meeting also gave the opportunity to engage in an intensive dialogue with each other. The programme was very comprehensive and thereby profitable for every EDiS partner.

TRELLEBORG, the hose supplier, was welcomed as a guest this year. Its managing director, Patrick Pieret, presented an overview of the corporate group today, its targets for the future and showed how TRELLEBORG would like to support the EDiS partners better in the future.



Karol Semba hands over the baton for 2016/2017 to Robert Bloemers.



2015 marks the last year of our president, Karol Semba from Tubes International. He handed over the baton for 2016/2017 to Robert Bloemers, the owner of the Dutch partner company, Imbema Group. The whole team wishes Robert Bloemers all the very best for his upcoming term of office. Karol Semba and his team were recognised for the three excellent years of leadership and guidance.

Hans-Ulrich von Tippelskirch from Jäger presented a study entitled "Future of Work". This was on the various challenges that every EDiS partner will face over the coming few years. In addition, two new "Expert Groups" were created during the meeting: PPE Products and General Welding.

Next year marks the 25th anniversary of EDiS – a cooperative group of ten companies from nine EU countries who jointly benefit from an exchange of product and market knowledge and develop joint initiatives.

The anniversary meeting will take place on 27/28 May 2016 in Amsterdam.

Karol Semba, Hubert Reiff

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Cenigomma – part of Arrowweld network I



ARROWWELD

- Technologies of welding and cutting with exclusivity of worldwide prestigious brands in the country
- Pre- and post-sales service and application solutions with well-advanced knowledge
- Tools with a wide range of items produced, they are aimed in particular at the needs of industry
- Measuring systems and Control in the forefront, with adjustment service, calibration and assistance

CENIGOMMA

- Strategic warehouse of 18,000 sqm
- It works in the retail channel
- Exclusive distributor for Italy of EDiS brand
- Rubber and technical items for various industrial purpose
- Technical workwear, safety products and PPE
- Garden
- Agriculture
- Products for the construction industry

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Cenigomma – part of Arroweld network II

BISICUR

- Direct sale to the end user
- Personal protective equipment (PPE)
- Advice
- Industrial supplies of various types
- All major industry brands available in stock
- It provides the largest steel mills in the country

GUIDETTI TECHNOLOGY

- Historical Company in the world of welding
- Market leader for over 38 years
- A technical and commercial structure able to provide the market with quality and unique service
- Thanks to the union with Arroweld, Guidetti Technology can provide to the entire market the full potential of Arroweld Group in terms of range of products, pre- and post-sales

MECHPLAST

- Long-term experience in processing of precision plastic items, both in the catalogue and on specific customer design
- Technical solutions
- It has all the production equipment required for each type of work in design: from the plate and the raw bar perform processing to the finished product. This means producing in quality, with maximum flexibility

Politecnica CETAI

- The Company is the synthesis of two of the oldest and most established reality in the world of semi-finished and finished parts in the production of engineering plastics
- The local presence with three offices areas and the fullness and variety of materials in stock, surely make it the more efficient reality in the specialized distribution
- A computer system evolved, innovative logistics and growth in corporate culture are the imperatives that Politecnica Cetai has given itself to establish further the company on the market

S.C. ISATIS SRL

- Plant in Romania with 200 employees. The plant covers an area of about 7,500 square meters and is placed inside a major industrial area
- The production plants are of the latest generation and technologically advanced with high production quality in order to produce individual devices of high technological content
- Planning
- Logistics

ST Protect

- St Protect is over forty years market leader in the field of personal security and special clothing
- At customer's disposal its technical capabilities and design in order to solve specific problems making personal protective equipment
- Among its customers there are the most important administrations: the Armed Forces, Civil Defence, Police, Ministries of the Environment, Railways, Post, Electrical power companies, Municipal large corporations, Airports, Management service of motorways

www.arroweld.com

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Haberkorn is Festo's new partner

Two market leaders are to work together: automation specialist Festo and Austria's biggest technical equipment supplier Haberkorn are launching a sales cooperation. In future, it will be possible to purchase Festo accessories and standard components through Haberkorn.

Festo Austria, market leader in automation with pneumatics and electronics, has chosen to collaborate with Haberkorn in addition to its direct sales channel through specialist advisers. With effect from 1 June 2015, the Haberkorn portfolio includes C-parts (accessories) and standard components from automation specialist Festo.

Dipl.-Ing. Rainer Ostermann, country manager for Festo Austria, commented on the cooperation with Haberkorn as follows: "We are systematically expanding our services – with this collaboration in C-parts management and in our standard range, we are opening up another purchasing option for our customers."

Haberkorn are also pleased about the recently agreed partnership: "This cooperation enables the optimal expansion of our industry range. Festo are well-known for top-quality solutions in manufacturing and process automation. Their basic range therefore represents an excellent addition to our offering," says Haberkorn chairman Dr. Wolfgang Blum.



Now also available through Haberkorn –
C-parts and standard components from Festo.
(Photo: FESTO)



Haberkorn chairman Dr. Wolfgang Blum: "This cooperation enables the optimal expansion of our industry range."

(Photo: Haberkorn)



Dipl.-Ing. Rainer Ostermann, country manager for Festo Austria: "We are systematically expanding our services – with this collaboration in C-parts management and in our standard range, we are opening up another purchasing option for our customers."

(Photo: Martina Draper)

www.haberkorn.com

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TESS and Statoil opened Partnership

TESS and Statoil have opened a Partnership inside the gates at Statoil's oil refinery at Mongstad in Norway. The new business aims to provide the maintenance department significant cost savings and improved uptime.

TESS Partnership is the trade name of the manned inventory management concept offered by TESS. Every Partnership set up by TESS is completely customized and a direct result of careful consumption analyzes based on statistics.

The Partnership concept always starts in the recognition that procurement of typical MRO-goods are expensive, relative to product prices. The Partnership agreement means that Statoil has chosen to entrust the procurement, warehousing and distribution of supplies goods to TESS. The Partnership is located to the maintenance workshops of the refinery.

Need good ideas

According to the agreement, Statoil will save substantial amounts on the scheme. The concept includes exploitation of TESS-developed software based on twenty years of experience with customized inventory management. TESS has

guaranteed that the agreed product range totaling 2,400 articles shall be available at all times. The procurement management of Statoil in Norway has put simplification on the agenda.

"In our supply chain we have worked hard to find out how we can streamline our procurements and how we can minimize the spent time on procurement. We rely on suppliers that can help us to break the cost curve", says procurement manager Linda Moe Lund.

Guarantees given

The agreement guarantees that Statoil will save a pre-stipulated yearly amount. TESS also guarantees that the critical items shall be available at all times. Statoil has chosen to call the Partnership at Mongstad for a pilot, with a view to finding effective procurement solutions at other onshore facilities as well.

The Statoil Mongstad Partnership is staffed with two experienced employees in TESS, who has handled Statoil over time from the local service centre TESS Mongstad, outside the gate.

www.tess.no



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Safe transport of substances through hoses with KLAW Breakaway Couplings

In 2015, Imbema Cleton became distributor of KLAW products throughout the Benelux region. KLAW is a global leader in the design and manufacture of breakaway couplings (BACs). In combination with our hoses, KLAW's range of products permits the safe and reliable transfer of liquids, gases and powders in the offshore, marine, chemical and petrochemical industries. These products minimise the risk of spillage during transfer of substances, and avoid the high costs that would result from the subsequent damage and downtime.

Safe decoupling

When liquids are loaded in marine ship-to-ship or ship-to-shore applications, or in industrial truck-loading applications, there is a risk the hose may be broken by excessive tensile force. Breakaway couplings are built into the hose assembly to prevent this from happening. If the tensile force on the hose becomes excessive, the shear pins in the breakaway coupling break. The coupling then shuts itself off so that decoupling is safe.

Flip-Flap Valve

KLAW drew from its experiences in the field to design a unique safety coupling which is safer and more reliable than products supplied by other brands. The secret behind the product is the unique flip-flap valve design. This design has many advantages in comparison with the classic poppet valve design used by other manufacturers. The benefits offered in practice are listed below:

- Easier to handle thanks to lightweight design.
- Quicker loading and unloading thanks to higher flow rates.
- Minimal drop in pressure.
- No loss of substance thanks to double seal.
- Partial decoupling impossible.
- Just 2 mm separation needed to activate safety system. Since the coupling is resistant to high bending and torsion forces, decoupling only occurs when absolutely necessary.
- Durable; average lifespan 20 years.
- Reliable; supplied with 12-month manufacturer's warranty and optional extension.
- Quick and easy installation.

- Since the coupling can be supplied with the connections listed below, installation is quick and easy:
- NPT and BSP thread, male and female
- Flange connection (DIN, ASA, TW and TTMA)
- Weld ends
- Hammer Union



Wide range of standard sizes

The KLAW breakaway coupling is available in the following standard sizes; 2", 3", 4", 5", 6" and 8". The maximum operating pressure for standard products is as follows:

- 2" = 40 bar (580 PSI)
- 3" = 40 bar (580 PSI)
- 4" = 30 bar (435 PSI)
- 5" = 27 bar (391 PSI)
- 6" = 23 bar (333 PSI)
- 8" = 17 bar (246 PSI)

Non-closure

If spillage of your product would not cause immediate damage, but you want to avoid the costs of stretching hoses, loading arms or other material beyond breaking point, then the non-breakaway closure is ideal. This reliable coupling does not feature the flip-flap valve design, so it is possible that substances may be spilt. However, the timely breaking of the shear pins does ensure that decoupling is safe, and that the hose and loading arm are not stretched beyond breaking point.

Other options

Components suitable for higher operating pressures and flow rates as well as with other connections can also be supplied. Just give us a call or send us an email.

www.imbemacleton.nl

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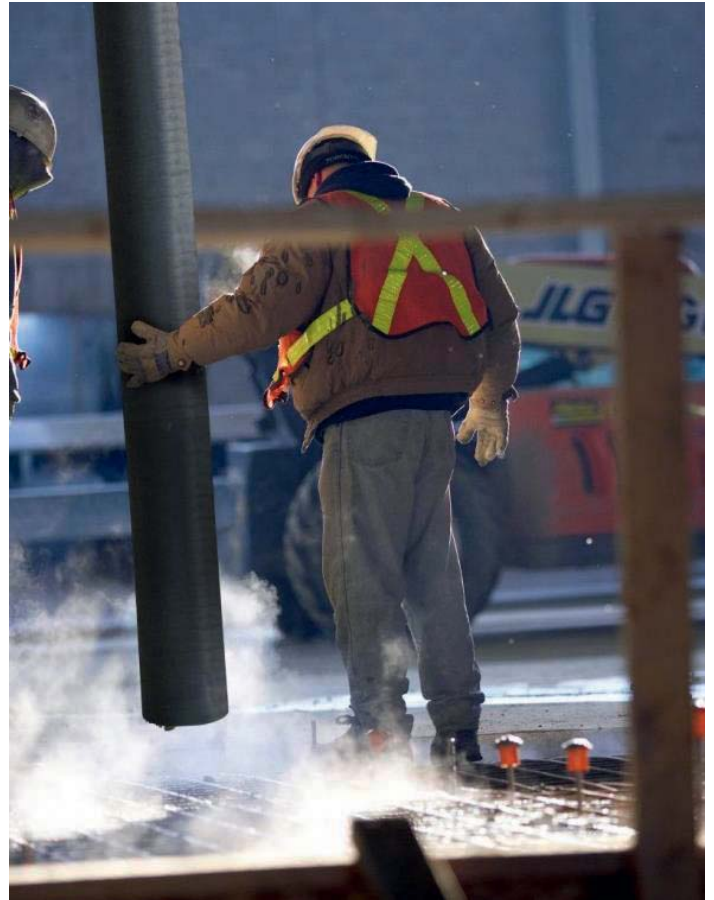
A muscle-man with brains

REIFF Technische Produkte received a complex task from Putzmeister Concrete Pumps – a leading manufacturer of pumps. This was the development of a squeeze valve made of non-metallic material to interrupt the flow of concrete in a delivery hose.



The result is a true "muscle-man with brains". The squeeze valve ensures that concrete spills and dribbling have become things of the past. When the flow of concrete is stopped it is with so much force that there are no further drips. In addition, the assembly costs are low as the valve can be simply fastened to the concrete pump of the vehicle using carabiner clips.

Metallic parts are not included so that the risk of injury is significantly reduced compared to conventional valves.



REIFF developed and fitted the valve with the corresponding connections. These are the ones normally used by Putzmeister Concrete Pumps.

The hose end closure valve in overview:

- Same valve for DN 125 and DN 100 sized hoses
- Simple and robust
- Closes securely using pneumatic pressure
- Can be flexibly positioned on the hose
- No metal parts – minimises the risk of injury
- Can simply replace the existing valves
- Internal diameter 180 mm, i.e. can be pulled under the boot at the tip of the mast

www.reiff-tp.de

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Tubes International – a reliable cog in the industry

Over the last few years Tubes International has provided numerous complete loading systems for petrochemical and chemical industry. The loading systems comprise flexible hoses that are usually equipped with breakaway and dry disconnect couplings.



Till now we've delivered many stations for the unloading or loading of both car and rail tankers. We are proud that some projects, we took part in, are the key projects for the petrochemical industry. Each project is a turnkey project that is why our reloading team consists of engineers, designers, sales force, assembly and service people. Each of them has an important role to play during all stages of the projects (enquiry, quote, technical and design documentation, assembling process, montage). All loading stations which we have

provided are under TDT (Transportation Technical Supervision) control and are made in accordance with a government regulation concerning loading stations.



The recent key projects for the petrochemical industry are: 15 systems for crude oil, water reservoir, deposits fluid, condensate and LPG and 12 equal unloading systems for emptying the rail tankers from crude oil. Each station consists of composite hose assemblies equipped with breakaway and dry disconnect couplings. Additionally, the unloading stations are equipped with special (designed and manufactured by us) steel supports (to provide proper emergency break of breakaway coupling), hose racks and grounding equipment. We want to serve industry as good as possible, and as often as possible.



www.tubes-international.com

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TESS opened in Singapore



TESS Singapore was officially opened in February 2015. That means TESS is established in another continent. At present the service center has six employees.

"With this establishment, we confirm that we have become a global player", says Director Knut Jølberg in TESS International. TESS has established a service center in Jurong Industrial Estate, right near the shipyards and the maritime industry in the Asian state. TESS Singapore PTE Ltd. led by Johan Darmawan, who has 15 years experience in hose business in the same region.

The establishment is in good keeping with the corporate motto "Follow your customers". The same philosophy is behind the existing service centers in Denmark, Scotland, USA and

Brazil. As recently as last summer established TESS another service center in Brazil, TESS Rio, and currently has 50 employees in South America. Newly established TESS Singapore PTE Ltd will be the Asian hub for the Norwegian enterprise headquartered southwest of Oslo.

The target market in Asia is primarily suppliers to the oil and gas industry. Several customers who TESS knows from Norway and other countries are present in Singapore. This group of customers wishes TESS welcome to Asia. The philosophy of TESS is that customers will be operated with the same services and quality levels that they already know from Norway and The North Sea.

www.tess.no

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EDiS Meeting: Expert Group Hydraulic Hoses

Visiting Imbema Cleton in Vlaardingen/Holland

EDiS expert group "hydraulic hoses" met in Vlaardingen in the beginning of June.

After the official part, a review of the last meeting and presentations of the partners, the group experienced a special highlight in the evening: They travelled through the port of Rotterdam by water taxi – lucky were those who did not get seasick at a speed of 50 kilometers per hour. The ending of the round trip by boat was the destination for this evening: The group enjoyed dinner in one of Rotterdams oldest pubs and exchanged various ideas.

Gabriele Kränzler started the second day with a private farewell speech. The Rotterdam meeting was Gabriele Kränzlers last EDiS meeting after taking part in the expert group for almost 20 years. The group enjoyed a guided tour through the modern Imbema Cleton site and subsequently analyzed the current buying conditions and market situation. Above that, they discussed on outlooks, the development of competitors as well as manufacturers and the cooperation within EDiS network. A resume of these two days and the planning of the next meeting marked the completion of the meeting.

Markus Walter for EDiS expert group "hydraulic hoses"
www.edis.eu

