

EDiS-News

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EDiS anniversary meeting



50th EDiS management meeting in Haarlem

The 50th EDiS management meeting took place at our presidents place in Haarlem, Netherlands on May 27 and 28. The cooperation could celebrate its 25th anniversary. Therefore it was a combined meeting of management and expert group delegates. Part of the time was used in mixed working groups to discuss the values and opportunities of EDiS in the next 10 years. President Bloemers confirmed that our longtime cooperation is based on strong relations of open exchange and trust. EDiS has become a brand for the leading manufacturers of hoses, couplings and fittings as well as other rubber and plastic products. The challenge "always ahead of distribution" has been confirmed by all members. This includes strong efforts to prepare the digital future in business and be a strong part of it. With a wonderful dinner party the 25th anniversary was highlighted together. This meeting gave the motivation to continue to live Europe together in EDiS.

Thank you very much to our president Robert Bloemers and his team who have perfectly organized this anniversary with high personal engagement.



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EDiS | Euro 2016 betting pool

Welcome to EDiS Euro 2016 Betting Pool!

EDiS is a group of 10 successful European Distributors of industrial Supplies. It is the numerous people that form this very special organization who are working in the Young Executives Forum, Expert Groups or the Management Circle. We would like to invite all EDiS members to share an exciting Euro 2016. Bet on the teams and win!
There are 2 prizes - for the best single player and the best company!

IT		
1	(1) Jessica Bross	104
2	(2) Markus	103
3	(4) ParaDaiz	97
4	(5) FC Gomma	95
5	(2) dreipelcher	94
6	(5) Mkubicza	90
7	(7) Greyhound	89

And the Winner is...

Thank you for your participation at EDiS Euro 2016 betting game!

The best group: Haberkorn

prize: EDiS goal wall + 2 EDiS footballs
2nd place: REIFF, 3rd place: Tubes
consolation prize: 1 football for each team

The best single players: Jessica Bross (REIFF)

2nd place: Markus (REIFF), 3rd place: ParaDaiz (Imbema Groep)
prize: 1 EDiS football for each winner



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Netherlands | Imbema Group

Prevent damage to pipework using stainless steel and rubber expansion joints

Significant movement can occur in pipes as a result of expansion and contraction due to temperature fluctuations or vibrations caused by machines connected to them such as pumps and compressors. At sea, the heaving of the ship can cause pipes to move considerably. This can lead to irreversible damage to pipework and the objects to which those pipes are attached, resulting in downtime and considerable expense. Damage can be prevented by absorbing these movements. Imbema Cleton offers solutions using reliable expansion joints.



Absorbing movements

Expansion joints are installed between pipes. They can absorb various types of movement:

- Axial (along the length of the pipe)
- Angular (bending)
- Lateral (displacement)

Highly versatile

The wide variety of connections available such as flanges, weld-on fittings, etc. gives the expansion joints great flexibility in terms of installation. Moreover, there is a suitable expansion joint for virtually every medium: from oil products to chemicals and from liquid gases to steam. In addition, extremely low to very high temperatures are not a problem either.

Wide variety of designs

There is a wide variety of designs to choose from in rubber or stainless steel, depending on the application and the movements to be absorbed. Depending on the medium, it is possible to have a smooth finish on the inside. Another option is to install an additional protective tube on the outside to protect the expansion joint against external (mechanical) influences.

Advantages

Benefits of using expansion joints:

- Reliable solution for absorbing undesirable movements.
- No longer necessary to include additional compensation loops in pipework as a result of which the length of pipe required is considerably reduced.
- Can reduce the effects of water hammer.
- Noise reduction due to the damping of vibrations that are transmitted through the pipework.
- Quick and easy to install.

Want to find out how expansion joints can significantly reduce the risk of damage to your pipework? Contact the specialists at Imbema Cleton by calling +31 10 4345922 or via their website www.imbemacleton.nl.



www.imbemacleton.nl

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Denmark | S&K Group A/S

Linatex A/S is pleased to announce our new CEO, Torben Malmos, and the weighty expansion of our production hall.

Linatex A/S has welcomed Torben Malmos as new CEO from the 1st of May 2016. Linatex A/S is part of S&K Group A/S, operating on the European market within the semi-finished plastic industry. Championing a 65 year long proven track record of servicing customers with the finest innovative engineering solutions.

"I am honored to have been elected as Linatex A/S new CEO. It is exciting times to be working within the semi-finished plastic industry and I will be sure to make good use of my 18-year long experience within the field of engineering plastics & advanced composite materials and rubber, supporting equipment for the food-, medico-, electronic-, offshore-, construction industry etc. It is a daily joy to be part of an organization that delivers high quality services and innovative solutions to the best clients. We are an organization led by a purpose – to make a positive, meaningful impact that matters to everyone Linatex A/S touches. This means replacing the market for components in steel and out of date plastic components with vigorous engineering plastic. Executed by cultivating long-lasting strategic agreements with our customers and suppliers". -Torben Malmos.



Linatex A/S has, as of 1st of June, acquired 9 CNC-machines as part of the company's strategy to be a front runner on quality and innovation. Delivered with state of the art software and fully operational in August 2016. Meaning Linatex A/S will double its capacity on output while maintaining its flexibility on tailored engineer solutions.



In correlation, Linatex A/S has increased the current stock on plastic and rubber to meet expectations from customers on quick delivery. Lastly Linatex A/S has taken steps to completely overhaul its website. If you have wishes for easier access to product solutions, ordering, service, etc. through the website, do not hesitate to send an email to jks@linatex.dk.



IT IS ALWAYS FUN TO CHALLENGE OUR MACHINES WITH NEW IDEAS.

www.skg.dk

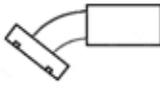
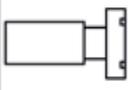
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Poland | Tubes International

Train manufacturer's trustworthy supplier

Tubes International is a well-known supplier for the rail business. We have brought numerous solutions to this industry, from simple components to complete hose assemblies fitted on a train. Our customers know that they can benefit from our superior understanding of the rail industry and turn to us whenever they have to deal with an innovative project.

Schlauchleitungsbezeichnung: 50-03 PP		Armatur einerseits		Armatur andererseits	
		DKOL		DKOL	
			1 1/2" – 30° 3000 psi	1 1/2" 3000 psi	
AERO-Bezeichnung		1A24FLA30-32		1A24FL32	AERO-Bezeichnung
Schlauchtype	FC619-32				
Leitungslänge	680/1300+/-10 mm				
Zuschmittlänge	460/770 mm				
dyn. Betriebsdruck	6,9 bar				
Prüfdruck	14 bar				
Verdrehwinkel	90°				
Berstdruck	28 bar				
Betriebstemp. max.	+135 °C				
Betriebsmedium	Hydrauliköl, Schmieröl, Luft, Wasser, leichtes Öl und Benzin				
				Bemerkungen	
				Material: 1x 90° Bogen KR90-32 Achtung: 30°-Nippel um 90° verdreht, vom KR90-32 aus gesehen. Endmaße wichtig!	

This time, our customer - a train manufacturer was interested in cooperation with Tubes International to get hose assemblies to suit the design specification. We were provided with the documentation of project and samples as in the photos below. We started making arrangements.

After numerous meetings and tough negotiations with the customer, we reached an agreement. The combination of products and services we provide perfectly suited the requirements of the customer. In order to follow the agreement, we decided to implement a five stage production process:

- 1) Manufacturing fittings
- 2) Welding
- 3) Special zinc plating
- 4) Preparing and cutting the hose
- 5) Crimping and of course testing – very important part.

Specially for the customer we started a new service – assembling on the train. It was very interesting and challenging experience for us.

The project was pretty complex due to both logistics and technology. We produced fittings in our Production Plant and welding was done at a workshop facility in Poznań. Special zinc plating

was outsourced to an external company. The hose we used was compliant with a special railway standard EN 45545-2:2013. The production process was followed by testing which was carried out again at our workshop in Poznań after an external audit made by the customer. Then, thoroughly tested and approved, the hose assemblies were fitted on the train at the customer site.



Each department of the company was involved in the production process. In spite of the apparent complexity of this project, it ended with a total success. It showed us how important is a comprehensive approach to the customer needs and that with our experience and know-how we can manage various rail projects, even the most extensive.

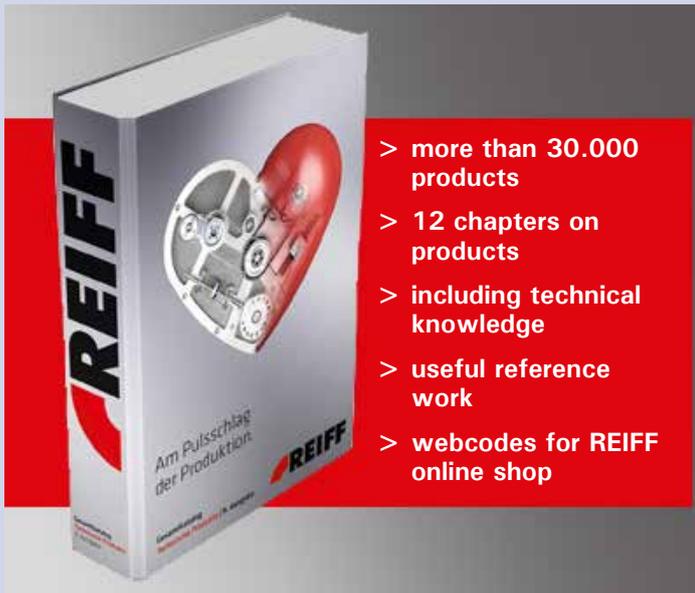


www.tubes-international.com

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Germany | REIFF Technische Produkte



- > more than 30.000 products
- > 12 chapters on products
- > including technical knowledge
- > useful reference work
- > webcodes for REIFF online shop

REIFF catalogue: at the pulse beat of production

Recently, REIFF Technische Produkte released the 8th edition of its complete catalogue. More than 30,000 products are listed in the catalogue: drive elements, plastics, sealing technology, hoses and fittings or profiles.

In a total of 13 chapters customers and prospectives can get a comprehensive overview of the products and of the services, know-how and philosophy of the leading technical distributor in southern Germany. Hubert Reiff states: "REIFF offers more than a standard range as we are a partner of OEMs. We support our customers in development, construction and delivery of assembly groups." REIFF's specialists advise their customers regarding the individual tasks. And REIFF service even starts online – CAD data for example can be downloaded from the new online shop.

PVC hoses in the production of rotor blades for wind turbines

According to the latest technology, rotor blades for wind turbines will be produced by the so-called vacuum infusion process. In this process 2 moulds (halves of the blade) were plated with glass fibre or carbon fiber tracts.

This step of the procedure is nearly made totally manually. Afterwards a vacuum will be generated and resin will be injected. This causes that the tracts stick together.

After the curing the two halves will be placed together to one blade and finally it will be varnished. In this production process our PVC spiral hoses are used to generate the vacuum and our PVC fabric hoses are to inject the epoxy resin.



(Source: © mirpic - Fotolia)

www.reiff-tp.de

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Norway | TESS

TESS Entrepreneur of the year

Erik Jølberg, cofounder and now owner of TESS as, reached the top in the trade category of this year's final in the Norwegian competition for the EY Entrepreneur of the Year.

Nominees from 12 companies qualified for the final round and competed for victory in the trade, industry and services categories. The award ceremony took place in Oslo in November with 400 guests in the audience.

Winners were named in three categories: trade, industry and services. Erik Jølberg of TESS won the trading category.

The award referred Erik Jølberg's company as an industrial adventure. *"From a modest start with two employees in 1968, TESS has become Norway's largest provider of hoses for all purposes along with associated services"*, announced the presenter.

"Today, the company has 100 service centers across the country, more than 900 employees in Norway and 7 foreign locations in Denmark, Aberdeen, Houston, Brazil and Singapore. Through long-term vision, hard work and continuously seeking new goals and opportunities, Jølberg has helped create a market-leading company within its industry, and a solid brand name which is clearly visible in the business world. At the age of 73, Erik Jølberg is still head of the company, and just as involved in its details and operation. For him, being the leader and developing TESS is a way of life", continued the introduction.

TESS has been an EDiS member since 1994 and Erik Jølberg has been its President for two periods.

Congratulations!



www.tess.no

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Italy | Cenigomma

Dispositivi di protezione individuale

Saldatura

Indumenti speciali

Utensileria

Tecnoplastici

Strumenti di misura e controllo

Articoli tecnici industriali

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Utensileria

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Articoli tecnici per l'industria

Politecnica CETAI

www.arrowweld.it

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Germany | Jäger

Parker takes over the Jäger corporate group's automotive business division



Hannover – Arnold Jäger Holding GmbH announces the successful sale of Jäger Automobil-Technik GmbH with its locations in Osterode and Hildesheim as well as Jaeger Automotive Polska z.o.o., in Gryfino, Poland to the Parker Hannifin Corporation. The company is one of the world's leading manufacturers of motion and control technologies and systems.

The Jäger-Group and Parker are closely linked by a long and successful business relationship. The positive business development of both companies is to be further strengthened by integrating Jäger Automobil-Technik into the Parker Hannifin Corporation. Parker is expanding its process engineering expertise in 2K injection moulding and will continue to develop this technology through appropriate investment aimed at growth.

"With its international sales and production structure, Parker has other options for integrating our specific technology in direct plastic/rubber bonding into the OEMs' platform projects.

Our excellent development and production platforms in Osterode, Hildesheim and Gryfino ideally complement Parker's multi-

component technologies. The customer base of both companies does not overlap resulting in new prospects for all employees and customers," explains CEO Dr.-Ing. Andreas Jäger.

The Jäger corporate group with its German and international locations and 800 employees in total will focus more on the mechanical and plant engineering, agricultural technology, environmental engineering and oil/gas exploration sectors in future.

"We will use the capacities freed up after the transfer to support our customers even more comprehensively and efficiently in future. Our healthy capital base allows us to further strengthen our focused growth on our international target markets," says Dr.-Ing. Andreas Jäger.

www.jaeger-gk.de