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President's letter

Dear EDiS Friends,



At the beginning of a New Year it is good to look back at the past year and have a clear view on the year that just started.

Looking back to 2017, we were shocked by the death of Richard Fredriksen, the president of our Polish EDiS member Tubes International. Richard passed away on November 8, 2017. It is always sad to give a last tribute to a man, who had the vision of further growth and expansion of the company. His views strengthened and will strengthen the aims of the EDiS as a group of companies.

In 2017 two of our members celebrated the occasion of an anniversary. Jäger Group in Hannover (Germany) celebrated its 75th anniversary and the Imbema Group (Netherlands) did the same on the occasion of 70 years of existence.

Looking forward to 2018, we see a new generation in the Haberkorn (Austria) board of directors. We welcome Gerald Fitz as their new chairman. We thank his predecessor Wolfgang Blum for his efforts to let EDiS grow by the volume-increasing activities of Haberkorn.

2018 will also be highlighted by the 50th anniversary of Tess AS in Norway. All 900 employees of Tess around the world can be proud of the development in these 50 years.

In general, all our members have suffered of crises as well as in the financial world as in the oil industry in the last decade. All are back on track to serve the industry in the broadest sense. We are ready for 2018!

With best regards,

Robert Bloemers
President of EDiS

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Norway | TESS

50 years with strong EDiS roots

TESS became a member of EDiS in 1993. We experience lots of knowledge from EDiS through yearly management meetings and workshops, especially on hoses.

Hose Management is the newest concept from TESS, and beside a support team in Norway, they have a crew travelling worldwide to support their advanced program. Everything led by a former colonel. TESS even does fully integrated E-commerce solutions for selected customers, Statoil being the biggest, processing more than 60.000 transactions fully automated every year.

The future for TESS looks great with increasing oil prices. The market in Norway consists of eight importers/wholesalers, but nobody with a distribution network like TESS who has more than 110 local service centres. TESS saw the challenges in the oil industry and changed focus to include aqua culture, construction and public investments, still maintaining capacity and competence for oil & gas. It was a success and today the focus is on LEAN management, increased uptime and profit for the customers and even getting more knowledge from EDiS.

TESS International operations have suffered from the oil price especially in Brazil and Singapore, but with focus on Hose Management and extra service, the footprints are maintained and increasing In Houston / Deer Park and the oil refineries are now among the most important customers.

Facts about TESS

TESS is a Norwegian-owned supplier of hoses, services and products for maintenance, repair and operation. The core products are hoses and hose fittings for all purposes, along with a broad range of associated service. In addition, TESS is leading within the areas of welding machines and materials, cleaning machines, personal protective equipment, tools etc. Around the company's core products. TESS has a dedicated central technical division and for service more than 110 locations in Norway, as well as in Denmark, Scotland, Brazil, USA and Singapore. More than 900 employees.

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



TESS likes to be remembered as "The guys with the green ties".

www.tess.no

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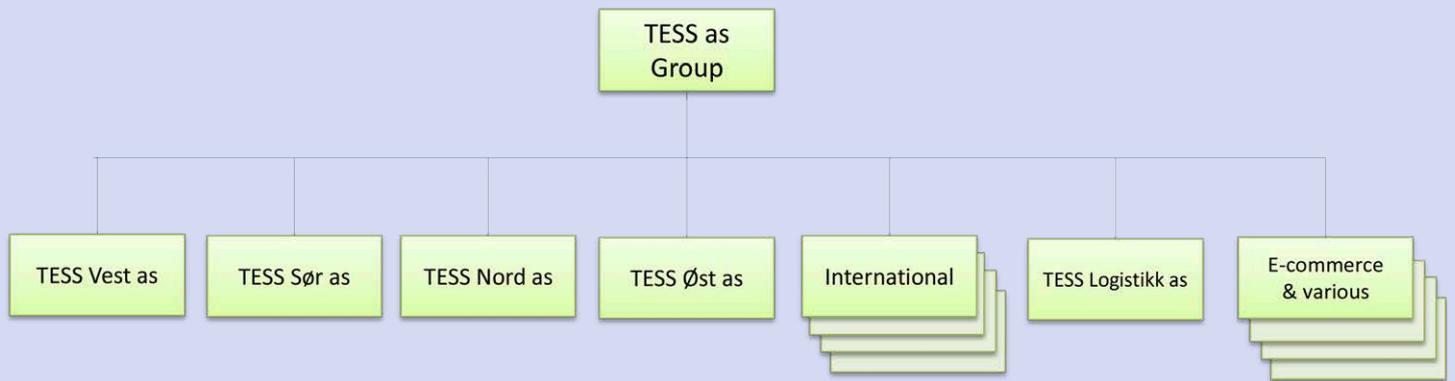
Norway | TESS



Diploma from ISA (Value Adding Partner).



The early start in 1968.



TESS as – a Platform Company with Shares for employees.

www.tess.no

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Norway | TESS



TESS head quarter 2018.



Erik Jølberg, 75 years old, founder and main owner, still going strong with his 40 years old garden hose, made in Norway!

www.tess.no

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Germany | Jäger Group

75th anniversary – The Jäger Group was celebrating in Hanover with 300 guests

On 20.10.2017 the Jäger Group was celebrating its 75th anniversary with 300 employees, former employees, supervisory board members, companions and the Jäger family at an atmospheric ceremony in the ballroom of Herrenhausen Palace.

City councillor Sabine Tegtmeyer-Dette acknowledged the entrepreneurial spirit in the Jäger family-run company in her address, and the importance of the company for the business location of Hanover, in which the Jäger Group will continue to be successfully involved in the future with the planned construction of a new headquarter in Hanover-Anderten.

Accompanied by short film clips from all of the company group's locations, managing director Hans-Ulrich von Tippelskirch,

Hans-Christian von Consbruch and executive partners Sebastian and Marius-Quintus Jäger described the successful path the company has taken with its employees.

The anniversary party then took place in the Cavallo in the evening. The company's 75-year history was once again in the spotlight with a sandpainting exhibition and the speech given by executive partner Dr. Andreas Jäger, which included milestones, values and anecdotes concerning the family-run company. The event was rounded off with music and culinary highlights.



www.jaeger-gk.de

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Netherlands | Imbema Group

Thialf Innovation Lab and the Imbema Group: working together on the world's fastest ice rink

Ice speed skating is one of the national sports in The Netherlands. The Thialf ice rink in Heerenveen is internationally renowned for its unique ice floor and broad facilities. These two combined form the base for record-breaking performances. The Imbema Group is the official supplier of ice conditioning equipment such as the well-known ZAMBONI ice resurfacing machine, for example.

Innovative developments

Imbema and the Thialf Innovation Lab work together on innovative developments relating to ice and air conditioning such as applications connected with the remote control of smart meters for gas, water and heat, for example. The collaboration will also cover sports medical applications using foam products.

R&D base and innovation

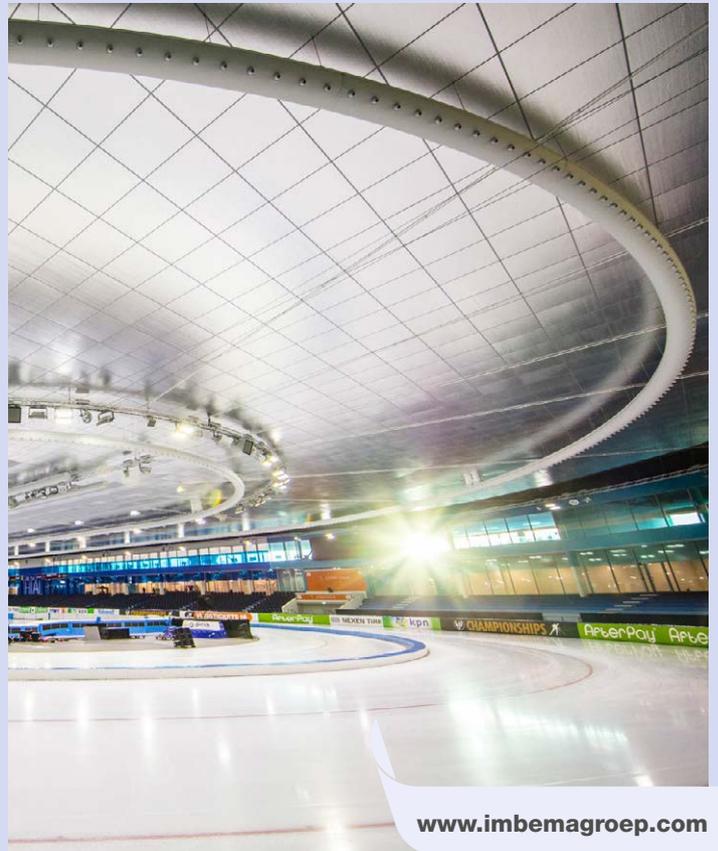
The Imbema Group is a group of broad-based technical trading companies that supplies high-quality technical applications and products that cover a wide range of sectors. Imbema is the Benelux dealer for ZAMBONI. Thialf will provide the Imbema Group with an R&D base and innovation lab for the (further) development of products through collaboration with manufacturers. The Imbema Group has been a reliable and passionate partner of Thialf for many years, guaranteeing quality and innovative solutions.

“Unique opportunity to work on innovative solutions”

Imbema is the first company to commit to the Thialf Innovation Lab, that has been in operation since summer 2016. Alexander Bloemers, Imbema Group CEO:

"This innovation partnership will give the Imbema Group the unique opportunity to work on innovative solutions and sophisticated test set-ups and to demonstrate our innovations to customers, employees and suppliers in this traditional Dutch heart of the Netherlands."

Over the next years, Thialf, the Thialf Innovation Lab and Imbema work together on the world's fastest ice rink.



www.imbemagroep.com

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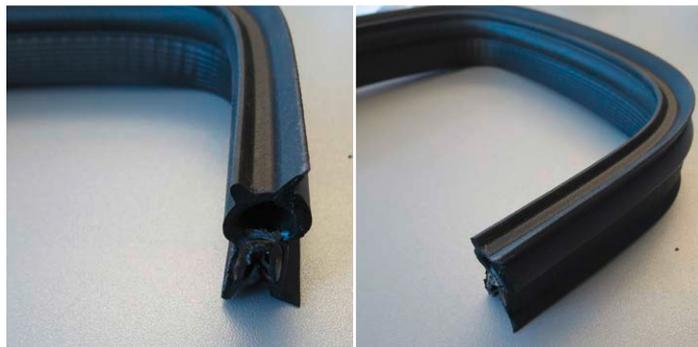
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Germany | REIFF Technische Produkte

The Porsche 911 GT3 RS Facelift is being revealed for the first time!

Externally, the sports car remains true to itself, even after the facelift, and defies the downsizing trend with 540 HP!

Shortly after the début of the basic GT3, the Porsche 911 GT3 RS Facelift (2017) appeared for the first time and made an appearance as a prototype at the Nürburgring. It is remarkably unobtrusive, since the 911 GT3 RS is little different from its weaker brother. Even the same front and rear aprons are decorated on the two models!



Old version seal

However, it still maintains its customary brutal appearance, and the extremely subtle design changes do not make its predecessor look obsolete. The changes to the Porsche 911 GT3 RS Facelift (2017) have therefore been restricted to re-positioning the tailpipes and creating a fresh design for the front and rear aprons. Theophilus Chin also takes up these ideas in his illustration for the Porsche 911 GT3 RS Facelift (2017). Whereas the new super sports car from Zuffenhausen ultimately merely meets expectations as far as design is concerned, it consciously bucks the trend in another subject area.

Forget downsizing! The 911 GT3 RS Facelift (2017) even ups the ante. According to corresponding media reports, the capacity of the six-cylinder Boxer in the rear of the GT3 RS is going to increase from 4 to 4.2 litres. This means that the output could be increased from about 520 to 540 HP.

Apparently, not only is the standard seven-gear dual-clutch transmission under consideration in the Porsche 911 GT3 RS Facelift (2017), for which no alternative used to be available, but also a manual transmission – as in the recently introduced GT3. This is likely to enhance the unique driving experience and increase the



New version seal for air duct

www.reiff-tp.de

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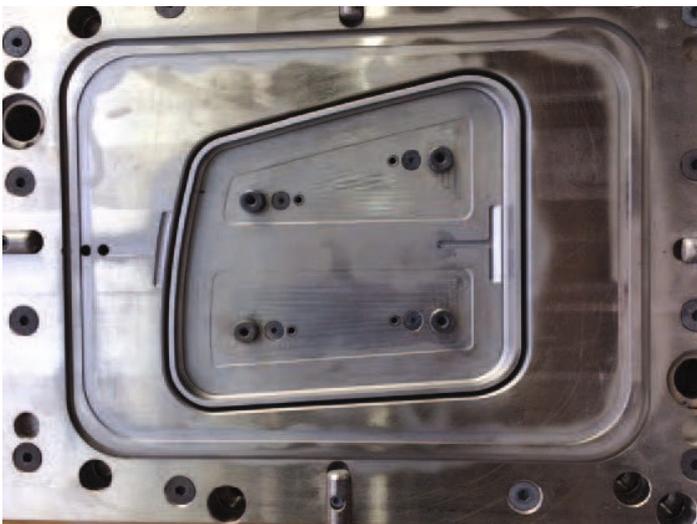
dynamics considerably. After all, the power of the speedy four litre six-cylinder Boxer is only driving a car weighing 1400 kilograms, which can therefore accelerate to 100 km/h in about 3.3 seconds and has a top speed of 310 km/h. It remains to be seen whether the additional capacity is an indication of where the price of the Porsche 911 GT3 RS Facelift (2017) is heading. Its predecessor was in the price list at about 180,000 Euros, which didn't affect its success, since it was sold out.



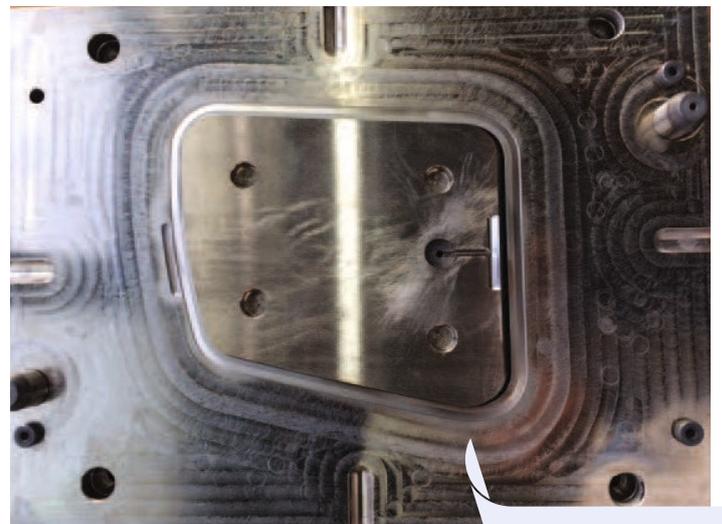
Porsche 911 GT3 RS Facelift (2017)



Installation module



tool to produce the seal



www.reiff-tp.de

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Germany | REIFF Technische Produkte

GH681 and EC881 1 Million Impulse Cycle



New Wire Braided Hoses

We are excited to introduce GH681 and EC881, the new high performing wire braided hoses qualified to 1 Million impulse cycles. Impulse cycles are a key measure in the life expectancy and overall quality of a hydraulic hose. Standard EN 857 Type 1SC and 2SC hoses are only qualified to 200.000 cycles. Exceeding the standard by 5x means this hose was designed to last and withstand the toughest applications. GH681 and EC881 also exceed the SC pressure ratings which extends the range in which hydraulic systems these hoses can be used in. See below for some typical applications.

Application

- Compact construction equipment
- Agricultural equipment
- Aerial lift equipment
- Mining
- Oil & Gas
- Other industrial applications needing SC pressures

Eaton Aeroquip GH681 and EC881 highlights

- Both hose types tested with 1 Million impulse cycles (the EN857 requires 200.000 impulse cycles)
- Up to 8 times more abrasion wear resistance due to "Dura Tuff" cover
- 126°C operating temperature compared to 100°C as per EN857
- Significantly smaller minimum bending radius than required in EN857 (less than 50% in some cases with EC881)
- Because of higher operating pressures, 4SP hoses can be replaced with EC881 in some applications --> cost reduction
- GH681 is already available apart from DN5 and 6
- EC 881 is already available in DN6, 10, 13, 16, 19 and 25
- All other DN will follow in Q1/2018
- GH681 and EC881 have been qualified with Eaton TTC fittings (one-piece fitting for non skiving)

www.reiff-tp.de

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Poland | Tubes International

Richard Fredriksen

On 8 November 2017, aged 71, the President and founder of Tubes International, Richard Fredriksen passed away.



Richard Fredriksen's life is a story of fulfilled dreams of business success, accomplished through trust and confidence in people, persistence and commitment to the highest business standards. In the early nineties, Richard Fredriksen came to Poland from Norway, started a company, expanded it internationally and grew it into one of the leading suppliers of hoses and couplings in Europe today.

Richard Fredriksen had this remarkable ability to discover the strengths and talents in people, to use their potential, to build a strong team that is behind the success of Tubes International. He valued competence, intelligence and comprehensive knowledge.

He always encouraged a positive, friendly atmosphere in the company.

Richard Fredriksen had a vision of further growth and expansion of the company. We, the team of Tubes International, are committed to fulfil this vision and to advance the development of the company.

www.tubes-international.com

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Austria | Haberkorn

New generation in the Haberkorn board of directors

As of 1.1.2018, the Haberkorn Group board of directors is being reorganised. The previous chairman Dr. Wolfgang Blum (65) is switching to the supervisory committee. Mag. Gerald Fitz will be the new chairman of the board Wolfgang Baur (55) will remain in the board of directors. Ing. Christoph Winder (42), the previous human resource manager for Haberkorn Austria, will be joining the board at the beginning of the year.

New chairman Gerald Fitz will be responsible for the company development, digitalisation, marketing, sales and procurement areas. The main focus of Wolfgang Baur will be on finance, controlling and IT. Christoph Winder will be taking over the areas of personnel, logistics and process and quality management.

“The new board of directors team consists of three managers who have proven themselves in the best possible way at Haberkorn. They will provide continuity, and will continue to represent the values of the family-run company. Successful business is therefore also secured for the future”, says Wolfgang Blum, who will be stepping down from the Haberkorn board of directors at the end of the year after 17 years.

Dr. Wolfgang Blum, who is switching to the Haberkorn advisory committee on 1st January 2018. “I am pleased that my successor in the board of directors comes from our own ranks”.



www.haberkorn.com

Taking over the management of Haberkorn on 1.1.2018: the new board of directors (l-r): Christoph Winder, Gerald Fitz (chairman) and Wolfgang Baur.