

HYDRAULIK PRESSE #202

Issue 4/2022

The HANSA-FLEX Group's
customer and staff journal

4,444 employees

Strong together for the future



COVER IMAGE

4/2022

The slogan "60 years of HANSA-FLEX - 60 years of passion" has accompanied us throughout this year. It's no coincidence that our slogan combines business success and human emotion. After all, there can be no success without the people at HANSA-FLEX. Without its workforce HANSA-FLEX has no future as a company. Our employees are the guarantee of success and the driving force behind the company – worldwide, in every area, at every level of the hierarchy. That is why we are dedicating the cover of "Hydraulic Press" to them at the end of our anniversary year and say "Thank you" you 4,444 times. It has been a wonderful and successful year for HANSA-FLEX. At the same time, however, it

has also been a turbulent year in terms of geopolitical and pandemic developments. Another year that has revealed the uncertainties in the world order and thus presented all of us with a range of challenges. But it has also been another year that showed once again that in difficult times the people at HANSA-FLEX show all the more solidarity. Hand in hand we all pull together to overcome any challenge, no matter how great. It is this team spirit that has successfully navigated HANSA-FLEX through all its ups and downs for 60 years. And it is thanks to this team spirit that we can look forward to the coming years as a strong company, well prepared and with confidence.



Christian-Hans Bültemeier

Thomas Armerding

Florian Wiedemeyer

DEAR READERS,

The Christmas season is traditionally a time for looking back over the past year. An opportunity to say thank you for everyone's contribution to our company, to celebrate the successes achieved together and to initiate upcoming projects. And of course the time for sending heartfelt Christmas and New Year's greetings - preferably in combination with a seasonal image.

In view of the current situation it would of course be wrong to pretend that this year has been a normal one. After all, we know that our customers, employees, suppliers and partners are facing a number of challenges. Challenges that affect the economy, the political world and society to an unprecedented degree, and have a greater or lesser impact on all of us.

However, it would also be wrong to look to the future with nothing but pessimism. After all, the past few months have demonstrated convincingly that we can master these challenges together. Many success stories, both large and small, have encouraged us all - you will find a selection of them in this issue. They impressively prove that even in difficult times the combination of responsibility, creativity and flexibility creates new solutions. This is what we stand for every day - in our branches, at your location, in our factories and at head office.

We wish you a peaceful future which will be filled with hope.

The Board of Management

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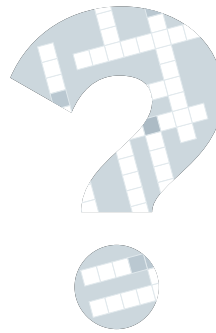


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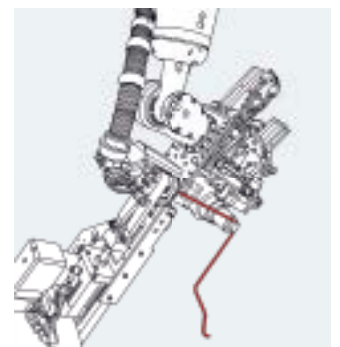
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NEW BRANCH AND NEW SERVICE VEHICLE

Closeness to the customer, personal support and rapid assistance where it is needed: over the past few months HANSA-FLEX has continued to expand its branch and service network. With the new branch in Biržai HANSA-FLEX is already opening its second branch in Lithuania this year. Biržai is located in the north of the country on Lake Širvenos and is well-known as a traditional beer brewing town.



A new service vehicle is in operation in Rondonópolis in the Brazilian state of Mato Grosso. Rondonópolis is located in the interior of Brazil and is a globally important centre for the soy processing industry.



HANSA-FLEX PERIMETER ADVERTISING AT WERDER BREMEN

HANSA-FLEX has long been one of the sponsors of Bundesliga football club SV Werder Bremen. The HANSA-FLEX perimeter advertising can now be seen not only in the Wohninvest Weserstadion, SV Werder Bremen's home ground, but also in the FIFA23 computer and video game. In the FIFA23 football simulation, players can choose from a large number of German and international club teams and play their games in virtual replica stadiums - in Bremen now with large-scale perimeter advertising from HANSA-FLEX. FIFA fans also include the employees of the hydraulics specialist, ever since the first HANSA-FLEX E-Football World Cup was held as part of the 2022 HANSA-FLEX Summer Festival. The FIFA22-based tournament was created with the support of the E-Sports department of SV Werder Bremen, among others, for which we would like to thank them very much.



ELECTRA MINING AFRICA 2022

Five days, more than 30,000 visitors, numerous exhibitors: Electra Mining Africa 2022, which took place in Johannesburg at the beginning of September, is the leading trade fair in South Africa. Its special feature is that the trade show links the mining, electrical engineering, automation, manufacturing, energy and transport sectors. HANSA-FLEX South Africa presented a range of products and services related to hydraulics. The container workshop for the mining industry and the Rapid Hydraulic Service vehicle which were on display quickly became real magnets for the public. The extremely positive response as well as many high-quality contacts which were made underline the great growth potential for our national subsidiary.



2022 CLUB SPONSORSHIPS

HANSA-FLEX SPONSORS 60 YOUTH TEAMS TO MARK ANNIVERSARY

To celebrate this year's anniversary and the slogan "60 years of passion", HANSA-FLEX has provided 60 children's and youth teams with sportswear. Clubs from all over the world were able to register with their children's and youth teams until 30 April 2022, and then win sets of kit or other sportswear worth a total of 1,000 euros per club. You can see a small selection of the proud winners here. This popular sponsorship initiative will also be continued in 2023. Applications can be submitted from March to www.your-new.jersey.com



CHARITABLE CHRISTMAS DONATION TO UKRAINE

In line with the slogan "Donations instead of gifts", HANSA-FLEX has for some years now dispensed with Christmas presents to business associates. Instead it supports charitable organisations worldwide. This year's Christmas donation of 40,000 euros is going to the "Solidarity Ukraine" charitable organisation. The aim of the newly established foundation is to support the reconstruction of Ukraine, with a focus on educational and health facilities. The Solidarity Ukraine Foundation is a joint initiative by the two Bremen-based companies HANSA-FLEX and Buhlmann Rohr-Fittings-Stahlhandel. With the help of Ukrainian contacts and a reliable local partner as well as a board of trustees with close ties to Ukraine, the foundation is able to provide fast and direct assistance where it is needed and to closely monitor the implementation of its projects. More information can be found online at: www.stiftung-solidaritaet-ukraine.de

Would you like to support the foundation?

Sparkasse Bremen
IBAN: DE71 2905 0101 0083 3841 31
BIC: SBREDE22XXX

THE HANSA-FLEX CUSTOMER MAGAZINE HYDRAULIKPRESSE GOES DIGITAL

According to current planning, the print version of the HANSA-FLEX customer magazine HYDRAULIKPRESSE will be discontinued after the March 2023 issue. After that it will only be available in digital form. The switch to the digital format is part of the rigorous implementation of our sustainability strategy as formulated in our corporate mission statement, in that it eliminates the need for paper, printing and shipping. This also has advantages for our readers, as the digital editions can be read in multiple languages, and multimedia features will enhance the information content. Detailed information will be published in the March 2023 issue.

HANSA-FLEX AWARDED CREFOZERT 2022 CREDITWORTHINESS CERTIFICATION

Creditreform, Europe's largest provider of credit ratings and risk management, has once more certified HANSA-FLEX as having outstanding solvency and creditworthiness. "The fact that we are among only two percent of German companies that meet the very strict CrefoZert criteria confirms our claim to quality, safety and reliability," explains Florian Wiedemeyer, Commercial Director and CFO.



Markus Bauer, Sales Manager Creditreform Bremen Dahlke KG, and Florian Wiedemeyer, Commercial Director and CFO HANSA-FLEX, at the award ceremony in Bremen.

MAINTAINING TRADITION FOR A GOOD CAUSE

HANSA-FLEX is committed to supporting the cultivation and preservation of Hanseatic tradition and customs. Bremen's "Eiswette" (ice challenge) is a very special tradition. Every year since 1828 wagers have been placed on whether or not the Weser river will be frozen over on 6 January. In a unique spectacle that attracts many visitors every year, the matter is put to the test on that date by an illustrious committee, which determines whether the Weser "geht" (is flowing) or "steiht" (is standing, i.e. frozen). Company founder Joachim Armerding as well as Thomas Armerding have already attended the always light-hearted event with enthusiasm several times. Every year the subsequent "Eiswettfest", a formal fundraising gala, is attended by 800 participants, including the "Eiswettgenossen" and their friends from all over the world, to celebrate

with a meal of curly kale and smoked sausage and to collect donations for the benefit of Germany's Maritime Search and Rescue Service (DGzRS). Supporters of the charity, the so-called "Eiswettgenossen", are organised in an association and provide about 200 participants of the celebration. The remaining guests are Bremen business people and prominent guests from the worlds of politics, business and academia. The "Eiswettfest" is a formal gala featuring evening dress and an agenda that has been strictly laid down for over 190 years.

Around 500,000 euros is collected in donations at this fundraising evening every year, and the "Eiswette" is regarded as one of Germany's largest private fundraising events. The donations collected here are one of the most important sources of funds for the DGzRS, one of the world's most modern sea rescue services, which is financed almost exclusively by donations. Like HANSA-FLEX, the DGzRS organisation has its headquarters in Bremen, from where all operations are controlled. HANSA-FLEX is therefore particularly keen to support maritime rescue operations, and has already done so in recent years by setting up donation boxes in the form of collection boats at its branches in northern Germany. From the year 2023 onwards, board member Florian Wiedemeyer will also be part of the "Eiswette" association and will support this fine Bremen tradition as well as the time-honoured institution of the sea rescue service on behalf of HANSA-FLEX.



A PASSION FOR MOTORSPORT, A PASSION FOR TRAINING

For many years HANSA-FLEX has been sponsoring a project for the development of electric racing car prototypes by budding designers, in which HANSA-FLEX apprentices have also participated from the very beginning. This season the apprentices taking part in the 'reengine racing' project gained plenty of valuable practical experience, as is only right during an apprenticeship. For example, the weight of the vehicle was reduced by making the chassis lighter and more robust at the same time. Although the rain test during the official technical inspection before the race in Italy revealed the presence of water, the Deefholt Dynamics team successfully demonstrated their technical skills and craftsmanship. They quickly found a solution to every challenge and were able to complete a total of three races.



VERBAND
TECHNISCHER
HANDEL

HANSA-FLEX NOW A MEMBER OF THE VTH

Since July 2022 HANSA-FLEX has been a member of the Verband Technischer Handel e.V. (VTH). The VTH is the only trade organisation which represents the technical trading sector and acts as the professional association for dealers in technical products in Germany, Austria and Switzerland. Around 230 wholesalers for industrial and technical supplies, together with all the associated services and processes, are members of the VTH. The association offers its members unique platforms for specialist interaction on individual product groups. HANSA-FLEX intends to use its membership to develop further through active participation in the association's work. This includes, for example, taking advantage of specialised training courses and interaction with other market players and suppliers.

Trauerland

Zentrum für trauernde
Kinder und Jugendliche

VALUABLE SUPPORT IN DIFFICULT TIMES

In 2022, the HANSA-FLEX Foundation is once again supporting the non-profit organisation Trauerland e.V. with a donation of 7,500 euros. Trauerland offers children and young people a sheltered environment in which to come to terms with their grief. Professional support and fellowship within the group give them strength and confidence. The grief counselling is tailored to the individual needs of each child or young person, and always takes the whole family into consideration. All support services are free of charge for those affected.

AT LAST – BAUMA AGAIN!

From 24 to 30 October key players and innovators as well as interested target groups got together at bauma in Munich to discuss the latest trends in the construction, building materials and mining machinery sectors. HANSA-FLEX was, of course, on hand too. The leading global trade fair was supposed to take place in April in its usual three-year cycle, but

was postponed until October due to the pandemic. We were all the more pleased to meet friends and business contacts from all over the world in person once more. There was a great deal of interest in the PARA clamp, HANSA-FLEX's in-house development for virtually tool-free installation of pipe and hose lines. Visitors were able to try out this patent-pending innovation for the first time at the HANSA-FLEX stand.





**NEW HANSA-FLEX PRODUCTION
FACILITY FOR FITTINGS IN INDIA**

FROM 0 TO 16,000
IN JUST 6 MONTHS



Only six months elapsed between the decision of the HANSA-FLEX Management Board and the start of production at the Pune site in western India. More than 16,000 fittings for hydraulic hose lines are produced there every day on state-of-the-art CNC machines - and the numbers are still rising. With this new production location the fluid specialist is not only responding to the growing demand from Indian customers, but is also strengthening its global supply chains and thus its own ability to deliver.

HANSA-FLEX has been operating in India since 2018. In contrast to Europe, however, only OEM customers are supplied there. The focus is on booming industries such as wind power, agricultural and construction machinery and rail technology. Rail technology in particular holds enormous potential: by 2047 – the 100th anniversary of India's independence – the government plans to build new metro lines and extend existing ones in 65 cities. "Our OEM customers in India often include international companies that are already familiar with our



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Within only six months, a valve production facility with 60 CNC machines as well as a logistics area and dispatch processing were created from scratch.

product quality and reliability from other countries, and are therefore also demanding our products in India,” reports Frank Schmidt, Business Development Manager at HANSA-FLEX and responsible for the development of the foreign subsidiary.

A LOCAL INITIATIVE

The proposal to set up a production facility in India did not in fact come from company HQ in Bremen but from the team in India, and was encouraged by the local management. Although it was possible to purchase fittings from the central warehouse in Germany, this brought with it disadvantages such as long transport distances and the associated freight costs. In addition, the products were subject to import duties. “The team in India did a detailed market analysis that clearly demonstrated the potential for local production,” says Managing Director Alistair Wiggins. The decision-making process took into account not only the situation in India, but also the advantages that an increase in the depth of production in the area of hose fittings would open up for the company worldwide.

FAST DECISION, FAST PRODUCTION

The fully developed plan quickly convinced the Management Board and the Supervisory Board, and the green light for the establishment of the fittings production in India was given in September 2021. Virtually unthinkable in Europe, but a reality in India thanks to the commitment of the local team: within just six months an entire production facility was set up with 60 CNC machines, as well as a logistics area and shipping department. HANSA-FLEX benefited in particular from the experience of individual employees who had already been involved in setting up production facilities in other companies. Series production of fittings began in Pune as early as March 2022.

16,000 FITTINGS PER DAY

The initial 50,000 fittings produced in the first month gradually increased to 100,000 and then 400,000 units per month. Today around 16,000 fittings leave the Pune site every day. In order to meet the strongly growing demand and ensure optimal utilisation of the CNC machines, production was switched from one to two shifts. In addition to the 4 million euros already invested, HANSA-FLEX has decided in principle to further consolidate the facility's manufacturing capacity and provide additional funds for production equipment. In addition, the manufacture of bent pipelines is to be further expanded. The growth is also having an impact on the staffing of the facility. “We are currently planning for 150 employees, and in India we are in the convenient position of having a large number of qualified and motivated specialists interested in joining us,” adds Alistair Wiggins.

UNIFORM QUALITY WORLDWIDE

The drawings and programmes for controlling the CNC machines are managed centrally at the HANSA-FLEX HQ in Bremen. This ensures that the CNC machines always use the latest version of the programmes. The relevant quality specifications and test procedures are also standardised worldwide. “The only difference is the indication of a different country of origin on the





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"The quality specifications and testing procedures are uniform worldwide. The only difference is the indication of a different country of origin on the packaging," comments Alistair Wiggins (centre).

packaging," comments Alistair Wiggins. There are also no compromises when it comes to raw materials for the fittings. The Pune region is known as India's "Motor City" because many well-known automotive companies and steel mills have settled there. Accordingly steel and stainless steel are available in all required quality classes.

COMMITMENT AS A SUCCESS FACTOR

For Frank Schmidt, who accompanies the development of the Indian company for the Bremen headquarters, the commitment of the staff involved is primarily decisive for the success of the fittings production in Pune: "It's the team that makes the difference. Day after day our colleagues want to develop themselves – and thus also the company and ultimately the region." The local management appreciates this commitment and gives staff the necessary freedom to apply their initiative. This is anything but a matter of course in a country like India, which is still often characterised by rigid hierarchies and fixed role patterns. Alistair Wiggins concludes with

satisfaction: "We are not only very proud of the results, but above all of the cooperative way in which they have been achieved."

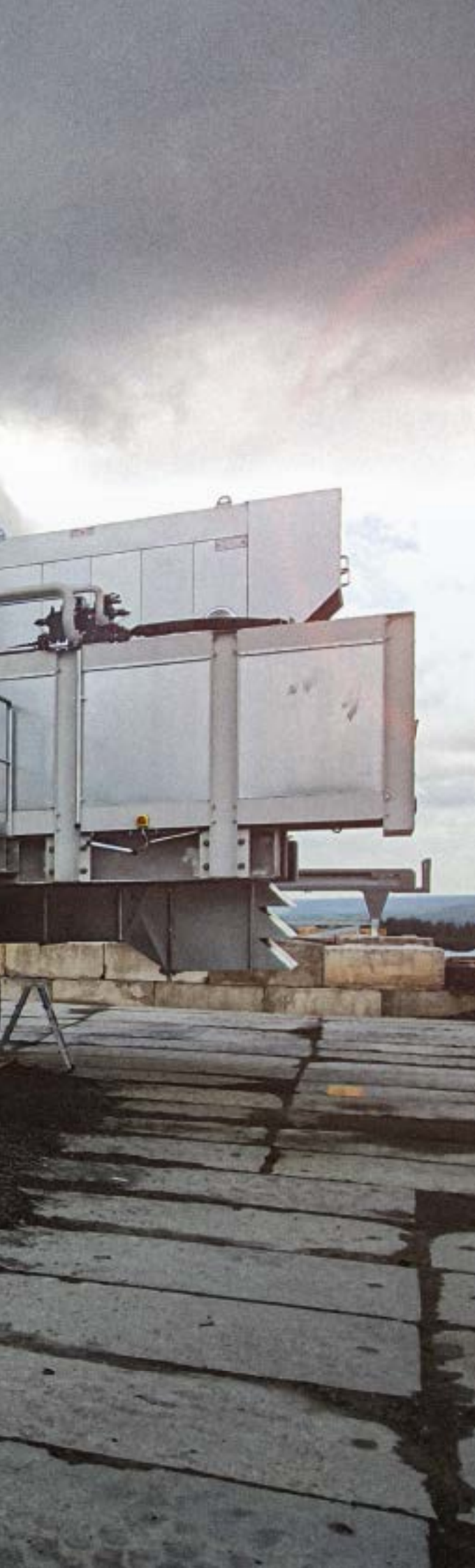


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"We are not only very proud of the results, but especially of the way they were achieved together," praises Alistair Wiggins.



OPERATING UNDER HIGH PRESSURE

Reduced from 14.5 m³ to 1.7 m³: the two-ram baler from Euro-press Umwelttechnik compresses waste efficiently and securely



Despite all today's advances in recycling technology, certain types of waste such as synthetic mineral fibres still have to be dumped in landfill sites. The mobile baler from Europress Umwelttechnik GmbH not only saves time and space at landfill sites, such as here at the Ihlenberg landfill site in Selmsdorf, but also protects the environment with a sophisticated filter system.

In the past, waste containing mineral wool, glass wool and insulating fibre was simply dumped at the landfill site, covered with suitable material and only compacted by driving over it with a wheel loader. "Our new two-ram baler makes it possible to compact waste about four times more tightly and pack it in a dust-free manner. This not only saves valuable space on the landfill site, but also makes the landfill structure more stable overall. In addition, no fibres that are hazardous to health can escape into the environment," states Tanja Kleinhollenhorst from the Internal Sales department at Europress in describing the concept behind the new baler. A further advantage: the baler, which is equipped with a crawler chassis, can be moved around the landfill by remote control, reducing costly truck transports.

THE FORCE OF TWO CYLINDERS

The name "two-ram baler" says it all: twin hydraulic cylinders arranged at right angles to each other compress the artificial mineral fibres delivered in big bags into compact bales in two steps. Out of 14.5 m³ of waste, a compact bale with a volume of only 1.7 m³ and a density of 600 kg/m³ is created. First the material containing synthetic mineral fibres is pre-compacted by hydraulic pre-press flaps to prevent damage to the big bags. Then the main compaction plate with 210 t compaction force and a stroke of 3,600 mm presses the big bags into a rectangular bale. The secondary compactor with 120 t pressing force and a stroke of 3,800 mm then transports this bale out of the compaction channel directly to the wrapping unit. Here the bales are wrapped in film. The filter system, which works with negative pressure and active suction, is unique worldwide. This enables Europress to achieve a separation rate of 99.995 %, thus effectively preventing any release of mineral fibres.



Two-ram baler at IAG – Ihlenberger Abfallentsorgungsgesellschaft mbH, Selmsdorf.



PREPARATION ON A 3D MODEL

HANSA-FLEX employees at a hook-lift mobile channel baler from Europress Umwelttechnik.

The long-standing collaboration between Europress and HANSA-FLEX involves much more than the supply of hydraulic hoses and pipelines as well as fittings of all kinds. "We specifically make use of HANSA-FLEX's Industrial Service for the assembly of our systems. We appreciate the external support provided by experienced hydraulics specialists, especially when it comes to projects with short time windows for assembly," explains Ms Kleinhollenhorst. The assembly of the two-ram baler, which weighs 110 t and has impressive dimensions of 12.5 x 11.4 x 6.7 m (L x W x H), required extensive preparation. "Together with Europress we used a 3D model to discuss the individual steps on the PC and identified the key points for assembly," says Stefan Krampe from the HANSA-FLEX Industrial Service, describing the first phase of the project. In this way it was possible not just to determine the exact material requirements in advance, but also to optimise the flow characteristics together.



Two-ram baler at IAG – Ihlenberger Abfallentsorgungsgesellschaft mbH, Selmsdorf.

INDUSTRIAL SERVICE OPERATIONS ON SITE

The installation itself was a matter of daily routine for the Industrial Service: "Every day brings new challenges, but that's exactly what makes our job so appealing," explains Krampe. A core team of two fitters was on site for a fortnight, and at times specialists were called in to bend and weld the pipelines, for example. A large part of the hose lines were produced by the fitters on site in their workshop vehicle. For larger hose assemblies, the Industrial Service team benefited from the proximity of the factory to the Hansa-Flex branches in Lingen and Meppen: "The two-ram baler from Europress uses hose assemblies that weigh over 100 kg and can only be crimped at the branch," adds Krampe.

THE CHALLENGE OF COMMISSIONING

"The assembly is only really completed with commissioning", comments Krampe. After all, the performance

of hydraulic components can often only be assessed under real conditions. The baler was therefore commissioned step by step. Special attention was paid to the flow behaviour of the hydraulic circuit, vibration on the part of fixed pipelines and the movement of the hose lines. "We were aware in advance that selected areas would require follow-up work. It was much more important for us to identify the critical points precisely and to eliminate the causes effectively," reports Ms Kleinhollenhorst.

HAND IN HAND

"We have grown together" – with this crisp formulation, Kleinhollenhorst sums up the long-standing cooperation between Europress and HANSA-FLEX. In addition to mobile and stationary channel baling presses, Europress Umwelttechnik's portfolio includes the corresponding conveying and dosing technology and extends to complete sorting systems. This is where a reliable, regional partner like HANSA-FLEX is valuable, supplying a large number of hose lines from the Lingen branch month after month and working closely together with Europress on special projects such as assembly and commissioning. "HANSA-FLEX offers us all the services we need from a single source and always impresses us with its personal closeness and active support," sums up Tanja Kleinhollenhorst.



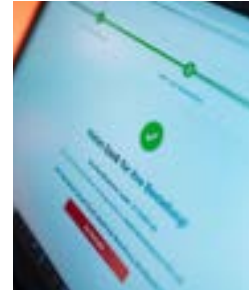
Trailer-mobile channel baler – enclosed and sealed to prevent fibre fly.

CLICK & COLLECT: ORDER ONLINE, COLLECT AT THE BRANCH



Quick, easy and without shipping costs: thanks to our new Click & Collect service, HANSA-FLEX customers now have the option of picking up online orders at a branch of their choice. "With Click & Collect we are linking our online shop and our unique branch network. This gives our customers direct access to the benefits of both these worlds, and enables them to get their or-

ders even faster than before," explains Claudia Kleesiek, Product Manager for the HANSA-FLEX online shop. With this new service the company is responding to the trend that more and more customers are ordering online and using the online shop as a source of information. In addition to technical data and drawings, information on the use of the products is also provided there.



SAVING TIME AND MONEY

Click & Collect is seamlessly integrated into the online shop. When they place an order, customers can see immediately if the required item is in stock at their local branch. At the end of the ordering process they can then choose whether they want to collect the order in person at the branch or have it delivered. As soon as the order has been processed and is ready for collection, the customer will receive a pickup notification by email. In addition to the address of the branch, the opening hours for collection are also indicated there. Summing up the time savings Timo Wendt, Head of Digital Solutions at HANSA-FLEX, states: "An order is usually ready for collection in up to 60 minutes. This eliminates waiting times at the branch, as well as shipping times." With Click & Collect customers not only save time, but also costs: on the one hand, collecting the goods in person eliminates shipping costs, while on the other there are no minimum order values or surcharges for small quantities.



MAXIMUM FLEXIBILITY

Initially Click & Collect is available in Germany and basically includes all items that can also be ordered online. Customers are free to choose the branch for Click & Collect from more than 200 branches in Germany. Choosing a different collection address makes sense, for example, if the ordered items are to be used on a construction site far away from customer's own location. If, contrary to expectations, an item is not in stock at the relevant branch, an alternative branch can be selected or the order can be dispatched via the central warehouse. Regardless of which branch is selected, it goes without saying that with Click & Collect, the team at the local branch are also available for personal advice during collection, for example on the optimal use or installation of the purchased products.





COOLING CIRCUIT
for power electronics & drive
(mainframe)

HYDRAULIC CIRCUIT
front axle

WASTE COLLECTION TRUCK POWERED BY HYDROGEN ROTOPRESS BLUEPOWER

The Rotopress is an economical vehicle for the collection of household, paper and organic recyclables. In 2018, the first prototype of the Enginius Bluepower hydrogen truck was presented. It has a battery-electric chassis with hydrogen fuel cell as a range extender for the most diverse applications. Currently 35 Bluepower H₂ waste collection vehicles with type approval are in operation at waste disposal companies in Germany and abroad and collect 20 t of recyclable materials every day. A significant contribution to climate-neutral road transport and a clean environment. On Page 47 you can see the vehicle in operation.

HYDRAULICS
for superstructure

HYDRAULICS
for tail section



COOLING CIRCUIT
for fuel cells

HYDRAULIC CIRCUIT
for trailing axle

**Felix Zimmermann coordinates
the HANSA-FLEX quality management**

CONSTANTLY IN INTERNATIONAL DIALOGUE





Customers all over the world have the highest expectations of HANSA-FLEX. The company's quality management system helps to ensure that these expectations are met and that every branch and every country offers customers the same top-class experience in terms of product quality and service. As Quality Management Officer at HANSA-FLEX, Felix Zimmermann supervises the local quality officers worldwide and works with them to develop and introduce cross-the-board quality management standards in all national subsidiaries.

Felix Zimmermann has been HANSA-FLEX Quality Management Officer since 2021. In this capacity he does a lot of travelling, for example to carry out internal audits or to supervise external audits. Zimmermann is responsible for both the various national subsidiaries and HANSA-FLEX Germany, and he is passionate about his



➤
Felix Zimmermann and Ralf Breternitz (TÜV Austria) at the 2022 certification audit in series production.

work: "Because of my job I see a lot of branches both in Germany and internationally, I get to know new people, new cities, new cultural features. This always fascinates me and the impressions and experiences I gain enrich me a lot, both professionally and as a person." After graduating from high school in 2008 Zimmermann decided to begin an apprenticeship as a wholesale and foreign trade clerk at HANSA-FLEX. Following his training he completed a dual study programme, working at HANSA-FLEX for the practical part of the course and graduating in 2014 with a Bachelor's degree in Industrial Business Studies. Prior to his role as Quality Management Officer, Zimmermann was International Auditor from 2014 to 2018 and Quality Manager International for HANSA-FLEX from 2019 to 2021.

REACHING THE COMMON DENOMINATOR THROUGH TRUST

One of the biggest challenges facing a quality management officer is to meet the wide diversity of expectations. For example, an automobile manufacturer has different requirements from an agricultural business. Expectations also vary from an international perspective. On the one hand Zimmermann has to stick to the HANSA-FLEX policy in order to safeguard corporate standards, but on the other hand he has to be flexible enough to deal with a wide variety of cultural and business aspects on an international level. Varying production capacities play just as much a role here as different approaches to processes, or even customer expectations at the individual national subsidiaries. "You always have to keep an open mind and be aware





that there is always more than one way to get to where you want to be," says Zimmermann, adding: "It would not be productive to simply tell people what to do. I have to create a communicative atmosphere in which people can exchange ideas in a trusting and open manner. This is the only way to come together and find a solution that everyone can support."

A STANDARD AS THE COMMON FEATURE

The definitive guideline for HANSA-FLEX quality management is ISO 9001, the standard to which all HANSA-FLEX companies are certified. The quality management officers of the individual national subsidiaries are the guarantors of compliance with the standard, and act as contact persons for Felix Zimmermann. Zimmermann supports 30 colleagues in 40 countries with the internal auditing of the national subsidiaries. He holds 120 discussions with them per year, also covering the latest developments which influence day-to-day business, such as the pandemic or the war in Ukraine. Together they define the main tasks, any action that needs to be taken and the supporting measures which will ensure that the certification is maintained.

WE CAN ONLY REACH THE GOAL IF WE WORK TOGETHER

Quality management and documentation are closely linked. The practical conditions involved are subject to local differences and are also constantly changing. Our colleagues in the branches experience this in their daily business and Felix Zimmermann knows it too, which is why he approaches the topic of documentation very pragmatically: "For example, we have jointly developed a new audit questionnaire which takes local conditions into account and which we can therefore apply internationally." Felix Zimmermann discussed this with his colleagues in advance in order to design the questionnaire in such a way that it really covers all relevant topics, and to ensure that the quality management

officers can work well with it everywhere. "We carried out several rounds of feedback in order to really get the best possible result, bringing together all the know-how and experience that we have gained within the company over the last few years. After all, this is the only way to ensure that everyone pulls in the same direction. In the final analysis, acceptance of your objectives is much greater when everyone is involved in the process of developing them," explains Zimmermann.

As Quality Management Officer at HANSA-FLEX, Felix Zimmermann supervises the local quality officers worldwide and works with them to develop and introduce across-the-board quality management standards in all national subsidiaries.





HANSA-FLEX ON THE ROAD TO THE DIGITAL FUTURE

Florian Wiedemeyer, Commercial Director and CFO, is jointly responsible for successfully shaping the group's digital transformation at home and abroad. He spoke to "HydraulikPresse" about the purpose, risks and opportunities, costs and benefits of digitalisation at HANSA-FLEX.

WHAT DOES DIGITAL TRANSFORMATION MEAN FOR HANSA-FLEX?

Digital transformation means that here at HANSA-FLEX we are on the way to becoming a digital company. However, this does not mean digitally mapping every single process, but instead acting in a benefit-focussed way so that a coherent overall picture emerges.

WHAT DOES THIS MEAN IN CONCRETE TERMS?

In concrete terms, it's all about managing digital projects in the right way. There are certain things we need to do to make sure that we are not at a competitive disadvantage, while others are optional. The challenge is to recognise what is required by the market, what is really relevant for us as HANSA-FLEX, how it can be implemented in a targeted way and how can we monetise it. If you don't define at the beginning what a digital project is to achieve and what the cost limits are, things can quickly get out of hand.

IN OTHER WORDS, NO DIGITALISATION JUST FOR THE SAKE OF DIGITALISATION?

No, the benefit aspect must always be the central focus. Digitalisation always needs to lead to greater turnover or reduced costs. For example, digitalisation can eliminate unproductive processes. Often this means little things that individual employees might only save 30 seconds on. But if you extrapolate that to the number of people involved, it can mount up considerably in just one year. It only makes sense to digitalise processes if they can be accelerated, or if we can offer our customers a better experience and thus create added value, for example by simplifying ordering processes. But digitalisation also needs to offer benefits for our employees. If it takes 30 or 40 IT professionals to spend all day explaining to the rest of the workforce how to use digital tools in order to perform their jobs, it's a clear indication that the software solution is too complicated and that a simpler, more intuitive, streamlined solution needs to be found.

HOW IS HANSA-FLEX DEALING WITH THIS SUBJECT AT THE MANAGEMENT LEVEL?

We have a lot of ideas and are already implementing a number of these. The current challenge is to develop a

uniform strategy to bring the various strands together so that we can lead the company on the right track into the digital future across all departments.

WHAT ROLE DO THE EMPLOYEES PLAY IN THE DIGITALISATION PROCESS?

The subject is very much driven by our employees. We also appreciate this very much, because it shows that the workforce is behind the digital transformation and wants to drive it forward. My task is to examine the various ideas together with my colleagues and, if necessary, raise them to the implementational level so that previously analogue processes are not simply carried out digitally on a one-to-one basis, but that added value results - for example, by ensuring that individual processes are linked with each other and information or decision-making chains can be automated. In addition, we get more suggestions than we can actually implement, because we have neither the human resources nor a limitless budget to put them all

into practice. We therefore also have to channel and prioritise. Here, it is important to involve our employees in the strategic process so that they can understand the reasons why their suggestion may have to wait a little longer for implementation, or may perhaps not be implemented at all because it does not fit into our global strategy.

WHAT STUMBLING BLOCKS DOES A COMPANY LIKE HANSA-FLEX NEED TO BE AWARE OF WHEN IT COMES TO DIGITALISATION?

One stumbling block can be that people are put off by the term 'standard solution'. You simply have to realise that a standard ERP or CRM solution does not take anything away from the company's unique identity. Instead, it is about applying processes that are typical for the industry and that, in principle, every company has to reproduce in a specific area. Ordering processes, goods management and the like are basically the same for every dealer or service provider in the tech-





nical field, so we manage very well with best practice solutions that have been tested by the market, and often don't need an expensive customised solution. It is not the individual software that sets us apart, but the HANSA-FLEX system as a whole.

HOW DO YOU COUNTER DIGITALISATION SCEPTICISM?

With success stories. When we replaced paper invoices with digital invoices years ago, some people worried that invoices would be lost or not paid if they didn't actually land on customers' desks in letter form. However, experience very quickly proved that these fears were unfounded. Success stories like these have over the years also helped HANSA-FLEX to develop a certain culture of trust in digitalised processes. For example, the introduction of Microsoft Teams made

necessary by the pandemic worked very quickly and very effectively. Within just one week all our office staff had been switched over and were ready for working from their home office. For me, this indicates that we at HANSA-FLEX are all pulling in the same direction when it comes to digitalisation, and I can definitely state with conviction that HANSA-FLEX is ready for the digital future.

TYPICAL ...

CHILE

AN ELONGATED COUNTRY

Chile nestles along the Pacific Ocean like a long ribbon. The country stretches almost 5,000 km along the west coast of South America. At its widest point it extends only about 450 km, at its narrowest just under 200 km. Chile shares its longest border with Argentina. Peru and Bolivia lie to the north. Two mountain ranges run from north to south: the imposing Andes and the Cordillera de la Costa. In between, roughly in the middle of the country, is Valle Central, where most Chileans live in the larger cities.

Chile's magnificent landscape is characterised by high mountains, active volcanoes, glaciers, lakes and primeval forests, deserts, geysers and thermal springs. The animal world is also diverse, with llamas, pumas and penguins. It's therefore no wonder that millions of tourists visit Chile every year to get to know the country and its people.

The traditions of the indigenous peoples, such as the Aymara in the north and the Mapuche in the south, still shape the country today. However, only a small minority still speak an indigenous language. The official language is Spanish. Chile's economy is considered one of the most stable in South America. The country exports copper, lithium, fruit, fish, chemicals, paper and pulp. It is also the world's sixth-largest exporter of wine.



The 2,652 m high volcano Osorno is one of the most popular tourist destinations and, with its striking appearance, is considered Chile's little Mount Fuji.



GENERAL FACTS



756,102 km²
Total area of Chile



19.1 million
Inhabitants

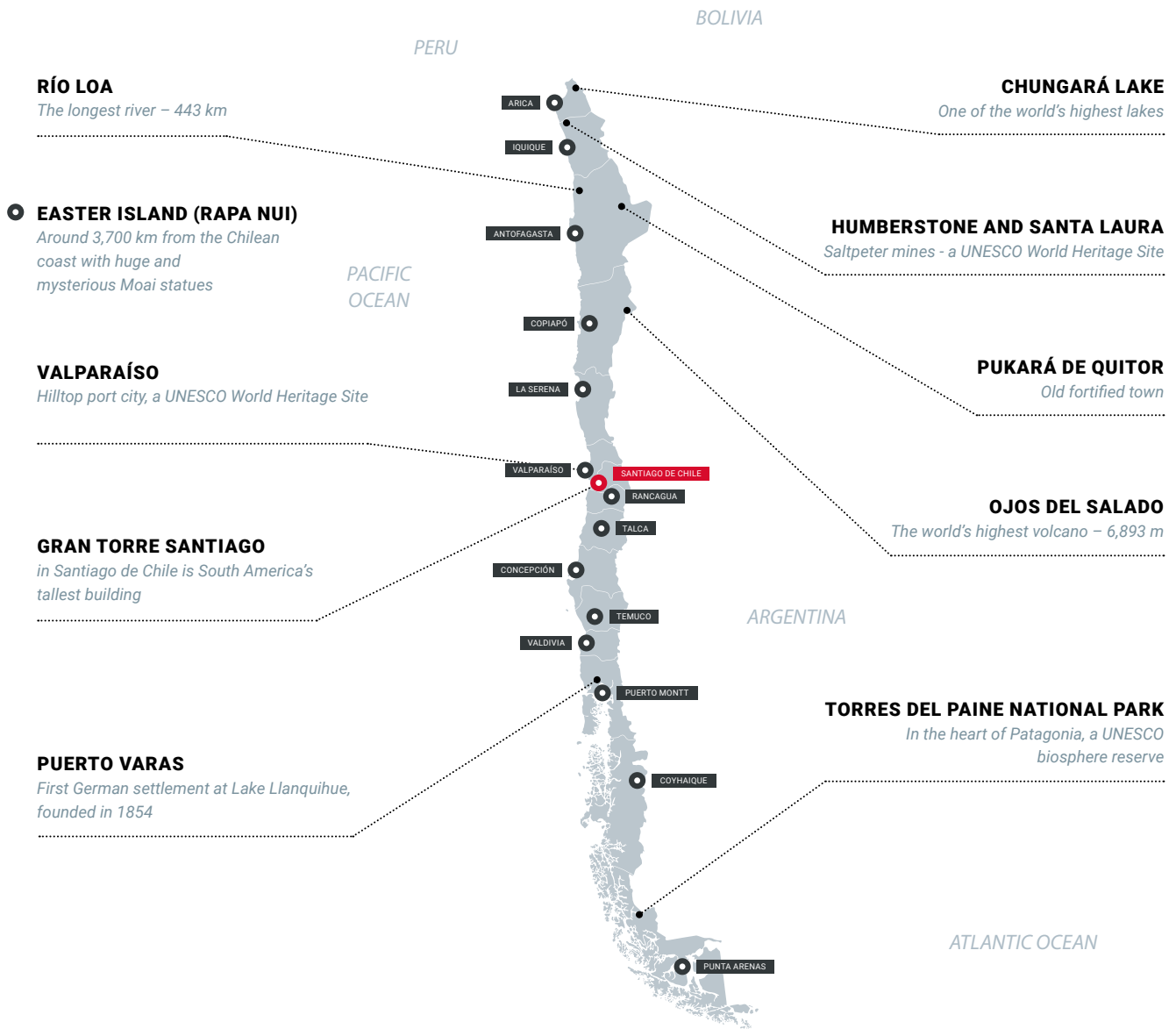


13.6 °C
Average temperature



Santiago
de Chile
Capital city





THE FLAG

The Chilean flag features two horizontal stripes of equal size: the lower one is red, the upper one white. In the upper half there is a blue square with a white five-pointed star. This star symbolises freedom, honour and progress, while the blue represents the sky of Chile. The red and the white colour of the stripes represent the courage and blood of the independence fighters, and the snow of the Andes.

HANSA-FLEX CHILE

SANTIAGO DE CHILE
HQ

2014 year founded

3 branches

28 employees



For skiers:
Valle Nevado and Portillo near the capital are renowned as modern ski resorts in the Chilean Andes.

For wine fans:
Maipo, Rapel, Curicó and Maule are Chile's most important wine regions. Carménère is cultivated almost exclusively in Chile.

For nature lovers:
Patagonia – huge glaciers and craggy peaks are best explored in December, when spring turns into summer, before the high season begins.



FLORA & FAUNA

40 national parks
can be explored in Chile

4,350 m
is the height of the world's highest geyser field, the El Tatio geysers

150,000 penguins
arrive every year on Magdalena island, 35 km north of Punta Arenas. The colony is considered one of the largest in the world

The marble caves of Puerto Río Tranquilo at Lago General Carrera were formed by water over many millennia.



WORTH SEEING





BASIC CULINARY KNOW-HOW

In the 19th century many people from Europe, Asia and the North American states migrated to Chile and settled there. The dishes that these immigrants brought with them merged with the traditional Chilean recipes. One of these national dishes is the “pastel de choclo”, a maize casserole with chicken and minced meat. The popular “humitas”, steamed maize porridge in maize leaves, is one of the oldest dishes in South American. The national drink is pisco sour, made from grape brandy, egg white, sugar syrup and lime juice.



THE NORTH

Empanadas (patties filled with meat, cheese or mussels), cazuela (stew with beef or chicken, corn, rice and potatoes), carne de malay (breast meat rolls), reineta, congrio, corvina (popular types of fish).

THE SOUTH

Curanto en olla (meat, fish, seafood & potato soup), longaniza (traditional German sausage with mashed potatoes), milacos (stuffed potato patties), asado (barbecued beef, pork or chicken), centolla (spider crab with tender pink and white meat).



DID YOU KNOW THAT ...

40 years

was the duration of the longest dry period without rain in the Atacama Desert (eighth largest in the world).

1622

was the year when the largest and oldest university on the American continent, the Universidad de Chile, was founded.

39 degrees of latitude

are covered by Chile – in Europe this would stretch from Nordkapp in Norway to Tunisia.

800 ships and 10,000 sailors

have been shipwrecked around Cape Horn in southern Chile, which is considered the largest maritime graveyard in the world.

3,000 years

is the age that the huge Yareta (Andean cushion plant) can reach. The plant forms mound-like pads and is used as a medicine by the Indians.



Our next issue:
BELGIUM

WORKING SAFELY ON PRESSURE ACCUMULATORS

Important regulations and hazard warnings



Pressure accumulators are often used in hydraulic systems, in which they fulfil a range of tasks. Occasionally it is necessary to check the gas pressure in the accumulator and increase it if necessary. But who is allowed to carry out this maintenance work? What regulations must be complied with? Are acceptance tests (in accordance with Germany's Pressure Equipment Directive) required, or is it sufficient to simply replace the accumulator? Working on pressure accumulators involves a high potential for danger, and anyone who acts without the necessary expertise runs the risk of legal and health hazards.

Pressure accumulators are used in many ways as part of hydraulic systems. For example, they can provide energy storage to compensate for consumption peaks or ensure the emergency functioning of the system

in the event of a power supply failure. Among other things, they are also used to compensate for leakages in clamping functions, for pulsation damping and to reduce pressure peaks. Professional maintenance is necessary to ensure the proper functioning of pressure accumulators. If an accumulator loaded with gas no longer works properly, it may be necessary to replace it completely (diaphragm accumulator) or to change the gas bladder (bladder accumulator). For this purpose it is important to know and observe the following rules.

REQUIREMENTS FOR WORK ON PRESSURE ACCUMULATOR SYSTEMS

Work on pressure accumulators may only be carried out by competent persons who have been specially trained for this purpose. This is because only such persons know the possible hazards and how to avoid them

during maintenance. The required specialist knowledge can be acquired through appropriate training, on-the-job experience or a professional activity carried out recently. To ensure that the acquired expertise is always up to date, it is important to participate in basic and advanced training on a regular basis.

The maintenance staff must be instructed about the hazards that can occur and the protective measures required as a result. This requires a hazard analysis, which must be carried out before maintenance work begins. The necessary protective measures resulting from the hazard analysis must be documented. The hazard analysis must be prepared by the head of maintenance (see also technical regulation TRBS 1112). Maintenance work on pressure accumulators may only be carried out with a written order.

For the planning and implementation of maintenance work, at least the functional and circuit diagrams, machine processes and the links to the other equipment (mechanical, electrical, electronic) must be understood. Systematic troubleshooting methods must be applied.

The following are required to work safely with hydraulic equipment:

- training in hydraulics
- complete documentation
- correct functional and hydraulic circuit diagrams
- knowledge of the relevant symbols
- knowledge of the system (machine processes)
- work instructions
- operating instructions

In the event of uncertainties or missing documents, always contact the manufacturer and refer to the relevant standards or regulations.

CHECKING, RELEASING OR INCREASING THE GAS FILLING PRESSURE

Before working on pressure accumulators, they must be depressurised on the oil side. The absence of pressure must be checked by means of pressure measurement (observe the manufacturer's documentation). The accumulator's gas filling pressure (P0) may only be tested with approved accumulator filling and testing fittings. It should be noted that the thread connections differ depending on the manufacturer. The following points must be particularly taken into account during this procedure:

- Always drain and fill nitrogen slowly. If nitrogen is drained too quickly, the connections may ice up.
- Ventilate the workplace well in order to prevent the risk of suffocation.
- If the permissible pressure of the gas cylinder is higher than that of the accumulator, a pressure reducer must be used.
- Always secure gas cylinders against toppling over.
- Always set the required gas pressure in accordance with the system manufacturer's documentation (hydraulic diagram, marking on the accumulator).

- Before removing the filling fitting from the pressure accumulator, close the nitrogen cylinder and relieve the pressure from the filling fitting.
- Close the gas connection of the pressure accumulator with a protective cap.

REPLACING THE DIAPHRAGM ACCUMULATOR

Before dismantling a pressure accumulator, the system must be disconnected from the mains to prevent an unexpected start-up. In addition, it must be ensured that the pressure accumulator is pressure-free on the oil and gas sides.

Caution: never loosen screw connections that are under pressure! There is mortal danger from escaping hydraulic fluid (a jet of oil can penetrate the skin - high pressure injection) or oil mist (harmful to health when inhaled, risk of fire and explosion). In addition, environmental pollution and machine damage may occur.

For safe dismantling, the accumulator must be shut off from the hydraulic system (e.g. by means of a ball valve) so that no unexpected movement can occur on the machine. For larger accumulators it is important to secure them with approved load lifting equipment (strap loops, lifting belt, sling) so that there is no risk of injury from the accumulator falling down. Damaged accumulators must no longer be used, as they can burst when pressurised and thus pose a danger to life. Small quantities of oil will leak out during dismantling, so lay out absorption mats or take other suitable protective measures. After fitting the new accumulator, all screw connections must be checked for tightness according to the manufacturer's specifications and for leaks.

CHANGING THE GAS BLADDER

Before replacing a defective gas bladder, it is imperative to check the gas pressure and relieve it if it is still present.

Caution: gas is highly compressible and therefore has a high hazard potential. Special care must be taken when unscrewing the gas valve. Even if the accumulator is almost pressureless on the gas side, the gas valve can still blow out when it is unscrewed and thus cause eye injuries, for example. For this reason no persons should stand in front of the accumulator connections.

After removing the defective gas bladder, the maintenance technician can check the inside and outside of the accumulator body for damage and remove any foreign bodies in the interior. If the accumulator body is damaged it must be replaced, as it could rupture when pressurised. When replacing a gas bladder, it is advis-



Work on pressure accumulators must only be carried out by experts who have been trained for this purpose.

able not only to replace the accumulator bladder itself, but to order a complete repair kit consisting of bladder, seals and split ring. This ensures that all components are optimally matched and fully functional.

Moistening the new gas bladder with the same hydraulic oil that is used in the system makes it easier to insert it into the accumulator body. The bladder must not be rolled for insertion, as otherwise there is a risk that it will not unfold completely in the accumulator body and may therefore burst when filled with gas.

Pay attention to the following points during re-fitting:

- Mount the seals and support ring(s) in the same order as during dismantling.
- Always tighten the screw connections to the required torque (see manufacturer's documentation).
- Before filling the bladder with nitrogen, always install the poppet valve completely.
- Caution: if the cylinder is filled without an installed poppet valve, the bladder will burst and the compressed gas will escape suddenly at the oil connection of the accumulator. Danger to life!
- Observe the filling time according to the manufacturer's documentation. If filling is carried out too quickly, the bladder may not be able to unfold completely in the accumulator body and come into contact with it.

During the final pressure test it should be noted that the gas pressure is temperature-dependent. Since the gas heats up during the filling process, the pressure will drop again when it cools down. Accordingly, a check must be made again after some time and, if necessary, some gas needs to be added or drained. The gas filling pressure P0 must be documented on the storage tank by means of a sticker or type plate. Never engrave the gas filling pressure on the storage tank housing or enter it using punched numbers. This could result in damage to the pressure vessel and a risk of bursting when pressurised.



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Fluid Technology Instructor

SCHULUNGSTERMINE Dezember 2022 — Februar 2023



Dezember 2022

01.12.22	Workshop und Auffrischung der zur Prüfung befähigten Person der hydraulischen Leitungstechnik gem. BetrSichV und TRBS 1203-2019	Stockstadt am Rhein
05.12.22–07.12.22	Pneumatik – Theorie und Praxis	Dresden
06.12.22–07.12.22	Vermittlung der Fachkunde der zur Prüfung befähigten Person der hydraulischen Leitungstechnik gem. BetrSichV und TRBS 1203-2019	Dresden
12.12.22–15.12.22	Hydraulik II – Aufbauseminar	Linz
12.12.22–16.12.22	Hydraulik II – Aufbauseminar	Dresden
13.12.22–14.12.22	Hydraulik-Rohrleitungen in Theorie und Praxis	Dresden

Januar 2023

11.01.23–12.01.23	Vermittlung der Fachkunde der zur Prüfung befähigten Person der hydraulischen Leitungstechnik gem. BetrSichV und TRBS 1203-2019	Bremen
16.01.23–19.01.23	Mobilhydraulik I – Die Basics	Linz
16.01.23–20.01.23	Mobilhydraulik I – Die Basics	Stockstadt am Rhein
17.01.23–18.01.23	Hydraulik-Rohrleitungen in Theorie und Praxis	Dresden
23.01.23–25.01.23	Pneumatik – Theorie und Praxis	Dresden
24.01.23–26.01.23	Druckspeicher in hydraulischen Anlagen	Dresden

Februar 2023

06.02.23–10.02.23	Hydraulik – Wartung & Instandhaltung	Dresden
13.02.23–17.02.23	Hydraulik II – Aufbauseminar	Dresden
13.02.23–17.02.23	Mobilhydraulik II – Das Load-Sensing-System	Dresden
14.02.23–15.02.23	Hydraulik-Rohrleitungen in Theorie und Praxis	Linz
15.02.23	Workshop und Auffrischung der zur Prüfung befähigten Person der hydraulischen Leitungstechnik gem. BetrSichV und TRBS 1203-2019	Bremen
21.02.23–23.02.23	Proportionalhydraulik – Die Basics	Dresden
27.02.23–03.03.23	Elektrohydraulik – Die Basics	Dresden

Weitere Termine zu Schulungen ab Februar 2023 finden Sie auf unserer Homepage.

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THE MEANING OF GIVING GIFTS

Expressing appreciation and bringing joy

The year is coming to an end by leaps and bounds. Overcrowded inner cities and shopping centres and overburdened parcel couriers clearly signal that Christmas is just around the corner. In many households preparations for the festivities are in full swing. For most families giving presents is an integral part of Christmas, and certainly the

most important one for children. Every year we are faced with the question of what we should give to our loved ones. What is appropriate, useful, sustainable? And above all: what will give them the greatest pleasure? After all, personal and well-considered gifts can bring joy and express appreciation.



gifts than unhappy people. They feel a little more positive after the gift than before. To maintain this mood a happy person will continue to do something good for others in the future.

GIFT-GIVING IN AN AFFLUENT SOCIETY

In modern society hunting for the right gift, constantly new offers of gift ideas and stressed parents working through the wish lists of their offspring are all part of the pre-Christmas season. Everything has to be under the tree on time, and no one should be forgotten or even disappointed about their presents. Many adults would like to curb this flood of gifts, while some even stop giving each other presents altogether because the gifts seem to have lost their meaning in our affluent society.

However, a gift also conveys intangible values such as love, friendship, empathy and gratitude. It can there-

Historically, the tradition of giving gifts at the turn of the year can be traced back to the Romans, who hoped it would bring them luck for the coming year. In Christianity, too, the Christmas festival was originally celebrated at the end of the year. Later children received gifts on St. Nicholas' Day, but with the Reformation the giving of presents was moved from the 6th to the 24th of December. Almost everywhere in the world gifts are tied to specific rituals such as birthdays or holidays. Giving gifts presumably serves above all to secure and strengthen the social environment. With the help of gifts we establish, maintain and deepen our relationships. This is also connected with the social obligation to accept such gifts. Those who choose not to do so jeopardise their relationship with the giver.

GIVING MAKES PEOPLE HAPPY

The reasons why we want to give things to others are complex. Neuroscientists have found that dopamine is released in the brain's reward system when gifts are received. The amazing thing is that the reward system has an even greater effect on the giver than on the recipient. In other words, those who give don't just give pleasure to others, but also to themselves. A study by the Harvard Business School supports this thesis and comes to the conclusion that happy people give more





fore make sense to give something non-material as a gift, for example time for shared activities, vouchers for the theatre or gifts that benefit third parties such as donations, raffle tickets and - even before the festive season - Advent calendars for a good cause. Gifts that money can't buy are also very popular: babysitting for young parents or taking care of dogs while their owners are on holiday, weeding or mowing lawns for garden owners, and even help with clearing stuff out for people who collect everything.

If you want to curb the mutual gift-giving, you could perhaps suggest that everyone should chip in for a special joint event, a family outing or the like. Reducing the number of gifts to a single present for everyone, perhaps with a limit on the amount spent, is also an effective way to counteract the sheer volume of gifts.

DON'T OVERLOAD CHILDREN WITH GIFTS

As a rule small children are unable to assess the value of a gift and often have completely different ideas to adults. Even small things bring them great joy. Often,



however, the youngest children in particular are overwhelmed with gifts. It can therefore be useful to make arrangements within the family and among friends: who will give what and for which toys can we perhaps join forces? The children's wishes should be taken as seriously as possible, even if they may not be to the liking of their parents. Children must also learn that not every wish can be fulfilled, for example for financial reasons or to keep things fair between siblings.

APPRECIATION FOR CUSTOMERS

While it used to be customary to send gifts to business associates and customers at Christmas, in many sectors this custom is now almost frowned upon. In many companies it is no longer permitted to accept gifts at all. A different approach is therefore now widespread: the amount that would otherwise have been spent on gifts is instead donated to one or more charitable causes. Customers and business associates are informed about which organisations will receive donations. In many cases they can also have a say in where the money is donated. In this way customers are involved in the process, which clearly signals that they are appreciated.

60 years
of passion



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3,600 KM OF DEDICATED CYCLING

Axel Tammen crosses
Europe by bike

Faro





From Faro in the south of Portugal to Bremen in the north of Germany: where other people get on a plane, Axel Tammen gets on his bike. 3,600 km, 27 days on the bike and 17,000 metres of altitude were the striking statistics of an impressive cycle tour across Europe, during which the HANSA-FLEX Head of Engineering and Quality not only covered countless kilometres, but above all gathered memorable impressions of other countries and cultures.

Achim

Whether it's cycling trips together with his wife, one or two-week tours with friends, a quick spin after work or the daily commute from Achim to the HANSA-FLEX company headquarters in Bremen around 10 km away: cycling has been Axel Tammen's passion for many years now. His 60th birthday provided the inspiration for a very special tour: from Faro in the south of Portugal back to the north of Germany. The experienced cyclist followed the Eurovelos, Europe's long-distance cycle routes. His chosen route led from Faro in a northerly direction across the Spanish-French border at Biarritz and then on to Bordeaux and Paris, and from there via Belgium and the Netherlands to the final destination in Hamburg.

45 DEGREES AND LOTS OF WATER

The biggest challenge for Tammen was the unusually early onset of the heat wave in Portugal and Spain, which became his constant companion during the first two weeks. "The thermometer on my bike computer showed 45 degrees, while on cooler days it was only 35 degrees," reports Tammen, who consumed between six and seven litres of water per day while riding. His strategy against the heat: using the cooler morning hours in order to cover a large part of the kilometres planned for the day by noon. "It's incredibly impressive to be cycling just as the sun is rising. Since the landscape changes from day to day, every sunrise is unique."

HISTORIC CITIES

Another advantage of this strategy: the afternoons and evenings were available for visiting the various daily destinations. This is because when planning his tour, Tammen did not opt for the shortest route, but deliberately took detours to visit numerous historical cities, both large and small. "I wanted to travel, not to race," comments the 60-year-old from Achim. This strategy worked out well. His itinerary included Trujillo, a small Spanish town with Roman roots which played an important role in the liberation of Spain from the Moors, as well as Burgos, the historic capital of the province of Castile-León, and the French city of Bordeaux, often referred to as the "second capital of France".



NUMEROUS ENCOUNTERS

His encounters were not limited to historic cities and scenic landscapes. For example, Tammen made a detour to Elgoibar in the Basque Country to meet friends and colleagues at the HANSA-FLEX headquarters in Spain. The cycling enthusiast also spent a few rest days in Arcachon on the French Atlantic coast together with his wife. He also regularly exchanged experiences with other cyclists. Apart from the destination, the number one topic of conversation was the condition of the cycle paths. There were considerable differences here, depending on the country and region: „Some signposted cycle paths were more of a theoretical idea than an actual route,“ recalls Tammen, who had to contend with deep sandy tracks and practically impassable scree embankments on former railway lines. Despite the sometimes challenging road conditions, his personal breakdown statistics recorded only one flat tyre during the whole of the 3,600 km.



TIME OUT ON THE BIKE

Tammen was alone on the road most of the time. He never got bored, however. Quite the opposite, in fact. „On a long tour, sooner or later you are forced to rely on your own resources. It’s like a period of time out, when you can let your thoughts run free.“ He also consistently did without the distraction of news, music or emails in order to enjoy the time on the bike more intensely. At the same time, maximum concentration was required. „From navigating the route via the changing road conditions to the traffic, a ride on a bike is just as demanding as a journey of several hours by car.“ As a consequence, he took a rest day every six to seven days to allow not only his body but also his mind to recover. Motivation was not an issue throughout the entire journey: „I got back on the bike every morning with real anticipation. I was already familiar with damp rainy days and long climbs from previous tours.“



Tammen was alone on the road most of the time. He never got bored, however. The afternoons and evenings were available for visiting the respective destinations of the day.

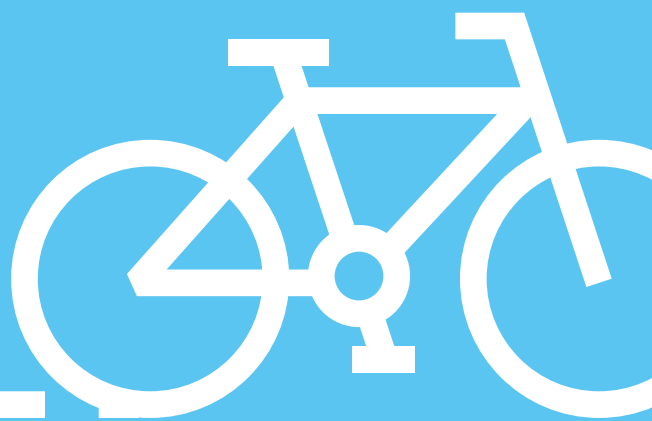


WHEN ONE TOUR ENDS THE NEXT ONE BEGINS

Even if work and everyday life have taken over again in Bremen: Axel Tammen won't forget his ride through Europe any time soon. „I'm still processing the impressions and memories gained along the way.“ Has the cycling enthusiast from Achim now achieved everything he wants to do on the bike? Not by any means. „Once you are infected with the cycling bug you can't just stop. In addition to shorter trips with friends, a cycling tour from Istanbul to Bremen would really appeal to me,“ concludes Tammen.



The encounters were not limited to historic cities and scenic landscapes. For example, Tammen made a detour to Elgoibar in the Basque Country to meet friends and colleagues at the HANSA-FLEX headquarters in Spain.



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WASTE COLLECTION TRUCK POWERED BY HYDROGEN – ROTOPRESS BLUEPOWER



In action:
the machine
from Page 20



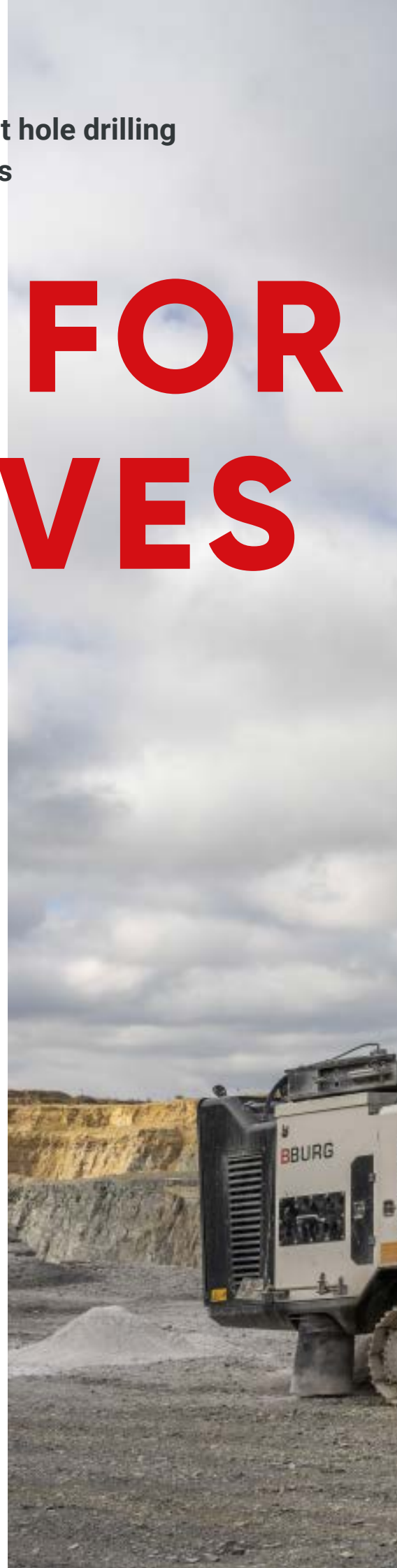
BBURG develops and manufactures blast hole drilling equipment for use in mining and quarries

A HOME FOR EXPLOSIVES

Loud sirens sound several times a day in quarries and mines. They signal an imminent blast as well as its successful completion. All over the world the mining industry relies on explosives to extract raw materials such as gold, iron ore or gravel in surface mining. For this purpose the explosive has to be placed in the kind of borehole that is drilled worldwide by the blast hole drilling equipment of the German manufacturer BBURG International GmbH & Co. KG.

DRILLING DEPTHS OF UP TO 50 M

“Several boreholes are required for each explosion, and for large mines this can mean up to 300 holes. The drilling depth is between 2 and 30 m, depending on the blasting and geological conditions and the desired result,” is how Marcus Rühlmann, Managing Director at BBURG, explains the task. At the tip of the drill pipe there is a hammer with a head that crushes the rock. To move the drill string to the desired depth, the drill rigs have a turret magazine that automatically extends the drill pipe with drill tubes. Drilling is done straight or at an angle, depending on geological conditions. The crushed rock (cuttings) is extracted and deposited next to the drill rig. BBURG supports the operator in this demanding task with a range of functions. For example, the drill automatically detects when the drill head threatens to jam and then autonomously optimises the rotation and advance of the drill. The device also detects caverns, i.e. cavities that make it difficult to extract the rock. When setting the numerous boreholes, which in Germany usually have a diameter of 92 to 115 mm – internationally larger dimensions are com-







➤
At the tip of the drill pipe there is a hammer with a head that crushes the rock. To move the drill string to the desired depth, the drill rigs have a turret magazine that automatically extends the drill pipe with drill tubes.

mon – the operator can be controlled by sight or GPS. The explosive is then introduced into the boreholes in solid or liquid form.

HYDRAULICS MEETS PNEUMATICS

Nothing works at BBURG without hydraulics and pneumatics. The drilling machines have a hydrostatic drive, with the entire travel and drilling operation being operated hydraulically, as are the cylinders. The main applications of the pneumatics are the flushing of the boreholes with compressed air, the operation of the

hammer drill and the automatic cleaning of the dust filters. The necessary compressed air is generated by a compressor that delivers up to 33 cubic metres of air per minute. The pressure in the pneumatic system can reach up to 35 bar. For the hose lines BBURG relies on long-lasting HANSA-FLEX quality. The compact design of the drilling equipment poses a number of challenges: "Together with our customer we optimised the position and bending radii of the hose lines. Due to the design, some hose lines are very short and therefore can't be bent, which requires extremely accurate assembly work at the branch," says HANSA-FLEX customer advisor Jürgen Fichtel, providing an insight into the collaboration. Another requirement is the ease of servicing of the units from BBURG, which is known throughout the industry: "Our walk-in service bay provides quick access to all relevant components and maintenance points in the unit," says Rühlmann. The energy required for the hydraulics and pneumatics is provided by a Volvo engine with an impressive 13 l displacement. It forms the basis for the low-speed concept that BBURG consistently applies. A speed of only 1,200 - 1,400 rpm ensures high diesel efficiency, promotes the durability of the installed components and at the same time reduces the CO₂ footprint.





The walk-in "service bay" offers quick access to all relevant components and maintenance points in the machine.

with its supplier. "Recommendations like this show how well our partner can identify with the individual requirements of its customers," adds Rühlmann.

RELIABLE SUPPLY CHAINS

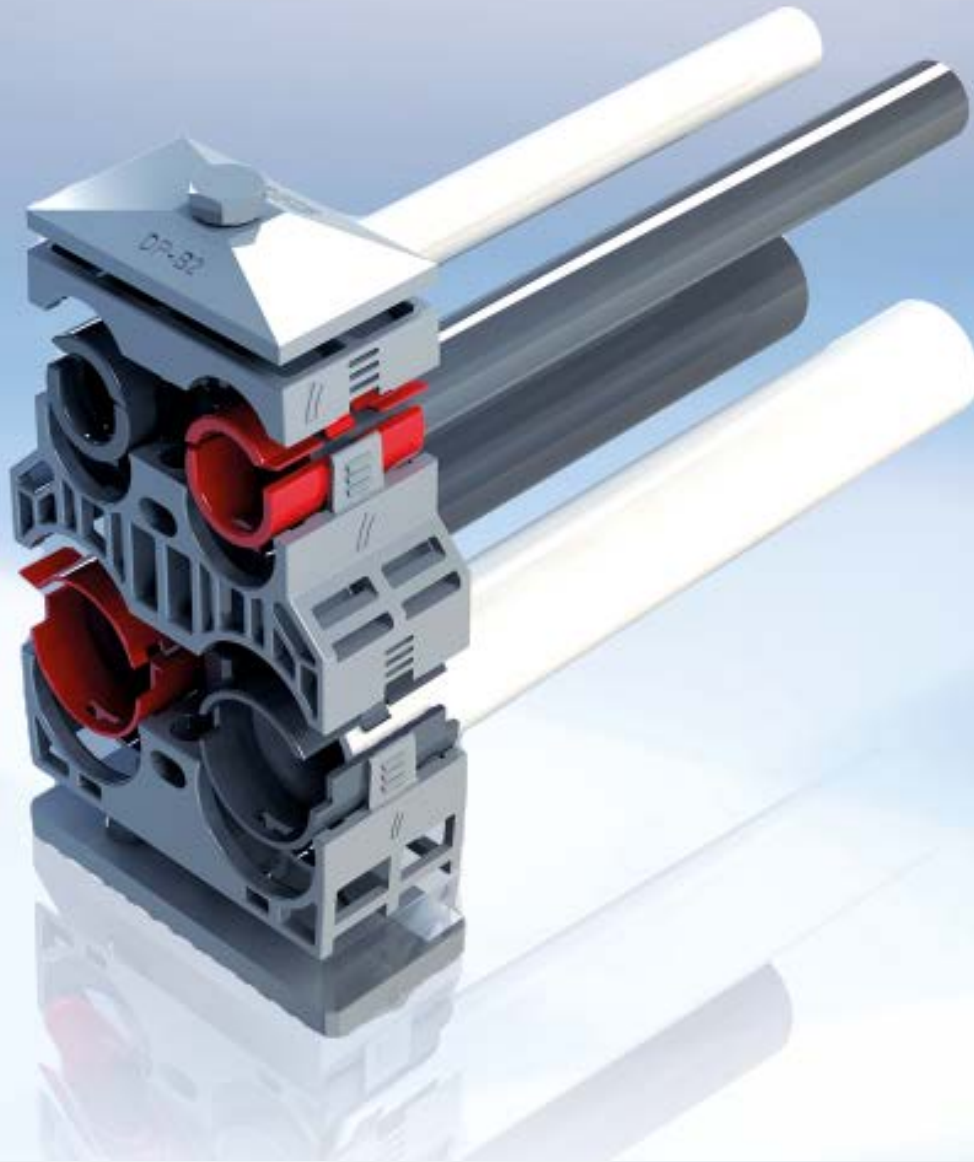
BBURG and HANSA-FLEX can look back on many years of cooperation. The borehole specialist particularly appreciates the cooperative relationship and personal support provided by the staff at the Spreenhagen branch. "Jürgen Fichtel's team has accompanied us competently and provided active support right from the start," comments Rühlmann. BBURG explicitly counts supply capability as an important part of this support: "Of course there have been minor delays here and there, but thanks to HANSA-FLEX's great commitment we have been able to maintain production at BBURG throughout. And in times dominated by supply bottlenecks that's not something you can take for granted."

REGIONAL, NATIONAL AND INTERNATIONAL

BBURG's customers can be found all over the globe, and the after-sales service requirements are correspondingly demanding. "HANSA-FLEX's extensive, close-knit branch network allows our customers to obtain hose assemblies locally and without delay," explains Rühlmann. In order to further optimise the supply of spare parts, BBURG switched from metric fittings to the internationally more common JIC fittings together



Several boreholes are required for each explosion, and for large mines this can mean up to 300 holes. The explosive is then introduced into the boreholes in solid or liquid form.



PARA: PIPELINE AND HOSE IN A SINGLE CLAMP

THE PATENT-PENDING
INNOVATION FROM HANSA-FLEX

Customer benefits are the focus of all HANSA-FLEX products and services. This also applies to every new and further development of our portfolio. With the SRS PARA clamp HANSA-FLEX is now launching an innovation that is unique in fluid technology. It enables virtually tool-free installation of pipe and hose lines. The modular click system makes line installation quicker, easier and safer – and it can also be carried out by a single fitter.

The pre-assembly of lines used to be a relatively time-consuming process that required two people: one to hold the lines and screw them in place, and one to attach and fasten the clamps. According to Burkhard Spille, project manager from the Technology department at HANSA-FLEX, the new PARA system from HANSA-FLEX requires only one person, because the fitter can simply click the hoses and pipes into the base clamps along the guide section and then click on the

matching counterpart: "This offers significant benefits for our customers, especially in times of personnel shortages," he adds.

QUICK, SAFE AND FLEXIBLE LINE ASSEMBLY

Thanks to the intelligent, off-centre connecting system with snap-in hooks, pipe and hose lines can be securely pre-assembled in a matter of seconds. Fixing with the PARA clamp holds them absolutely securely until final assembly. Thanks to the modular plug-in system, lines of different sizes can also be fixed to the same multiple clamp. For efficient parallel assembly of both types of line, grooved and smooth insert sections are available for pipe and hose lines from 12 to 23 mm. The inserts can also be clicked into place with a simple operation. At the moment the PARA clamp is available in BG 2 and BG 3, but further sizes are already in the pipeline.

THE BENEFITS OF THE SRS PARA CLAMP

Single-person pre-assembly without tools

The lines can be securely premounted by clicking them into place, one by one. No second installer needs to be there to hold and partially screw the clamp halves together.

Saves time and money

Without the need for tools or a second installer, pre-mounting is much quicker and more efficient.

Greater workplace safety

The plug-in system holds the lines more securely. Individual components can't become detached.

High flexibility

The modular design allows lines of different diameters to be mounted on the same multi-hole clamp.

Pipe and hose line in the same clamp

Grooved and smooth inserts for pipe and hose lines allow the two types of line to be efficiently mounted parallel to one another in the same pipe run.

Ready for immediate use

The SRS PARA clamp can be used wherever conventional DIN 3015 clamps would be installed and can be added to existing systems.

IT COULD NOT BE EASIER:



1. Attach clamp base



2. Click the pipe or hose into the clamp



3. Click in a suitable counter-piece



4. The lines are held absolutely securely until final system installation

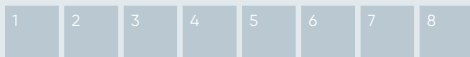
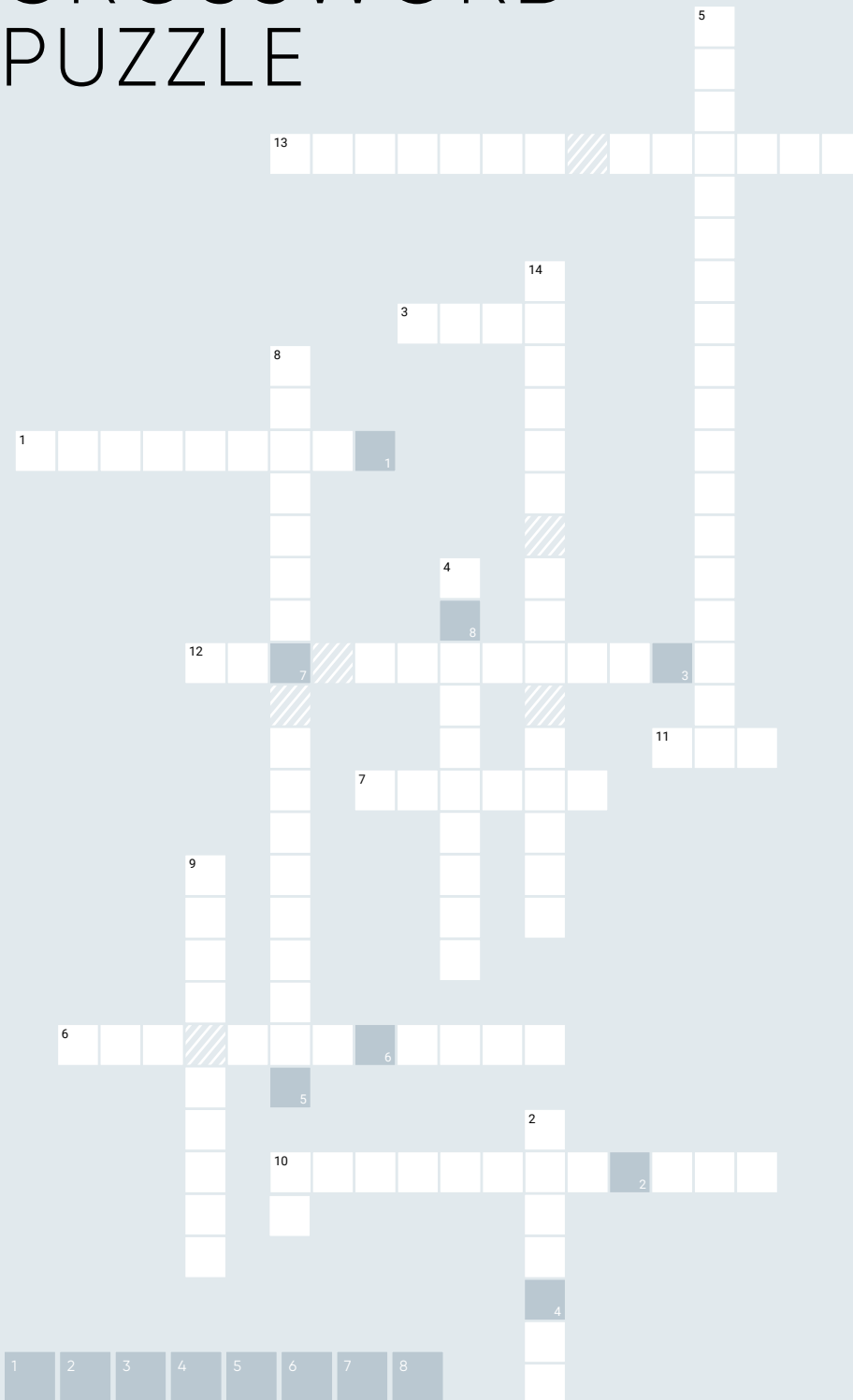
Create your own clamp combination in the online shop:

shop.hansa-flex.de

Scan QR code and learn more



CROSSWORD PUZZLE



- 1 This certified our outstanding solvency and creditworthiness
- 2 Click & ...
- 3 Where did our colleague Axel Tammen start his Portugal-Germany cycle tour?
- 4 We regularly support this not-for-profit association
- 5 Area of responsibility of our colleague Felix Zimmermann
- 6 At the heart of our fittings production in India are ...
- 7 A new branch was opened here last quarter
- 8 Part of hydraulic systems
- 9 Focus product
- 10 A new service vehicle is on the road in this region
- 11 Which association did we join this year?
- 12 Tradition and a good cause: Bremer ...
- 13 What our customer Europress makes
- 14 National park in Patagonia

SOLUTION HP 3/2022
TOGETHERNESS

THE WINNERS

MEDIA MARKT VOUCHER
D. Schrauf – Altdorf, Germany
J. Kleck – Münchenstein, Switzerland
P. Neiles – Wipperfurth, Germany
Th. Michel – Leipzig, Germany
L. Foster – Friedersdorf, Germany

Win a voucher from Thalia

In this issue we are holding a prize draw for five voucher cards worth 200 euros each, redeemable at all participating Thalia shops or at www.thalia.de. Please send us the solution word by email to marketing@hansa-flex.com or by post. Please don't forget to include your name and address as the sender. The deadline for entries is 20 January 2023. Only one entry per participant will be considered. No legal recourse is possible, nor is any liability, insofar as this is legally permissible. No cash equivalent is available. Best of luck!

**PREVIEW
1/2023**



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PIPE PRODUCTION FACILITY

12,031
BENDING PROGRAMMES

were created in 2021

141

EMPLOYEES

work in the production facility

1,550,247

PARTS were delivered in 2021

14,824
MATERIAL VARIANTS

were created in 2021

6,300

M² PRODUCTION AND STORAGE AREA

has the production facility

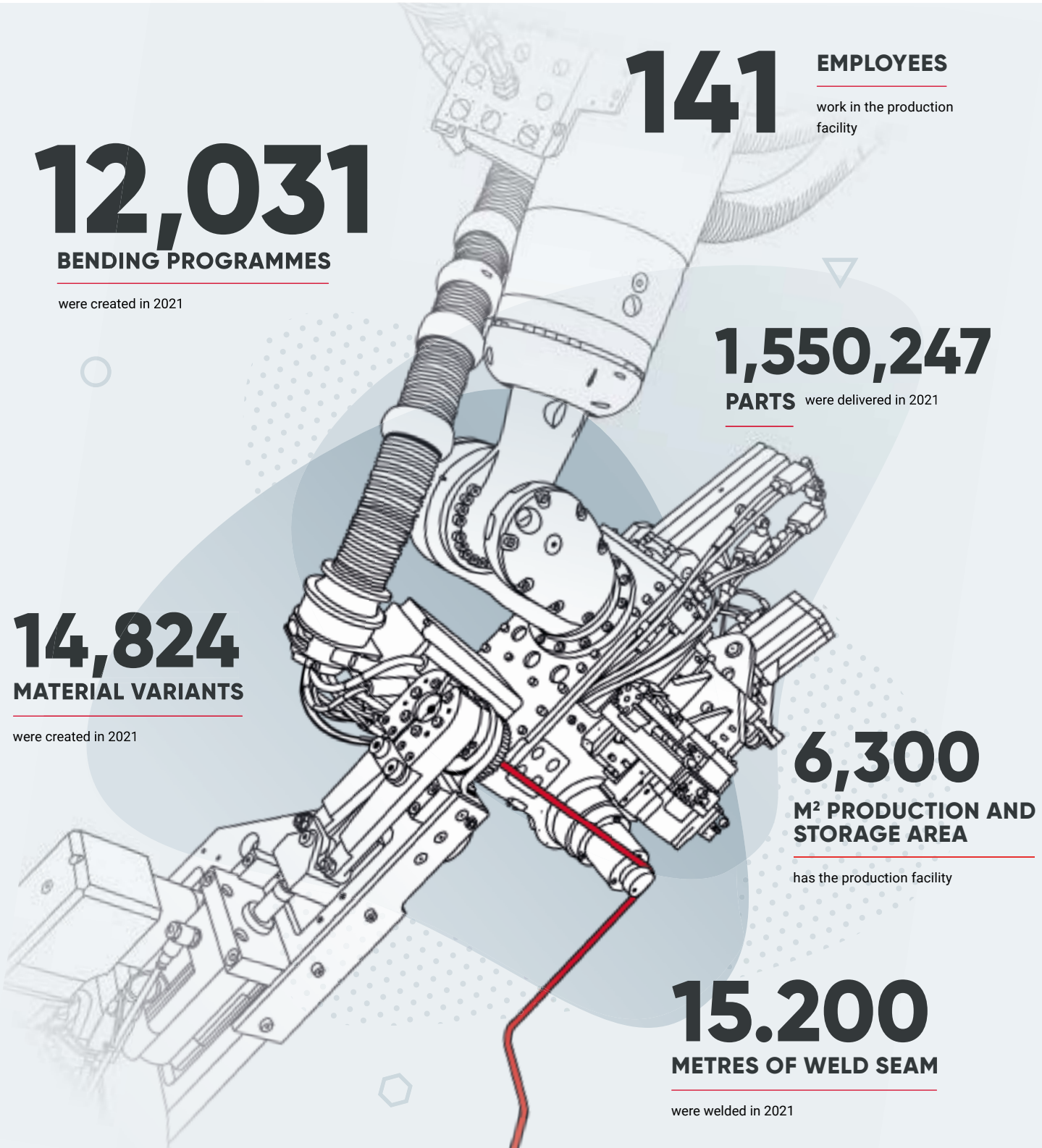
15.200
METRES OF WELD SEAM

were welded in 2021

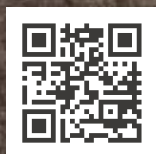
1,000

KM OF PIPE

was consumed for the parts supplied in 2021



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