

# HYDRAULIK PRESSE

#199

Issue 1/2022

The HANSA-FLEX Group's  
customer and staff journal



**Sixty years  
of passion for hydraulics**

HANSA-FLEX is more successful than ever in its anniversary year



*Christian-Hans Bültemeier*

*Thomas Armerding*

*Florian Wiedemeyer*

# COVER IMAGE

## 1/2022

The HANSA-FLEX story began 60 years ago in 1962 in a small garage in Achim near Bremen. On this green workbench, which today is still preserved at company HQ in Bremen, the first hydraulic hose lines were assembled by Joachim Armerding (second from left) himself. Back then nobody could have imagined that this small company would one day develop into a global player. But with a great deal of passion, ambition and a commitment to quality that was as valid then as it is now, the business idea quickly became a success. Before long a larger workshop was needed and the first employees were hired.



**Find out what happened next in our history:**  
[www.hansa-flex.com/en/company/history.html](http://www.hansa-flex.com/en/company/history.html)

## DEAR READERS,

**In this 199th issue of Hydraulikpresse there is once again much to discover. For the first time we are presenting the latest developments and reports from the world of hydraulics in a new, modernised layout and in a single language.**

As you can see from the cover, HANSA-FLEX is celebrating its 60th birthday this year. From 1962 to the present day Joachim Armerding's one-man company has grown from a garage business in Achim near Bremen into a global family enterprise. Under

the slogan "60 Years of Passion" we will in 2022 be looking back at many highlights of this development and celebrating what we have achieved together. The focus as always will be on the people at HANSA-FLEX and their stories.

Uwe Buschmann, one of the outstanding key figures of these last decades, recently embarked on his long-planned retirement. In his place Florian Wiedemeyer, who was appointed to the Board of Management as the new CFO on 1 January, is therefore welcoming you for the first time.

In our newly designed Hydraulics Spectrum supplement we have compiled the results of the 2021 financial year for you and summarised all the key figures in a compact form. On this solid basis we have made a promising start to our anniversary year, and are well-positioned to deal with the many tasks ahead of us.

We look forward to our continued good cooperation and a successful 2022!

The Board of Management

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# CONTINUITY WITHOUT COMPROMISE

## The restructured Board of Management of HANSA-FLEX AG



**Thomas Armerding**  
CEO



**Christian-Hans Bülteimeier**  
COO



**Florian Wiedemeyer**  
CFO



**Uwe Buschmann**  
Former member of the Board of Management

At the beginning of this year a long-planned change took place on the HANSA-FLEX AG Board of Management: after more than 36 years with the company, Deputy Chairman of the Board and co-owner Uwe Buschmann (63) took his well-deserved retirement at his own request. Former Chief Financial Officer Christian-Hans Bülteimeier (56) took over responsibility from him for the Supply Chain, Production, Purchasing and Technology. At the same time Florian Wiedemeyer (42) from the Accounting and Controlling department was appointed to the Group's top management body as the new CFO.

### THE ADVANTAGES OF THE INTERNAL SOLUTION

In addition to the high level of professional expertise of his colleagues on the Board of Management, continuity and the associated speed of action played a

Since the start of the year Florian Wiedemeyer, previously Head of Accounting and Controlling, has been the new Chief Financial Officer of HANSAFLEX AG. Former CFO Christian-Hans Bülteimeier has taken over the operations department from Uwe Buschmann.

key role for Thomas Armerding in the internal appointment of Uwe Buschmann's successor. "Florian Wiedemeyer and Christian-Hans Bülteimeier know the company, its people and its processes very well," emphasizes the Chairman of the Board. "As a management team we are therefore immediately in a position to make sound collective decisions on all strategic and operational challenges, and we intend to make great use of this capability."

### READY FOR DIGITALISATION

The new CFO Florian Wiedemeyer stands for "stability and objectivity based on figures and key performance indicators. Decisions are always soundly based on evaluations and analyses." At 42 years of age the business graduate, who despite his young age has already gained 21 years of experience at HANSA-FLEX, also represents a generational change and a flair for everything related to digitalisation. He has demonstrated this, among other things, by his significant involvement in the implementation of daily updated management information systems (SAP Business Intelligence) for all domestic and international branches and locations.

### NEW STIMULUS FOR THE SUPPLY CHAIN AND PRODUCTION

For Christian-Hans Bülteimeier, who was appointed CFO of

HANSA-FLEX AG in January 2013 after three years with the company, the change of department opens up new options. Due to his former work for a US technology group with global operations, the business graduate and seasoned manager has extensive experience at management level in the areas of purchasing and international order processing, among others. "Our quality, delivery capability and speed form important foundations for the satisfaction of our customers and our worldwide success," emphasises Christian-Hans Bülteimeier, adding: "In future we will continue to place great focus on the strategic expansion of the global supply chain, and will further expand our production capacities in Germany and abroad".

### A FAMILY BUSINESS WITH A SPECIAL CULTURE

With this internal appointment to the Board of Management HANSA-FLEX AG is providing another example of its successful philosophy of operating as a global family business and proving that the concept of the "HANSA-FLEX family" has a meaning beyond direct kinship. Thomas Armerding sums it up as follows: "The appointment of Florian Wiedemeyer is of course also a signal to all our colleagues that you can go very far at HANSA-FLEX, even if you don't belong directly to one of the two owning families."



# BYE UWE,

Thank you for your immeasurable contribution to our journey from a small northern German enterprise to one of the world's leading companies in our industry. Thank you for your ideas, your ability to get things done and your wise decisions. Thank you for your dedication and your intuition. Thank you for your courage, your openness and your farsightedness. Thank you for your humour and your unassuming nature. Thank you for 36 years of full commitment to the HANSA-FLEX family!

In our day-to-day operations we will greatly miss you and your positive personality, but we're confident that as co-owner you will in future support the Supervisory Board to the best of your ability. Enjoy the (active) retirement you have been looking forward to.



*Thomas Armerding and the team at HANSA-FLEX AG bid farewell to Uwe Buschmann, Deputy Chairman of the Management Board and co-owner of HANSA-FLEX AG, who is beginning his well-deserved retirement after 36 years spent in the company's operational management.*





## OUR NEW BUILDING IN BREMEN: READY FOR THE FUTURE

With the completion of its new office and logistics complex in Bremen HANSA-FLEX is laying the foundation for further growth. The new building project, which was completed on schedule in just one and a half years, creates 3,600 m<sup>2</sup> of office space which is directly connected to the company headquarters. With 17,000 pallet bays, the new high-bay warehouse sets a benchmark in the industry. It is the world's largest storage facility of its kind for hydraulic hoses. The central series production section for hose lines is also being given new manufacturing space at the location. Recreational and seminar facilities as well as a canteen with a spacious roof terrace round off the largest construction project in the company's history at an investment volume of around 20 million euros.

## DONATIONS INSTEAD OF GIFTS: THE RESULTS

This year, too, HANSA-FLEX is supporting projects dedicated to improving water supplies with its Christmas campaign "Donations instead of gifts". In an online vote the distribution of 55,000 euros was decided on. 30,000 went to Ingenieure ohne Grenzen (Engineers without Borders), which provided a school in Uganda with a supply of fresh water. The Borda organisation is installing 110 water tanks to improve drinking water supplies in Jordan and received 15,000 euros. Viva con Agua is improving water systems in Nepalese communities and received a donation of 10,000 euros. HANSA-FLEX thanks all those who took part in the vote and wishes the supported projects every success.



## HANSA-FLEX USES CERTIFIED GREEN ELECTRICITY

In its corporate mission statement HANSA-FLEX commits itself to environmentally responsible business practices. The ongoing measures taken by HANSA-FLEX to protect the environment also include the fact that the company purchases electricity from renewable sources for all its branches throughout Germany. This was recently confirmed by the energy supplier swb AG with the award of the "swb Nationwide Green Electricity" certificate.



## HANSA-FLEX INVESTS 4.0 MILLION EUROS IN ITS OWN HOSE FITTINGS PRODUCTION FACILITY IN INDIA

HANSA-FLEX AG is investing in the construction of a new fittings plant in Pune, close to the company's existing headquarters in India. The expansion of the company's base in India is an important step towards increasing the depth of production in the hose fittings sector on a global scale. This location will complement the existing capacities in Germany and China, and will lead to more flexible production and a strengthening of the supply chain. The investment decision was taken in September 2021 and production in Pune will start as early as the end of Q1 2022 – 24-hour operation in three shifts is then planned from mid-2022. With well over 350,000 hose fittings produced per month, production in Pune is expected to play a key role in supplying customers with products of tried-and-tested HANSA-FLEX quality not only on the strong growth market of India, but also at HANSA-FLEX locations worldwide.

## INTERNATIONAL BRANCH AND SERVICE NETWORK



Personal advice on site is irreplaceable. In order to be even closer to its customers in future, HANSA-FLEX has opened four new branches in Europe. The new locations are in Rottweil (Germany), Koprivnica (Croatia), Oftringen (Switzerland) and Šilutė (Lithuania). Shorter response times for service calls in Portugal are also promised by a new Rapid Hydraulic Service vehicle in the greater Lisbon area.

## ON THE ROAD WITH ZERO EMISSIONS: COMPANY BIKE LEASING AT HANSA-FLEX



HANSA-FLEX is now offering its employees the opportunity to lease a company bicycle in an uncomplicated and low-cost way. Environmental awareness and sustainability are integral parts of our corporate mission statement. With this company bike leasing scheme HANSA-FLEX is thus making an active contribution to the mobility revolution and CO<sup>2</sup> reduction, while environmentally friendly mobility on two wheels has also been shown to promote fitness and health.

Even if the name "company bike" suggests otherwise: the private use of bicycles is expressly permitted and encouraged. Whether it's a comfortable e-bike, an ultra-light racer, a family-friendly cargo bike, a dynamic mountain bike or a traditional Dutch bicycle: staff can choose their dream bike individually from a dealer of their choice. Two bikes per person are even possible, so that other household members can also benefit from this sustainable offer.

## HANSA-FLEX AS THE SPONSOR OF CHILDREN'S AND YOUTH TEAMS

HANSA-FLEX is once again supporting clubs from all over the world as a shirt sponsor. On the occasion of the 60th anniversary in 2022, no fewer than 60 teams will be equipped with sportswear worth up to 1,000 euros. Until 30 April 2022 children's and youth teams from all sports can apply for sponsorship on the website [www.dein-neues-trikot.de](http://www.dein-neues-trikot.de). The website also provides more information and the detailed terms of participation.

## ACCOMPANYING LOGO ELEMENT FOR THE ANNIVERSARY

The guiding theme running through the HANSA-FLEX corporate communications in the company's anniversary year of 2022 is "60 years of passion". A matching graphic element will be used to draw attention to the company's anniversary — either on its own or as a supplement to the corporate logo.



## HANSA-FLEX CHINA RECEIVES THE "LITTLE GIANT" AWARD

Our national subsidiary HANSA-FLEX China has been honoured as a "Little Giant" and has been awarded a prize of RMB 3,000,000 (around 430,000 euros). The "Little Giants" are small and medium-sized enterprises (SMEs) with strong innovative capabilities. The award is conferred by China's Ministry of Industry and Information Technology with the aim of supporting SMEs in the development of innovative products and services.



^  
Vice Managing Director  
(Ming Ji)

## HANSA-FLEX ACQUIRES PRESTIGIOUS POWER UNIT PRO- DUCER IN BELGIUM



Since the end of 2021 the specialist Belgian engineering company and power unit manufacturer L.I.S. Hydraulics has been part of the HANSA-FLEX Group. The well-known company based in Genk was founded in 1989 and employs 15 highly qualified and experienced staff.

L.I.S. is contributing strong technical know-how in power unit engineering, cylinder repair and industrial services as well as modern machinery to our national subsidiary HANSA-FLEX Belgium. Another mainstay is dealing in high-quality hydraulic components from leading manufacturers. L.I.S. is one of three service partners of the Bosch Rexroth Group throughout Belgium, and has an established customer base and strong over-the-counter sales in a top business location.

L.I.S. will continue to operate with the entire existing workforce and under its own name as a "HANSA-FLEX Group company". The two founders also remain actively involved in the operational business. As a result of the takeover, HANSA-FLEX Belgium's workforce has grown from 30 to 45 employees. The company, which was founded in Ghent in 1995, is now represented at 6 locations throughout the country. HANSA-FLEX warmly welcomes all new colleagues to the team.



## ALL-ROUND HOSE MANAGEMENT FROM HANSA-FLEX

My.HANSA-FLEX is the comprehensive service for the preventive maintenance of your hydraulic hose lines. Together with the portal our alphanumeric coding becomes the perfect tool for the well-managed organisation of all your hose lines.



Scan the QR code  
for more information  
[www.hansa-flex.com](http://www.hansa-flex.com)

**24/7**  
availability, always  
and everywhere, at  
the click of your  
mouse.





# WELL-WATERED

Irrigation systems from Beinlich GmbH ensure growth in fields all over the world.



An asparagus field in Bruchsal. The heaped-up rows of plants press up against each other as if in a relief. In the middle of it all is a sprinkler wagon with two metre-long booms. Water sprays onto the field from many small nozzles. On closer inspection it is not stationary but moving very slowly – pulled by its own water hose. This automatically winds onto a drum machine that stands at the end of the field and slowly rotates, driven by a water turbine. It is a sprinkler system manufactured by Beinlich Agrarpumpen GmbH, with which the company ensures that plants thrive all over the world. Hydraulic components from HANSA-FLEX are always on board.



▲ The irrigation systems from Beinlich Agrarpumpen GmbH are mobile. Even the largest combination of drum machine and folded sprinkler wagon permitted for road transport is less than three metres wide.

“Our irrigation systems can be used very flexibly up to a field length of 300 to 1,000 metres,” explains Moritz Beinlich, buyer for the family business based in Ulmen. He means that, in contrast to the gigantic, permanently installed systems that dominate whole swathes of land in the USA, for example, the systems from Beinlich Agrarpumpen GmbH are mobile. Even the largest combination of drum machine and folded sprinkler wagon permitted for road transport is less than three metres wide. In the field, however, this combination enables an irrigation width of up to 66 metres.

At the beginning of the irrigation process the farmer connects

his drum machine to the tractor unit’s hydraulics. The hose reel, whose diameter ranges from 2–4 metres, is mounted on a hydraulically operated slewing ring. Using the force of the oil pressure, the farmer turns the reel so that it is aligned exactly with the line of travel.

Once the hose reel is in position, hydraulically operated support feet push into the ground and fix the vehicle in place. The farmer connects up a hydrant system or a water pump, then separates the machine: the irrigation unit now stands in front of the hose reel as a small vehicle in itself. Since it is a sprinkler wagon, the boom arms are folded out. Each arm

contains numerous nozzles that spray the water directly down onto the earth. Small plastic curtains ensure that the wind doesn’t blow the water away. As an alternative to the sprinkler truck Beinlich also offers simple sprinkler cannons that shoot a jet of water over the field. These are cheaper to buy, but lose a lot of water through wind and evaporation. “Since water is a very precious resource, in more and more areas this type of irrigation may only be used at night,” explains Moritz Beinlich.

## WATER PRESSURE AS AN ENERGY SOURCE

Once the boom arms are folded out, the farmer couples the irriga-



tion unit to the tractor and drives it to the opposite side of the field. He can use his mobile phone to start the irrigation by text message. Water flows through the hose – up to 100 m<sup>3</sup> per hour. The water is not only distributed on the field, but also used as a source of energy. It flows through a turbine and drives the hose reel via a gearbox. It pulls in the hose together with the irrigation unit – very slowly, at 30 m per hour. If the wagon runs into the machine the irrigation process stops automatically. The



farmer is informed by text message and gets the system ready for transport again in a few easy steps.

**GROWTH ALL OVER THE WORLD**

“We supply our machines all over the world, as far away as Mongolia, South America and New Zealand,” Moritz Beinlich reports. The fact that even regions such as Scandinavia, which were thought to be water-rich, are now ordering machines from



Ulmen is due to climate change and increasing quality demands on vegetables in the retail trade. But it is not only the greater demand that has brought solid growth to Beinlich Agrarpumpen GmbH, which now has almost 60 employees. The company’s ability – thanks to its high level of vertical integration and innovative flair – to react quickly to individual customer requirements and new general conditions is also well received by customers. That’s why Beinlich is glad to have an equally agile hydraulics partner in HANSA-FLEX.

**SIMPLE FOLLOW-UP ORDERING**

HANSA-FLEX supplies all hydraulic components as an original equipment manufacturer. The Bremen-based hydraulics specialist also provides Beinlich with logistical support: “We supply ready-assembled hose lines, fittings and connection technology,” reports Stefan Röder from the Sales department. In



order to make follow-up orders as easy as possible, there is a QR code for the products that employees scan. “Since Beinlich is connected to our system, the order goes directly to the branch in Koblenz and we can deliver at very short notice,” explains Röder. Kits are also supplied ready for assembly for individual component groups. The hydraulics specialist also supports its customers as a system partner in engineering and prototype construction. “In hydraulics, the experts at HANSA-FLEX usually have a good idea on how to solve something even better,” praises Moritz Beinlich, adding: “We are both agile family businesses that work closely together in a spirit of trust.”



↑ HANSA-FLEX supplies all hydraulic components as an original equipment manufacturer. Kits are also supplied ready for assembly for individual component groups.



» *SAP S/4 HANA paves the way here for us to drive forward digital transformation within the company.* «

Alexandra Geibel  
PHOENIX project manager



# INTO THE DIGITAL FUTURE WITH PHOENIX

**HANSA-FLEX is accelerating the digital transformation with a new technical platform and optimised business processes**

With the PHOENIX project HANSA-FLEX is decisively driving forward the digital transformation within the company. The technical platform for this is the switch to the modern ERP system SAP S/4 HANA, which was completed at the beginning of the year. The PHOENIX project also identified 125 areas of action that offer potential for process optimisation. Customers will benefit above all from improved service quality, faster response times and greater product availability.

“The PHOENIX project is consistently aligned with the growing demands of our customers for our digitally supported service portfolio,” explains Project Manager Alexandra Geibel,

adding: “We have developed the performance and flexibility of our IT systems to a future-proof level and have put all globally valid business processes to the test.” More than 100 domestic and international employees were involved in the mammoth project. In a first step they compiled a list of weak points, i.e. processes where those involved saw great potential for improvement. This resulted in a total of 125 fields of action. These came from the most diverse areas such as merchandise management, sales, production, technology and office processes. An internal change management team (KOMPASS) made up of experienced employees from different departments accompanied the change processes and supported the com-

munication between the project management and the individual departments. “In a project of this magnitude, change management activities are a central success factor: a new IT system can’t simply be introduced in passing. By involving the later users at an early stage we were able to show them the potential of the new solution and thus obtained an extremely high level of acceptance for the necessary changes and innovations right from the start.”

### FOCUS ON CUSTOMER BENEFITS

The project team had set clear guidelines for the implementation of the process optimisations. These included simplification through standardised processes, greater automation,

increased user-friendliness and modern, intuitive interfaces. “Even though the project relates exclusively to internal processes at HANSA-FLEX, the focus was on the direct benefits for our customers,” explains Alexandra Geibel. “After all, greater transparency and efficiency shorten our response times, reduce the error rate and create the basis for the further expansion of our service offering.”

### A MODERN TECHNICAL BASIS

However, process management is only half of the project. The technical basis for the digital transformation also had to be created. HANSA-FLEX therefore decided to renew the ERP software used to control the company’s processes. “Digitalisation means that more and more business processes have to take place in the cloud to enable easy access from anywhere in the world with mobile devices,” Alexandra Geibel reports. “SAP S/4 HANA paves the way here for us to drive forward digital transformation within the company.”

### THE UPDATE AS A MAJOR CHALLENGE

Since the ERP system controls almost all processes in the company, a transformation project is always a huge challenge. The preparations were correspondingly detailed. The responsible team developed a migration strategy based on comprehensive compatibility tests and data checks. Initially the SAP system infrastructure was moved to the Microsoft Azure Cloud, and the new HANA database was introduced. The work on the actual migration to SAP S/4 HANA began in the spring of 2021. On time, in line with the planning and almost without a hitch, the new system went live at the turn of the year 2021/22 – in Germany and all 27 connected foreign subsidiaries.

### A PROJECT IN FOUR PHASES

PHOENIX and its numerous preliminary and sub-projects were divided into four phases. In 2020 the project initialisation and the planning phase were completed, while the technical change-over came at the end of

2021. In parallel, the 125 fields of action were identified worldwide. These will be implemented in the course of 2022.

### THE CUSTOMER WILL BE THE MAIN BENEFICIARY

The PHOENIX project and the associated process optimisations will significantly improve service quality for HANSA-FLEX customers. Online services such as hose management or the online shop use the SAP database and will become even faster and more stable as a result of the change-over. Service technicians from our Rapid Hydraulic Service and the Industrial Service also use data from the system via mobile devices to prepare for deployments or to store documentation on orders. The decisive factor for HANSA-FLEX is that PHOENIX accelerates the journey into digitalisation and, for example, also opens up the world of the Internet of Things (IoT). “We are looking forward to constantly developing our products and services further and thus supporting our customers in the long term,” concludes Alexandra Geibel.



# THE »TUWA« WATER-SAVING TUNNEL CLEANER

The TUWA tunnel cleaning semi-trailer from Holzmann can be coupled to a standard winter service truck. The trailer provides the complete hydraulic, pneumatic and electrical supply for cleaning. In one operation, detergent is sprayed, followed by brush washing and rinsing. And all this at a cleaning height of 4.5 m. You can see the machine in action on Page 44.

## WASHING BRUSHES

fully hydraulic, each with five hydraulic circuits, high pressure water supply 120 l/170 b.

## WATER TANK

made of stainless steel, 22.500 l capacity.

## HYDRAULICALLY

extendable and rotatable control cabin.

## 345 KW STAND MOTOR

with three 3-fold hydraulic pumps/power unit/compressor.

## AXLES

driven hydraulically.

## HYDROPNEUMATIC

swing cylinder.

## HIGH-PRESSURE PUMP

for pumping water, 110 kW, 330 l/170 b.

## SPRAY BAR

hydraulically extendable and foldable, cleaning height 5 m.



# A JOB WITH AN OVERVIEW

Daniel Wemmie is a controller at HANSA-FLEX and turns data into valuable information



There is a stereotype of the controller brooding over Excel spreadsheets in a gloomy office and hardly ever seeing the light of day. Daniel Wemmie may be a controller, but he is the complete opposite of this stereotype. As an expert in data evaluation, the 34-year-old sheds light on the darkness for his colleagues at HANSA-FLEX. He cheerfully explains how in his hands seemingly incoherent columns of figures become valuable information for all decision-makers in the company.

Daniel Wemmie has been one of four controllers at HANSA-FLEX for almost six years now. However, he discovered his enthusiasm for numbers much earlier. After completing commercial training in the steel sector he studied business administration at Bremen University, specialising in controlling and business

informatics. During an internship at a steel company he saw for the first time in real operations how data is turned into important information, which then serves as the basis for important management decisions. This fascinated him and led to the decision to develop this area as his specialisation.

## AREA OF EXPERTISE: BUSINESS INTELLIGENCE

When he joined HANSA-FLEX the team of controllers was in a state of flux. "We all wanted to do everything, but a short time later each of us began to specialise in his or her particular field of interest," Daniel Wemmie says with a smile. His colleagues took over responsibility for the areas of materials management and production, classical sales controlling and investment controlling. He himself takes care of the business intelligence segment. Describing his area of responsibility Wemmie says: "I look after the entire process, from raw data to the visual preparation of key figures and dashboards."

Together with the individual departments Daniel Wemmie determines what data is important for them. Based on these discussions he then develops clear graphics on dashboards that provide all the relevant information at a glance.



## FROM BOOKING TO DATABASE TO EVALUATION

The data flow starts wherever HANSA-FLEX employees work. Every time a product is sold, purchased, manufactured or stored,

Dashboards are fully automated.



▶  
Daniel Wemmie, controller at HANSA-FLEX: "I have a view of everything from above and can see the interrelationships within the entire company."

the staff book it into the computer. The software that records these bookings is called 'enterprise resource planning' (ERP), better known under the name of the software provider SAP. All the data for the individual entries is stored in a large database. As a result he used SAP BW to set up another database on Hana, a so-called data warehouse. This enables the consolidation of data from different sources. Data is stored consistently and in a structured manner and serves as a corporate memory. Data from all areas such as sales, purchasing, accounting, materials management, logistics and quality assurance is entered there. Depending on its relevance it is updated at different intervals – at least daily, and some even every half hour.

#### FULLY AUTOMATED EVALUATIONS

However, in this form the data in this second database would also be of no help to anyone. "A number on its own has no

significance," says Wemmie. "It requires metadata such as the unit, a time dimension, a product or a region. For example, the number 10,000 becomes turnover of 10,000 euros in November 2020." But even after Daniel Wemmie has prepared the data appropriately, there is still far too much for it to be of any use to anyone. That's why the controller works with the various departments to determine what data is relevant to them. Based on these discussions he then develops clear graphics on dashboards that provide all the relevant information at a glance. "These evaluations are all fully automated," says Wemmie. "We would never have the time to do everything manually". In spite of the high degree of automation, however, he never has a shortage of work. With the introduction of SAP Analytics Cloud (SAC) he set up a portal on which his colleagues can log in and access their individual dashboards. To ensure that everyone can find their way

around he also carries out the necessary training.

#### A SERVICE PROVIDER WITHIN THE COMPANY

Daniel Wemmie has no time for the preconception that controlling is a dry and dusty profession. After all, his work has intersections with all areas of the group. "I've been with the company for almost six years and there is no department I haven't been in contact with," he reports. Introducing software, defining key figures, conducting training: with this diverse range of tasks the work never gets boring. Above all, however, he is fascinated by the overview that his job provides: "I have a view of everything from above and can see the interrelationships within the entire company." He also derives satisfaction from the fact that he supports his colleagues as a service provider. "I give the entire team at all levels up to the board of management an instrument which enables them to make good decisions."

# Hy-Lok D

## Alles aus einer Hand

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# THE LP LIVES!

**Newbilt Machinery manufactures vinyl presses for record labels and musicians around the world**



◀ Erwin Neubauer, Managing Director of Newbilt Machinery (right), and Phillip Bütterhoff, a HANSAFLEX technical advisor, at a newly developed vinyl press.

**In view of the apparent omnipotence of the competition from compact discs and digital formats, the vinyl record has been declared dead several times. In spite of this, however, the love of vinyl endures unabated. In the USA, for example, vinyl records last year outsold CDs. The Alsdorf-based firm of Newbilt Machinery is promoting this worldwide boom with newly developed vinyl presses.**

Whether it's pop, rock, classical or jazz, whether it's a long-play-

ing record, a single or a maxi disc, whether it's international productions for mega stars or a small series for (still) unknown independent bands, whether it's black, in colour or even as a picture disc, no two records are alike, but they all have one thing in common: they are pressed from vinyl. So how is unremarkable PVC granulate transformed into a record? "It always starts with an extruder. This is used to form a so-called 'vinyl cake' weighing about 180 grammes from the PVC granulate. The

round cake, which has a temperature of approx. 140 °C, is then placed in the vinyl press. The press contains one galvanised metal, negative mould of the front and back of the record respectively. So both sides are pressed at the same time. In the same process the round labels are stamped onto the record," explains Erwin Neubauer, Managing Director of Newbilt Machinery.

## **HEATING, COOLING, MOULDING**

Although pressing a vinyl record

The hydraulic power unit has been completely redesigned by HANSA-FLEX and can operate two vinyl presses thanks to its asynchronous mode of operation.



takes only 30 seconds, the process is anything but simple. "Vinyl is quite demanding to process. The material reacts differently, depending on the manufacturer. Even the type of music makes individual demands on production: a record with many quiet sections requires lower production tolerances," explains Neubauer. The key to quality is a sophisticated interplay of heat and cold. The mould is heated to 180 °C with steam in just one and a half seconds. The same pipes and channels that transport the steam at over 10 bar pressure are then used to cool the mould with water. After

One of Newbilt Machinery's first customers was the label of Jack White, the musician and producer best known for The White Stripes.



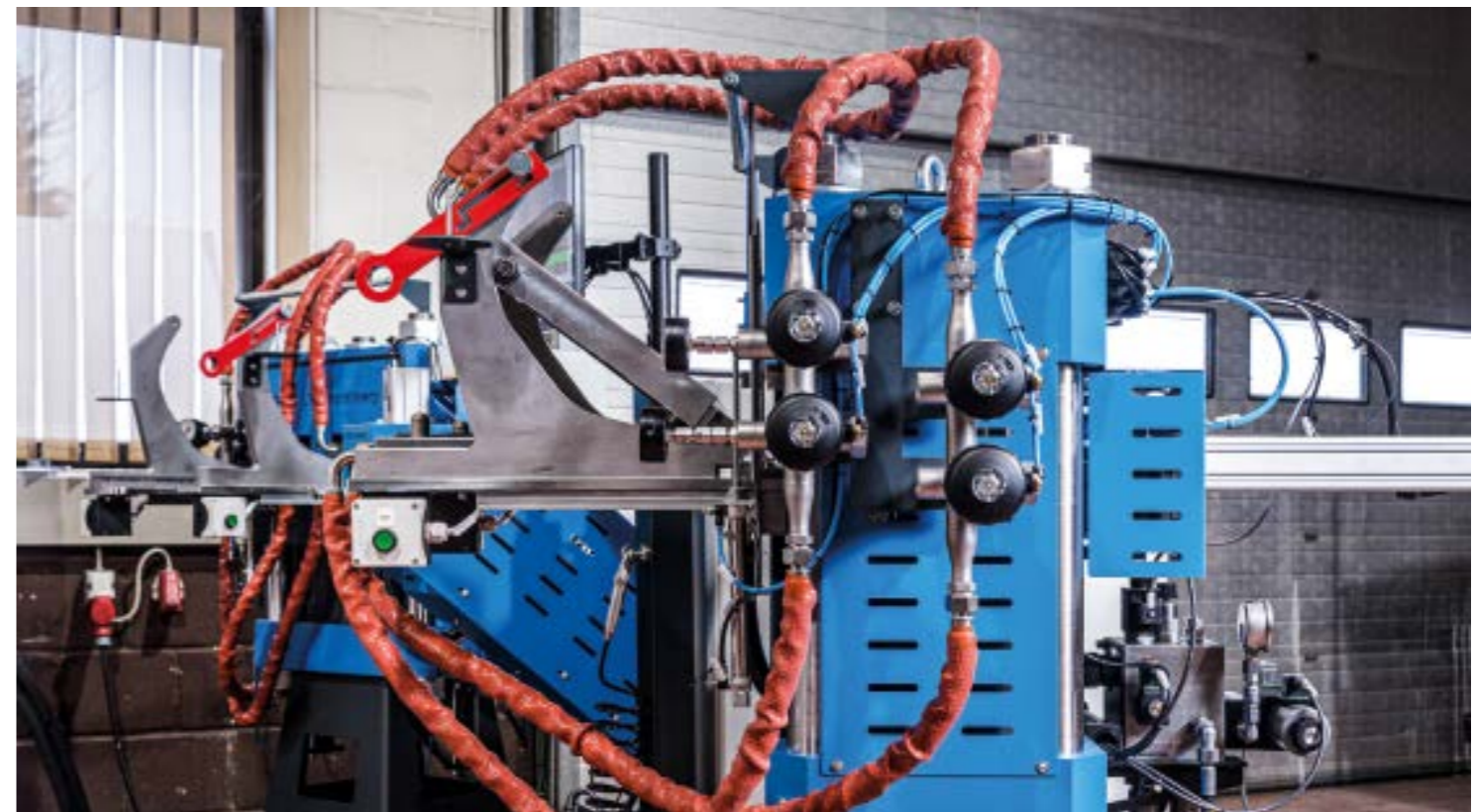
required force in short cycles repeatedly over an extended period, and to work as energy-efficiently as possible at the same time." He found what he was looking for at HANSA-FLEX, which, as a system partner to Newbilt, not only supplies hose and pipe lines but has also developed a hydraulic power unit which is both powerful and energy-efficient, and now manufactures it in small series. Describing the task Phillip Bütterhoff, a technical consultant at HANSA-FLEX, states: "The power unit we designed combines completely contradictory requirements: depending on the pressing stage, the vinyl press requires both low pressure with a high volume flow and low volume flow but high pressure." Power peaks can be quickly activated via a pressure accumulator, while the motor-pump unit is correspondingly small and energy-saving.

**WITH HYDRAULICS AT ITS HEART**

All vinyl presses work hydraulically, otherwise the force of 110 t required during pressing could not be achieved. With a diameter of 330 mm and a weight of over 250 kg, the cylinder used by Newbilt has significant dimensions. Describing the central requirement for the hydraulics Neubauer says: "The challenge is to provide the

**A CUSTOMISED VALVE BLOCK**

In the past, the hydraulic units of the vinyl presses operated with individual valves. Now a valve block designed by HANSA-FLEX and individually manufactured for the customer is used. "The valves are con-

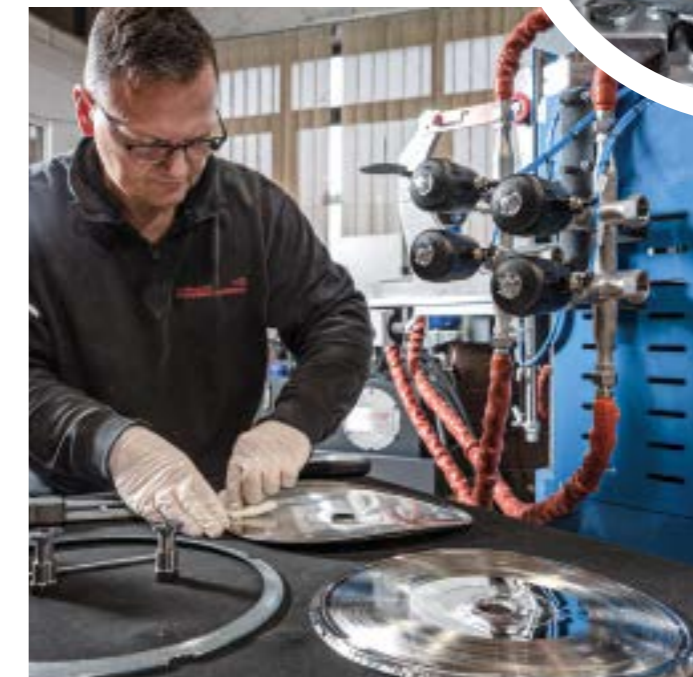


trolled electronically. Mounting the block directly on the press keeps the distances to the consuming units short, improves the response behaviour and reduces the risk of leakage," says Neubauer, listing selected advantages of the new development. Another advantage is that a bypass circuit facilitates the downward movement of the cylinder after the pressing. This is because, due to its design, the large press cylinder can only be moved hydraulically in one direction. Two small return cylinders bring it back to the starting position. "With the bypass we reduce the pressure within the hydraulic system in the shortest possible time in order to implement the return as energy-efficiently as possible. Just 1 bar of pressure corresponds to a required force of 800 kg," adds Neubauer.

**IN CLOSE PARTNERSHIP**

All along the way from planning to prototype to small series, Neubauer feels he is in good hands at all times: "The decisive factor for us with HANSA-FLEX was not the price, but the fact that we have a development partner that really understands

its business, communicates with us on a partnership basis and provides us with valuable stimulus." For Bütterhoff and his team the appeal of the project also lies in further optimising what is already actually mature technology: "We're happy to have found the best possible solution for our customer through our engineering and the close coordination with Newbilt."



In less than 30 seconds the PVC is pressed into a record that meets the highest demands of labels and music lovers worldwide.

# TYPICALLY ... NETHERLANDS

## RECLAIMED FROM THE SEA

Cheese, tulips, bicycles, canals, van Gogh, Rubens and Rembrandt are just some of the keywords that come up in connection with the Netherlands. However, the term "Holland", which has become widely used, only refers to the two provinces of Noord-Holland and Zuid-Holland. The Dutch are regarded as tolerant, cosmopolitan and direct. The country is doing well economically, and the standard of living is high.

The Netherlands ("Low country") lies directly on the North Sea, which borders the north and west. Germany borders the country to the east, and Belgium to the south. In addition to mainland Europe, the national territory also includes the three Caribbean islands of Bonaire, Sint Eustatius and Saba. All other colonies were granted independence in the 1970s. Today the Netherlands is a constitutional monarchy, and the official language is Dutch.

This flat country, criss-crossed by rivers and canals and with a coastline of more than 450 km, has been fighting the water for centuries. In order to gain additional living space and agricultural land efforts are continuously made to reclaim land from the water with dykes and drainage projects. With success: Flevoland is a brand new province that has been drained.

➤ *In Amsterdam the bicycle (fiets) is the most common and convenient means of transport in the city, which is criss-crossed by canals (Grachten).*



## GENERAL FACTS



41,526 km<sup>2</sup>  
is the overall area of the Netherlands



17.3 million  
inhabitants



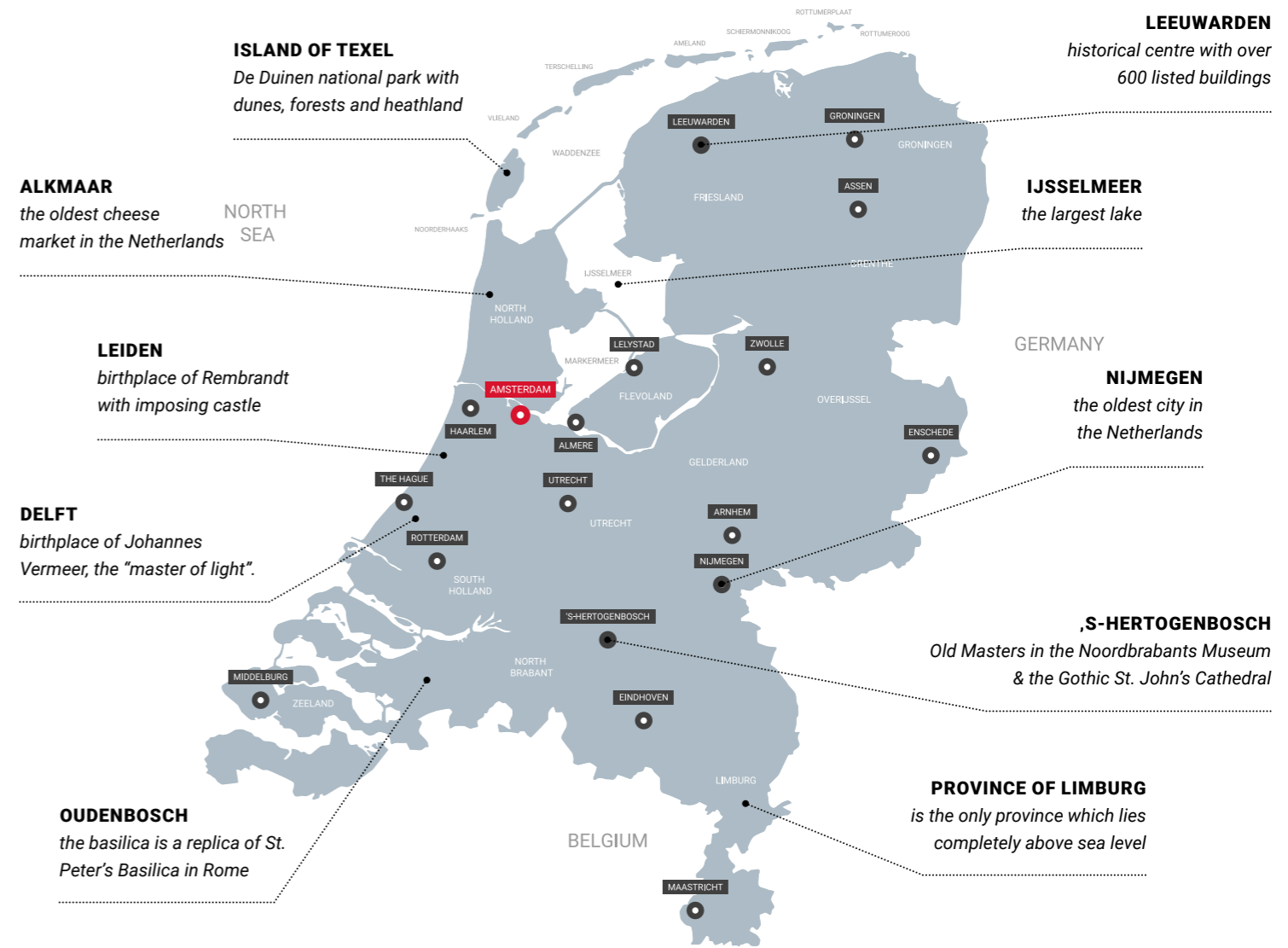
9.5°C  
average temperature



Amsterdam  
major city



Den Haag  
government headquarters



## THE FLAG

The Dutch flag with the horizontal bars of red, white and blue was established in 1937 and has its origins in a tricolour hoisted in 1579 in the fight for freedom against Spain. At that time, the upper red part was still orange, after the colour of the Prince of Orange. The coat of arms of the republic shows a lion holding a sword and seven arrows.

## HANSA-FLEX NETHERLANDS

The first HANSA-FLEX foreign subsidiary

Elst  
headquarters

11  
branches

1989  
company founded

32  
service vehicles

125  
employees





## FLORA & FAUNA

10,000

plant and animal species are native to the Wadden Sea

26

hills form the Sallandse Heuvelrug National Park (largest heathland area in north-western Europe)

300 m

is the distance people have to stay away from seals



### For sea lovers:

Holland's wadden mudflats are a UNESCO World Heritage Site and boast a special diversity of nature and species.

### For cyclists:

cycle over the 34 km long dam across the IJsselmeer or around Kinderdijk. The UNESCO World Heritage Site includes 19 old windmills.

### For city travellers:

the small town of Amersfoort attracts visitors with its centuries-old streets, historic buildings and canals. Close by: the Hoge Veluwe National Park and Paleis Het Loo.

Windmills and tulips are among the clichés about the Netherlands that are widespread all over the world.



## NOT TO BE MISSED!



## BASIC CULINARY KNOW-HOW

One of the Dutch national dishes is 'hutspot', a stew of mashed potatoes, carrots and onions. The stew is also available with meat or smoked sausage. For those hunger pangs that need to be quickly satisfied, there are "vending machines in the wall" all over the country offering hot, deep-fried snacks. The favourite Dutch dessert is vla, a fairly liquid pudding in various flavours.

### THE WEST

Fish, syrup waffles, poffertjes (small fritters with icing sugar), bitterballen (deep-fried balls of meat stew), Zeeland bolus (cinnamon buns)

### THE NORTH

Kibbeling (fish fillet in batter), cheese dishes, smoked fish, oliebol (deep-fried dough ball with sultanas).

### THE EAST

Mushroom and game dishes, seafood, Erwtensoeep (pea soup), Rijsttafel (Indonesian-Dutch dishes).

### THE SOUTH

Game dishes, asparagus, anchovies, Limburg Vlaai (yeast cake with berry filling), Bossche Bollen (cream puffs with chocolate icing).



## YOU MAY NOT KNOW THIS...

1/3

of the Netherlands lies below sea level.

45

fortifications, 6 forts, 2 castles, casemates & military waterworks form the Nieuwe Hollandse Waterlinie (UNESCO World Heritage Site since 2021).

1,200

is how many bridges can be found in Amsterdam, a city built entirely on stilts.

1637

was the peak of the tulip mania, but the first speculative bubble in history burst: the prices for tulip bulbs collapsed.

12,500

spaces are available in one of the world's largest bicycle parking garages in Utrecht.

400

inhabitants live in one square kilometre, making the Netherlands one of the most densely populated countries in the world.

22

Belgian exclaves are located in the small town of Baarle.





# INJECTION MOLDING MACHINES



Fig. 1: Correctly fitted restraining cable.

The new DIN EN ISO 20430 standard requires that hose lines in hydraulics with pressures of more than 50 bar and in pneumatics with pressures of more than 10 bar must be secured against hazardous lashing around. This can be done either by cladding, additional fastening of the hose lines (by

## What has changed in the new standard for plastics and rubber machines

Machine safety is playing an increasingly important role in both legislation and technical standards. For this reason the previously applicable DIN EN 201 standard from the year 2010 has been fundamentally revised and replaced by DIN EN ISO 20430. This has also resulted in changes regarding the safety requirements of hose assemblies.

chains, cables or clamps) or a pressure test in accordance with DIN EN ISO 1402. Uncontrolled lashing around can occur if the hose tears out of its fitting or connection, or if the fitting is torn off at the connection point. This means that an interlock fitting is no longer a sufficient safeguard, as it only prevents the hose from tearing out of the fitting, but provides no protection against its being torn out at the connection point.

When using restraining cable devices (Fig. 1), it is important not to select just any old cables and attach them somehow or other. The manufacturer of such devices is obliged to develop, design and produce them in conformity with EC/EU directives. Furthermore, their functional suitability must also be tested. The CE marking confirms that this has been done. Designs produced in-house are not permitted. In order to guarantee the function-

ality of such a device, it requires correct design and assembly. The design is not only based on the maximum permissible operating pressure of the hose assembly, but also on the type of hose (weight), type of connection fitting, nominal diameter, bending radius etc.. Assembly must be carried out exclusively in accordance with the manufacturer's fitting and installation instructions, because only then will functional safety and process reliability be ensured.

In practice, it is often the case that restraining cables are mounted under tension (Fig. 2). However, such mounting means that the hose can't escape from the fitting and the energy can't dissipate abruptly. The result is that the cable will break, and thus there is no protective function. The use of chains is not recommended because, especially in the case of lines that are subject to constant

movement during operation, the chain links may separate from each other and thus their correct functioning is no longer ensured. A pressure test in accordance with DIN EN ISO 1402 means that the hose assemblies must be subjected to one-hundred percent testing. As a rule, this is done with twice the maximum permissible operating pressure for the hose assembly. A 3.1 inspection certificate must then be issued.

The duty to take such protective measures lies with both the manufacturer and operator of the machinery and with the hose assembly manufacturer. In the course of carrying out its risk assessment, the machine manufacturer must consider, within the defined machine limits, whether a protective measure against hose lines tearing free and lashing around is necessary. When procuring the hose lines it must be ensured that the sup-



Fig. 2: Caution! Mistake! Incorrectly fitted restraining cable.

plier of the hose lines offers a tested hose-fitting combination. In addition, the correct design, e.g. pressure, temperature, medium, etc. must be taken into account. The operator of the machinery must carry out a risk assessment, taking into account and evaluating all potential hazards. If potential hazards

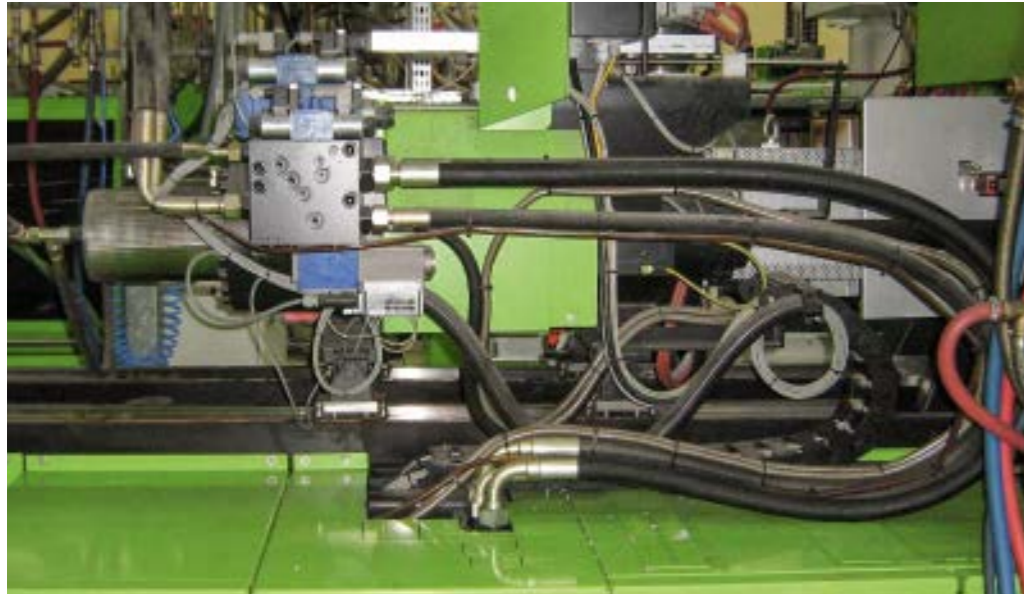


Fig. 3: Freely accessible hose lines on a plastic injection moulding machine.

emanating from the hose lines are diagnosed, the operator must take the necessary protective measures, e.g. against their tearing free and lashing around. It is also important for the hose assemblies to have a tested hose/fitting combination.

The manufacturer or service provider of hose assemblies should also always scrutinise the customer's requirements. In other words, what exactly the hose line will be used for and whether a protective measure is needed to prevent it from

tearing free and lashing around. At the Hydraulics Academy we recommend that in the case of freely accessible hose assemblies (Fig. 3) with an increased risk potential, a cover or enclosure or restraining cable device should be given priority over a pressure test. In the case of mobile service providers of hose lines, a pressure test is usually not possible because there is no test facility on the vehicles.



Author: Daniel Werner,  
Trainer for line equipment  
and pneumatics  
IHA Schulungs gGmbH



DIE HYDRAULIK-AKADEMIE

## SCHULUNGSTERMINE März 2022 - April 2022



März 2022		
01.03.2022 - 03.03.2022	Proportionalhydraulik - Die Basics	Dresden
07.03.2022 - 11.03.2022	Hydraulik I - Die Basics	Dresden
07.03.2022 - 11.03.2022	Fehlersuche an Hydrauliksystemen - Intensiv Version	Dresden
07.03.2022 - 11.03.2022	Hydraulik - Wartung & Instandhaltung	Dresden
14.03.2022 - 17.03.2022	Mobilhydraulik I - Die Basics	Stockstadt am Rhein
15.03.2022 - 16.03.2022	Vermittlung der Fachkenntnisse für Fachkundige Personen der hydraulischen Leitungstechnik gem. der österreichischen Arbeitsmittelverordnung AM-VO §2 Abs.3	Linz (AT)
17.03.2022	Metallschläuche - Die Basics für Einsteiger	Boffzen
21.03.2022 - 25.03.2022	Hydraulik II - Aufbau-seminar	Dresden
22.03.2022 - 23.03.2022	Vermittlung der Fachkunde der zur Prüfung befähigten Person der hydraulischen Leitungstechnik gem. BetrSichV und TRBS 1203-2019	Bremen
22.03.2022 - 24.03.2022	Mobilhydraulik III - Der geschlossene Kreis	Dresden
28.03.2022 - 31.03.2022	Hydraulik I - Die Basics	Linz (AT)
28.03.2022 - 30.03.2022	Pneumatik - Theorie und Praxis	Dresden
30.03.2022 - 31.03.2022	Hydraulik-Öle in der Praxis	Dresden
April 2022		
04.04.2022 - 08.04.2022	Hydraulik I - Die Basics	Stockstadt am Rhein
13.04.2022	Edelstahl- & Elastomerkompensatoren - Die Basics	Boffzen
25.04.2022 - 26.04.2022	Hydraulik-Rohrleitungen in Theorie und Praxis	Dresden
26.04.2022	Hydraulische Leitungstechnik - Die Basics	Bremen
26.04.2022 - 27.04.2022	Druckspeicher in hydraulischen Anlagen	Linz (AT)

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# FRESH GREEN FOR DREARY CONCRETE DESERTS



## Urban gardening revitalises green spaces in the city

Green facades, orchards, strawberries on balconies and sunflowers on roundabouts: urban gardening is a relatively new trend that is spreading in cities worldwide and gaining in popularity. The term covers both communal and private gardening on neglected or fallow land in the city. The goals behind it are varied, and can be summed up as the desire for self-sufficiency, meaningful activities for environmental and climate protection, and a stronger commitment to nature.



Green spaces in the city – no matter how small – improve the micro-climate, lower the ambient temperature, purify the air and are perceived by people as attractive and relaxing. The trend for people to make cities green on their own initiative probably has its origins in so-called “guerrilla gardening”, a political movement of the 1970s. By secretly planting seeds, residents of neglected neighbourhoods protested against the prevailing conditions and deteriorating living conditions. Activists sent a political signal with “seed bombs”, and transformed wastelands into green oases. From these mostly peaceful protests a natural garden movement developed, with the aim of increasing the greening of cities and bringing them closer to nature.

### WHAT IS URBAN GARDENING?

Urban gardening is the term used to describe community gardening in the middle of the city. The roofs of parking garages, fallow land, verges and roundabouts are transformed into green spaces that are accessible to all residents. Classic urban gardening is less about people creating their own private micro-garden or allotment as a refuge. Instead the aim is to create a new, green face for the residential area that benefits everyone. In a broader sense, however, urban gardening

can also include green balconies, private gardens and allotments, cultivated areas in backyards, green roofs and vertical gardens on walls that are not planted and looked after communally. After all, they too serve to promote self-sufficiency, biodiversity and climate improvement within cities.

### GARDENING BRINGS PEOPLE TOGETHER

Community gardening brings together different social classes of all ages, including those with an immigrant background. Gardening thus connects generations and people with very different lifestyles. The reasons why city dwellers get involved in urban gardening are just as diverse: while some want to be self-sufficient and obtain fresh food, others mainly want to green and beautify their surroundings. Others wish to experience the rhythm of the seasons more closely, enjoy nature on their doorstep and slow down the pace of life. Contact with other people and an escape from loneliness stand alongside the desire to pursue a meaningful activity or to teach children about the diversity of nature.

### THE BENEFITS OF COMMUNITY GARDENS

There are plenty of advantages that speak for community gardening: for example, urban gardening

promotes bonding with the neighbourhood and contacts between residents. Fresh greenery in the area not only raises the quality of life for people who have access to it regardless of income or social status. Animals and insects are also provided with a new habitat and a variety of food. Plant diversity usually increases as well. The cultivation of fallow land improves the quality of the soil so that groundwater can percolate better than on sealed surfaces.

### WHO TAKES ON WHICH TASK?

Jointly managed areas require maintenance. This requires coordination and the clarification of some important questions. What should be grown, how and where? Who will prepare the area and water the plants regularly? And which source of water can be used? Who will take care of the seeds and the green waste? Who will weed the plants? In addition, the project needs to be publicised through public relations work and sponsors have to be approached.

### PICKING ALLOWED – WORLDWIDE

A well-known example of successful urban gardening is the Prinzessinnen garden in Berlin-Kreuzberg. This is a movable bed system, as the beds are laid out in old crates, tubs, milk cartons and rice sacks. In another example, Andernach refers to itself as an “edible city”, where “picking is expressly permitted”. The concept here is to deliberately plant crops in public spaces so that residents have free access to healthy food. Community gardens are popular in all parts of the world. With several hundred gardens New York’s Green Thumb programme, for example, is not only the oldest but probably also the largest community garden project in the world. Several major cities such as Paris, London and Toronto have developed their own programmes based on the New York model.

*For example, urban gardening promotes bonding with the neighbourhood and contacts between residents. Fresh greenery in the area not only raises the quality of life for people. Animals and insects are also provided with a new habitat and a variety of food.*



# A REAL PETROLHEAD

Ralf Reker restores classic cars with dedication

For over 30 years Ralf Reker has been turning vintage cars into unique, high-performance vehicles. The fascination for engines is part of his DNA and he also enjoys making new friends through his hobby – on holiday in a VW camper van, on the racing circuit or at the HANSA-FLEX classic car rally, which he helped to set up.

He is fully in his element when the welding gun crackles, when paint and rust flake away during blasting, when the torque spanner rotates busily and the engine hums contentedly in a bass octave when it is started for the first time. This is because in his spare time Ralf Reker is a car restorer with a passion. He is less interested in restoring the cars to their original condition than he is in achieving his own ideal conception of the individual model. "When I see a car, I see it the way it will look in its finished state. I can't leave anything in the original condition, but need to shape everything exactly as it suits my own taste," says the 53-year-old. This is also why he doesn't accept orders for specific conversions. The trained toolmaker and master automo-

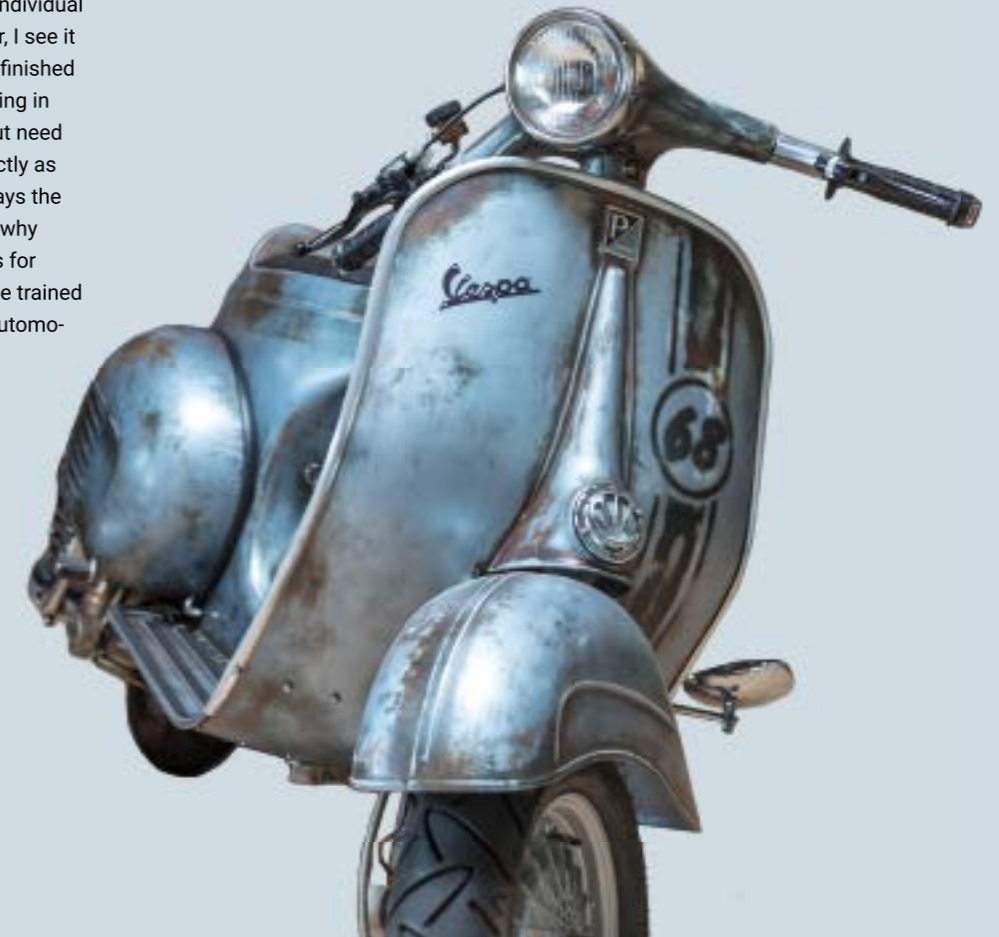
bile mechanic earns his living as production manager in metal hose production at HANSA-FLEX in Boffzen. In his job he has to do a lot of coordinating and communicating. He unwinds in the workshop in the evenings and at weekends: "For me, tinkering with engines is like meditation. Sure, it's sometimes noisy and dirty, but that's part of the job." For him, the crowning glory of every project is the final assembly. "Putting cars together is more important to me than driving. I like driving, of course, but the mechanical work comes first," Reker explains.

## FROM RUST BUCKET TO RACING CAR

Where does he get his fascination for engines? "It's probably some gene, or some circuit that isn't running properly," jokes the native of Höxter, who was already tinkering enthusiastically with his toy train as a child. He then really took to his hobby at the age of 17. It all started with a rusty T1 VW van, built in 1967, which he bought so that he could go on holiday to Lake Garda with



^  
*In his spare time Ralf Reker is a car restorer with a passion. However, he is less interested in restoring the cars to their original condition than he is in achieving his own ideal conception of the individual model.*



friends. It was the beginning of a lifelong love affair – both for tinkering and for his camper van, which he still drives to Lake Garda every year. At the time he first patched it up so that it would pass the roadworthiness test. Around 700 hours of work later, the van is now as good as new. Or perhaps even better than new. Thanks to a new Boxer engine, it now has an output of 195 hp and a top speed of 190 kph. "In terms of performance I always demand a lot. But with the van, I was more interested in not being a hindrance to traffic on the way to my holiday and just to be able to cruise along nicely at 130." It's a different story with his 1972 BMW 2002tii, with which he regularly takes part in races, such as the Classic Car Race at Kassel Calden airport and the Classic Motor Weekend in Schlotheim.

**ON TOUR TOGETHER**

Apart from the vehicles, people are an important factor for Ralf Reker when it comes to his hobby: "All classic car drivers greet each other and you meet many interesting people on the road or at events. I've already made some really good friends thanks to this hobby." The shared enthusiasm for classic vehicles also creates strong bonds among HANSA-FLEX colleagues. Ralf Reker and colleagues from the HANSA-FLEX location in Boffzen were instrumental in

organising the first HANSA-FLEX Motor Classic. "We organised a real rally in Boffzen, complete with a road book and tasks and a barbecue in the evening, which was highly enjoyable." Since then, HANSA-FLEX colleagues from all over Germany who are enthusiastic about classic cars have been holding regular get-togethers, including a shared drive. "It's a good thing, because you get to meet people in person with whom you might otherwise only talk on the phone, and a rally is simply something special among colleagues," Reker says with satisfaction.

**COLLECTING RATHER THAN SELLING**

Ralf Reker has already restored more classic cars than he can list off the top of his head. At the moment he has a 76 BMW E3 3.0 Si on the lifting platform – a special challenge, even for experienced mechanics: "It's extremely complex. A lot of screws, a lot of electrical wiring – in terms of assembly, it's really tough," explains Reker. Originally, he wanted to restore the E3 true



It all started with a rusty T1 VW van, built in 1967, which he bought so that he could go on holiday to Lake Garda with friends. Around 700 hours of work later, the van is now as good as new.

to its original condition in order to sell it. "But then my old genes reasserted themselves, and now I'm just making it the way I want it for myself." Reker sees himself as a collector anyway, not a dealer, although he always receives plenty of offers. A wealthy Swiss once had his eye on Reker's VW camper and assured him that money was no object. But Ralf Reker wouldn't give up the T1 for any money in the world: "This van has been with me for three quarters of my life. It's simply a part of me."

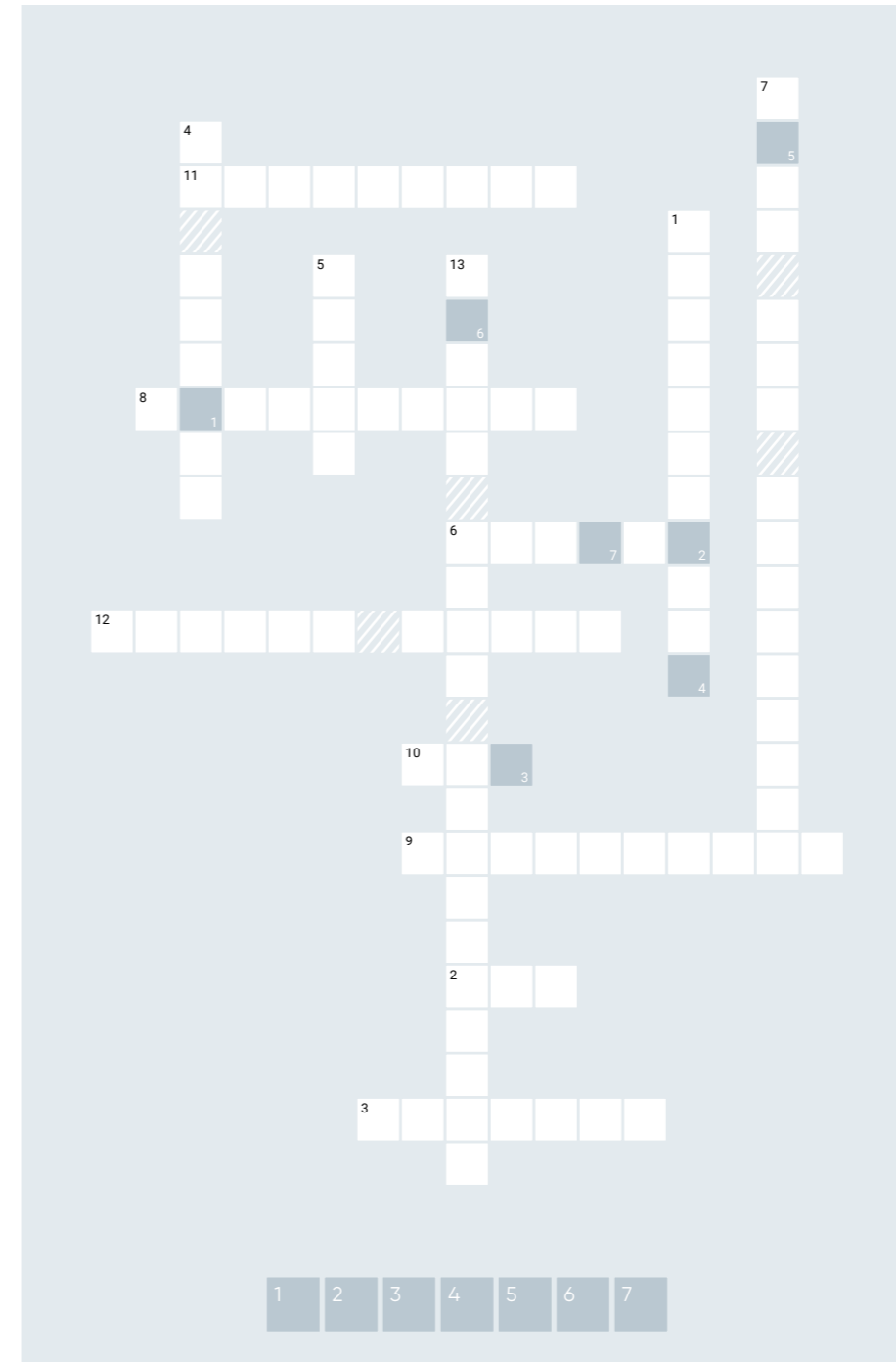


# WATER-SAVING AND FAST TUNNEL CLEANING

In operation:  
the fascinating machine of  
Page 20



# CROSSWORD PUZZLE



1. The first foreign subsidiary:
2. Florian Wiedemeyer is the new ...
3. Name of the digital change project
4. Part of Ralf Reker's car collection
5. This year, HANSA-FLEX is celebrating this anniversary
6. 30,000 euros will be donated to this country
7. Largest of its kind for hydraulic hoses worldwide
8. This year, 60 children's and youth teams will receive ...
9. Daniel Wemmie is ...
10. What our customer Newbilt Machinery produces
11. Cover page image
12. Award received by HANSA-FLEX in China
13. Investment in India

## WIN A GRAVIS VOUCHER

In this issue we are holding a prize draw for five shopping vouchers worth 200 euros each, redeemable in all participating Gravis shops or online at [www.gravis.de](http://www.gravis.de). Please email your answer to [marketing@hansa-flex.com](mailto:marketing@hansa-flex.com) or by post. Don't forget to include your name and address as the sender. The deadline for entries is 22 April 2022. Each participant may submit only one entry. Legal recourse is excluded, as is any liability as far as legally permissible. No cash equivalent is available. Best of luck!

**SOLUTION** 4/2021 – C:1993

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 T. Blum, Herne, Germany  
 K. Johannes, Nördlingen, Germany  
 E. Drus, Berlin, Germany  
 H.-J. Gübeli, Zurich, Switzerland  
 M. Kurze, Altdorf, Germany

# PREVIEW 2/2022

**IN PRACTICE**  
K+S AG – working below ground  
Technical University of Dresden

**TYPICALLY ...**  
South Africa

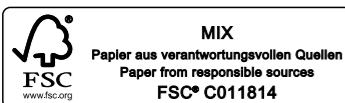
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Christian van der Veen  
(Regional Manager)

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Inauguration of the new  
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