



Journey's end in Bremen

After 20 months, the XWORLD tour comes home

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DEAR READERS,

We have come through a tumultuous year. HANSA-FLEX has continued to maintain its programme of expansion in 2009, despite the prevailing difficult economic situation. We are constantly expanding our tightly-knit network of branches. We opened 18 new branches worldwide, of which nine are in Germany. HANSA-FLEX's 350th branch will open for business in early 2010, demonstrating our on-going commitment to remain as close to our customers as possible, now more than ever.

At the beginning of October, we held a topping out ceremony at our new central warehouse in Geisenfeld, Upper Bavaria. When it is completed in May 2010, the facility in Geisenfeld will keep about 150 branches in southern Germany and the rest of southern Europe supplied with all products manufactured by the group. This will guarantee even greater availability of our products throughout Europe. With the commissioning of the central warehouse, HANSA-FLEX will also create 15 new jobs in Geisenfeld immediately – with more to come.

On October 30, we opened our centre of operations for the Asian market in Shanghai. The new site will include a training centre and central warehouse as well as manufacturing and administrative space. HANSA-FLEX is thus well positioned to take advantage of future developments in the growing Asian market. Therefore, we will emerge from the crisis stronger than before.

As 2009 draws to a close, we also mark the successful conclusion of a long-running project that has aroused excitement and interest all over the world for the last 18 months. The XWORLD tour returned to Bremen in October. Yet even at the closing ceremony in the Bremen Überseemuseum on November 7, all eyes were directed to the future. Even now, HANSA-FLEX is exploring possibilities for running a second XWORLD on the American continent. For more information, please turn to page four.

At the end of one year and in anticipation of the new one, we extend our sincerest thanks to our employees for your commitment and unstinting hard work. We also thank our customers for the trust they have placed in us, and our successful cooperation. We wish you all a peaceful Christmas season, and good health and success in the coming year.

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Print: Berlin Druck · www.berlindruck.de
Responsible for content: Wolfgang Rink
Frequency: Bimonthly

Subscribe to HYDRAULIKPRESSE on our website:
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PEFC/04-31-0976



IVW certified 1st quarter 2008



Photo: Julia Ahlers

THE EXECUTIVE MANAGEMENT

Dieter H. Seidler, Uwe Buschmann, Thomas Armerding

ISSUE DEZEMBER 2009

15th year

Picture on titel: Nadine Beneke



XWORLD CELEBRATES

WHERE THE END AND THE BEGINNING MEET

“And suddenly you find yourself in the middle of an adventure” – that was the slogan of the HANSA-FLEX XWORLD tour. The 20-month off-road expedition through Europe and Asia. After many thousands of kilometres, the six off-road vehicles have returned to their point of departure in Bremen. On Saturday, November 7 2009, participants and organisers celebrated the completion of the XWORLD at the Überseemuseum in Bremen.

On the XWORLD, which started at the group's corporate headquarters in Bremen in March 2008, the agenda really did match the slogan. In small parties of no more than ten participants per stage, the little convoy reached sites that are usually beyond the reach of large travel groups. XWORLD crossed Transnistria, negotiated the highest mountain passes in the Himalayas through Nepal, and visited the Indonesian village of Suak Nie. Here, HANSA-FLEX had donated money to help rebuild the village, which was completely destroyed by the devastating tsunami in 2004. This commitment is still ongoing. This year, HANSA-FLEX will not be sending any promotional gifts over the Christmas period, but instead will donate 40,000 euros to the Indonesian hamlet. The money is being used to establish a rubber plantation, which will provide the villagers a with a new way to make a living.

UP CLOSE AND PERSONAL

The unique thing on XWORLD: At the start of each stage, all participants received “their” vehicle, which they would be responsible for throughout the stage. They took turns driving, and so everyone was able to enjoy the off-road experience to the full. The itinerary was worked out for each day with the help of experienced tour guides – so the participants were actively involved in planning their journeys. They

might sleep in hotels or just as often under canvas. A full set of camping equipment was included in each vehicle. Several participants who spent the night on the Mongolian steppe commented on the astoundingly clear skies there. The majesty of the Milky Way was even visible to the naked eye, and for those who experienced it will remain as an indelible memory of their adventure.

HIGHLIGHTS

The many different experiences and impressions each party gained during their individual stages make it impossible to single out one single event as the highlight of the tour. But whether it was strolling on the Great Wall in China, the sight of the terracotta army in the former imperial city of Xian, crossing rickety suspended bridges or swimming in Lake Baikal, each participant has taken away a cherished and enduring memory.

CEREMONIAL FINALE

All of these memories were revived once more at the closing celebrations of XWORLD, to which all participants were invited. Adorned with all kinds of equipment and tools that were used in the daily routine of the tour, the Überseemuseum radiated XWORLD vitality. The trusty vehicles were ranged



Photo: Julia Ahlers



Project Manager Enrico Kieschnick with HANSA-FLEX Managing Director Thomas Amerding

Photo: Julia Ahlers



XWORLD final ceremony at the Bremen Übersee Museum

Photo: Julia Ahlers



The Pro+Motion Team planned the XWORLD for HANSA-FLEX



A LONG, WINDING ROAD

In roughly one-and-a-half years, the XWORLD tour travelled right across Europe and Asia, traversing enormously varied landscapes and touching many different cultures along the way.



on the museum forecourt, so participants and the curious could see them for themselves. In the entry concourse, a pitched tent served as a menu and the buffet included typical delicacies from the countries through which XWORLD travelled. In his welcoming address, HANSA-FLEX managing director Thomas Armerding thanked project manager Enrico Kieschnick, without whose hard work and commitment the XWORLD would probably never have taken place. He also thanked the participants, whose involvement was essential in order to breathe life into the undertaking.

THE PURPOSE OF XWORLD

“To bring people together, create a greater understanding of and for each other, and to get to know other cultures.” These were the words HANSA-FLEX managing director Uwe Buschmann used to define the purpose of tour at the beginning of the first stage in Bremen. Over the course of each individual section, the expedition was met with warmth and enthusiasm by their local colleagues at every HANSA-FLEX branches along the way. Our participants were astonished by the generosity of the welcome extended by the local inhabitants time and time again, and many friendships were begun not

only within the groups, but also with people they met at the roadside.

POSITIVE CONCLUSION

With XWORLD, HANSA-FLEX reiterated its philosophy of maintaining a local presence worldwide through its network of branches, and raised public awareness of the group as a whole. “Over the last 20 months, XWORLD has received a great deal of positive attention in the international press. Wherever our convoy appeared, people came from all directions to meet us. The large number of bookings we received from interested people outside the industry also shows that we achieved our objectives,” project manager Enrico Kieschnick sums up the overall result of the tour.

LOOKING INTO THE FUTURE

On the basis of the outstanding success of this tour, HANSA-FLEX managing director Thomas Armerding announced in his speech at the closing celebration that there will be another project of the same kind, probably in 2011. More precise details will be revealed in future issues of *Hydraulikpresse*.



THE MOST MAGICAL MOMENTS on the XWORLD were relived by the participants once more at the closing ceremony.

EQUIPPED FOR THE FUTURE

NEW HANSA-FLEX CENTRAL WAREHOUSE RIGHT ON SCHEDULE

HANSA-FLEX is investing more than ten million Euros in the new central warehouse. With effect from May 2010, about 150 branches in southern Germany and southern Europe will be supplied with all HANSA-FLEX products from Geisenfeld, Upper Bavaria. The new construction will also create about 15 new jobs in the region.

The topping out ceremony on Thursday, October 1, 2009 served as the first occasion for fitting celebration. "With the construction of a second central warehouse, we are holding to our programme for expansion and keeping pace with the evolution of the HANSA-FLEX group of the last few years," managing director Uwe Buschmann places the construction in context. Christian Staudter, the mayor of Geisenfeld, was among the 60 guests at the ceremony. In a short speech, Uwe Buschmann thanked the building workers for their hard work and Mr. Staudter for his cooperative support. After the ceremony, the guests enjoyed a delicious buffet and raised a glass of cold beer to the successful completion of the central warehouse in May 2010.

The markets of the world are growing closer and closer. Our customers are finding and exploring opportunities in new countries and regions at a relentless pace. HANSA-FLEX is keeping step with these changes, and establishing branches exactly where our customers are planning to begin operations



TOASTING THE NEW BUILDING Construction site manager Andreas Gragen, general planner Ralf Blase, Hannes Hetzenecker and Sebastian Zimmermann from the town of Geisenfeld, HANSA-FLEX managing directors Thomas Armerding and Uwe Buschmann, future plant manager of the new central warehouse Sven Ilsen, and Mayor of Geisenfeld Christian Staudter (from left to right).

or already have a presence. As a consequence, our only previous central warehouse, in Bremen, is approaching the limits of its capacity. The construction of this second, 8500 square metre central warehouse is therefore the next logical step in HANSA-FLEX Hydraulik GmbH's design for growth. The facility will begin as a single-shift operation, but is planned to expand to three-shift working over the course of the

next eight years. This is expected to create as many as 55 new jobs in the long term.

HANSA-FLEX did not choose the site at random. A study carried out by a specialist logistics consulting company concluded that the Ingolstadt-Nuremberg region is perfectly positioned to meet all current and future requirements of our group.

THE NEW CENTRAL WAREHOUSE in Geisenfeld will begin supplying about 150 HANSA-FLEX branches throughout southern Germany and southern Europe in late May 2010. With an area of 8500 sq.m., this second central warehouse is the logical next step in the HANSA-FLEX group's plan for growth.



ONE-OF-A-KIND TRAINING BENCHES

EVEN BETTER WAYS TO PASS ON PRACTICAL SKILLS AT THE IHA – THREE NEW TRAINING COURSES OFFERED

Having developed and built eight training benches that are unmatched anywhere, the Internationale Hydraulik Akademie in Dresden-Weixdorf reaffirms its reputation as one of the foremost teaching facilities in the field of hydraulics worldwide. In state certified engineer Dierk Peitsmeyer, the IHA can also rely on the services of an expert with extensive practical experience in proportional and mobile hydraulics, and how to teach them. His combination of skills further enhances the quality of the already outstanding training courses.



THE NEW IHA TRAINING BENCHES enable students to apply and test their lessons immediately. Hydraulic circuits can be created on them and then tested under realistic conditions with the aid of load units.

Theoretical knowledge is reinforced with practical exercises on the training benches in all the hydraulics seminars at the IHA. In this way, participants are presented with connections to real situations. Topics are first explained by the trainer using animations and the latest presentation equipment. Then the participants are able to apply the theory they have learned in practice. They create a hydraulic circuit on the training benches based on what has been discussed. Initially the exercises are very simple, but they become steadily more difficult. The IHA now possesses eight training benches, developed specifically for training needs. These training benches were developed and designed under the overall supervision and control of IHA trainers Dierk Peitsmeyer and Wolf-Rüdiger Schmidt. Both men contributed an

abundance of experience in fluid technology, to give the benches an unprecedented range of functionality for training purposes.

PRACTICAL COMPONENT OVER 50 PERCENT

Since each seminar is limited to no more than 16 trainees, there is always room for two participants to work independently at a training bench. So they gain practical experience, which aids learning much more effectively than theoretical demonstrations. This is why at least half of the training time in each seminar is dedicated to practical work. And since cylinders under no load do not exist in real hydraulic systems, load units with various load conditions are used for

advanced exercises. These load units consist of a cylinder with 50 and 30 kilogram suspended loads and a thread with a load of 30 kilograms. Systems of this kind, which work with a pressure of 80 bar, make it possible to recreate a wide range of hydraulic properties so participants can be instructed in controlling them correctly. Another advantage: the training benches can be used to experiment with things that are not possible on real systems because they would have to be switched off. The trainers can also build errors into the systems, so that participants can find and correct them. In this way, they are trained in the proper response to real malfunctions, thereby minimising downtimes for hydraulic systems and preventing damage to the machinery.

CONCENTRATION ON THE ESSENTIAL

“The ‘trial and error’ learning approach can be very expensive when it comes to hydraulic systems,” explains Dierk Peitsmeyer. He adds: “Experience is a good teacher, but it can also come at a high price.” He means when lack of knowledge causes damage or injury. The certified marine engineer also insists that participants concentrate on what is important in the seminars. “We don’t waste time connecting up relay controls,” says the 49-year-old Peitsmeyer. Instead, electrohydraulic exercises are run using a programmable logic controller (PLC). All the participants have to do is plug in the sensors and actuators, and they then can concentrate fully on the hydraulic control.

NO PRODUCT PRESENTATIONS

Peitsmeyer quickly introduces another important selling point for the quality of the IHA training courses: “Even though we have a strong coopera-



Photo: Julia Ahlers

A SUMMARY OF THE NEW SEMINARS

tion partnership with HANSA-FLEX, we do not make product presentations. The IHA considers this to be unimportant - we want to pass on knowledge, not sell products".

There is only one thing more expensive than training - no training!

Personal information: Dierk Peitsmeyer

Photo: Julia Ahlers



Qualifications: Marine engineering, Dipl.-Ing. (FH) in marine engineering.

Professional history: Shipboard experience as 2nd technical officer, service and measurement engineer for mobile and industrial hydraulics, marine hydraulics project engineer. Since 2000, has provided training in hydraulics seminars on proportional hydraulics, measuring instruments, control equipment, complex controllers and safety. Since 2006, development engineer and trainer for training and instruction.

PROPORTIONAL HYDRAULICS

Target group: Operating, maintenance, installation and planning personnel, field service agents, in-house technical service staff, design engineers

Seminar objectives:

- Understand the construction and function of proportional hydraulics components
- Use these components in circuit diagrams and hydraulic systems
- Learn about their function and effect in electro-hydraulic systems
- Create hydraulic plans with proportional technology
- Construct and test basic circuits on the teaching unit
- Learn about fault analysis

Contents:

- Theoretical principles
- Circuit symbols for proportional valves
- General construction and function of proportional valves
- Signal sequence in the electrohydraulic system
- Application and settings in practical exercises
- Practical exercises in fault analysis

- Learn about their function and effect in hydraulic systems
- Create hydraulic plans with mobile hydraulics components
- Construct and test basic circuits on the teaching unit
- Learn about fault analysis

Contents:

- Theoretical principles
- Circuit symbols in mobile hydraulics
- General construction and function of components and systems:
- Throttle control
- Load sensing
- Hydraulic precontrol
- Basic application and settings in practical exercises
- System comparison of throttle control and load sensing
- Practical exercises in fault analysis
- Safety instructions

MEASURING EQUIPMENT

Target group:

Practical users of hydraulics from service, maintenance, commissioning, service fitters for industrial and mobile hydraulics

Contents:

- Construction and function of measuring instruments
- Measurement chain
- Working with an electronic data logger (Hydrotechnik Multisystem 5060)
- Practical measurements of pressure, volume flow, analogue signals
- Display and analyse measurements convincingly
- Using measurements for fault analysis

MOBILE HYDRAULICS

Target group: Operating, maintenance, installation and planning personnel, field service agents, in-house technical service staff, design engineers

Seminar objectives:

- Understand the construction and function of mobile hydraulics components
- Use hydrocomponents in circuit diagrams and hydraulic circuits



Photo: Julia Ahlers

WASTE DISPOSAL BY THE EXPERTS

They're everywhere, on building sites and at festivals, an essential fixture at city celebrations and carnivals, and every one of is very glad to see them in times of need. But what many people do not know: most temporary toilet cubicles are made in Germany. More specifically, in the tidy little town of Coswig in Sachsen-Anhalt, site of the corporate headquarters of Global Fliegenschmidt GmbH.

Global has been selling portable toilet cubicles and accessories since 1982. Nowadays, the company founded by Peter Fliegenschmidt is the market leader in Germany and markets its wares on five continents. "It is very important to us to be able to produce all our products ourselves," chairman and CEO Peter Fliegenschmidt confides the philosophy of his company, which has relied exclusively on the services of HANSA-FLEX Hydraulik GmbH since 2007.

ROTARY PRODUCTION

The portable toilet cubicles are made from polyethylene. When processed appropriately, this plastic is light and rugged. The secret of manufacturing is: rotation. Gas flows into a furnace through HANSA-FLEX metal hoses. The furnace heats the polyethylene, which has been fed into the hollow element provided for this purpose. In order to distribute the liquid plastic evenly, the hollow element - in this case the wash stand - is then rotated in three axes. The plastic mass cools and solidifies as it is turning. After a short time, the form can be opened and the wash stand can be removed for further processing. The flat parts of the cubicle, for example the doors and side panels, are manufactured using a vacuum pump. For this, a polyethylene panel is positioned horizontally and heated by a furnace below it. As soon as the heat softens the panel, it is moved into position over a mould. The vacuum pump sucks the polyethylene into its shape. After a brief cooling down period, the part is ready and can be fitted.

MOBILE REMOVAL

You can't make an omelette without breaking eggs. Or in this case: You can't trade in portable toilets without dealing with the waste. And as it happens, constructing and selling disposal units is Global Fliegenschmidt GmbH's second business stream. In cooperation with HANSA-FLEX and with the trusty assistance of technical field service agent Sylvia Seidel from the HANSA-FLEX agency in Berlin Tempelhof, Global Fliegenschmidt has developed a new waste disposal vehicle. A MAN 12.250 truck has been refitted for use as a fully functional service and transport vehicle. Its load bed can hold four toilet cubicles, a 3800-litre tank divided into two compartments, and various stow boxes for work equipment. Thus the vehicle provides every possible facility for carrying out the necessary services on the cubicles. There are three such services:

First, the toilets must be emptied. This task is carried out with a 15-metre long suction hose, which is coiled round a spring-return reel and powered by a vacuum pump. If this hose is not enough, another



Photo: Julia Ahlers

PLASTIC PARTS are produced in a machine that rotates in multiple axes.

10-metre long extension hose is also ready for use. The cubicles are cleaned with a 20-metre long high-pressure hose with spraygun attachment - coiled on a spring-return reel - that is powered by a high-pressure cleaner pump. They are then filled with an odour-neutralising sanitising agent through a low-pressure hose. A low-pressure pump is provided for this last phase of the operation.

NO DEFAULT SOLUTIONS

In order to minimise walking for the operator as far as possible, and guarantee the utmost safety, the vehicle is equipped with a control console in the work areas. From here, the vehicle engine can be started and switched off, the working speed can be adjusted to any level, and the working lights can be switched on. The service units are driven hydraulically by the vehicle's auxiliary drive to generate the necessary pressure. The hydraulic motor required for a given work phase is engaged with a manual control valve that diverts power to the corresponding pump. "The vehicle is configured to ensure that operations are unfailingly fast and clean," Enrico Jarzembowski – the tank construction department manager at Global – explains the guiding concept behind the vehicle's design. "But this vehicle should not be considered to be a one-size-fits-all solution," he continues. "A wide range of special needs or equipment variants is possible, and we are very willing to adapt the vehicle to the customer's specific needs."

HANSA-FLEX ITEM NUMBERS IN EVERY VEHICLE

And to ensure that the customers of Global Fliegenschmidt GmbH receive assistance as soon as possible if the hydraulics develop a fault, a special solution has been invented. "We have included lists of the HANSA-FLEX item numbers for all installed hydraulic components as well as the appropriate FLEXPRESS telephone numbers in all our new vehicles," says Peter Fliegenschmidt. "We have been so delighted with the service we receive from HANSA-FLEX that we happily recommend them to all of our customers."



MOBILE TOILET CUBICLES are built from parts that Global Fliegenschmidt manufactures itself.

The industry meets at „Eurotoi“

Eurotoi - the European trade fair for all aspects of the mobile toilet cubicle industry. March 5-6, 2010 in the Warsteiner Event Center at the Nürburgring.

For more details, please visit: www.eurotoi.de



ENRICO JARZEMBOWSKI, tank construction department manager with Global Fliegenschmidt, explains the waste disposal process.

Training seminar schedule December – January



03. – 04.12.2009	Introductory seminar on stainless steel and elastomer expansion joints	Boffzen/Höxter
08. – 09.12.2009	Qualified line equipment technician	Dresden-Weixdorf
07. – 11.12.2009	Hydraulics specialist HWK 01/09	Dresden-Weixdorf
07. – 11.12.2009	Principles of fluid technology – Part 2	Dresden-Weixdorf
07.01.2010	Principles of line equipment	Bremen
11. – 15.01.2010	Principles of fluid technology – Part 1	Dresden-Weixdorf
21.01.2010	Principles of line equipment	Bremen
25. – 29.01.2010	Hydraulics specialist HWK 01/09	Dresden-Weixdorf
25. – 29.01.2010	Principles of fluid technology – Part 2	Dresden-Weixdorf
01. – 05.02.2010	Servicing hydraulic systems	Dresden-Weixdorf

FOCUS ON SHANGHAI



Photo: Frank Schmidt

MILESTONE SET IN THE DESIGN FOR GROWTH

Shanghai was at its most alluring in late October. The many guests at the opening celebrations for the new HANSA-FLEX headquarters for the Asian market were greeted by bright sunshine and a cloudless sky.

HANSA-FLEX invested four million euros in building the Asian market headquarters, which was opened on October 30, 2009 amid great celebration. "With the new building in Shanghai HANSA-FLEX is creating a logistics and manufacturing centre for the growing Asian market. Furthermore, a central warehouse is also being erected here from where the whole of Asia will be supplied," says managing director Thomas Armerding. The warehouse, administration and production are already in full swing. Our Chinese colleagues have already attended the first training courses on our products and sales in their own training centre. Single building site: the pipe bending centre. The first pipes are scheduled to be bent in Shanghai in the spring of 2010. "We are right on schedule in all areas, and we are glad and proud to announce that the new buildings meet all of the requirements we have in order to satisfy the wishes of our customers even more effectively," reports Marketing Manager You Lu.

The complex consists of four individual buildings, which occupy a combined total of 15,000 square metres. The bright façades of the buildings are trimmed in red to reflect the typical HANSA-FLEX appearance, an image associated the world over with supreme professionalism in fluid technology.

INTERNATIONAL GUEST LIST

17 different national flags were raised in the reception hall in honour of the 17 countries represented by the approximately 100 guests. In all, HANSA-FLEX welcomed guests from all five continents to the opening festivities. They included delegates from the Chinese provincial government, representatives of Deutsche Bank China, and shareholders of the HANSA-FLEX group. Thomas Armerding and Dieter H. Seidler were in attendance on behalf of the managing board. In his inaugural speech, company founder Joachim Armerding provided a review of the history and development

of HANSA-FLEX Hydraulik GmbH, and emphasised the bright future awaiting the group in the Asian marketplace. Managing director Thomas Armerding thanked the Chinese political and business dignitaries for their accommodating efforts during the construction phase, and again emphasised the importance of the location in China for the continued growth of HANSA-FLEX.



Photo: Matthias Kinnicke

Photo: Stockphoto



THE SHANGHAI METROPOLIS is China's leading industrial centre. It is also a major traffic hub and an important cultural and educational centre. It is home to more than 13 million residents. The HANSA-FLEX branch in Shanghai is the logistical centre for the growing Asian market.

AT THE OPENING CEREMONY, HANSA-FLEX managing director Thomas Armerding thanked Chinese political and business leaders for their cooperation. They six hose lines were tied together to symbolise the bonds between people and cultures all over the world.

Photo: Matthias Kihnede



Photo: Matthias Kihnede



To conclude the festivities, Joachim and Thomas Armerding, and Ms. Fang Wang, General Manager HANSA-FLEX China, tied six hose lines together. This was a highly symbolic gesture intended to reflect not only hydraulic line equipment but also the bonds between peoples and cultures all over the world. The opening ceremony ended with a fireworks display on the stage, to enthusiastic applause. "I am so glad that you have all been able to find the time to journey to Shanghai and celebrate this opening with us. I would like to thank Dierk Peitsmeyer of the IHA especially for installing a variety of machines and test benches in the training centre in the last few weeks. Without his efforts, we would not have been able to arrange everything so quickly," said You Lu in his closing remarks.

CORRECT POSITIONING

In spite of the worldwide crisis, the People's Republic of China is one of the fastest growing national economies in the world. The metropolis of Shanghai has around 14 million inhabitants and has been the economic centre of the People's Republic for years. The seaport of Shanghai is already the second largest in the world and is still enjoying considerable growth rates. By 2020 the Chinese government will have in-

vested more than US\$5 billion in extensive expansion measures for the port.

Wherever building work is carried out, hydraulics always has a role to play. This is one of the main reasons why the Asian market provides the best sales opportunities for the products of the HANSA-FLEX corporate group and the associated services. After the opening of two branches in China in January 2009, Shanghai is the sixth HANSA-FLEX location in the land of smiles.

GLOCAL PRESENCE!

"Thinking globally – acting locally" is the motto of the new HANSA-FLEX corporate group. This means: being present locally with a global network of branch offices. Because HANSA-FLEX sees customer proximity as part of its responsibility for ensuring smooth processes in hydraulics.

HANSA-FLEX is pursuing international growth while at the same time extending its product range. We intend to continue our efforts to become a world leading provider of hydraulic systems. Our intensified concentration on the emerging markets in the Middle and Far East is an important step on this road. For

this reason the opening of the new head office for the Asian market in Shanghai is a logical consequence of our growth strategy.

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Photo: Oliver Lukesch

TOWARDS SUSTAINABILITY

NEW AUSTRIAN HEADQUARTERS OPENS IN LINZ



Photo: Friederike Reichl / OGN

OPENING CEREMONY IN LINZ Adalbert and Hildegard Lukesch, Thomas Armerding, Joachim and Waltraut Armerding (from left to right).

HANSA-FLEX has invested more than three million euros in the new Linz branch building, and set up the 3600 square metre commercial space to serve as the new headquarters for Austria. The result is unmissable. From about 1340 cubic metres of concrete and 111 tons of steel there arose an ultramodern commercial building that is supremely equipped to meet all the group's current and future needs.

The design of the new building is highly attractive, with ample window areas and an exemplary energy concept, which functions entirely without fossil fuels. Heating and air conditioning are handled by a water heat pump, which draws its heat output directly from the ground. A system that uses ground water as its energy source. The heat pump is supplied with water

by a "drawing well". The pump cools the water that is to say, it extracts the heat energy it needs for heating the building. The cooled water is returned to the ground via a second well, which is called an inverted well. The energy extracted in this way is used to heat the water in the heating system and is forwarded to the heating elements. To cool the building, the heat pump either uses the ground energy directly, or if this is not enough additional cooling energy can be obtained by reversing the operation of the heat pump. This method reduces the release of environmentally harmful O2 by about 30 percent.

4000 SATISFIED CUSTOMERS

There are currently 13 HANSA-FLEX branches in Austria, from which 100 employees look after 4,000

satisfied customers. The 17 FLEXXPRESS vehicles and 22 workshop containers guarantee that anything the customer wants can be provided quickly and straightforwardly. It goes without saying, the FLEXXPRESS fleet is primed for the fastest response times.

ON THE SPOT FOR 15 YEARS

The steadily growing need for hydraulic components, both flexible and rigid connections, accessories, assemblies and services on site prompted this German provider to set up its first Austrian branch in Linz in 1994. The inauguration of the new headquarters also served as an opportunity for HANSA-FLEX to celebrate 15 years of doing business successfully in Austria.

At the opening celebrations on Thursday, November 5, 2009 in the new building at 19 Dallingerstraße in Linz, guests were treated to a full evening's entertainment. Of course, executive management from the Bremen headquarters in Germany could not miss this special occasion either. Fine food, creations in fabric and colour by the renowned Austrian artist Bernhard Schinko, and a musical accompaniment set a fine tone for this double celebration.

MARINTEC TRADE FAIR IN CHINA

Photo: Stockphoto



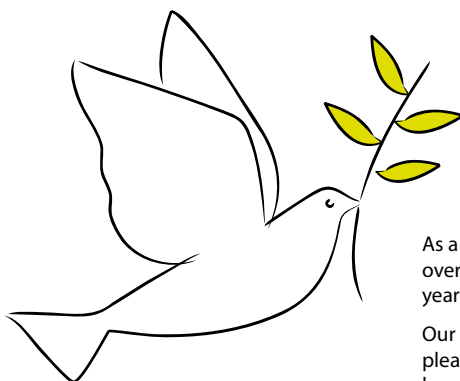
HANSA-FLEX will be represented for the second time at MarIntec-China, which will take place in Shanghai from December 1 – 4, 2009. The trade fair is largely devoted to shipbuilding, and has been held in Shanghai every two years since 1981. This year, HANSA-FLEX will have a large stand right inside the entrance.

After Japan and Korea, the People's Republic of China is one of the largest shipbuilding nations in the world. This will be an exciting opportunity for HANSA-FLEX to put its extensive knowledge on show.



"Any good a man brings into the world is never wasted"

Albert Schweitzer



It is with the deepest sadness that we have received news of the passing of

Karl-Heinz Wöhlke

after a grave illness.

As a corporate business adviser with the Sparkasse Bremen, Karl-Heinz Wöhlke had overall responsibility for assisting our company in all financial questions for over 20 years. He also served as a member of the HANSA-FLEX advisory council since 2005.

Our company benefited immensely from our long association with an exceptionally pleasant and able man, whose expertise was matched by his engaging personality. We knew and respected Mr. Wöhlke for his candour, simplicity and pragmatism.

His extraordinary knowledge of human nature and his ability to see beyond the numbers to the complexities they reflected made Karl-Heinz Wöhlke a valuable and valued advisor in many questions affecting the company. His death leaves a painful gap in our corporate family.

With the passing of Karl-Heinz Wöhlke, we have all lost a man whose success was rooted in his humanity. We will always remember him with respect and affection.

We extend our sincere condolences to his family.



FROM BREMEN TO THE WORLD

HYDRAULICS IN THE PILGERING PROCESS

Blue skies, a mild swell. A three-master with green sails is making way through the seascape. The strains of “Sail away” are borne faintly on the breeze. On deck, the crew are toasting each other with – that’s right – cold bottles of Beck’s. A brand name everybody knows. Last year, Germans quaffed three million hectolitres of this premium beer from Bremen. For years, HANSA-FLEX has been the contact partner of choice for the Beck & Co. brewery in all questions pertaining to the maintenance of its hydraulic systems.



Photo: InBev Deutschland Vertriebs GmbH & Co. KG
Backgroundphoto: Julia Ahlers

The constant clinking of glass is accompanied by the low hum of machinery. Green bottles without number flash past on a maze of conveyor belts. Almost completely without human intervention, they are sorted, cleaned, scanned for damage, refilled, capped, pasteurised, labelled, deposited in crates, and finally stacked on pallets. In precisely this sequence, and all in one production hall. We are standing beside production line six at the Beck & Co. brewery in Bremen Neustadt – right beside the Weser river. Here, 50,000 bottles are filled every hour. It's a three-shift, twenty-four hours a day operation. On the day of our visit, Beck's Alkoholfrei is being pumped through the lines. Depending on requirements, it could equally well be beer-based drinks such as Beck's Green Lemon or the new Beck's Ice.

MINIMISING DOWNTIMES

It goes without saying, it is enormously important to ensure that all nine of the production lines for these kinds of products run without interruption. The shortest stoppage costs serious money. For every hour that a production line is not running, this subsidiary of the Anheuser-Busch InBev group produces 16,500 fewer litres of beer. This is one reason why Michael Hanzlik – the maintenance supervisor for the brewery – is so enthusiastic about the FLEXPRESS service provided by HANSA-FLEX Hydraulik GmbH: "To date, every time we have had an incident, the FLEXPRESS vehicle has arrived within half an hour", he says as he guides us through the production halls. For example, in July 2008. The entire system suddenly stopped. A hydraulic cylinder in the pasteurisation system was faulty – this had happened before and the damage was at exactly the same place. After HANSA-FLEX had replaced the cylinder, the next step was to find out what was causing the damage and correct it. This task fell to FLEXPRESS service technician Volker Brodowsky, who has been looking after the needs of of the Beck & Co. brewery diligently for a number of years. "We filtered the hydraulic oil through a bypass flow filter system for a week to remove any chips that had somehow got into the system", explains the fluid engineering expert. Particle counts were carried out during the entire process, to determine the degree of purity of the oil. "After the oil had been filtered, no further problems occurred with the cylinders", Mr. Hanzlik confirms.

X-CODE IS JUST WHAT'S NEEDED

To ensure that essential spare parts can be delivered as quickly as possible, all new hose lines that are fitted at the Beck & Co. brewery are marked and thus identified uniquely with the X-CODE. In the event of a defect, the hose line's characteristics can be looked up with the aid of this alphanumeric code. Accordingly, there is no question that it will be replaced without delay.

HYDRAULICS IN THE PILGERING PROCESS

In a pasteurisation station, filled and capped bottles are heated briefly to about 70°C. This efficiently kills germs that render food inedible, such as lactic acid bacteria or salmonella, without changing the taste of the beer. The bottles pass through the pasteurisation station in a process known as pilgering. The base on which the bottles are standing is raised slightly and advanced a step by hydraulic cylinders. Then the bottles are lowered again, the cylinder returns to its starting position to raise and move the next batch of bottles. As in a pilgrims' procession ('pilgrim' is the English translation for the German word 'Pilger'), the bottles pass through the station according to extremely precise timing.

BETWEEN TRADITION AND INNOVATION

The Beck's premium brand is exported in greater quantities than any other German beer on the world market. Beck's accounts for a quarter of all German beers drunk abroad. At the same time, the Beck & Co. brewery pays equal respect to tradition and innovation. The brewery was honoured with a gold medal for best beer as long ago as 1874 by the man who later became Emperor Friedrich III. This is the medal that is still depicted on the labels of Beck's bottles. Even today, most of the hops used are still delivered by water - along the Weser - just as they were at the beginning of the 20th century.

But tradition does not have to mean stagnation. The device used for carrying six 0.33 litre bottles known colloquially the world over as the 'six-pack' was introduced to the market in 1968 with the name 'Beck'ser'. In 2002, Beck & Co. took the world by storm with the most successful product innovation in the history of German beer making: Beck's Gold. And in order to show off the golden colour of the beer, it had to be in transparent bottles. Not a big thing - really. But for Pilsener type beer, it was quite revolutionary, because the beer is highly sensitive to ultraviolet radiation and rapidly loses its taste. This is why Pilsener is usually sold in green or brown bottles. The colour pigments in the glass filter the harmful UV rays out. For Beck's Gold, the brewery developed a transparent UV filter. An innovation without precedent in the foodstuffs industry.

"In HANSA-FLEX, we have found a reliable, flexible service provider for hydraulics, which responds quickly and with complete professionalism to all our requirements", company spokesman Henrik Oliver von Oehsen summarises the cooperation between the two companies. We'll drink to that!



LITTLE HUMAN INTERVENTION is needed for production at the Beck & Co. brewery. In one production run, the bottles are cleaned, checked scanned for damage, refilled and capped, pasteurised, relabelled, then packed in crates and on pallets. To ensure smooth production, the brewery uses the mobile, ever ready FLEXPRESS service.

THE MARKET INTRODUCTION of "Beck's Gold" demanded a revolutionary idea. A new, invisible UV filter had to be developed before transparent bottles could be used: pilsener beer is highly sensitive to sunlight.



RESEARCH IN THE ETERNAL ICE

USE OF HYDRAULICS IN EXTREME CONDITIONS

An ocean of white, as far as the eye can see. On clear days, mountain peaks serrate the horizon in a chain of geometrically perfect pyramids. They look as if they have been cut out of the snow by a giant with a bread knife. The temperature vacillates between -30 and -45°C, the driving wind howls in gusts up to 38 metres per second, gale force 12, tossing ice and snow in its path. Nowhere on Earth are living conditions as hostile as in the Antarctic. Hydraulic machinery makes it possible for researchers to defy these conditions.



Photo: iStockphoto

The sixth continent – 98 percent of it covered in ice – is larger than Europe. It is also the coldest, driest and windiest region on Earth. Only a couple of hundred scientists carry out research in these unforgiving conditions. Most of the time they are alone, their only companions: the shore-living emperor penguins, seals, and of course whales. There are more than 20 research stations in the Antarctic that are manned year-round. In all, almost 60 different countries are conducting studies on the endless ice. “We are one large community, and we derive mutual benefit from our experiences,” asserts Dr. El Naggar of the Alfred Wegener Institut (AWI) in Bremerhaven. This sense of community is enshrined in the Antarctic Treaty. The treaty stipulates that the Antarctic is to be used solely for scientific and peaceful research, and all financial interests must be placed on ice – literally. At least until 2041.

A TRAGIC RACE

Just under a hundred years ago, the Antarctic was the setting for an ambitious race. The Norwegian Roald Amundsen and Englishman Robert Falcon Scott were in competition to be the first to reach the South Pole. In October 1911, both parties set out from their respective base camps. Amundsen used sled dogs and reached the South Pole on December 14, 1911. Scott’s party also arrived, but about a month later. Unlike Amundsen, Scott placed his faith in Siberian ponies and motorised sledges. His problem: The ponies became sick and the motorised sledges did not work at the prevailing temperatures. The members of the expedition had to drag their supply sledges themselves for long stretches. This exertion sapped their strength and finally cost the band their lives. The bodies of Scott’s party and his journal were found in 1913. His reliance on technical equipment had failed, with deadly consequences. The equipment was simply not designed to operate in Antarctic conditions – at least not then.

Sled dogs are no longer used as a mode of transport. But machines are. Nowadays for example, scientists at the Antarctic research stations get around on motorised sledges, or Ski-Doos. They have been specially adapted to operate under the climatic conditions that prevail on the sixth continent, and researchers can use them to make short excursions. For longer trips, they use snowmobiles, which are much more powerful than the Ski-Doos. Snowmobiles also have a chain drive, so they can negotiate even trackless terrain, and they can also tow mobile shelters, which researchers can use on longer expeditions. The snowmobiles also use hydraulically operated snow shovels

to carve a path through terrain that seems blocked by drifting snow.

SUBZERO HYDRAULICS

At such low temperatures, the specifications for hydraulic systems are extremely high. Firstly, the materials from which the hose lines and valves are made must remain flexible at temperatures as low as -40°C. If they do not, they will rupture very quickly, leading to leaks, which will cause the machinery to fail. Then, the oil must also retain its viscosity at extremely low temperatures. Accordingly, special mineral oils are used, such as are also used in aviation – temperatures at high altitude are comparable to those in the Antarctic. These conditions also apply for Neumayer III. The AWI research station was opened in February 2009 and stands on 16 hydraulic stilts. Once a year, the stilts raise Neumayer III by a metre to prevent the station from being buried in the steadily rising tide of snow like its predecessors.

Most research stations in the Antarctic serve as observatories for taking accurate readings of long-term data. This includes environmental data such as atmospheric humidity, ozone levels or temperatures. The scientists look upon this as research that will serve future generations. In order to gain an understanding of the way our planet’s climate is changing, we need to know something about the temperatures that prevailed in the past. For this, we need long-term data, which has not been collected in sufficient quantities before. “For our research we need data for the last 100 years or more,” Dr. El Naggar says. “But even long journeys begin with a single step.”

THE PRISTINE PATCH

So the researchers have a lot to do. For many, working at a research station that is manned for the entire year in the eternal ice is a stepping stone to their professional careers. Besides helpful professional experience, the young researchers also learn social skills in the Antarctic. They spend a total of 15 months on site – for nine of them they are completely alone. For two months, there is total darkness. “In these conditions, you learn to get on with each other,” Dr. El Naggar says with a laugh. Then the physicist adds: “The Antarctic is the last place on Earth that is still completely clean. In the space of 200 years, we have managed to burn everything our planet produces. So we need Antarctica, even if it is “only” for water recovery. We must understand at the deepest level that this is humankind’s most pressing duty,” he declares with the urgency of complete conviction.

“The Antarctic is the last place on Earth, that is still completely clean. So we need it!”

Photo: Alfred-Wegener-Institut



Photo: Alfred-Wegener-Institut



Photo: Alfred-Wegener-Institut



HARSH CONDITIONS FOR HYDRAULICS are the rule in the Antarctic. At -45°C, scientists must be able to trust their equipment. Modern motor sleds, and snowmobiles with chain drives and hydraulic snow shovels help them to move around in the polar desert.

FIT FOR THE COLD

HOW TO AVOID WINTER FATIGUE

Wet roads, grey skies, cold wind. Rain, mud, darkness – welcome to winter. A time when we are reluctant to go outside and the sofa at home seems to develop an uncanny attractive force. But this is fatal, because exercise is an important weapon in the fight against colds and fatigue.

It is precisely during the cold months that our health depends most strongly on an effective immune system. We can take a number of different steps to make sure that our resistance remains as high as possible. Firstly, proper nutrition is extremely helpful. The body needs certain vitamins and minerals in order to be able to repel the incoming waves of germs. For example, vitamin C strengthens the immune system while vitamin A boosts the body's defence functions. Vitamin E and the minerals selenium and zinc promote antibody generation, and iron is important for transporting oxygen. If any of these substances is lacking, the immune system's readiness is impaired accordingly. We are more vulnerable to illness and have less energy. Therefore, the best basis for staying healthy through the winter is a balanced diet with large quantities of fruit.

EXERCISE KEEPS YOU FIGHTING FIT

If you sit indoors all day, even an ideal diet can only strengthen your immune system within limits. Because fresh air and exercise are of paramount importance. Of course, it is not always easy to shed one's inner sloth when the temperature outside is below freezing, but it will undoubtedly pay dividends. A walk on a winter's day, in the right clothing, revives vitality and lifts spirits perceptibly. But make sure to keep your feet warm and dry. And if it really gets too cold, you can still take the exercise you need at the swimming pool or a gym.

RESISTANCE THERAPY BY SAUNA AND CO

Another way to keep your immune system ready for anything is to top up your resistance. People who spend all their time in climate-controlled rooms are often much more prone to colds and sore throats.

That is why alternating hot and cold showers are so effective. Take hot showers (38°C) alternating with cold ones (15°C), the hot showers should not last longer than five minutes and the cold showers should last between 10 and 60 seconds. Important: the last shower should be a cold one. The sauna is based on a similar principle. First the body is warmed up, then it is cooled down in a cold bath. This promotes the body's defence functions, and is also extremely relaxing.

AVOID THE BLUES

Another problem with winter is the seemingly eternal lack of light. Because daylight periods are shorter and in winter we are inclined to stay indoors, we are exposed to artificial lighting constantly. But this is no substitute for the sunlight we are missing. As a consequence: the body produces more melatonin. This hormone is responsible for inducing the need to sleep. It ensures that we become tired when it is dark, and slows our metabolism. Melatonin also suppresses the production of the "happiness hormone", serotonin. We feel tired, unfocussed and weary. In the worst case, we become sad for no reason and lose the desire for other people's company. We may even fall victim to the "SAD syndrome".

But it doesn't have to come to that. The best antidote: light! A session in the tanning studio or a walk in the winter sun can work real miracles. More tips: Make plans for enjoyable outings. Go for a meal with friends, go the cinema or the theatre, or plan your next holiday trip. Drink milk and eat bananas. Both promote your body's production of serotonin. If all else fails, however, you should make an appointment with your family doctor. Good results have been achieved for 80 percent of sufferers with special light therapy.

THE ROOT OF ALL EVIL...

...is cold feet. And this is where women are truly disadvantaged. Why? Men can simply regulate their body temperature better than women. This is a question of evolution. It made him the hunter, and therefore gave him greater physical strength. 40 percent of his body is made up of muscles. The muscles give off heat when they work. Women's bodies are only 23 percent muscle. So they cannot generate as much heat as men. Also: they lose heat more rapidly than men. The reason: women have less body mass than men. So the ratio of body surface area to body mass is less favourable. As a result, they lose more heat and – as we just learned – produce less. But women's bodies have not been left defenceless against heat loss by evolutionary design: they concentrate on keeping a regular supply of heat to the vital organs in the woman's chest, belly, and abdomen. On the other hand, the blood vessels in the feet and hands are constricted – where there is no blood, there is also no heat. Savings have to be made somewhere. So, dear men: Do not complain, warm your woman's feet when she asks you, it is not her fault, evolution is to blame! We have plenty of body heat to spare for that.

But there are also pleasant features to winter. Who wants to survive for a whole year without lebkuchen, nuts, oranges, an open fire, candlelight and glühwein?

SEASON

A HEALTHY IMMUNE SYSTEM is especially important to our health in the cold season. To strengthen it, a balanced, vitamin-rich diet as well as regular exercise and fresh air are all essential.

Nutrition hints: What is in what?

Vitamins:

- Vitamin C: Lemons, oranges, kiwi fruit, paprika, broccoli
- Vitamin A: Spinach, carrots, kale
- Vitamin E: Nuts, vegetable oil, milk

Minerals:

- Selenium: Wholemeal products, liver, meat, pulses
- Zinc: Wholemeal products, fish, meat, pulses
- Iron: Spinach, savoy cabbage, beans, peas, meat, and fish





Photo: MALI Spezialfahrzeugbau GmbH

THE CUSTOMER IS KING

FROM A 3D DRAWING TO AN EXTRAORDINARY VEHICLE

As versatile as a Swiss Army knife, but with 120 horsepower, rather more powerful. The “trac120” multipurpose vehicle, built by MALI Spezialfahrzeugbau GmbH in Schönebeck on the Elbe, is a showcase for the engineer’s art. Working closely with the HANSA-FLEX pipe bending centre, they built the prototype in an implementation phase of just two years.

Dipl.-Ing. Markus Liebherr started his company MALI in 1994. Today, the MALI Group brand combines the strength of five thriving companies. Concentrating particularly on offroad uses, the five companies work in close harmony in transmission and drivetrain technology. The tight interconnection between its various divisions is one of the group’s great strengths. Thus, the transmission components are tuned for mass production and manufactured to the highest standards of quality in the heart of the group - MALI MOTAN AG. But the transmissions are then installed in the commercial vehicles that are built at MALI Spezialfahrzeugbau GmbH, for example. The same happens with the group’s latest project, the trac120.

TRAC120

Those who know about these things notice it instantly: The trac120 is no tractor, it is a multipurpose vehicle, which can be enormously useful to subcontract-

ors and local authorities. Because the trac120 can be adapted for an enormous variety of tasks simply by adding different attachments. “Typical application areas would be mowing grass verges in the summer, for example, and clearing snow in the winter. And the fitting and attachment zones on the implement holder also offer an almost infinite number of

“Varied and completely different applications are no problem!”

application possibilities,” explains Christoph Weber, the sales and marketing manager for MALI Spezialfahrzeugbau GmbH. For this, the vehicle has three fully functional possible attachment points – one at the front, one in the middle, and one at the rear. As a result, several completely different applications can

be handled with ease. “This is particularly appealing to local authorities, because then they only have to buy one vehicle.” The defined attachment points on the trac120 and a quick release plate enable rapid equipment changes with just a few manual adjustments. The four ton loading capacity on the rear of the vehicle only enhances its versatility.

A TRUE ALL-ROUNDER

The heart of the trac120 is MALI’s own continuously adjustable torque-split transmission, which ensures that the engine is always turning in the optimum speed range. Consequently, the attachment carrier can use its full effective range, which cuts fuel consumption significantly, an indisputable advantage in times of spiralling oil and diesel prices.

If the other clues were not enough, a peep inside the driver’s cab will convince even the completely uninitiated that the trac120 is not a tractor. The all-



Photo: MALI Spezialfahrzeugbau GmbH



Photo: MALI Spezialfahrzeugbau GmbH



Photo: MALI Spezialfahrzeugbau GmbH

MULTIFUNCTION VEHICLE OPEN UP A WHOLE RANGE OF DIFFERENT APPLICATIONS The trac120 can quickly be adapted for different uses by adding different attachments - for clearing snow in the winter, mowing, spraying, and much more. Now, one vehicle can tackle all of these tasks, some of which are seasonal.

“The development team generates detailed 3D images of the designs.

The hydraulic pipes needed are created precisely according to the drawings!”

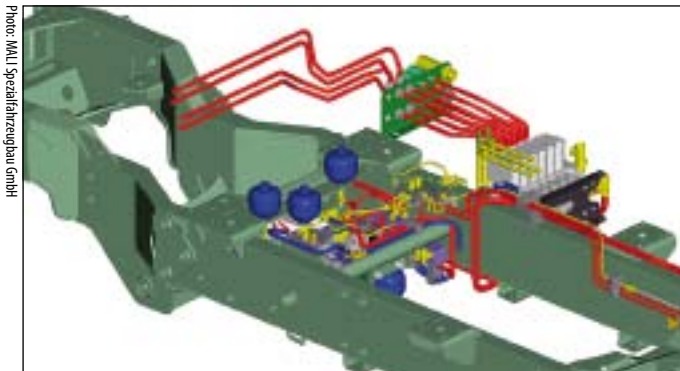


Photo: MALI Spezialfahrzeugbau GmbH

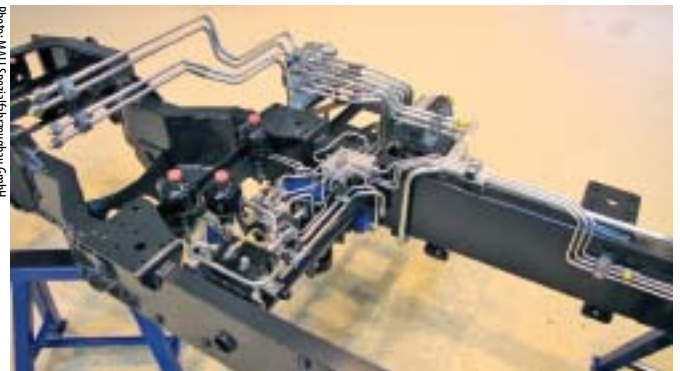


Photo: MALI Spezialfahrzeugbau GmbH

round window offers 360 degree visibility, the two doors open wide to reveal two fully upholstered pneumatic seats, which are even heated. The rear window and outside mirrors are also heated, so the vehicle is well equipped for winter work. A large-format display offers the operator all the data he needs to operate the vehicle and its respective attachments at a glance. Confusing displays such as oil pressure etc. can be hidden.

COOPERATION WITH THE PIPE BENDING CENTRE

The MALI Group and the HANSA-FLEX pipe bending centre in Schönebeck an der Elbe have been working together closely for many years. The design engineers who work at MALI are highly experienced, so our cooperation with them is a smooth process: The development team generates detailed 3D images of the designs and sends them to the pipe bending centre. Here, the necessary hydraulic pipes are pro-

duced precisely according to the drawings, and are delivered to MALI, with all the bends made. This kind of cooperation would be impossible without a vast store of expertise on both sides, because this is what is needed to ensure that all the parts fit together perfectly. It is also a tremendous advantage that MALI Spezialfahrzeugbau GmbH and the HANSA-FLEX pipe bending centre are practically neighbours in Schönebeck. Besides all the pipes, HANSA-FLEX also supplies the cylinders for the vehicles' suspension systems.

One huge advantage of this close cooperation between our companies is the very short lead times from draft to production of an operationally viable vehicle. It also means that very small production runs are possible – and this is what sets MALI apart from other manufacturers. Many customers have highly specific requirements and need a custom-built product with special applications. It is not unknown to receive production orders for a single item. But these

also mean that the range of applications for multipurpose vehicles is constantly being expanded, and gaps are being closed. And so visions are turned into new, pioneering solutions.

trac120 Multipurpose vehicle

Technical specifications at a glance:

- Output 88 kW (120 hp) / 103 kW (140 hp)
- 3 to 6 hydraulic control units
- 6.5 t permissible front axle load (empty 3t)
- 7.0 t permissible rear axle load (empty 2.6 t)
- Optional all-wheel steering
- Optional front loader
- Optional 3-way tipper

THIS IS WHERE IT ALL BEGINS

NEW TRAINEES RECEIVE TRAINING AT THE IHA

All trainees at HANSA-FLEX have one thing in common: within the first two months of the start of their training period, they attend a special orientation seminar held at the IHA in Dresden-Weixdorf. The present intake is the fifth to take this course.



Photos: Frank-Peter Fründ

THE VARIED INTRODUCTORY covers a wide range of topics. Trainees make their own standard-compliant hose lines in the technical training courses – very interesting for non-technical trainees. They also learn a lot about the HANSA-FLEX Group, its wide product range and the many branches all over the world. Field trips such as the visit to the VW plant and sightseeing tours to Dresden complete the programme.

Qualifying its employees has been a high priority at HANSA-FLEX since the beginning. This applies especially for its trainees. A special orientation seminar has been held every year since 2005. For five days, participants receive varied instruction in the many aspects of the company's business. For example, the programme includes presentations on subjects such as the rights and duties of trainees, opportunities after training, and an introduction to line equipment as well as an introduction to the company group and an explanation of the HANSA-FLEX mission statement.

"We learned a great deal. It's a shame, but very few companies do anything like this!"

at headquarters and in the various business divisions. This year the technical sessions on line equipment were led by training manager Ulrich Hielscher and trainer Frank-Peter Fründ. As is usual for an IHA course, theoretical learning was backed up with

hands-on exercises. The trainees learned how to use a vernier caliper properly, and constructed standard-compliant hose lines on their own. "I enjoyed the whole thing. We all learned a great deal

about HANSA-FLEX – both in theory and in practice. It's a shame, but very few companies do anything like this," Melanie Heidemann, training in wholesale and foreign purchasing, recounts her impressions.

"Not only do the trainees receive a fuller overview of the entire range of activities in which the HANSA-FLEX Group is involved, the seminar is also useful for gathering practical experience," Dr. Sophia Kemlein, the personnel development manager, explains the objective of this training course. One aim is to broaden the horizons of the trainees beyond their own area of responsibility and agency, so that they have a better understanding of the work processes

Besides the technical and administrative topics, time is also given to cultural interests. On the afternoon of the third day, they met for a guided tour of the city of Dresden, including a visit to the Frauenkirche. And because one never stops learning, another seminar is held in each year of training. After all, qualifying employees is not an end in itself. It is merely the start.



Photos: Frank-Peter Fründ



Photos: Frank-Peter Fründ

VACANCIES

"OUR EMPLOYEES ARE THE KEY TO OUR SUCCESS"

Photo: Julia Ahlers

Technical/commercial in-house sales clerk m/f

for our new office in the Sinsheim region (workshop/office).

Your duties:

Advising customers and counter sales, packaging hose lines, also receiving goods and order picking. Processing incoming orders, drawing up offers and generating delivery notes. Emergency response outside of office hours.

What do we expect from you?

- Formal technical training (agricultural machinery mechanic, fitter or similar) with basic business knowledge and SAP skills
- Ideally practical experience in and knowledge of the hydraulics industry
- Ability to identify technical relationships and solve problems confidently
- Customer care experience / commitment to customer service
- Willingness to work hard, good communication skills, flexibility, ability to work as part of a team

Please send your application (job no. 557) with salary requirements to:

HANSA-FLEX Hydraulik GmbH | Frau Orywal
Zum Panrepe 44 | 28307 Bremen, Germany
pa@hansa-flex.com

HANSA/FLEX

Field technician with knowledge of hydraulics m/f

concentrating on the 74 postal district

Your duties:

To acquire new business while cultivating and developing existing customer potential. You will advise our customers and achieve a high level of customer satisfaction with your friendly manner and technical knowledge.

What do we expect from you?

- Commercial training with tech. knowledge or tech. training (engineer, master in a metalworking profession) plus commercial processes
- Substantial, proven track record as field technician, sales experience
- Extensive knowledge of hydraulic connecting equipment
- A highly motivated team player, you are communicative and flexible
- Commitment to customer service / class B driving licence

Please send your application (job no. 556) with salary requirements to:

HANSA-FLEX Hydraulik GmbH | Frau Orywal
Zum Panrepe 44 | 28307 Bremen, Germany
pa@hansa-flex.com

HANSA/FLEX

Engineering graduate m/f in mechanical engineering

for the Metal hoses division in 37691 Boffzen/Höxter.

Your duties:

- Support for regular customers in in-house and field sales
- New customer acquisition / development of customer-specific solutions
- Product and project consulting / drawing up estimates and offers
- Producing technical drawings

What do we expect from you?

- Qualified engineer specialised in mech. engineering/mat. technology
- Knowledge of hydraulics / experience with SAP desirable
- Good written and verbal English / computer skills (MS Office)
- Team spirit, good communication skills, initiative
- You work well in and with a highly motivated team

Please send your application including salary requirements to:

HANSA-FLEX Hydraulik GmbH
Metal hoses division | Mr. Wieggers
Zum Gewerbepark 4 | 37691 Boffzen/Höxter
pa@hansa-flex.com

HANSA/FLEX

Technical in-house sales clerk m/f

for our office in Gütersloh (workshop/warehouse).

Your duties:

Advising customers, counter sales and processing incoming orders. Packaging hose lines and mechanical working of connection fittings. Order picking of goods for shipping and monitoring warehouse stock levels using computer equipment.

What do we expect from you?

- Training in metalworking profession (fitter, metal worker or similar)
- General knowledge of hydraulics / class B (3) driver's class
- Rapid recognition of technical relationships and ability to solve problems confidently
- Service-oriented approach to customers and ability to work in a team are second nature to you

Please send your application including salary requirements to:

HANSA-FLEX Hydraulik GmbH | Frau Orywal
Zum Panrepe 44 | 28307 Bremen, Germany
pa@hansa-flex.com

HANSA/FLEX

Further information on the vacancies advertised and the company can be found at www.hansa-flex.com

NEWS TICKER



Photo: Ramunas Sabaliauskas

HANSA-FLEX at the summit

From July 26 until August 15, 2009, a six-person team set out to climb Mount Lenin in the Pamir mountains. This peak is 7143 metres high and is located in Kyrgyzstan. One of the mountaineers was HANSA-FLEX employee Ramunas Sabaliauskas from Lithuania. He brought a HANSA-FLEX flag along in his rucksack, and planted it at the summit.



Photo: Christoph Bergfried

FLEXPRESS at the dump truck convention in Bottrop

Once a year, owners of construction vehicles meet in a sandpit in Bottrop. On October 3 and 4, the lovingly restored vintage machines were put on display again, and knowledge was exchanged. Christoph Bergfried from HANSA-FLEX Essen attended with two FLEXPRESS vehicles to assist with any technical problems. The service was called upon several times over the two days. So failed hydraulic lines could be replaced on the spot by the workshop vans. Since many of the truck owners are company heads and even customers of HANSA-FLEX, they already know us as a reliable partner. They were glad to use the service, and knew we would not fail them.



Photo: taglicht media

ROUND THE WORLD IN AN ADLER

THE EXTRAORDINARY JOURNEY OF CLÄRENORE STINNES

Who has heard of Clärenore Stinnes? Of course. No one. Yet her name is not out of place in the pantheon of the world's great explorers. It might stand proudly with the likes of Ferdinand Magellan, Charles Lindberg or Edmund Hillary. They all have this one thing in common: They did things no one had ever done before. Almost everyone knows that Magellan was the first man to sail around the world, that Lindberg was the first person to fly the Atlantic in a plane, and that Edmund Hillary was the first person to climb Mount Everest. But Clärenore Stinnes' achievement is practically forgotten. Which is unjust, because she was the first person ever to circumnavigate the globe in a car – in 1927!

Clärenore Stinnes was not a typical woman of her time. She wore trousers, studied languages, and cars were her hobby. When her father died suddenly in 1924, she demanded an executive position in the family business. Her brothers refused. Clärenore went looking for another occupation. Before long, she received an offer from Dino Automobilwerke: She was to race their cars for advertising purposes. Starting under the name of "Miss Lehmann", she won 17 races. For decades, she was Europe's most successful race car driver. But it was during a rally through Russia in 1925 – which she won as the only female competitor – that she had the idea of driving round the world. An ambitious undertaking. There was scarcely any infrastructure outside of Western Europe and the USA. There were no petrol stations, no repair workshops, and often no roads. Clärenore solicited sponsors for her globe-encircling drive. She was able to attract 100,000 Reichsmarks. The automobile and motorcycle manufacturer Adler donated a vehicle – an Adler Standard 6. 45 hp, three gears – top speed

85 km/h. The expedition began in Berlin some time between May 24 and 27, 1927 – sources differ on the date. The party included two mechanics, and a cinematographer, Carl-Axel Söderström. Luggage included: three evening gowns, 148 hard boiled eggs, two guns and a small amount of dynamite. The first flat tyre happened before the party had left Germany. A few hundred kilometres later, the clutch failed – an axle bearing broke not long after they had left Belgrade. Clärenore inspired her little convoy to go on. Days began at five in the morning, and they often drove until long after midnight. They only stopped long enough to repair the vehicle. After crossing the Arabian desert, the tiny expedition rolled into Russia. From this point on, Söderström and Stinnes were alone. One mechanic fell sick, the other gave up. You can read how these two survived the Russian winter, why changing a tyre in just 18 minutes saved their lives in the Mongolian desert, and how they blasted a passage through the Andes in the second instalment of "Round the world in an Adler" in issue 02/10 of HYDRAULIKPRESSE.

Photo: taglicht media



ADVENTUROUS would certainly describe this globe-encircling expedition. With no infrastructure or technical support, Miss Stinnes and her companion could only rely on each other.

WIN A VOUCHER FROM GLOBETROTTER

SIMPLY ANSWER THE FOLLOWING QUESTION AND A VOUCHER COULD BE YOURS

Globetrotter.de
Ausrüstung



In this issue we are once again offering you several chances to win because three vouchers worth 100 euros each will be drawn off by lots. They can be redeemed at Globetrotter, the well-known outdoor gear and travel outfitter.

Please send the answer in by Email to ma@hansa-flex.com or by post. Please do not forget to indicate your name and postal address. The deadline for entries is January 15th 2010. One entry per participant will be considered for the draw. Terms and conditions apply for legal recourse and liability. A cash payment for the prize is not possible. Employees and members of HANSA-FLEX are excluded.

QUESTION:

In what year did Amundsen reach the South Pole?

- A: October 1911
- B: February 1912
- C: May 1910

ANSWER ISSUE 10|2009

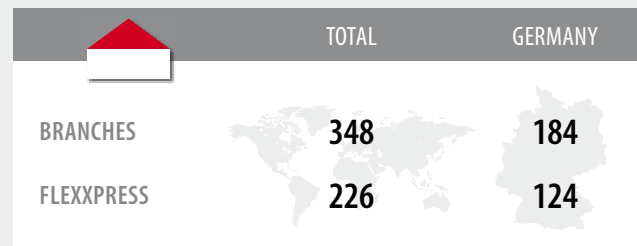
Answer B: 85

Winner: R. Arndt, Schweinfurt – Germany

FACTS & FIGURES

ANNIVERSARY

December:		
Riga, Latvia	Dec 1999	10 years
January:		
Korbach, Germany	Dec 1979	30 years
St. Pölten, Austria	Dec 1999	10 years
Dresden-Weixdorf, Germany	Dec 1999	10 years



OPENINGS

November:		
HANSA-FLEX	Dieselstr. 6A	38350 Helmstedt

PREVIEW 02|2010

THE FOLLOWING TOPICS WILL APPEAR IN THE NEXT EDITION

TITELSTORY

NEWS

PRACTICAL

WORK & LIVE

NEWS

PEOPLE AT HANSA-FLEX

DID YOU KNOW...?

Using the jaws of life in road accidents

No skiing without hydraulics

Metal hoses in computer tomographs

Accident prevention on the way to work

Building a garbage incinerator in Italy

Clemens Otte – a musician at HANSA-FLEX

Clärenore Stinnes drives around the world – Part 2



There is only one thing more expensive than education.
No education.



IHA

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