

HYDRAULIK PRESSE

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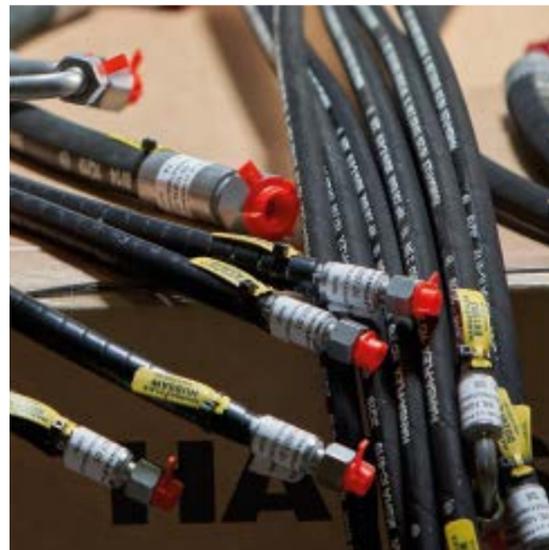
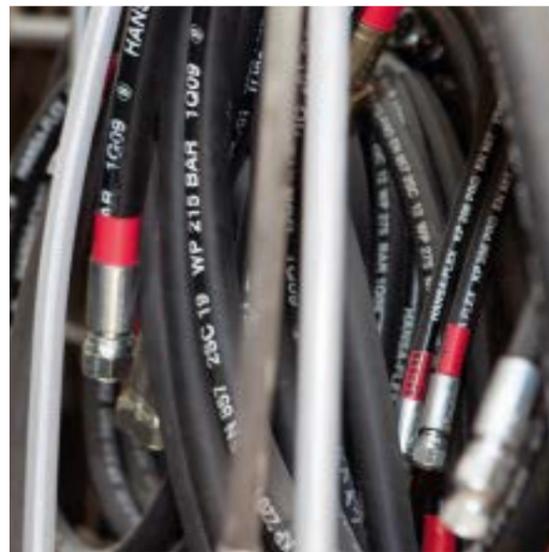
Issue 3/2022

The HANSA-FLEX Group's
customer and staff journal



25 million X-CODEs

The success story of hose line management



Christian-Hans Bültemeier

Thomas Armerding

Florian Wiedemeyer

COVER IMAGE

3/2022

Black and yellow: the cover of this issue of *Hydraulikpresse* picks up on the colours of the X-CODE labels.

25 million X-CODEs worldwide ensure that HANSA-FLEX customers can identify their hydraulic hose lines easily, quickly and without errors. The front-runner here is the classic X-CODE made of rubber, which is attached to a hose assembly with a

cable tie. The adhesive label, which includes a QR code for quick scanning, is a new feature. In addition, there are special solutions for special applications, such as the loss-proof shrink hose, with an integrated RFID chip or as a cable tie made of heat-resistant stainless steel. The X-CODE Manager online portal administers all the hose lines in the company and therefore enables a hose system management that is as convenient as it is up-to-date.

DEAR READERS,

Since the beginning of the year we have been celebrating our company anniversary under the banner of "60 Years of Passion". At our summer party in June we officially opened the new extension to the HANSA-FLEX company HQ in Bremen, the largest construction project in the company's history to date.

The next milestone was 25 million units of the X-CODE, which enables hose lines to be identified quickly and unmistakably. What started 18 years ago has developed into an unprecedented success story that has set benchmarks for the industry. Integration into the MY.HANSA-FLEX digital customer portal has simplified and accelerated service processes even further.

Despite all the reasons to celebrate, the saying "Where there is light, there is also shadow" applies to the present situation, too. Russia's war against Ukraine, disrupted supply chains around the world, persistent worries about inflation and unavoidable price increases clearly show how fragile our world and our business relationships have become. As a family business it is natural for us to do everything in our power to look after our employees, suppliers, customers and business associates throughout the world. We are convinced that we can master these challenges together with you.

With confident greetings
The Board of Management

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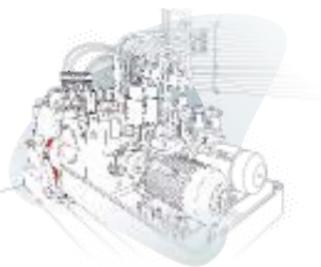
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New branch in Groningen/the Netherlands



New branch in Pendik/Turkey

SIX NEW BRANCHES ON THREE CONTINENTS

HANSA-FLEX is continuing to expand its global presence with six new branches and three new service vehicles. Within Europe the Groningen location has strengthened the branch network in the north of the Netherlands, with a total of eleven branches offering customers in Holland quick and convenient access. Two new branches have been opened in Germany: one of them is in the episcopal city of Trier, Germany's oldest city, whose roots reach far back into Roman times. With a new branch in Passau HANSA-FLEX is responding to growth in the Lower Bavarian economic region close to the Austrian border. In Turkey a branch has been added in Pendik, a district on the Asian side of Istanbul. Over

the last 60 years Pendik has developed from a fishing village into a booming industrial location that is home to numerous production facilities, a shipyard and the second international airport in Istanbul. In addition, a new service vehicle has been stationed in Tuzla, which is directly adjacent to Pendik. Two new branches have also been added in Brazil: in Ortigueira, an important location for the pulp and paper industry in the south of the country, and in Santos, the most important port city in Latin America. The fleet of the Rapid Hydraulic Service is also growing in Brazil: two new vehicles are on the road in São Paulo, not only the largest but also the most commercially important city in the country.



MUSIC FOR PEACE BENEFIT CONCERT IN DRESDEN

With a benefit concert Dresden's Ukrainian Coordination Centre made an impressive demonstration in July for freedom and peace in Ukraine. The event in the ceremonial hall of the Coselpalais in Dresden offered a varied programme entitled "Music for Peace", with members of Saxony's State Opera Choir, the Saxony State Orchestra Dresden and soloists performing pieces by European and Ukrainian composers under the direction of Jonathan Becker. The many visitors had the opportunity to get to know Ukrainian composers rarely performed in this country such as Skoryk, Leontovych and Sylwestrow. The event was accompanied by an exhibition of paintings by Ukrainian artists and Ukrainian refugee children, which were created in recent months within the framework of the "Colours of Peace" project. The proceeds of the benefit concert went to Dresden's Ukrainian Coordination Centre, the Ukrainian House in Dresden and to people in the war zone. In addition, there was financial support for the Friends of Saxony's State Grammar School Dresden e.V. and the scholarship of a 9-year-old Ukrainian girl. HANSA-FLEX and other companies and institutions supported the event as sponsors.

KEEPING A FINGER ON THE PULSE OF THE CONSTRUCTION INDUSTRY: THE VDBUM SEMINAR TURNS 50

Germany's Association of Construction, Environmental and Mechanical Engineering (VDBUM) held its 50th major seminar in Willingen from 19 to 22 June. The conference was very well attended, with around 1,000 participants from the construction, environmental and supply sectors. Special highlights were the extensive trade exhibition with 100 exhibitors, at which HANSA-FLEX was as always represented, and a panel discussion with the participation of our COO, Christian-Hans Bültemeier, on the subject of "The construction industry caught between procurement bottlenecks, a shortage of skilled workers and the doubling of energy costs."



DONAU CLASSIC 2022 VINTAGE CAR RALLY COVERS 600 KILOMETRES

On Saturday, 25 June, the 17th Donau Classic Rally took place in the Ingolstadt area and we were there again this year as a sponsor. HANSA-FLEX was represented by the company's own classic car enthusiasts Gerd Lehner (61) and his son Jörg (37). They restored their classic Alfa Romeo GT1300 Junior (built in 1971) together over a period of four years and successfully completed the rally on Saturday. The rally newcomers took 25th place out of 35 in their class (class C, year of construction 196-1975). The field of participants was divided into seven classes.



One of the many drive-through controls was set up on the premises of the HANSA-FLEX Central Warehouse South in Geisenfeld. The participants made a loop around the site in their historic vehicles and received the important stamp for the rally, as well as refreshing apple spritzer in cans specially designed for the anniversary year. On the grounds of the Central Warehouse, HANSA-FLEX presented its current fleet of vehicles and customer Albach displayed an interesting exhibit, the Diamant 2000, a powerful forage harvester. The occasion not only catered for automotive passions but also ensured the physical well-being of participants. Hearty food, cool drinks and refreshing ice cream added to the excellent atmosphere in the midsummer weather.



The Danube Classic is one of the largest and most popular classic car rallies in the German-speaking region. This year's programme included around 600 km through the landscapes of the Altmühl Nature Park, the Hallertau and the Danube Moss. Teams with sporting ambitions were able to compete in various special stages.

As every year, it was a great spectacle and we are already looking forward to the next Donau Classic.



THE MAYOR OF BREMEN VISITS HANSA-FLEX

In late August Dr Andreas Bovenschulte, President of the Bremen Senate and Mayor of the Hanseatic City of Bremen, visited the HANSA-FLEX headquarters in Bremen together with a delegation. Mayor Bovenschulte used the company's 60th anniversary as an opportunity to exchange ideas with the HANSA-FLEX Management Board on the current challenges facing the economy, and to discuss topics such as reducing bureaucracy and promoting sustainable projects in a committed manner. Also on the agenda was the war in Ukraine, with special focus on the situation of the HANSA-FLEX employees and branches there. Dr Bovenschulte was impressed by the company's social commitment, which includes the newly established Solidarity with Ukraine Foundation. The discussion was followed by a tour of the new headquarters building, which Dr Bovenschulte praised as a clear commitment to Bremen as a business location. The Mayor took advantage of the tour of the administration building, central warehouse and production facility to talk to staff from the various departments of the company.

HANSA-FLEX EMERGENCY KIT IN USE



Unforeseen leaks of hydraulic fluid, engine oil, fuel or other critical fluids are unpleasant and also pose a potential risk to people, machines, materials and the environment. The practical HANSA-FLEX emergency kit contains everything required for the quick and safe removal of leaking hydraulic and engine oil as well as other fluids. It has been put together by experienced HANSA-FLEX service technicians and is ideally suited to the requirements of industry, construction and agriculture. Its compact size and low weight make the emergency kit the ideal companion for every mobile application, for example in work, construction or service vehicles.



WORLD'S LEADING TRADE FAIR FOR CONSTRUCTION MACHINERY HANSA-FLEX AT THE BAUMA

Due to the Corona-related postponement, the world's leading trade fair for construction machinery BAUMA will take place in October this year. As an exhibitor of many years, we will again be represented at the familiar stand 808/1 in the open-air area. If you do not have the opportunity to visit us on site, you can experience our services live 365 days a year in the Coreum. We look forward to your visit.

SOLIDARITY WITH UKRAINE FOUNDATION ESTABLISHED IN BREMEN WORKING TOGETHER TO PROMOTE THE RECONSTRUCTION OF UKRAINE



Providing unbureaucratic aid that gets to where it is needed – in the long term: this is the objective of the newly established Solidarity with Ukraine charitable foundation. In establishing the foundation HANSA-FLEX AG and BUHLMANN Rohr-Fittings-Stahlhandel GmbH + Co. KG have joined forces. The foundation's charter was presented by Bremen's mayor Dr Andreas Bovenschulte at a reception in the town hall at the end of August.

„In view of the horrifying images coming out of Ukraine, I quickly decided to try and do something for the people there. When Jan-Oliver Buhlmann brought up the idea of a foundation for the reconstruction of Ukraine, I was immediately convinced that this was the right approach,” explains Alina Armerding, who together with Jan-Oliver Buhlmann forms the board of the Solidarity with Ukraine Foundation. It is important to both of them to help in the long term, and to personally accompany the development of the reconstruction projects. „A foundation of our own offers us more possibilities than an anonymous donation. We can use the foundation's funds in a targeted way to support the people in Ukraine with projects we have selected ourselves,” adds Jan-Oliver Buhlmann.

A future for families

In reconstructing Ukraine the foundation intends to focus on the social sector, primarily kindergartens, schools, clinics and care facilities. „We want to create structures for families that will enable them to have a future worth living,” says Alina Armerding in describing the foundation's future field of operations. The two board members will receive support from the foundation's board of trustees. A proven expert on Ukraine has been recruited for the board in the person of Pastor Andreas Hamburg of Bremen's Protestant Church. Pastor Hamburg himself lived in Ukraine for a long time and, thanks to his knowledge of the language and the region as well as his network in the country, will help to ensure that the aid arrives exactly where it is needed. Ronald Speidel (BUHLMANN) and Thomas Armerding (HANSA-FLEX) complete the board of trustees.

A ceremonial reception in the town hall

The positive response to the establishment of the Solidarity with Ukraine Foundation was also reflected in the fact that Bremen's mayor, Dr Andreas Bovenschulte, attached great importance to personally handing over the foundation's charter to the two board members, Alina Armerding and Jan-Oliver Buhlmann. At the press conference on the occasion of the ceremonial presentation in the town hall, Dr. Bovenschulte thanked the board and trustees for their commitment. He said that the establishment of the foundation as well as the activities of numerous voluntary groups in Bremen who are committed to helping people in and from Ukraine are a clear sign of the strong anchoring of values such as responsibility and solidarity within the local community.

Helping together, achieving more together

„We are convinced that we can achieve more by working together, and encourage everyone to join us,” is the appeal from board member Alina Armerding. The Solidarity with Ukraine Foundation is looking forward to further financial donations from companies and private individuals, in order to be able to implement as many aid projects as possible in the reconstruction of Ukraine. „Like all of us, we hope for an early end to the war so that we can quickly help the people in Ukraine. As soon as the first aid projects become concrete, logistical and material support from the construction and real estate sectors, for example, is also conceivable,” adds Alina Armerding. The Solidarity with Ukraine Foundation will provide information on this on its website. In addition, the two board members will welcome all ideas on how aid to Ukraine can be promoted. Contact details can be found on the website.

HOW YOU CAN HELP

Stiftung Solidarität Ukraine – bank account:

Sparkasse Bremen

IBAN: DE71 2905 0101 0083 3841 31

BIC: SBREDE22XXX

www.stiftung-solidaritaet-ukraine.de





At the beginning of June there were two very good reasons to celebrate in Bremen. Firstly, the company's long-planned summer party was finally able to take place after previously having been cancelled due to the pandemic. Secondly, the new extension to the HANSA-FLEX head office in Von-Thünen Street was officially opened at the party. More than 2,500 guests attended the international event, including many representatives from the 41 national subsidiaries who had come to Bremen for the simultaneous Global Summit.

A CELEBRATORY ATMOSPHERE IN BREMEN



The 2022 HANSA-FLEX Summer Party

NEW BUILDING CEREMONIALLY OPENED

The new building in Bremen is the largest construction project in the company's history, creating 18,000 m² of additional space at an investment volume of over 23 million euros. Among the speakers at the opening ceremony was Eduard Dubbers-Albrecht, President of the Chamber of Commerce and Industry for Bremen and Bremerhaven, who praised the new building as a clear commitment to the city as a business location. As the owners, keynote speakers Thomas Armerding and Uwe Buschmann also took the opening as an opportunity to talk about the company's 60th anniversary. Afterwards the visitors toured the four-part building complex with its offices, logistics section and production hall as well as a high-bay warehouse. An informative exhibition provided insights into the fluid specialist's worldwide fields of operations, and offered a richly illustrated look back at the company's history over the past 60 years. The centrepiece of the exhibition was the "green workbench" on which HANSA-FLEX founder Joachim Armerding assembled the first hose lines himself in a small garage near Bremen.

GUESTS FROM ALL AROUND THE WORLD

The annual summer party is a traditional get-together for staff and their families, partners, suppliers and



On the occasion of the opening of the new building the members of the Armerding and Buschmann owning families planted a tree. The sweet gum tree can reach a height between 8 and 15 metres.





body plays a central role in the "Back to the Future" film trilogy, as it enables time travel into the past and future. The time machine provided a frequently adopted point of reference for exchanging ideas about the shared past, present and future – in keeping with the company's anniversary slogan of "60 Years of Passion".



A video with highlights of the 2022 summer party can be found on our YouTube channel:



neighbours. The over 2,500 guests were all the more delighted that such an event was once again possible – not only in glorious sunshine but also with staff from the HANSA-FLEX family all over the world. A colourful programme for all age groups featuring lots of surprises and attractions guaranteed plenty of entertainment. A small street food festival offered a wide range of culinary delicacies, and the Summer Party once again provided ample opportunities for interaction across departmental and national boundaries.

Ex-Werder Bremen star Ailton showed the visitors football tricks and invited them to score goals at the goal



A FIFA tournament played on games consoles ensured enthusiastic players and exciting matches.



Visitors of all ages were delighted by a wide range of culinary delights and a colourful entertainment programme.



wall. Sports fans on the games console also got their money's worth: a FIFA tournament thrilled players and spectators with exciting matches. HANSA-FLEX is taking the extremely positive response as an opportunity for further expansion of the e-sports sector, for example with major events or integration into the annual international football tournament. The displayed DeLorean DMC-12 was another visitor magnet. The cult car with its characteristic gullwing doors and stainless steel





◀ The crawler chassis ensures optimum mobility at the place of use and at the same time makes transport by low-loader truck even more cost-effective and efficient.



◀ The asynchronously driven shafts crush materials of all kinds. The quick-change cassette developed by Arjes allows tools to be changed within a short time.

ders from the Impaktor series Arjes has opened up a new market segment: even small waste disposal and recycling companies are now in a position to purchase their own shredder. The result has been a veritable order boom that far exceeded the company's existing production capacities.

POWER PROVIDED BY TWO SHAFTS

The heart of the Arjes machines are the two powerful shredding shafts, which can be driven both synchronously and asynchronously. The field of application of these shredders often begins where competitors have already given up. "Where many of our competitors throw in the towel, we look for the challenge and impress the customer with a competitively superior range of applications," explains Martin Prieue, Marketing Manager at Arjes. Such applications include, for example, shredding the tyres of large construction machines, which is particularly demanding due to the combination of elastic rubber and tear-resistant steel mesh. The secret of the two shafts is as simple as it is effective: they are driven asynchronously. In other words, they rotate at different speeds. An intelligent control system

changes their direction of rotation at short intervals, which means that the material to be crushed keeps changing its position in the grinder, creating optimal attack surfaces for the shafts to break down the material. At the same time the controls also prevent damage: if the pressure on the shredding shafts is too high, they are switched briefly to operate in the opposite direction so that blocked material is released again.

HYDRAULICS UNDER HIGH PRESSURE

Not only the grinding mechanism, but also the chain drive and conveyor belt are hydraulically operated. The required energy is provided either by a diesel engine or an electric motor which drives the pumps of the



FROM INDIVIDUAL MANUFACTURE TO SERIES PRODUCTION

Recycling specialist Arjes can scale its production with HANSA-FLEX

Whether it's reinforced concrete, asphalt, scrap metal, waste wood, paper or organic matter: there's nothing Arjes shredders can't handle. All over the world the recycling industry, waste disposal companies and demolition professionals rely on Arjes shredders to turn waste into valuable secondary raw materials.

In order to process all kinds of waste for further use it first has to be shredded. Arjes GmbH, founded in Leimbach, Thuringia, in 2007, is today one of the world's leading suppliers of stationary as well as mobile shredders, with the latter boasting maximum mobility thanks to their crawler chassis. With its compact shred-



◀ The field of application of Arjes shredders often begins where competitors have already given up.



hydraulic unit. Arjes relies on HANSA-FLEX hoses and fittings for the hydraulic circuit. "We work at the very limits, so to speak: for us, pressure of 500 bar is the rule and not the exception," states Jakob Sachs, Production Manager at Arjes, providing insight into the company's operations. In addition, the regular changes in direction of the two shafts lead to pressure changes in the hose lines that are as fast as they are violent. "When other hydraulic suppliers call us and we tell them our requirements, the other end of the phone quickly goes quiet," says Sachs, who appreciates not only the high pressure resistance of the HANSA-FLEX ultrahigh-pressure hose lines, but also their reliability. After all, the Arjes shredders are used both in Germany and abroad.

Scanning the QR codes triggers the reordering of a scanned packaging unit without any further steps at HANSA-FLEX.



CHANGE TO SERIES PRODUCTION

"We have significantly expanded our production capacities in order to meet the worldwide demand for our Impaktor series. For example, a large part of the pre-assembly takes place at our partner plants in Ukraine, but an additional production hall has also been built for this purpose at our company headquarters in Thuringia," reports Priewe. Moving away from the production of individual units has also had an impact on supplier relations. In the past Arjes ordered a single set of hose assemblies for each machine on an individual order basis. Series production, on the other hand, requires forward-looking stock-keeping. "Together with Arjes we have introduced a Kanban warehouse where material is reordered using a scanner and QR codes. The orders flow directly into HANSA-FLEX's IT system via an online connection, without the need for time-consuming order



forms to be filled in," says customer advisor Carsten Richter, summing up the advantages of the digital ordering process. However, the orders are no longer processed by the branch in Merkers, but by the central hose production department and HANSA-FLEX's central warehouse. "With these quantities the team at the branch would be working at full capacity," adds Richter. Another advantage of the change-over is the time saved. "We have been able to shorten delivery times for Arjes by three days."



CLOSE COOPERATION

Contact with the local branch has not been severed by the switch to series production. On the contrary, Merkers continues to manufacture the hose assemblies for the large machines of the Ekomaxx and Titan series, which are assembled in significantly smaller quantities. Summing up, Sachs comments: "In addition to the cooperative partnership, we particularly appreciate our partner's exceptionally high supply capability, which is an enormous advantage for us in today's world."



Arjes is responding to the global demand for the compact Impaktor shredders by introducing industrial series production.



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MILLION X-CODES

How six digits revolutionised
our hydraulic service

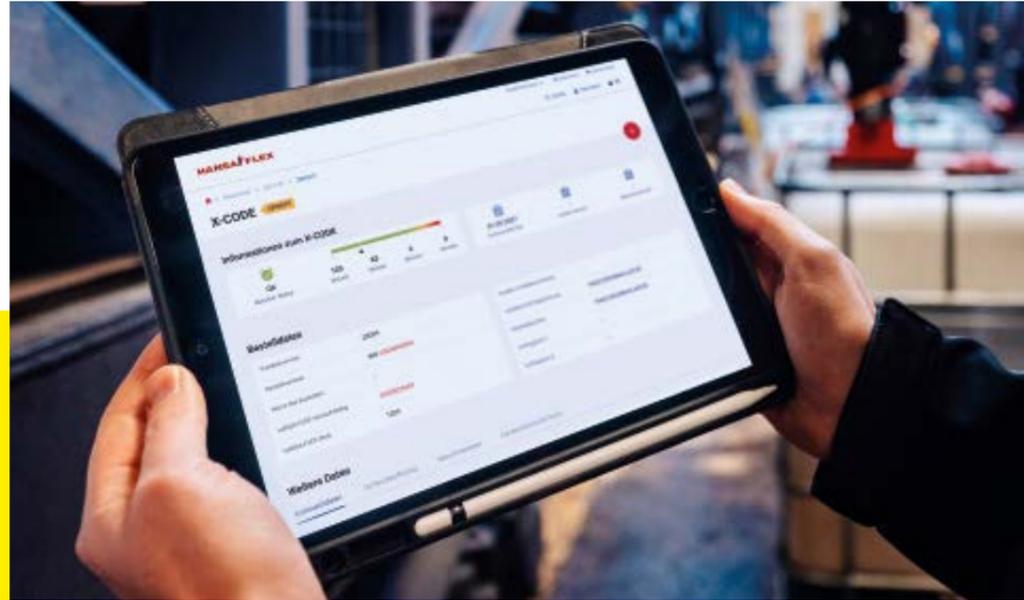


The year 2022 is a year of anniversaries for HANSA-FLEX. As a company we are celebrating 60 years of passion, we have published the 200th issue of our popular customer magazine "Hydraulikpresse", and we recently attached the 25 millionth label with an individual X-CODE to a hydraulic hose line.

HANSA-FLEX revolutionised the service business in the hydraulics sector with the launch of the X-CODE on 1 June 2004. The simplification of the spare parts business by means of the X-CODE is an unparalleled success story that continues to the present day. By the end of 2009 the X-CODE had been used 4,275,714 times. In 2022, eighteen years after its introduction, the 25,000,000th X-CODE was issued. On average this means around 1.4 million labels a year, around 3,800 per day. The XCODE service system was developed by HANSA-FLEX in order to help its customers, who already numbered around 130,000 at the time, even more quickly when it came to replacing hydraulic hose lines. Previously, technicians had to dismantle the hoses to be replaced and have them identified by specialists from the supplier in order to source the correct spare parts. This process took up a lot of valuable time, especially in remote locations such as oil platforms. The X-CODE system made it possible for the first time to clearly identify the relevant components using the six-digit alphanumeric code, which could even be transmitted to HANSA-FLEX by



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Here you can watch a video about our hose management system.

a targeted manner. Appointments for inspection and maintenance can be integrated into operating processes in such a way that production does not come to a standstill.

THE X-CODE MANAGER BECOMES THE CENTRAL PLATFORM

HANSA-FLEX's services are also constantly evolving in line with the technology. For example, thanks to high-performance software, in 2020 the various digital service offerings for hose management were brought together under the name "X-CODE Manager", and supplemented with additional functions. All hose management services are now available in four modular service packages with fixed daily flat rates. In this way HANSA-FLEX effectively covers the wide-ranging needs of its customers. Maintenance companies can select the right services for the legally compliant operation of their systems, and benefit from the tools and expertise of the hydraulics experts. The fixed daily flat rates make the various services transparent and very easy to plan. HANSA-FLEX is accordingly able to offer a modern, modular and flexible service system, with the X-CODE Manager at its heart. What began 18 years ago with a simple but ingenious idea has developed into a service that has been tried and tested millions of times over. The six digits of the X-CODE not only stand for an individual hydraulic component, but also for the determination and passion that HANSA-FLEX puts into ensuring the reliable and safe functioning of hydraulic systems in the best possible way.



The new hose label displays all relevant data such as the manufacturing date of the hose line and the X-CODE. Customer-specific information can also be printed.



X-CODE AND MY. HANSA-FLEX

Thanks to the digital X-CODE system it was possible to record not only technical specifications, but also the date of manufacture, installation time and scheduled service dates. As a result the X-CODE formed the basis for another HANSA-FLEX innovation: the new MY.HANSA-FLEX customer portal, which was introduced in 2013 and further expanded the customer benefits of the X-CODE. Since that time the portal has offered customers a range of options for making hose management even more efficient. Users can see at a glance how long each individual hose line has been in use. In their personal database they can record, classify and label hose lines. As an option the installation situation, the location of the machine and notes can also be recorded here. The service life of each individual hose line can be adjusted by the classification, which can be assigned individually and aligned with the risk assessment. This enables inspection and maintenance intervals to be planned in advance and in

untrained employees. Thanks to the central database each branch was able to access the specifications of the ordered spare part and immediately start assembling it. The X-CODE could be used to mark not only hose lines, but also pipelines, power units and all other component groups.

FURTHER DEVELOPMENT OF THE DESIGN IN THE COURSE OF TIME

The X-CODE system is as precise as a fingerprint. Its alphanumerical system provides 1,292,467,969 unique combination possibilities. In the beginning the X-CODE identifier was stamped on weather-proof stainless steel sleeves, which were then attached to the hose lines. Over time the sleeves were replaced by yellow plastic labels with black lettering, which significantly improved the visibility of the codes. At a later stage QR codes joined the alphanumerical identifier to enable even faster transmission of the X-CODE.





HANSA-FLEX recognised the opportunities of digitalisation at an early stage. Customer-centric digital solutions such as the HANSA-FLEX app, the X-CODE Manager service portal and the online shop continue to set benchmarks for the industry to the present day. On the basis of concrete concepts Julie Garms is helping to continuously develop our existing digital services and to launch new and innovative solutions.

The topic of digitalisation offers a wide range of opportunities and possibilities that a rapidly growing company like HANSA-FLEX can exploit in order to meet the digital requirements of customers and the market. One of the greatest challenges here is to review the various opportunities in terms of their importance, urgency and feasibility in relation to the ongoing digital development of the company. To this end the Digital Solutions department, which includes Julie Garms and a team of six other staff, was created in 2018.

OPTIMISING SERVICES AND PRIORITISING REQUIREMENTS

As a Digital Solutions project manager Julie Garms has two main areas of responsibility. On the one hand she is responsible for the SAP Commerce Cloud platform. This is the control centre, so to speak, for the digital applications that HANSA-FLEX offers in relation to sales: the online shop, the Easy Order app, the X-CODE Manager and the associated app and website. She is in charge of optimising and further developing the platform. For example, it is always necessary not only to design new functions for the various applications, but also to ensure that accessibility is guaranteed at all times.

The second focus of her work is requirements management. Committed employees with their own ideas or customer requirements can contact her. She and her team check each request to see whether it is an individual matter or affects HANSA-FLEX as a whole, then

CLEAR CONCEPTS FOR DIGITALISATION

Julie Garms works as a project manager in the Digital Solutions department





Julie Garms in conversation with Alina Armerding, Head of the Digital Solutions department (left).

classify and prioritise the issues. Strategic decisions are made in close consultation with the Management Board.

ALREADY PART OF THE TEAM AS A STUDENT

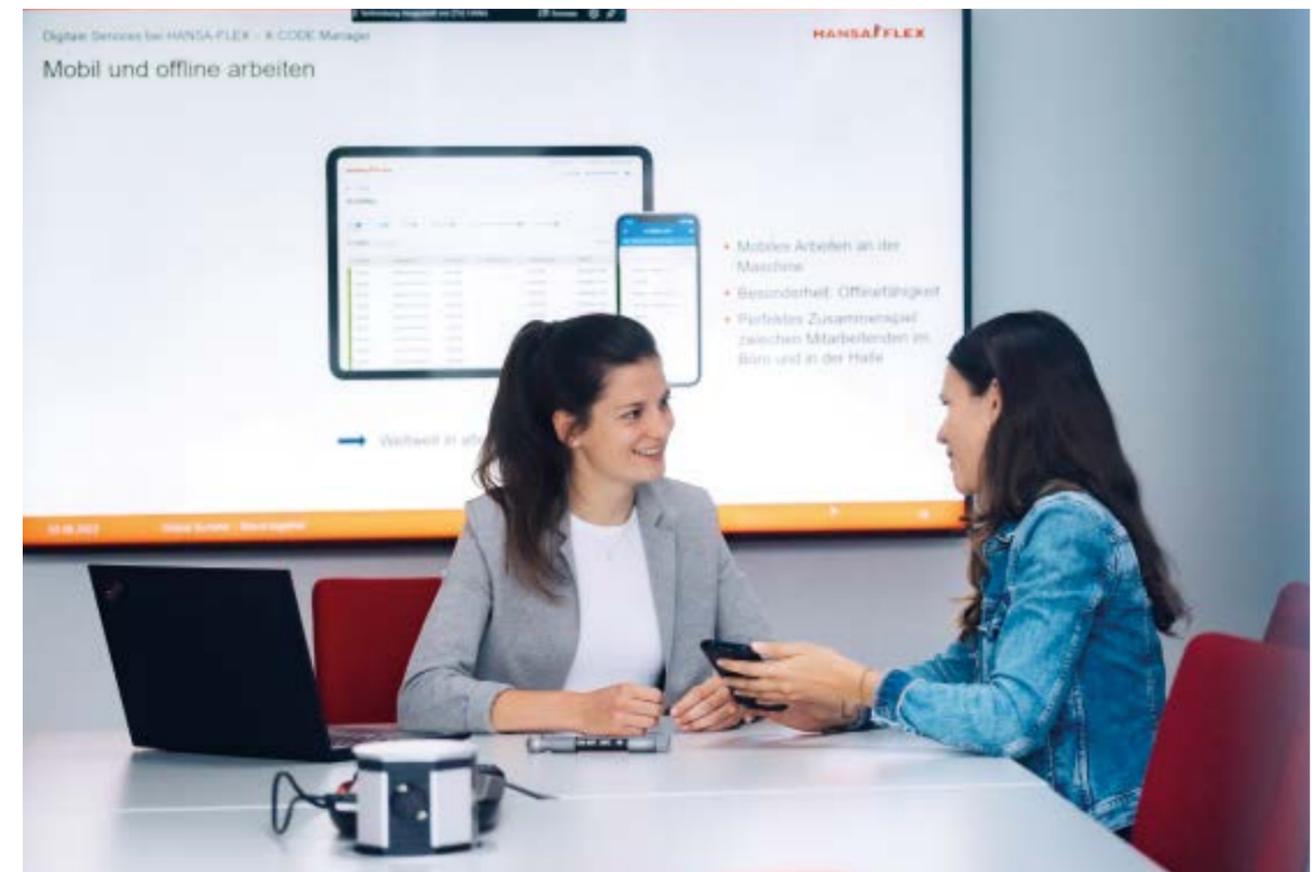
What Julie Garms particularly appreciates about working in Digital Solutions is that there is always something new to learn: "Developments never stand still, so it's always exciting," emphasises the 25-year-old. Her enthusiasm for digital technology developed during her studies. In cooperation with HANSA-FLEX she completed her dual studies in business administration with a focus on controlling and human resources from 2016 to 2020. In the process she got to know many areas of the company. After successfully completing her Bachelor's degree she was taken on by HANSA-FLEX due to her outstanding performance. She chose the Digital Solutions department because she had already spent eight months with the team during her internship, and had discovered her enthusiasm for the range of tasks carried out in the department. In order to expand her digital skills further, Julie Garms is currently enrolled in an in-service Business Consulting & Digital Management M.A. programme parallel to her work.

MAKING USE OF ASPECTS OF AGILE METHODS

The Digital Solutions team doesn't work strictly according to agile methods, as is the case with many digital teams today, but uses individual aspects that work well for

the team. For example, for certain products the team has a so-called "product owner", a person with primary responsibility for that particular product. Julie Garms is the product owner of the X-CODE Manager app. In addition to her activities in the area of project management, she is therefore the main person responsible for the continuous development of the X-CODE Manager app. She develops concepts for the harmonious integration of new functions and the optimisation of the user experience, i.e. ensuring that the functional and visual design is appealing. "The goal is to implement things in the long run in such a way that they live up to our aim of offering users a coherent and high-quality overall

package of digital applications," is how she formulates it. An important aspect of this is the communication among one another. The department team meets every day at 8.40 a.m. for a 15-minute "daily", as the short meetings are called in the jargon of agile working. Each team member briefly reports on progress and challenges in relation to his or her own area of work. As a result the department is in close daily interaction, everyone has a good overview and colleagues can support each other. "The interaction within the team is very important and valuable," reports Julie Garms, adding: "Since we have an interdisciplinary structure, we can all benefit from each other's expertise."



Julie Garms and her team from the Digital Solutions department check every request to see whether it is an individual matter or whether it affects HANSA-FLEX as a whole. For this purpose the department has an interdisciplinary structure.

BOOM

Two lifting cylinders for raising and lowering the boom with automatic lifting force boost and hydraulic regeneration circuit.

With an operating weight of 120 tonnes, 771 hp engine power and up to 7.0 m³ bucket capacity, the EX1200-7 is one of the most powerful and versatile excavators in its class. Depending on the application, it is available as a low or high bucket version and can also be equipped with a wide range of attachments. Its speciality is the extraction of raw materials in large mines and open-cast mining, but heavy earthworks or demolition work are also among its core capabilities.

HIGH-PERFORMANCE HYDRAULIC FILTERS

ensure trouble-free operation of the hydraulic system.

MAIN PUMPS

Three electrically controlled swash plate axial piston pumps, 1,560 l/min. total hydraulic capacity.

ARM AND BUCKET

One arm cylinder for moving the arm, digging force 569 kN. One bucket cylinder for opening and closing the bucket, crowding force 438 kN.

MAIN CONTROL BLOCK

for controlling all hydraulic consuming units via the pilot lines.

THE TURNTABLE

is driven by a hydraulic rotary motor.

REVERSIBLE FAN

for cooling the engine oil cooler, hydraulic oil cooler, fuel cooler, charge air cooler and air conditioning condenser.

TRACTION MOTORS

with 707 kN max. tractive force.

EXTENSION LADDER

Hydraulically operated ladder for easy ascent.

GIGANTIC EXTRACTION SPECIALIST HITACHI EX1200-7

LEADERSHIP IS A SERVICE, NOT A PRIVILEGE!

Christian-Hans Bültemeier (COO) on leadership, communication and corporate development at HANSA-FLEX

WHAT DOES LEADERSHIP MEAN TO YOU?

The question is as simple as it is difficult to answer. First of all, it's about being a role model not only for employees, but also for customers and suppliers. Reliability, predictability, integrity and empathy are central values for me, which I have to exemplify as a leader. I allow myself to be measured by these values and also expect them others. At the same time it's about the question of how I understand and shape my leadership role. I see myself first and foremost as a leader and not as a manager.

IN CONCRETE TERMS, WHAT ARE THE DIFFERENCES BETWEEN LEADERSHIP AND MANAGEMENT?

Leadership involves working with people and influencing them. As a leader, it is my job to ensure that people in the company work on the right tasks. In contrast to this strategic approach, a manager makes sure that these tasks are carried out properly, i.e. he or she is much more operationally involved. Both roles are indispensable in the company.

WHAT ROLE DOES LEADERSHIP PLAY IN CORPORATE DEVELOPMENT?

HANSA-FLEX has grown strongly in the past, and we will continue to grow in the future. However, given the size of our company with over 4,000 employees and locations in more than 40 countries, we are aware that

the Board of Management can't make every decision on its own. Due to our decentralised structure our management teams abroad, the managers of the production facilities and sales regions as well as the heads of central departments play an important role. We delegate a lot of tasks to experts who are more familiar with the individual issues than we are. But this also means that as a board member I am responsible for ensuring that the right people fill the right positions. The focus is clearly on the enthusiasm

and empowerment of our staff. What people often fail to realise is that if I want to develop the company, I also need to develop its employees. The most brilliant strategy is worthless if you don't involve, convince and inspire your workforce. That, too, is leadership.

WHAT ARE THE CHALLENGES HERE?

To put it in a nutshell, not every good specialist is automatically a good manager - and often doesn't even want to be. It would be wrong to promote someone to

a management position just because he or she is professionally competent in a specific area of responsibility. Leadership qualities are always called for as well. If these are lacking, not only the employee suffers, but also his or her team and ultimately the entire organisation. One of my core tasks is to identify potential leaders, to develop them in a targeted manner and, above all, to ensure that they are able to fulfil their leadership tasks without being distracted by too many operational activities.





future. Many of our decisions reach far into the future, and there is no absolute certainty that we will always be right about future market and customer requirements. My understanding of leadership and responsibility includes putting into practice a culture of dealing honestly with mistakes at all levels, and learning from these mistakes. After all, that's the only way we can improve.

A FINAL REMARK?

What has been said can in many cases be applied to our customer relationships. Reliability and transparency are values that also play a key role in my management responsibilities. For example, in order to further strengthen our already high supply capability we will continue to develop strategic purchasing, establish additional suppliers and extensively expand production capacities and automation.

Thank you very much for talking to us.

WHAT OPPORTUNITIES DO YOU OFFER STAFF WHO DON'T ASPIRE TO A MANAGEMENT POSITION?

This is an important subject because, after all, every employee wants to develop further and also receive promotion. That's why we offer specialist careers in addition to management careers. A top-class hydraulics technician doesn't have to become a team leader with personnel responsibility against his will, but can contribute to our customers as a specialist in the construction of special power units, or in challenging development projects.

SO LEADERSHIP IS NOT JUST A DISTINCTION, BUT ALSO A TASK?

Exactly, as a board member I regard myself first and foremost as a service provider - not just for our company and our employees, but also for our customers. Of course, a leadership position is also a confirmation of your own achievements, and I don't want to ignore this aspect at all. But the tasks associated with such a position are much more important. The focus is not

on me, but on the goal of advancing our company. And that is where I wish to contribute my work and my experience.

WHAT ROLE DOES COMMUNICATION PLAY IN THIS?

The philosopher Paul Watzlawick once put it very aptly: "You can't not communicate". Nothing works without communication. For me, this means communicating openly and clearly justifying even tough decisions. As a board member, I can't always meet the expectations of everyone involved. It's therefore important for me to keep a close eye on the people who are affected by decisions such as the merger of two branches, and to open up new opportunities for them within the company.

HOW DO YOU DEAL WITH THE RESPONSIBILITY THAT COMES WITH YOUR WORK?

An important aspect for me is the realisation that even board members aren't perfect. I have made mistakes and will probably continue to make mistakes in the



TYPICAL ... UNITED ARAB EMIRATES

A DESERT STATE ON THE RISE

Since the federation of the seven sheikhdoms of Abu Dhabi, Dubai, Sharjah, Ajman, Fujairah, Umm al-Qaiwain and Ras al-Khaimah was formed almost 50 years ago, the United Arab Emirates (UAE) has developed into an important regional power, both politically and economically. Today the Gulf state is the second largest economy in the Arab world and the most influential financial centre in the Middle East. The country owes its immense wealth to its large oil reserves.

To the north the Emirates border on the Persian Gulf and the Musandam Peninsula, an enclave of Oman, to the west Saudi Arabia, to the east Oman and to the north-west Qatar. Most of the country is flat desert, but there are also high shifting sand dunes and mountains in the north east. Only one percent of the country's surface is populated, and most people live in one of the modern cities. Dubai stands out in particular with its gigantic and unique building projects, palaces, shopping malls and luxurious hotel complexes.

The UAE is a federal constitutional monarchy, with supreme power vested in the Supreme Council of Sheikhs, which is formed by the seven emirs and appoints the head of state. Islam is the state religion, and the national language is Arabic.



The Sheikh Zayed Mosque is the largest mosque in the United Arab Emirates. It is located in Abu Dhabi, the capital of the Gulf state.



GENERAL FACTS



83,600 km²
Overall area of the UAE



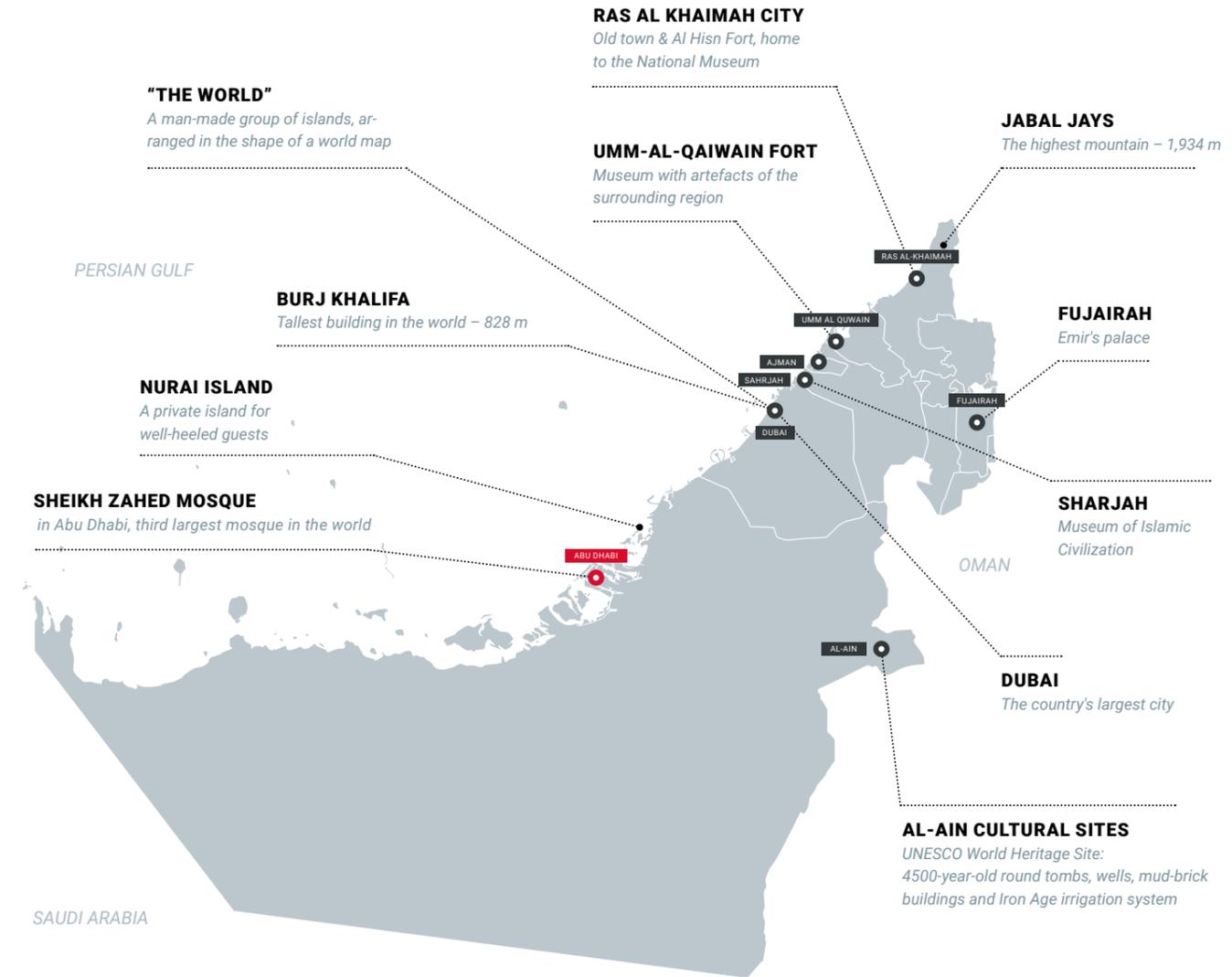
9.8 million
Population



28.2 °C
Average temperature



Abu Dhabi
Capital city



THE FLAG



The flag has a red band on the left side, reminiscent of the historical red flags of the Emirates. The three horizontal stripes in green, white and black stand for the country's fertility, neutrality and oil wealth. At the same time these colours symbolise the Arab dynasties of the Fatimids, the Umayyads and the Abbasids.

HANSA-FLEX UAE

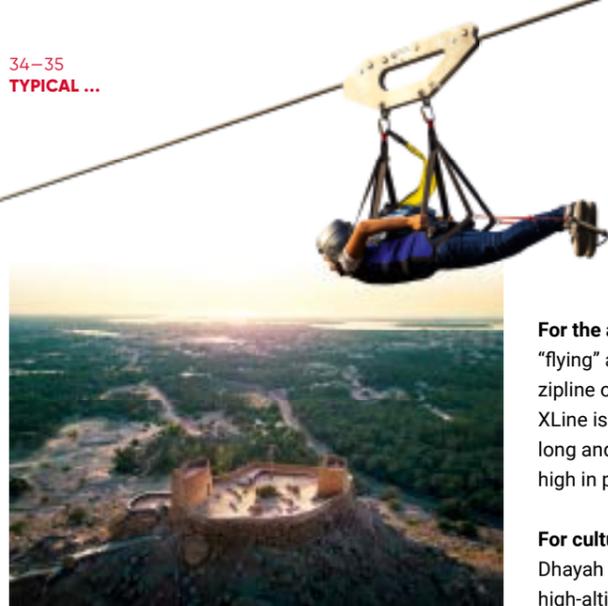
Dubai
HQ

2004
year founded

4
branches

41
employees

10
service vehicles



For the adventurous:
"flying" at 80 km/h on the zipline over Dubai. The XLine is one kilometre long and up to 170 m high in places

For culture lovers:
Dhayah Fort, the only high-altitude fort still in existence in the UAE, with its panoramic views of the surrounding area and the Hajar Mountains.

For nature lovers:
Dubai Miracle Garden - 72,000 m² of blooming flowers in the middle of the desert from November to April.



FLORA & FAUNA

19 nature reserves exist in Abu Dhabi

1,700 stony dunes make up the Al Wathba Fossil Dunes Protected Area

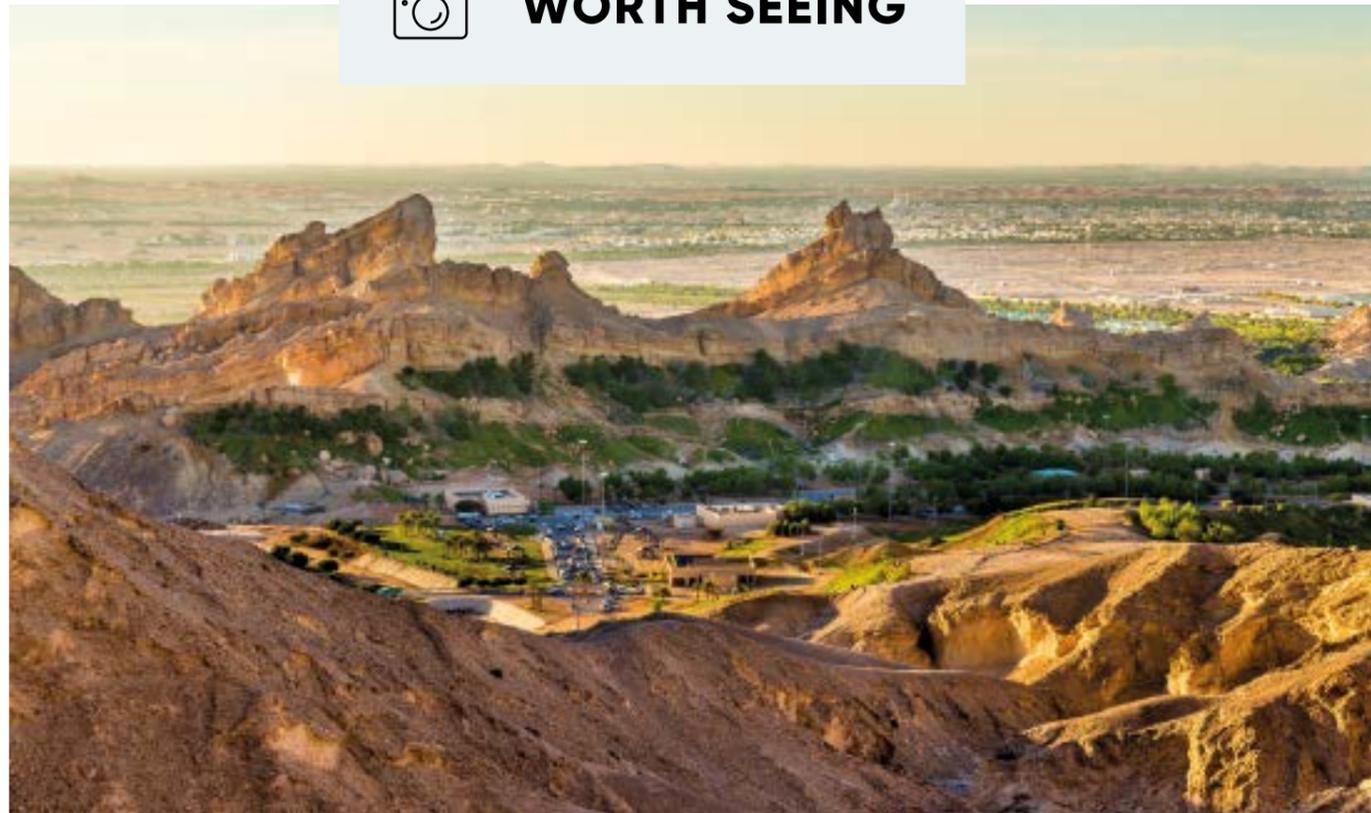
320 bird species stop off in the UAE when they migrate between Europe, Asia and Africa

30 million and more date palms can be found in the UAE

The Green Mubazzarah Resort in Al-Ain. This sheikdom is one of the few places in the UAE where agriculture is possible.



WORTH SEEING



BASIC CULINARY KNOW-HOW

As early as the Middle Ages, Arab countries maintained trade relations with China, India and other countries. This had an impact on Arab cuisine: exotic spices shaped the regional dishes early on. One of the national dishes of the United Arab Emirates, machboos, also originates from India. Rice is slow-cooked with onions, spices and meat. The traditional food of the Emirates consists of spiced rice, fish, seafood and lamb, beef or goat's meat.

THE NORTH

Kabsa (rice, spices and meat), khameer and chebab (bread, with egg for breakfast), falafel (deep-fried or grilled balls of chickpeas with herbs)

THE WEST

Ghuzi (roast lamb on rice with nuts), taboulé (bulgur salad with parsley and mint), luqaimat (fried dough balls with syrup).

THE EAST

Makbous (lamb with rice), koussa mashi (stuffed courgettes), chebab (yeast pancakes), humus (chickpea and sesame puree)

THE SOUTH

Shawama (spit-roasted meat in pitta bread with garlic sauce), warak enab (vine leaves stuffed with rice)



DID YOU KNOW THAT ...

2.5 times the volume of the Empire State Building in New York could be filled with the sand used for Dubai's Palm Island (94 million cubic metres).

4 months is how long it takes to clean the windows on Burj Khalifa (828 m), the world's tallest skyscraper.

240 camel races take place within 8 days at the Camel Festival in Abu Dhabi. The jockeys are small robots.

74 km is the length of Dubai's fully automated metro line – a world record!

1,500 people can ski all year round in Dubai's largest shopping mall in a 22,500 m² hall with artificial snow.

5627 m² is the size of the world's largest carpet, which is hand-knotted and laid out in the Sheikh Zayed Mosque.

39 % of the sail-shaped Burj Al Arab hotel in Dubai stands empty and is uninhabitable.



LOAD-HOLDING AND LOWERING BRAKE VALVES

Hydraulic components which are important for safety



*Sample application: scissors lift table from Janzen-Lifttechnik. The lowering brake valve is already integrated and pre-set in the cylinder connection (on the piston side)!
Image: Janzen-Lifttechnik*

Lowering brake valves, like pilot-operated check valves, belong to the group of load holding valves and are used when negative (pulling) loads need to be held safely. Such brake valves also ensure that these loads can be lowered and moved in a controlled manner.

If these valves are used as safety valves (e.g. on cranes or lifting tables), they have to be installed with a secure connection directly on the cylinder. No hydraulic hose line can be installed between the load-holding valve and the consuming unit (usually a hydraulic cylinder), as this

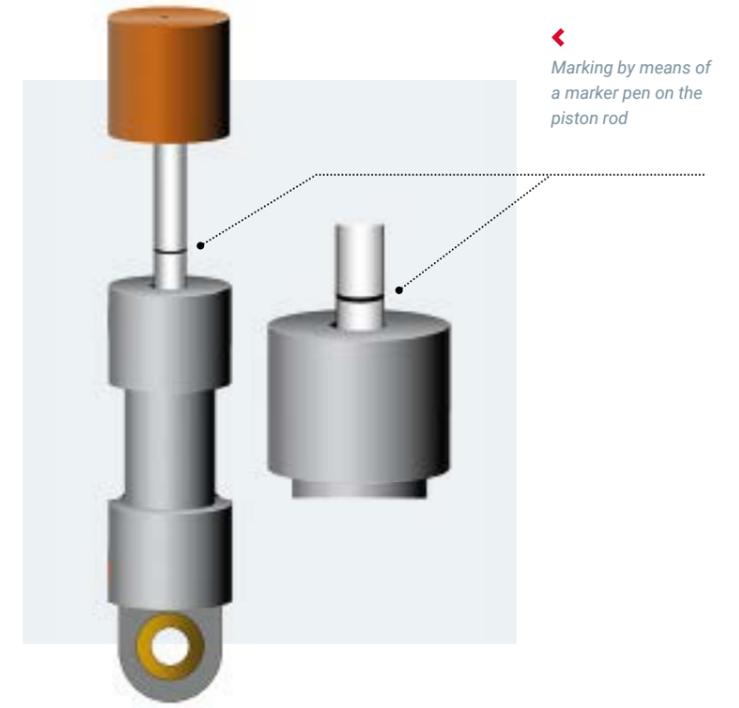
is a part subject to wear and can lead to failure of the safety function. A cutting ring connection should not be used either - experience has shown that this is not always implemented properly in practice. If the connection is ruptured or even breaks loose, the consequences for the machine and the safety of the employees can be threatened by falling loads. For this reason, flared fittings or other types of tube forming are recommended - screw connections are also possible if they are secured by gluing. In addition, there are further secure connection techniques.

Let's stay with the lowering brake valves as the most commonly used load holding valve. If the consequences of a failure of these valves are so dangerous, then the question naturally arises as to who is allowed to set and adjust them in the first place? In practice, however, people often handle them without knowing the consequences of a faulty setting. The fact is that safety valves should only be adjusted by a "qualified person"! The Occupational Safety and Health Ordinance (Betr.Sich.V) defines this as follows: "A qualified person is someone who has the necessary specialist knowledge to carry out a particular task". And these are persons who of course know the exact function and setting instructions of these valves, and are aware of the consequences of an "incorrect setting"! A qualified person is a person who, through an appropriate seminar and/or professional experience, has acquired the necessary specialist knowledge to recognise dangers, and can act from the outset in such a way that dangerous situations can be ruled out.

SETTING THE LOWERING BRAKE VALVE CORRECTLY

In order to set lowering brake valves **correctly**, they must be adjusted to at least 1.3 times the maximum load pressure. A quick look at the manufacturer's instructions often helps. For companies that wish to be on the safe side, pre-setting on a hydraulic test bench is generally recommended. In practice this is usually only possible for series applications, because in these cases the exact load pressures are known. In individual applications, on the other hand, the exact load conditions often only become apparent during the operational start-up. This means that the lowering brake valves must be set correctly during the start-up process.

Important information: if the exact load pressures are not known, lowering brake valves in the hydraulic systems are often supplied with maximum settings in order to exclude the risk of the load dropping out of control during the initial start-up. But what does this mean for the technician on site? How can a lowering brake valve be set correctly during the start-up of the hydraulic system? Note: the following procedure does not apply to sealed valves!



If a lowering brake valve in the hydraulic system has to be adjusted in the installed state, a number of factors must be observed before the valves are adjusted (source: technical information from SUN-Hydraulik).

- The safety instructions of the system manufacturer must be observed! You must know how the system works in order to be able to check it safely!
- Make sure that you can't be crushed in the event of an out-of-control load movement!
- Read the data sheets and setting instructions of the valve manufacturer!

PROCEDURE

- The lowering brake valve must be set to the maximum setting. But be careful, with some manufacturers the pressure setting works the other way than expected. In order to set a pressure valve to maximum setting, most users would turn the adjusting spindle clockwise as far as it will go. With some lowering brake valves it is the other way round. Here, the maximum setting means turning anti-clockwise.
- Load the machine with the maximum load (i.e. attach or place the max. weight). In the case of swivelling movements, make sure that the angle is set with the greatest force required.
- Raise the load. Remember that the higher the load is raised, the further it can "plummet".
- Switch off the hydraulic pump.



- The pressure in the hydraulic line from the SBV to the tank must be relieved (either the directional control valve has the middle position "A-B connected to T" or the valve has to be switched accordingly).
- Reduce the pressure setting on the lowering brake valve **very slowly** (observe the direction of rotation), and as soon as the load is lowered, tighten it again until the load is stable. Now the pressure setting corresponds to the load pressure.

Note: a mark on the piston rod of the cylinder by means of a marker pen makes it easier to recognise the beginning of the movement.

- Now first lower or support the load.
- The pressure setting should be at least 30 % above the load pressure. This means that the current load pressure setting on the lowering brake valve must first be determined. To do this, completely relieve the lowering brake valve (pressure setting to the minimum), **while counting the revolutions**.
- The exact setting value is the number of revolutions counted when the valve is opened, plus 30%. So if 3

turns were required to completely relieve pressure on the valve, the pressure must now be set to at least 4 turns!

After the valve has been properly adjusted, it is advisable to secure it against displacement by means of:

- safety caps (if offered by the manufacturer)
- a setting screw with wire retention (if offered by the manufacturer)
- screw locking varnish (sealing varnish)

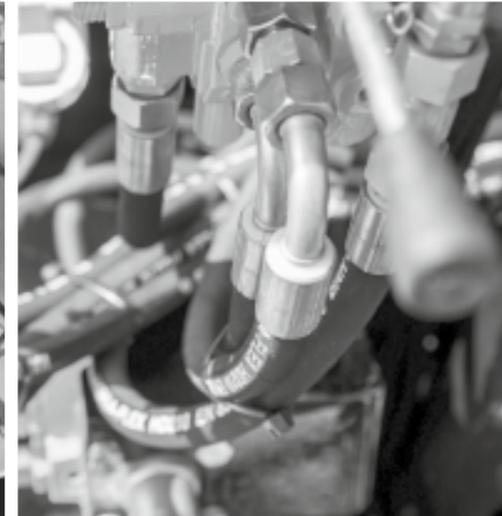
Be careful with the first cylinder movement after the adjustment process. Due to the short-term lowering of the load during the valve adjustment, there may be some air in the cylinder!



Author:
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Trainer in fluid technology



DIE HYDRAULIK-AKADEMIE



SCHULUNGSTERMINE September 2022–November 2022



September 2022

| | | |
|------------------------|--|-----------|
| 05.09.2022–09.09.2022 | Hydraulik II – Aufbau-seminar | Dresden |
| 07.09.2022 | Risikobeurteilung für Hydraulikaggregate und -anlagen | Böblingen |
| 12.09.2022–26.04.2023 | Fortbildung zur Hydraulik-Fachkraft HWK 01/22 | Dresden |
| 19.09.2022–23.09.2022 | Hydraulics I – The Basics (English-language) | Dresden |
| 20.09.2022– 21.09.2022 | Vermittlung der Fachkunde der zur Prüfung befähigten Person der hydraulischen Leitungstechnik gem. BetrSichV und TRBS 1203-2019 | Dresden |
| 20.09.2022–21.09.2022 | Vermittlung der Fachkenntnisse für Fachkundige Personen der hydr. Leitungstechnik gem. der österr. Arbeitsmittelverordnung AM-VO S2 Abs.3 | Linz |
| 22.09.2022 | Workshop und Auffrischung der zur Prüfung befähigten Person der hydraulischen Leitungstechnik gem. BetrSichV und TRBS 1203-2019 | Dresden |
| 22.09.2022 | Workshop/Auffrischung für zur Prüfung bef. Personen der hydr. Leitungstech. gem. dem österr. ArbeitnehmerInnenschutzgesetz ASchG §3 Abs. 2 | Linz |
| 26.09.2022–29.09.2022 | Mobilhydraulik I – Die Basics | Linz |
| 26.09.2022–30.09.2022 | Hydraulik I – Die Basics | Dresden |
| 29.09.2022 | Metallschläuche – Die Basics für Einsteiger | Boffzen |

Oktober 2022

| | | |
|-----------------------|---|---------------------|
| 05.10.2022–06.10.2022 | Hydraulik-Öle in der Praxis | Stockstadt am Rhein |
| 17.10.2022–21.10.2022 | Hydraulik – Wartung & Instandhaltung | Dresden |
| 19.10.2022 | Edelstahl- & Elastomerkompensatoren – Die Basics | Boffzen |
| 24.10.2022–26.10.2022 | Pneumatik – Theorie und Praxis | Dresden |
| 24.10.2022–28.10.2022 | Hydraulik II – Aufbau-seminar | Stockstadt am Rhein |
| 24.10.2022–28.10.2022 | Hydraulik I – Die Basics | Dresden |
| 25.10.2022–26.10.2022 | Vermittlung der Fachkunde der zur Prüfung befähigten Person der hydraulischen Leitungstechnik gem. BetrSichV und TRBS 1203-2019 | Bielefeld |

November 2022

| | | |
|-----------------------|---|---------------------|
| 02.11.2022–03.11.2022 | Druckspeicher in hydraulischen Anlagen | Stockstadt am Rhein |
| 07.11.2022–11.11.2022 | Mobilhydraulik I – Die Basics | Stockstadt am Rhein |
| 07.11.2022–11.11.2022 | Fehlersuche an Hydrauliksystemen - Intensiv Version | Dresden |
| 15.11.2022 | Hydraulik-Kupplungen – Die Basics | Stockstadt am Rhein |
| 21.11.2022–25.11.2022 | Hydraulik I – Die Basics | Dresden |
| 22.11.2022–24.11.2022 | Projektieren wie ein Hydraulik-Profi | Dresden |
| 28.11.2022–01.12.2022 | Mobilhydraulik II – Das Load-Sensing-System | Linz |
| 29.11.2022–30.11.2022 | Vermittlung der Fachkunde der zur Prüfung befähigten Person der hydr. Leitungstechnik gem. BetrSichV und TRBS 1203-2019 | Stockstadt am Rhein |
| 29.11.2022–01.12.2022 | Proportionalhydraulik – Die Basics | Dresden |

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WEITERE INFORMATIONEN FINDEN SIE AUF UNSERER HOMEPAGE UNTER: WWW.HYDRAULIK-AKADEMIE.DE

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hydraulik-akademie.de



SAVING A LOT OF ENERGY WITH LITTLE EFFORT

How to conserve resources and benefit the climate

Energy costs are rising drastically at the moment, for a number of reasons. We notice this at the petrol station, in our heating and electricity bills and also in our daily shopping basket. Energy is a valuable commodity! Wasting it costs us much more than money - namely valuable resources. So if we use energy prudently and live more sustainably, we will not just have more money in our wallets but we will also conserve resources and protect the environment. Even small measures can lead to success. And each and every one of us can contribute to this.

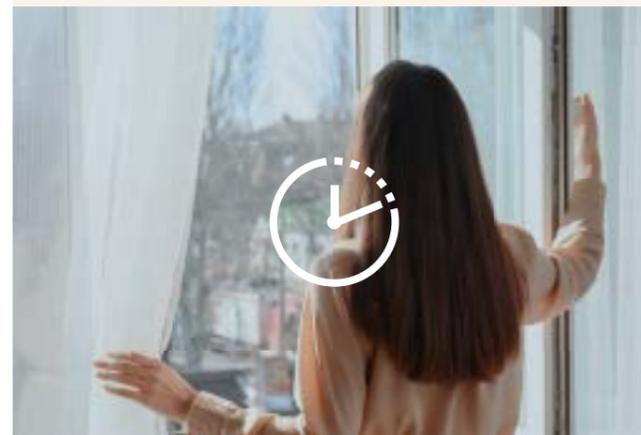
When it comes to saving energy, a lot can be achieved by analysing and changing our own consumption behaviour. If we want to reduce heating costs, we should use programmable thermostat valves and set temperatures in line with how we use the individual room. For example, a temperature of 18 °C is sufficient when you are not at home or during the night. A professional can carry out hydraulic balancing, i.e. fine-tuning the heating system, and replace the existing heat circulation pump with a highly efficient, self-regulating pump. An old heating system should be replaced, preferably with a system using renewable energy.



To keep the cold out in winter, it makes sense to seal the windows and replace the door seals. A costly but efficient measure is replacing old windows. Insulation on the underside of staircases and on the side walls of cellar exits, as well as on the ceilings of cellars and rooms below an unheated roof, can usually even be carried out by the homeowner. This also applies to insulation on the inside of the exterior walls of a room. Where possible the façade can also be insulated.

EFFECTIVE VENTILATION

Fresh air is important for a pleasant ambient climate. However, leaving tilted windows open for hours in winter allows too much valuable heat to escape. In contrast, short, sharp ventilation is much more effective and energy-saving. In the kitchen, bathroom and bedroom it is best to open the windows directly after moisture has accumulated, e.g. after showering.



SWITCHING OFF ENERGY GUZZLERS

If you want to save electricity, you should use sockets that can be switched off to reduce stand-by losses. Televisions, radios and computers that are not being used don't need to run unnecessarily. LED lighting should replace inefficient light bulbs. Instead of buying a tumble dryer, the tried and tested method of drying in the open air should be used. Washing machines and dishwashers can be run on the energy- and water-saving eco-programmes. If a large solar energy system can't be installed on the roof, the purchase of a balcony

It is much more effective to ventilate for up to 15 minutes with the windows fully open instead of leaving them in the tilt position for hours

system to cover the home's electricity consumption pays off quickly. In almost every household there are also old "power guzzlers" that could be exchanged for energy-saving appliances. Here, however, it should be weighed up whether it really makes sense to send an appliance which still works for recycling, when giving it away is usually the better alternative.

TAKING QUICK SHOWERS

If we use water carefully, turn off the tap as often as possible, take showers instead of baths, wash clothes at low temperatures and water the garden with rainwater, we are doing a lot for our personal carbon footprint. A new, water-reducing shower head, shorter showering times, increased use of cold water (for washing hands, for example), making sure the drum is fully loaded when we do laundry and retroactively insulating water pipes: these are all measures that help to save hot water.

REDUCING CAR USE SAVES RESOURCES

A quick trip to the baker's by car is convenient, but not very environmentally friendly. Such journeys can also



Everyday shopping can be done conveniently and in an environmentally friendly way by bicycle. More and more people are opting for locally produced products - especially foodstuffs.

long time. Food should therefore be purchased as regionally and seasonally as possible. Doing without or limiting meat consumption saves resources, as does the use of tap water for our daily drinking water supply. Careful shopping prevents less food from ending up in the rubbish. Preference should be given to goods with environmentally friendly packaging.

In general, it makes sense to reconsider our own consumption: "Do I really need this?", "Is this good for the environment?", "How durable is the product?", "Where and under what conditions was the product produced?" and "What resources are needed for its production?" are questions that all consumers should ask themselves before making a purchase. The principle of quality over quantity should always take precedence. And if possible, repairing things is often much more sensible than buying new ones.

be made by bicycle or on foot. It is therefore better to integrate more cycling into our everyday lives. Shopping can be carried home on cargo bikes. Those who can't avoid driving to work should make an effort to form car pools. Otherwise, commuting by public transport is much more sustainable. Anyone who doesn't want to own a car at all can look for available car-sharing services. For holidays and business trips, the train is a better option than flying. Moreover, holidays in our home country are equally enjoyable, and in everyday working life an online meeting is usually just as effective as on-site meetings.

RETHINKING CONSUMPTION

More and more people are favouring products that are produced regionally and don't have to be transported over long distances and stored for a correspondingly



60 years
of passion



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THE UNIQUE HITACHI EX1200-7 EXCAVATOR IN ACTION

In action:
the fascinating
machine
from Page 26



OPERATIONS AT A DEPTH OF 700 METRES

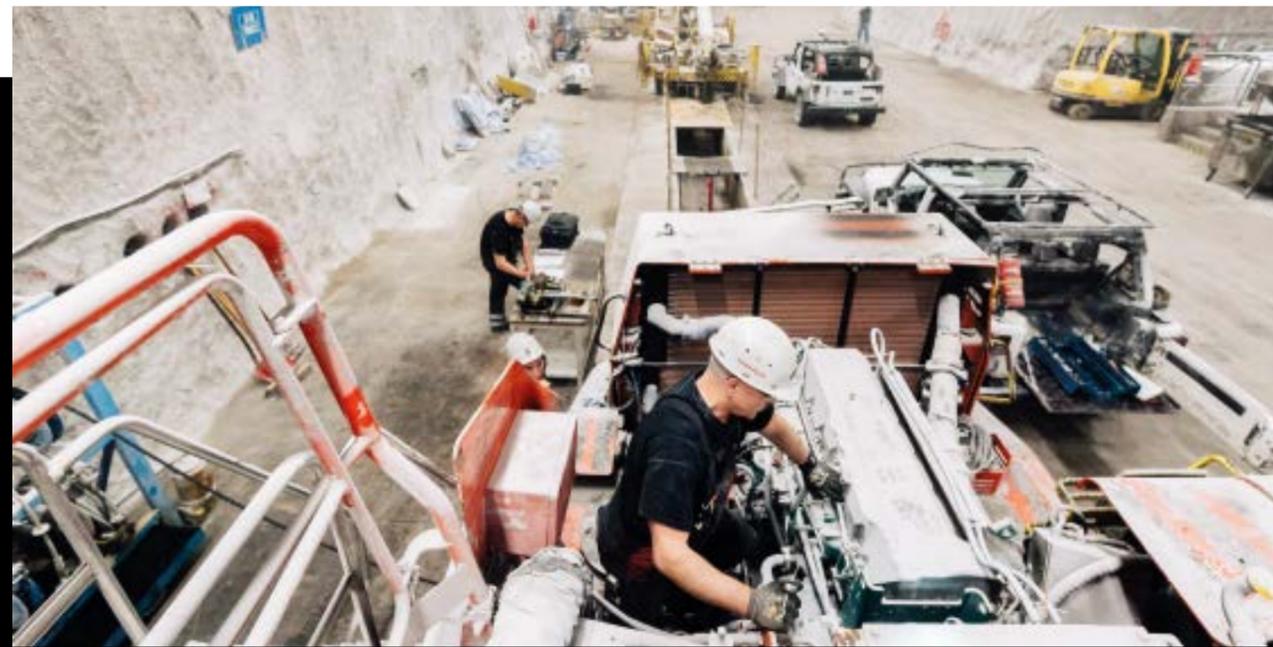
Hose replacement and maintenance underground

Since the end of 2021 three HANSA-FLEX technicians have been going down the mine on behalf of K+S Minerals and Agriculture GmbH to ensure the functionality and safety of the company's hydraulic mining vehicles - a task with its own special challenges.

K+S is an international producer of raw materials with production sites in Europe as well as in North and South America. More than 11,000 employees work for K+S

worldwide. In Germany K+S operates several sites and also one of the world's largest and most modern salt mines. About 12 million tonnes of crude salt are extracted here every year, for which a large underground fleet of about 600 vehicles is used. Accordingly, there is no lack of work for the HANSA-FLEX Industrial Service technicians. HANSA-FLEX foreman Matthias Brych and the two fitters Falko Gutsche and Winsent Brych carry out preventive hose changes for K+S, as well as maintenance and repair of the hydraulic pumps and hydraulic motors of the vehicles underground. These include, for example, gigantic wheel loaders with a bucket capacity of 21 t each and an operating weight of almost 60 t. In order to transport these behemoths to their place of use they had to be dismantled beforehand. The bucket, operating section and engine were each lowered down the shaft individually.

^
Gigantic wheel loaders are used to mine crude salt at depths of up to 1,350 metres.



Changing hydraulic hose lines underground has to be planned precisely

CHALLENGING CONDITIONS

Disassembling and assembling hose lines underground presents a number of challenges. On the one hand the hose connections are often corroded and seized up due to the high salt and dust content of the air. On the other the fitters have to be particularly careful not to allow any impurities to enter the systems. In addition the warm ambient temperatures of about 30 °C in the workshops and up to 46 °C at the lowest depths of 1,350 m have to be taken into account. But the logistics operations also need to be well planned, as both the transport of workers and the supply of materials for all the sections of K+S as well as the 60 to 70 external companies in the mine have to be handled via just one shaft. For example, a hose replacement without external contractors takes 3-4 weeks. During the wait for the new hoses the vehicle in question is dismantled and the pumps and motors are repaired.

Underground delivery times depend on the operating cycle of the mine shaft. Nevertheless, in the case of unexpected stoppages things have to be done quickly. For example, when two hoses failed on a shaft forklift, the call to the HANSA-FLEX dispatcher in Bremen was made at 5 p.m.. By 6 p.m. the newly assembled hoses were already on their way, and by 7.30 p.m. the forklift was ready for use again.

A VERY SPECIAL OPERATING ENVIRONMENT

Working underground requires a very high degree of personal initiative, safety awareness and operational planning. All employees must be able to rely on each other at all times, which means there is a great sense of solidarity and team spirit among them. HANSA-FLEX staff have these prerequisites and also a high level of expertise in hydraulic hose lines. Something special for the HANSA-FLEX fitters was the un-

derground driving licence they had to obtain in order to be able to move freely in the mine. "Because the routes follow the salt seam there are gradients of 28% in places, which can only be mastered with an all-terrain vehicle," explains Tobias Gold, who is regularly on site as a sales representative for HANSA-FLEX. The underground network is of considerable dimensions. With an area of more than 200 km², it roughly corresponds to the size of a city with 250,000 inhabitants - which means that it can take up to 40 minutes to get to some locations.

A GOOD WORKING CLIMATE

Working underground has the advantage that the fitters are never exposed to bad weather, because there is no rain or snow deep down, and the temperatures never fall below 25 °C all year round. In addition, K+S does a lot to make the fitters feel comfortable. The

workshops are located at a depth of about 700 m and are laid out in areas where they are not too exposed to the air flow from the fresh and exhaust air systems. There are also a number of other amenities. "No one goes home dirty. Employees can wash and get changed in the changing room. There is a very well-developed Wi-Fi network, for example for the transmission of X-CODEs, and the fitters have a number of contact persons who are always there to support them," explains the supervisor in charge at K+S. Tobias Gold also praises the positive cooperation: "Our fitters have already formed close mining friendships with the whole team down there."



The HANSA-FLEX fitters had to undergo special training to be allowed to work down the mine.



THE RE-USABLE FLUID SAMPLING KIT FROM HANSA-FLEX

TAKING OIL SAMPLES QUICKLY AND EASILY



High oil quality is essential for the trouble-free operation of hydraulic machinery and systems. The fluid sampling kit from HANSA-FLEX allows plant operators, maintenance staff and service technicians to take oil samples quickly and cleanly with the aid of a vacuum pump. The re-usable kit comes in a practical carrying case with all the necessary components for taking oil samples.

Whether it is water, dust, metal particles or other contaminants: in many cases, poor oil quality is the cause of unexpected malfunctions or increased levels of wear and tear. An oil analysis in the laboratory, as offered by HANSA-FLEX, provides the necessary information. The quality of the sampling is crucial for the result of an oil analysis. It must be ensured that any contamination comes exclusively from the oil sample taken, and that the analysis result is not falsified by external contamination. Only then can the correct measures for improving the oil quality be derived from an oil analysis.

HANSA-FLEX has put together a fluid sampling kit so that you can safely take oil samples yourself.

A COMPLETE SAMPLING KIT IN A CASE

The fluid sampling kit comes in a practical case with all the components needed to take oil samples without contamination. The centrepiece of the kit is a vacuum pump with an adapter for the two supplied sample containers (100 and 250 ml) made of shatterproof glass. The suction hose can be cut precisely to the required length with the hose cutter, which is also supplied. With the sampling kit HANSA-FLEX is offering an effective solution that avoids the application of single-use products as far as possible: with the exception of the suction hose, all components can be re-used. An oil analysis kit for organic oil and mineral oil is available separately, with which the water content and acidity can be determined and any mixing of various oils can be detected. All the components of the kit are also available individually, so that the suction hose can easily be re-ordered if required.

THIS IS HOW IT IS DONE: TAKING OIL SAMPLES YOURSELF

1. Thoroughly clean the area around the sampling point. This will avoid or minimise the effects of any contaminants present.
2. Screw the appropriate adapter for the sample containers (DIN 38 or DIN 55 thread) onto the HANSA-FLEX vacuum pump.
3. Take a sample container and screw the glass onto the vacuum pump.
4. Release the pinch clamp on the pump and push the hose through the head of the pump until the hose end projects approx. 1 cm into the sample container. Make sure you close the pinch clamp so that it holds the hose securely.
5. Cut the hose to the desired length using the hose cutter.
6. Place the other end of the hose into the sampling point. The hose must not touch the bottom of the tank at the sampling point, as there may be sludge and deposits there that could falsify the result of the analysis.
7. Pump the oil evenly into the sample container with approx. 3-6 complete strokes of the pump (depending on the size of the sample container). Ensure that the sample container remains upright during the whole of the sampling process and is not overfilled.
8. Carefully unscrew the filled sample container off the adapter and seal the container with the lid.
9. Dispose of the used section of hose in accordance with the applicable regulations.
10. When sending the sample to our laboratory you should only use the HANSA-FLEX oil analysis kit, which contains an approved shipping envelope, a plastic sample container and the necessary accompanying note.
11. The HANSA-FLEX vacuum pump and adapter remain clean and can be re-used as often as required. Use a new suction hose and a clean sample container every time you take an oil sample.



CONVENIENT OIL ANALYSIS FOR ALL

The fluid sampling kit greatly simplifies taking oil samples. Contamination is systematically avoided. The coordinated components, which have been tried and tested in practice, enable service staff to take oil samples safely and cleanly. The case not only provides space for all the components in the kit, but also enables mobile use, for example on construction sites

or directly on site in the workshop. Thanks to re-usable components and individually available consumables, the sampling kit also represents a highly sustainable solution. All oil samples are analysed within 48 hours of receipt in the laboratory. We will be happy to discuss the findings of the oil analysis with you and the resulting measures for trouble-free operation of your hydraulic systems.

You can find the fluid sampling set **HK FES PRPK** with vacuum pump in our shop shop.hansa-flex.de

Scan the QR code for more details



Detailed information on how, where and when an oil sample should be taken can be found in the article „Correct oil sampling – the prerequisite for a meaningful oil analysis“ on Page 24 of *Hydraulikpresse 2/2017*. If required, the HANSA-FLEX Fluid Service will also be happy to advise you.

A STRONG TEAM

Eike Surburg holds multiple German championship titles in tractor pulling

Eike Surburg has been part of HANSA-FLEX's Rapid Hydraulic Service team for 15 years. In his spare time the 45-year-old from Nienhofen successfully pursues a hobby that in Germany is most popular north of the state of Hesse: tractor pulling.

Tractor pulling, or "trecker trek" as it is known in northern Europe, came to Germany from the USA in the 1940s. The competition is not only about who has the strongest tractor, but also who is best at handling it. The participants pull a weight transfer sledge with their tractors over a dirt track of 80 to 100 metres in length. Sounds simple, so far. However, the way the weight transfer sledge works is a bit trickier. The rear

of the sledge rests on one or two axles, with the front section resting on a skid. A movable weight container, the so-called "back", is mounted on the weight transfer sledge. Initially the weight is located behind the axles, and there is therefore little pressure on the skid. During the movement of the axle during the ride, the weight is moved further and further forward by a chain hoist. A member of the weight transfer sledge team also sits on the sledge and controls the speed at which the weight moves forward via a gearbox. Shifting the weight onto the skid means that the traction resistance increases more and more until the tractor finally comes to a stop. The tractor that can pull the weight transfer sledge the furthest wins. The distance covered is determined from the weight transfer sledge using laser technology and a scoreboard. The sledge and its team are rented from the organisers. The weight transfer sledge team is neutral, and brakes each of the participating tractors equally. As a result victory is often only a matter of a few centimetres.

◀ Master agricultural machinery mechanic Eike Surburg has been familiar with tractor pulling since his childhood and succeeded in winning several championship titles in this discipline within just a few years.





spectators have mechanical experience." In this way Eike Surburg combines his passion for his hobby with his commitment to his profession.

THREE GENERATIONS IN ONE TEAM

Eike Surburg is particularly happy that his father (72) and his son (12) are active members of his weight transfer sledge team and accompany him to all events. "This hobby brings three different generations together, which is really something special". To ensure that his son can also enjoy tractor pulling for many years to come, Surburg welcomes the fact that more sustainable technologies are now gradually making their way into the sport. "In the professional classes all tractors already run on synthetic diesel, which is a good start. I also expect that in a few years' time the fuel cell will replace the diesel engine in agricultural machinery, and a lot of development is taking place in this area," says Surburg.



DRIVERS HAVE TO DEMONSTRATE THEIR SKILLS

Tractor pulling isn't just about the power of the tractor. The driver also needs to know exactly how to handle the vehicle in order to achieve the best distance on the individual course. However, the decisive factors such as tyre pressure, the right gear changes or the optimum slipping point of the clutch can only be tested in practice. Eike Surburg points out that: "If you don't have a weight transfer sledge you can only practice at the event itself, and that's not enough if you want to compete at the highest level." That's why he and his father built their own weight transfer sledge in 2014.

FROM PULLING TO BRAKING

Since 2018 Eike Surburg has left his tractor in the garage and only drives to events with his weight transfer sledge. According to the German Trecker Treck Organisation, there are only seven weight transfer sledges suitable for competition in Germany. Accordingly, Surburg and his team are frequently in strong demand for events. Surburg uses his weight transfer sledge in the standard class from 2.5 t to 14 t. By the way, he bought the hydraulics for the sledge from HANSA-FLEX. Recently, the HANSA-FLEX livery has also been emblazoned on his sledge. "We're always on the lookout for good mechanics, so I thought why not advertise at the Trecker Treck events, where most of the up to 5,000



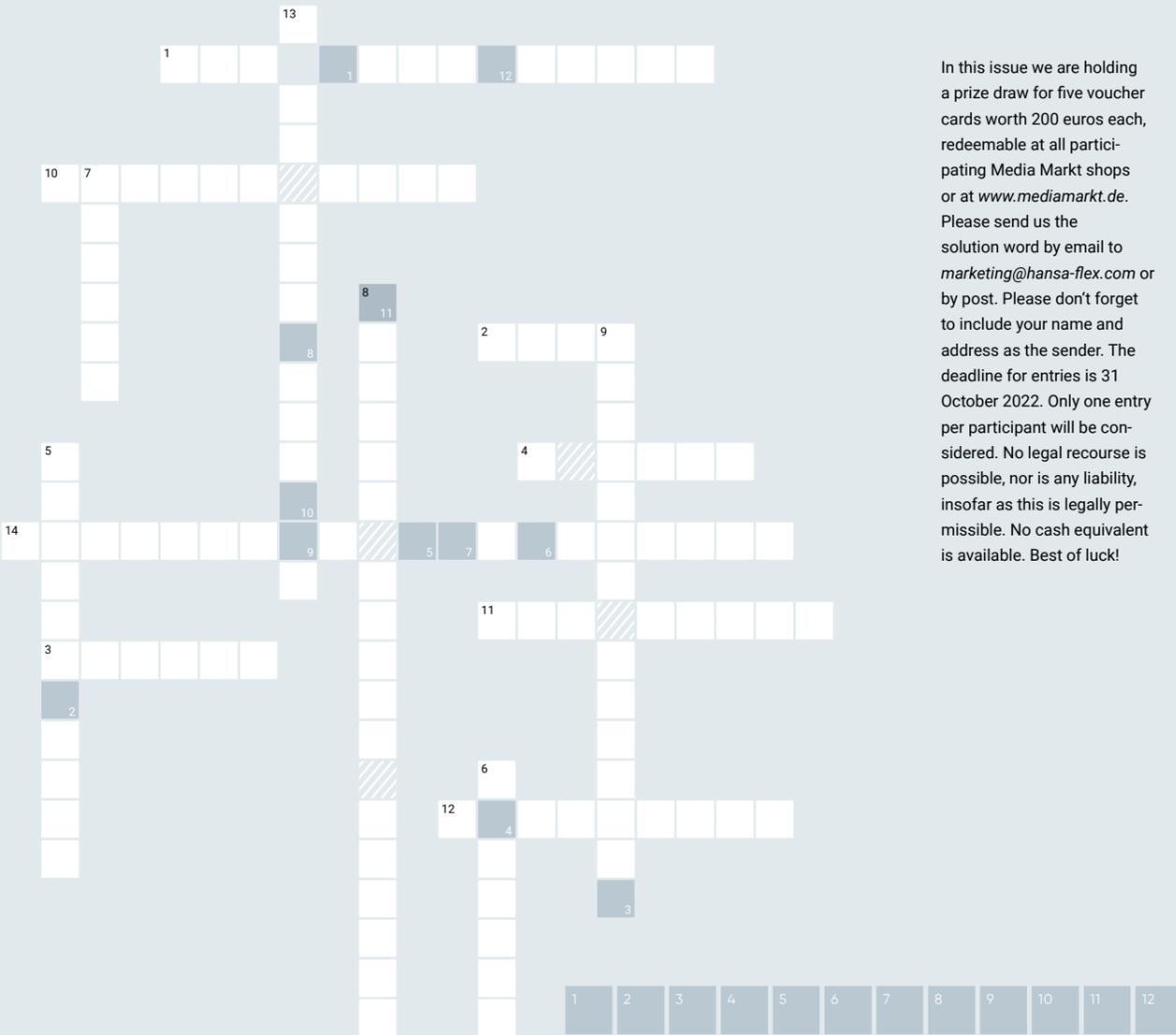
SUCCESSFUL AT THE FIRST ATTEMPT

Eike Surburg is a master mechanic for agricultural machinery. As a result he has been involved with tractors since his apprenticeship. He has already been familiar with tractor pulling since his childhood days: "Here in the north of Germany trecker treck is a popular hobby, especially in villages, and I grew up with it." During his master mechanic course Eike Surburg got to know a fellow student who was already professionally rebuilding engines for tractor pulling. This acquaintance led Surburg to buy a tractor (a Deutz 10006) for his hobby in 2009 and to convert it for pulling. The original power was multiplied by more than five. Together with two friends, who also competed with Deutz tractors, Eike Surburg took part in the German championships for the first time in 2010. He finished in second place at the first attempt, and matched this in 2012 and 2013. In each of the years 2011, 2015 and 2016 Surburg took the championship title. The greatest success for Surburg was when he and his Deutz team took all three places on the podium at the 2016 German championships.



Something very special on the scene: in 2014 Eike Surburg and his father built their own weight transfer sledge, which is indispensable for tractor pulling. The current weight transfer sledge team also includes his twelve-year-old son.

CROSSWORD PUZZLE



WIN A VOUCHER FROM
„MEDIA MARKT“

In this issue we are holding a prize draw for five voucher cards worth 200 euros each, redeemable at all participating Media Markt shops or at www.mediamarkt.de. Please send us the solution word by email to marketing@hansa-flex.com or by post. Please don't forget to include your name and address as the sender. The deadline for entries is 31 October 2022. Only one entry per participant will be considered. No legal recourse is possible, nor is any liability, insofar as this is legally permissible. No cash equivalent is available. Best of luck!

- In the area of responsibility of our colleague Julie Garms, everything revolves around the subject of ...
- What does our customer K+S mine?
- A new branch was opened here last quarter
- Millions of them are in operation worldwide
- What did HANSA-FLEX sponsor at the Danube Classic Rally?
- Leadership is a ..., not a privilege!
- At the summer party, which former Werder Bremen star invited guests to shoot at the goal wall?

- The world's third-largest mosque
- Our colleague Eike Surburg holds multiple German championship titles in ...
- What can be used to take oil samples quickly and easily?
- A new service vehicle is now also on the road in this region
- The green stripe in the flag of the United Arab Emirates stands for ...
- What was organised for the first time at the summer party?
- What our customer Arjes specialises in

SOLUTION HP 1/2022

HYDRAULIKPRESSE

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P. Benarz, Dorsten, Germany
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B. Schmilz, Siegen, Germany
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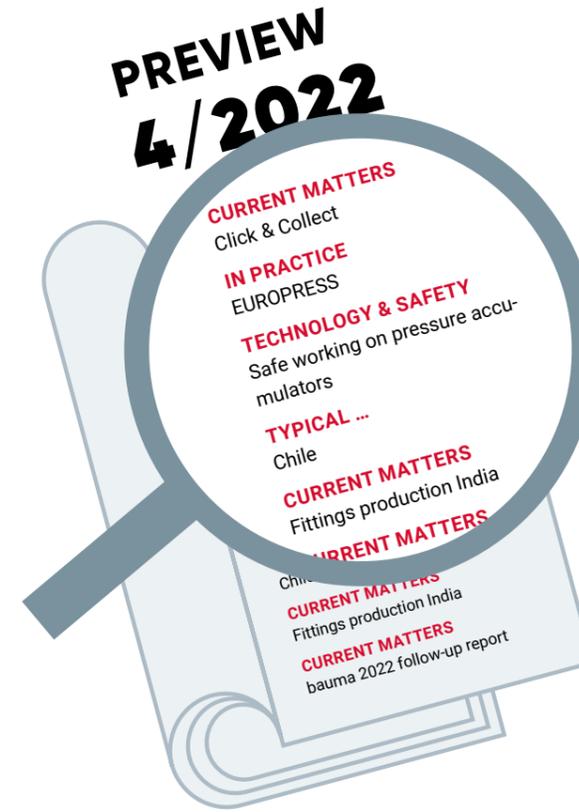


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DID YOU KNOW ...?

110

VEHICLES

make up the Industrial Service fleet.

64.922

HOSE LINES

were manufactured by the Industrial Service in Germany alone in 2021.

3.424

HOURS

for basic and advanced training were completed by the service technicians of the Industrial Service in 2021 in Germany alone, and this despite the Corona restrictions.

4.550

ASSEMBLY JOBS

were completed by the Industrial Service in 2021.

25

SERVICE POINTS

are maintained by the Industrial Service in Germany.

489

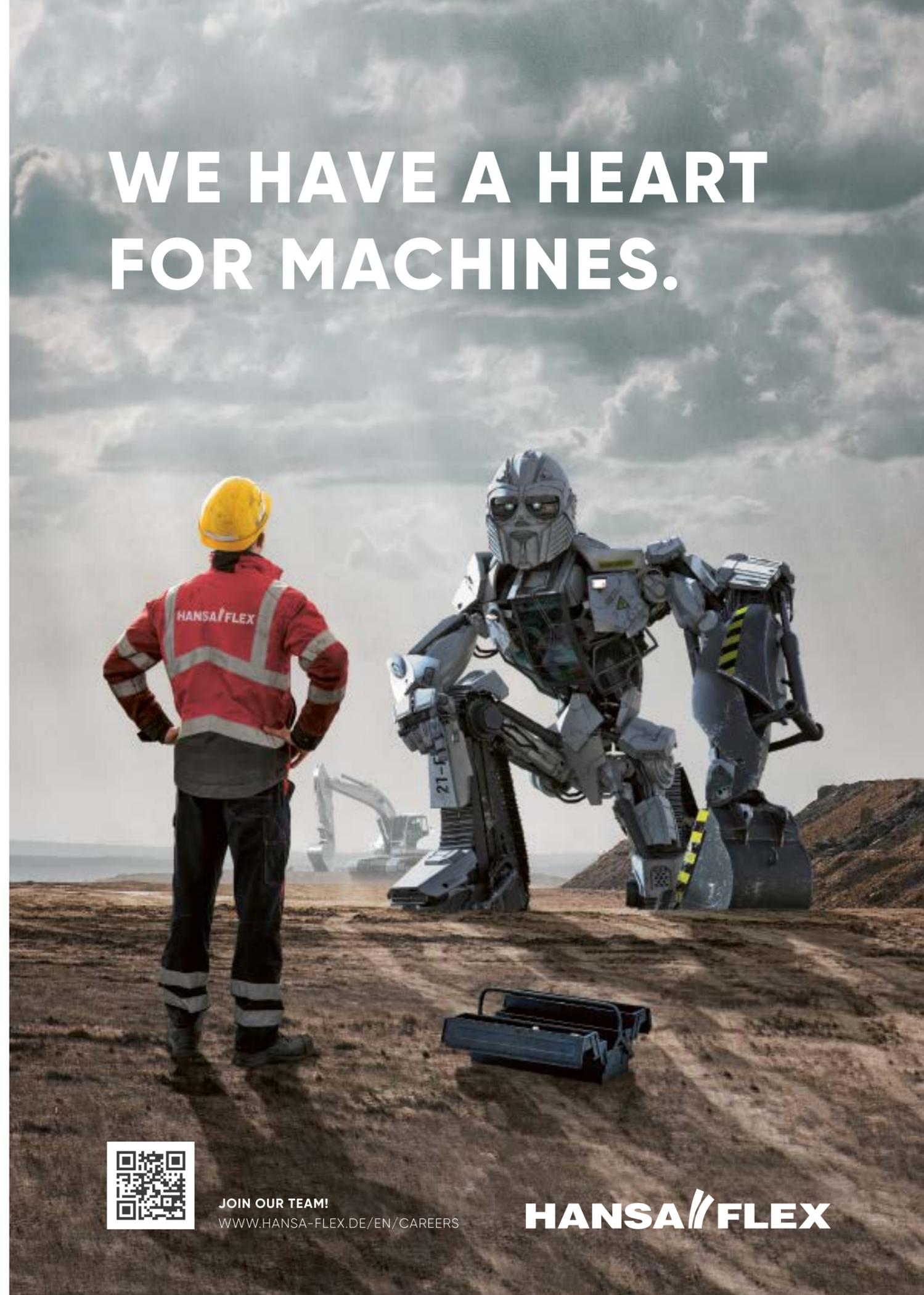
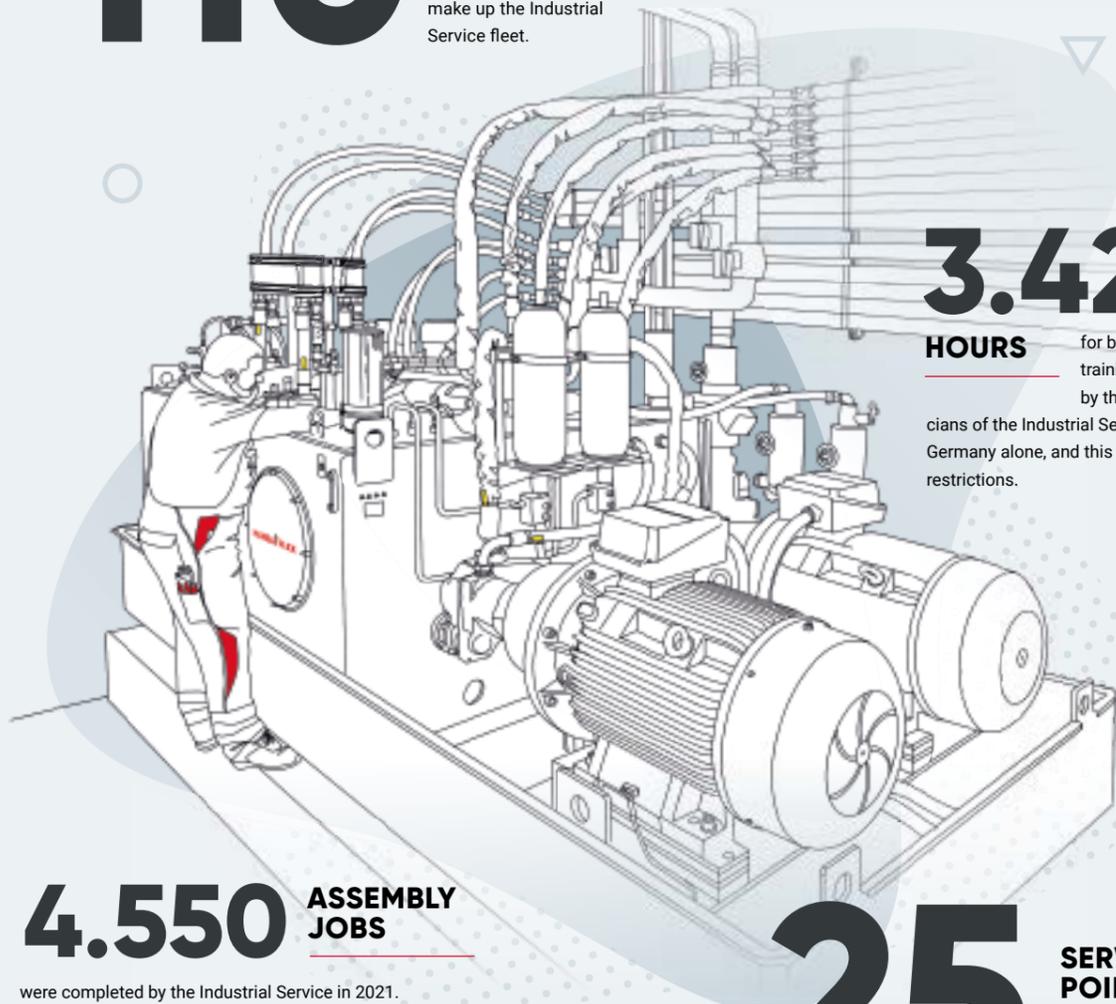
DAYS

were spent on further training.

155

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the „qualified persons“ of the industrial service have.



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