

# LET'S MAKE INDUSTRY WORK BETTER

Improving industry together  
with our customers



**ERIKS**



# PLEASED TO MEET YOU

We are ERIKS, an experienced industrial service provider with **one mission: to make your business work better and more efficiently.** In this brochure, you can discover how we use our technological skills, knowledge and specialized solutions to make industry future-proof.

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# LET'S MAKE INDUSTRY WORK BETTER

Making industry work better, increasing efficiency, lowering total cost of operation and improving product performance.

That is our goal. **Together with our customers, we make industrial companies more successful**, by applying our skills, knowledge and expertise, while continuously challenging both us and them to improve.

In ERIKS, you have an experienced multi-product specialist, offering a wide range of high-quality mechanical engineering components and technical and logistics services to all sections of industry worldwide.

## SUCCESS PRINCIPLES

To be successful for our customers, we apply the ERIKS Success Principles – PSI: Passion,

Specialism and Innovation. Our people are passionate about technology, want to share and develop their specialism and are always looking to improve and find new ways.

ERIKS is part of SHV, a family-owned multinational consisting of seven group companies.





# HOW DO WE MAKE OUR CUSTOMERS MORE SUCCESSFUL?

We make **our customers successful** by offering specialized solutions:

## **1** THE PRODUCTS YOUR INDUSTRY NEEDS

We are multi-product specialists. Our extensive product range has the depth and breadth you need. We supply A-brands and ERIKS own brands across our seven product groups. We serve our 200,000 customers with more than 900,000 products.

## **2** TECHNICAL SUPPORT & KNOW-HOW

We provide valuable services and innovative ways of working, which make it easier for our customers to do business. The real difference lies in our knowledge that makes tailor-made technical and logistic solutions possible, to make a positive contribution to your business.

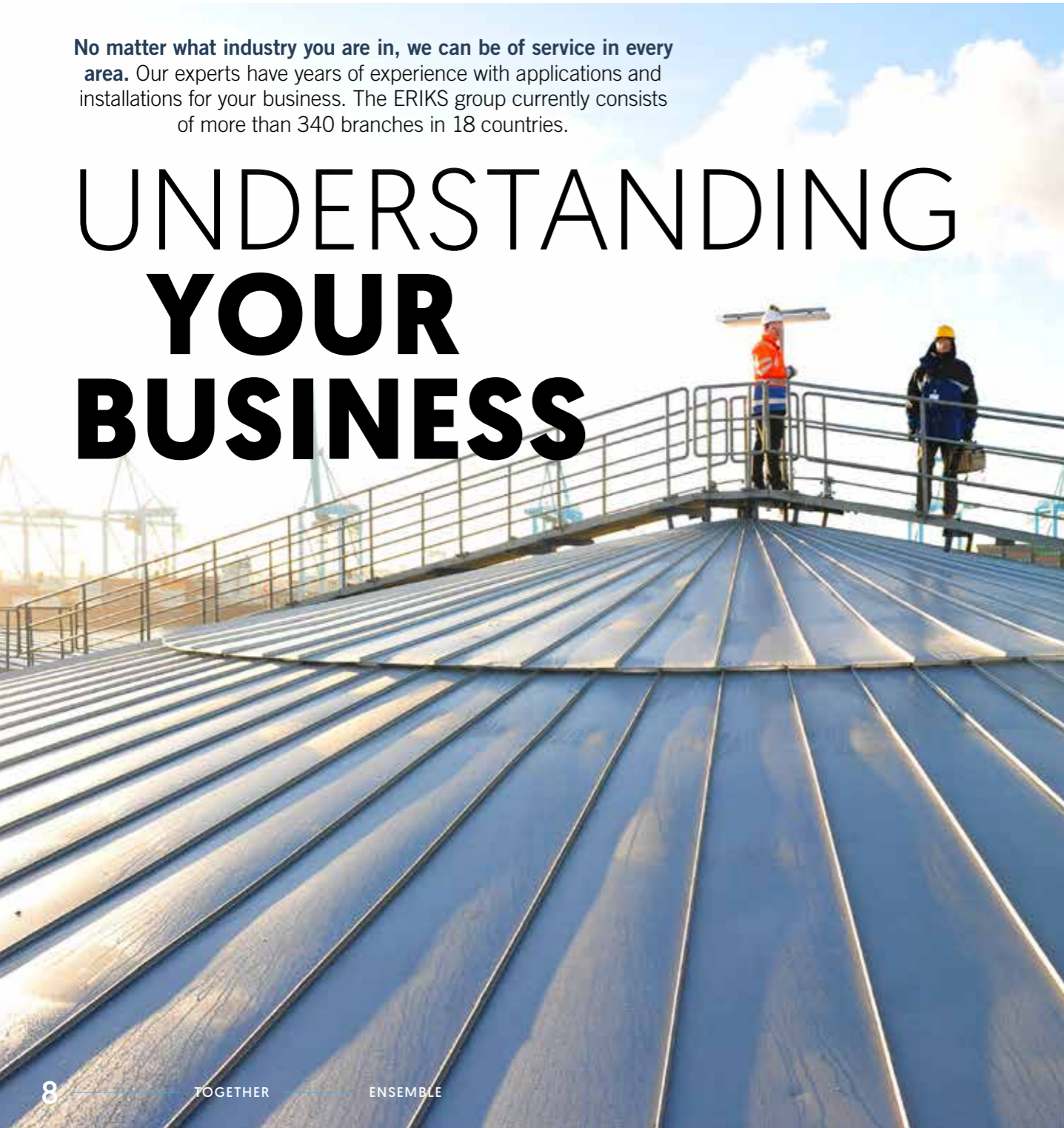
## **3** COST SAVINGS AND EASE OF DOING BUSINESS

We can reduce Total Cost of Ownership of any industry. To establish an even more responsive working relationship, we can also integrate into your business.



No matter what industry you are in, we can be of service in every area. Our experts have years of experience with applications and installations for your business. The ERIKS group currently consists of more than 340 branches in 18 countries.

# UNDERSTANDING YOUR BUSINESS



**Agriculture  
& Fishery**



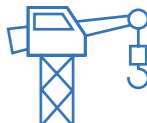
**Automotive**



**Aviation**



**Chemical**



**Construction**



**Engineering**



**Food &  
Beverages**



**Health &  
Wellbeing**



**Infrastructure**



**Machine  
Construction**



**Maritime**



**Oil and Gas**



**Other Industries**



**Petrochemical  
& Refining**



**Pharma**



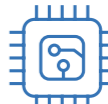
**Power generation**



**Primary Industries**



**Pulp & Paper**



**Semicon**



**Sustainable  
Energy**



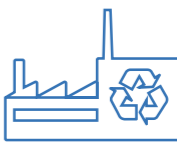
**Tank Storage**



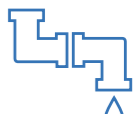
**Transport**



**Utilities**



**Waste Industry**



**Water**



# TAILORED TO YOUR NEEDS

**To make our customers successful we address multiple needs.**

Over the years, we have built up in-depth knowledge in the areas of Sealing and Polymer, Engineered Plastics, Flow Control, Industrial and Hydraulic Hoses, Gaskets, Power Transmission, and Tools, Maintenance and Safety. The ERIKS own brands are our own A-brands with a broad product portfolio which is tailored to the needs of our customers to reduce their Total Cost of Ownership.

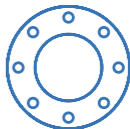
**ERIKS' 7 PRODUCT GROUPS**



Engineered  
Plastics



Flow Control



Gaskets



Industrial and  
Hydraulic Hoses



Power  
Transmission



Sealing and  
Polymer



Tools, Maintenance  
and Safety

**ERIKS OWN BRANDS**

econ®

Fenner®

Flexion™

Goodall®

Leader  
Gasket Technologies



PIONEER  
WESTON  
PERFORMANCE SEALS



Thomas

VE®



# MAINTENANCE & DOWNTIME REDUCTION

A product's performance can be measured by Total Cost of Ownership (TCO), which includes how much is spent on maintenance and repair, downtime and lost production. Our extensive maintenance and repair services provide unique insights that enable us to provide long-term solutions for our customers. We identify the root cause to prevent failure in the future and optimize product lifecycle and uptime. This will help minimize your Total Cost of Ownership.

## ASSET MANAGEMENT & RISK MITIGATION

Our comprehensive site services team covers all forms of preventive and predictive maintenance from condition monitoring to full asset management, both on-site and remotely. ERIKS' expertise allows us to work with you to develop risk mitigation strategies for such challenges as spares, obsolescence, health and safety compliance, to name but a few. ■

### Case: Food & Beverage, United Kingdom

## MAINTENANCE COSTS REDUCED BY £150,000 YEARLY

ERIKS provided risk mitigation savings via a spares strategy for the pump assets of a major food and beverage manufacturer. We were able to identify the high-risk areas, implement a review of spares required, and help the customer to rationalize his spares stock and strategy. This approach resulted in fewer critical breakdowns, fewer plant stoppages, fewer repairs, less downtime, less lost production, and a reduction of maintenance costs by £150,000 yearly.

<b>CUSTOMER:</b>	A major food and beverage manufacturer
<b>LOCATION:</b>	United Kingdom
<b>CHALLENGE:</b>	To prove lower TCO outweighed purchase price of maintenance repairs
<b>SOLUTION:</b>	A fail-safe spares strategy
<b>BENEFITS:</b>	<ul style="list-style-type: none"><li>▶ An average Mean Time Between Failures (MTBF) of 90 months versus the industry standard of 60 months</li><li>▶ Steady rise in plant productivity</li><li>▶ Reduced spending on spares</li><li>▶ Maintenance costs reduced by £150,000 yearly</li></ul>



# PROCESS OPTIMIZATION

To reduce cost of operation, we help industries optimize their processes with our tailored products and customized solutions. We share insights and innovations that enable companies to manufacture even more efficiently and sustainably.

**Case: Giti Tire, China**



**SAVINGS:**  
**€950,000 YEARLY**

Giti Tire, a leading tire manufacturer in China, experienced problems with their vulcanizing presses. They were facing energy wastage and damaged equipment, while repair costs were increasing. ERIKS designed a float steam trap which gave continuous discharge of condensate, increased the heat efficiency of the steam, saved energy and reduced waterlogging. The new solution saved the company around €950,000 per annum on steam costs, improved production quality and reduced levels of CO2 emissions from the plant.

<b>CUSTOMER:</b>	Giti Tire, a leading tire manufacturer in China
<b>LOCATION:</b>	China
<b>CHALLENGE:</b>	Energy waste, damaged equipment and repair costs of vulcanizing presses
<b>SOLUTION:</b>	ERIKS designed a float steam trap which gave continuous discharge of condensate
<b>BENEFITS:</b>	<ul style="list-style-type: none"><li>➤ Savings of €950,000 yearly</li><li>➤ Improved production quality</li><li>➤ Reduced levels of CO2 emissions</li></ul>



Reducing total cost of operation is a key challenge for industries.

**In reducing the number of suppliers, optimizing processes and increasing plant uptime,** ERIKS empowers its customers to achieve their business targets.

The added value we offer customers includes documented savings potential throughout the process chain.

# INTEGRATED SUPPLY CHAIN SOLUTIONS

ERIKS' custom-designed product delivery systems ensure just-in-time delivery. This means customers can eliminate inventory at their manufacturing facility. **Thanks to our vendor managed inventory program, customers can keep their working capital to a minimum while still having the inventory they need at hand.**

**STOCK OPTIMIZATION & SUPPLIER REDUCTION**

Our inventory and supplier base reduction leads to saving costs, streamlining order processes and improving availability of materials. We manage our strategic accounts on an international basis. ■

**Case: DSM Vendor Managed Inventory, the Netherlands**

**DSM: 'WE DON'T WANT TO RETURN TO THE OLD SITUATION'**

Like many other large and medium-sized industrial companies, DSM Dyneema opted for ERIKS' on-site Vendor Managed Inventory program. This has major benefits: lower inventory costs, less administration, increased availability, and ultimately higher productivity. "Every month, I get a comprehensive report on inventory turnover and what is being done to further optimize it," says René van der Reijden of DSM Dyneema in Heerlen. "We don't want to return to the old situation."

- CUSTOMER:** DSM Dyneema, a subsidiary of Royal DSM, a global science-based company active in health, nutrition and materials
- LOCATION:** Heerlen, the Netherlands
- CHALLENGE:** Lower inventory costs, optimize inventory, provide a full service Vendor-Managed Inventory
- SOLUTION:**
- BENEFITS:**
  - ▶ Lower inventory costs
  - ▶ Less administration
  - ▶ Higher availability
  - ▶ Higher productivity



# IMPROVING PRODUCT PERFORMANCE

To improve our customers' product performance in original equipment manufacturing, we apply our extensive product and process knowledge. This allows us to co-engineer with our customers and ensure the most innovative and productive solutions.



## Case: Solar panels, Switzerland

### 50-90% HIGHER PRODUCTIVITY OF SOLAR PANELS

Solar panels provide 100% clean energy, but they do require space. Solar systems on the market are heavy, can often not be aligned and sometimes feature expensive hydraulic or pneumatic cylinders. There are many places where they simply will not fit. So together with the Swiss Federal Institute of Technology (ETH), we developed an actuator which enables the automatic alignment of the cells. The result: a lighter, simpler, cheaper, space saving solar panel which produces 50-90% more electricity than an average solar panel and is inexpensive and easy to produce and attach.

- CUSTOMER:** Swiss Federal Institute of Technology (ETH)  
**LOCATION:** Switzerland, Zurich  
**CHALLENGE:** To design a lighter, simpler, cheaper, space saving solar panel. More flexible, more efficient  
**SOLUTION:** We developed a soft-robotic, elastomeric actuator which enables the alignment of the solar cells  
**BENEFITS:**
- ▶ 50-90% more electricity from the solar panels
  - ▶ 50% lighter than the average solar panel
  - ▶ Adjustable daylight control for the interior
  - ▶ Inexpensive and easy to produce
  - ▶ Automatic optimization of the settings by a soft-robotic control unit



# CO-ENGINEERING WITH OUR CUSTOMERS

Together with our customers, we develop and design high-performance, customized and sustainable solutions that meet all technical challenges. We innovate and co-engineer to reduce your R&D costs, increase efficiency and keep your cost price low.

## Case: Maeslant barrier, The Netherlands

### PROTECTING 2 MILLION INHABITANTS FROM THE SEA

The Maeslant barrier features the largest movable parts in the world. It's the last of the 13 famous Dutch Delta Works that were built to protect two million inhabitants from the stormy North Sea. In 2017, the valves in the two immense doors of the structure had to be replaced. Together with TNO Research Institute, ERIKS designed and developed new butterfly valves with actuators regulating the flow of water and replaced them before the start of the storm season. Thanks to the research, the valves have been made even more reliable. The Netherlands can now be certain that the valves will remain closed even under the most extreme storm conditions.

**CUSTOMER:** Rijkswaterstaat, part of the Dutch Ministry of Infrastructure and the Environment

**LOCATION:** The Netherlands

**CHALLENGE:** To replace the old butterfly valves in the two barrier doors, before the start of the storm season

**SOLUTION:** Together with TNO, we designed and developed new butterfly valves with actuators regulating the flow of water and replaced them before the start of the storm season in the Netherlands

**BENEFITS:**

- Co-engineering of ERIKS reduced R&D costs for the customer
- The new valves are more reliable and improve safety



# CUSTOM MADE SOLUTIONS

We create custom-made solutions for and together with our customers, continuously **creating improvements** that make their business work better.

**Case:**  
**Make space flight safer, USA**

## WE HELP TO FURTHER EXPLORE SPACE

Making a mistake in a space program is very costly. Therefore, thorough ground testing is critical to ensure flightworthiness. Our customer needed valves for one of its largest rocket engine testing facilities. The components must be able to perform under the most punishing conditions. ERIKS partnered with Trimteck Manufacturing and developed three custom-made “Y” pattern valves. The Y pattern valves are designed to give you tighter shut off and better flow characteristics for high pressure applications. ERIKS received very positive feedback from the customer on our know-how and innovation. This is how we contribute to further explore space – the final frontier.

- CUSTOMER:** Space Craft testing facility  
**LOCATION:** United States of America  
**CHALLENGE:** The customer needed valves for one of its largest rocket engine testing facilities. The components need to be able to perform under the most punishing conditions
- SOLUTION:** Three custom-made “Y” pattern valves for the testing facilities at the space center
- BENEFITS:**
- ▶ The Y pattern valves are designed to give you tighter shut off and better flow characteristics for high pressure applications
  - ▶ The custom-made, high-tech applications proved to be definitely up to the job



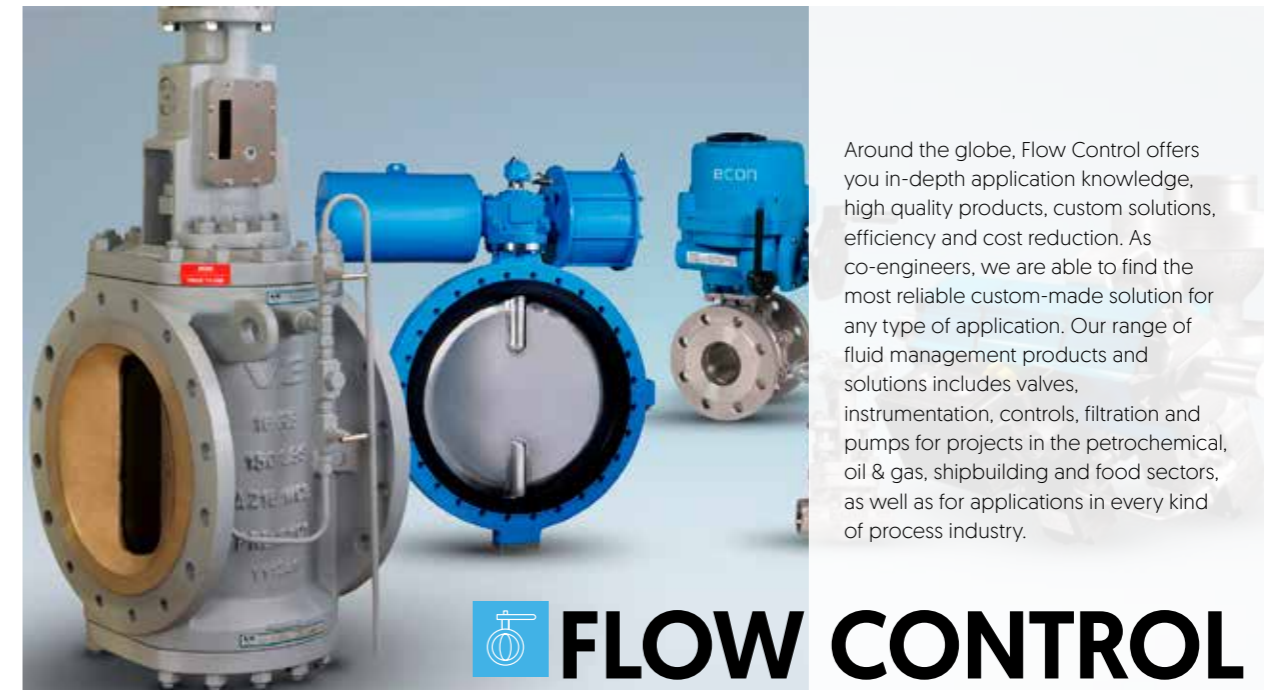
# OUR 7 PRODUCT GROUPS

**Over the years, we have amassed in-depth knowledge in the areas of**  
Sealing and Polymer, Engineered Plastics, Flow Control, Industrial and  
Hydraulic Hoses, Gaskets, Conveying Systems, Power Transmission, and Tools,  
Maintenance and Safety.



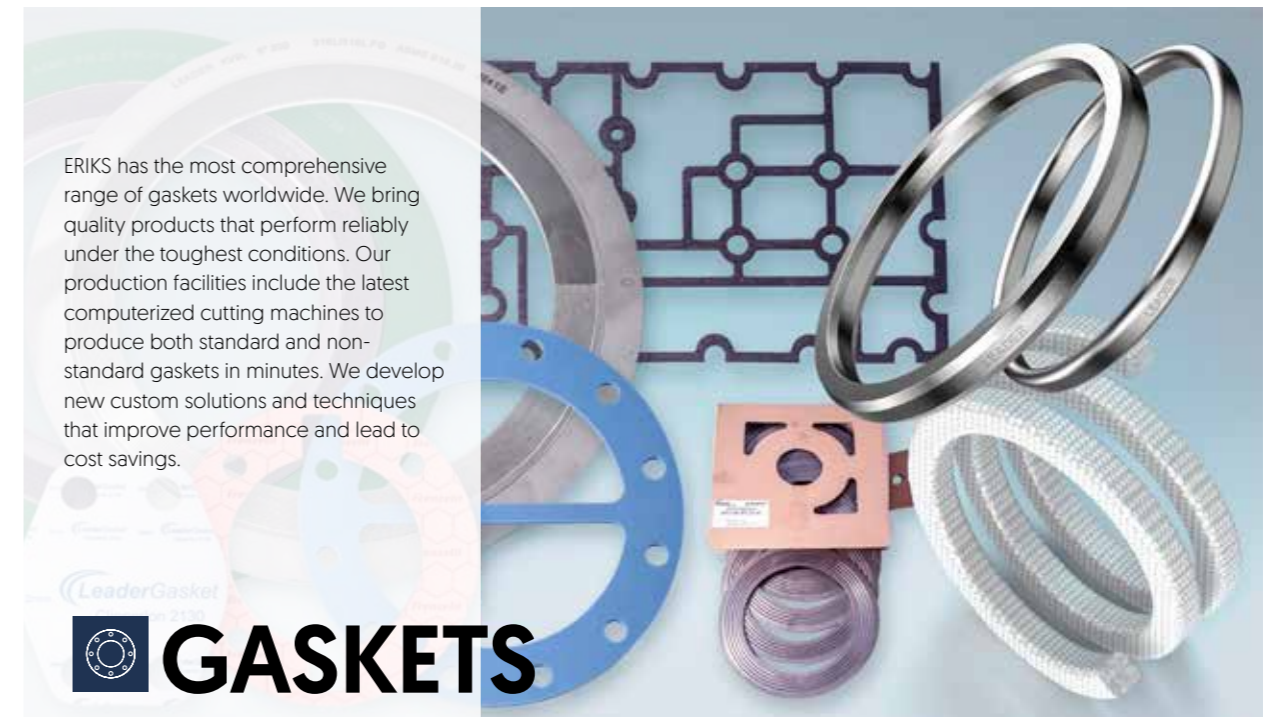
With our state-of-the-art machinery, extensive assortment, quality control and years of application experience, we have what it takes to bring you top quality engineered plastics products, from the production of prototypes to small series or large quantities.

 **ENGINEERED PLASTICS**



Around the globe, Flow Control offers you in-depth application knowledge, high quality products, custom solutions, efficiency and cost reduction. As co-engineers, we are able to find the most reliable custom-made solution for any type of application. Our range of fluid management products and solutions includes valves, instrumentation, controls, filtration and pumps for projects in the petrochemical, oil & gas, shipbuilding and food sectors, as well as for applications in every kind of process industry.

 **FLOW CONTROL**



ERIKS has the most comprehensive range of gaskets worldwide. We bring quality products that perform reliably under the toughest conditions. Our production facilities include the latest computerized cutting machines to produce both standard and non-standard gaskets in minutes. We develop new custom solutions and techniques that improve performance and lead to cost savings.

 **GASKETS**



ERIKS is the foremost industrial and hydraulic hose supplier, serving many industrial markets. Our employees are undisputed specialists in the fields of hoses, couplings, bellows and their respective application areas. ERIKS understands its customers and is able to fulfill basic needs and provide special solutions at the same time. Customized and innovative hose products and services offer safety and can realize a competitive advantage for our customers.



## INDUSTRIAL & HYDRAULIC HOSES



Our unique power transmission expertise integrates hydraulics, pneumatics, bearings, electro mechanics and motion control to bring you perfectly tailored solutions. With our in-house engineering departments, extensive design and production facilities and logistics service, we can help you become more innovative and, consequently, more successful in your market.

### CONVEYING SYSTEMS

In North America, ERIKS also stocks an extensive line of conveyor belts and has the products, services and experience to deliver the lowest cost per ton conveyed.

## POWER TRANSMISSION



We develop, produce and supply a vast range of seals and elastomeric and polymeric parts. What we don't stock, we can custom make for you. Thanks to our rapid prototyping facilities and compound development capabilities, ERIKS can provide a very positive contribution to the reduction of the Total Cost of Ownership.

## SEALING AND POLYMER

ERIKS TM&S supplies any product for use in the workshop. It allows our customers to do their work better, faster and more safely because we also factor in ease of use and ergonomics. Thanks to the TM&S' wide range of brands, expertise and various supply chain solutions, we can provide a very positive contribution to the reduction of the Total Cost of Ownership. Our PPE experts are fully qualified to analyze your business policies and ensure they are in full compliance with all applicable regulations and legislation.



## TOOLS, MAINTENANCE & SAFETY (TM&S)



# INNOVATION AT WORK

Our proven technology allows you to meet your challenges for the future, with Industry 4.0 solutions, wireless sensing, big data, online monitoring and predictive maintenance. **Our best-in-class online condition monitoring systems cover all forms of preventive and predictive maintenance, both on-site remotely and enable you to permanently monitor your machinery and view your data.**



## Case: Hyperloop

### LET'S MAKE HYPERLOOP GO FASTER

ERIKS is an official partner of the Delft University of Technology Hyperloop team. In 2017, the TU Delft team won the first international Hyperloop competition that was initiated by SpaceX/Tesla CEO Elon Musk. Our experts helped design some of the 2018 pod's most critical parts: selection of the motor, materials for the tires and several pneumatic parts for the brakes. We also work together on constructing parts. This includes vulcanizing the rubber on the rim of the high-speed traction wheel.

**CUSTOMER:** Delft University of Technology Hyperloop team  
**LOCATION:** The Netherlands, Delft  
**CHALLENGE:** To help the TU Delft team design and construct a winning Hyperloop pod for the 2018 SpaceX competition  
**SOLUTION:** ERIKS are providing the team with knowledge, engineering capabilities and parts to make the Hyperloop pod go faster

### HI-TECH DIGITIZATION AND ROBOTIZATION

Using hi-tech digitization and robotization shortens delivery times and supplies fast, precise, cost-efficient, custom-made solutions for many industries, 24/7, enabling them to market their products faster. Robotization also allows us to produce small series more easily.

### 3D PRINTING AND RAPID PROTOTYPING

In combination with computer animation tools, we print 3D models on a 3D-printer. You can fully analyze and test vision models and fitting models. We also supply high-quality prototypes and small series with short delivery times.

### CLEANROOM ASSEMBLY

In our cleanroom, we assemble high purity hoses and components for the pharmaceutical, biochemical and semiconductor industries. ERIKS has a state-of-the-art clean room to ISO 1466-1 class 6 norm. ■



We can make a big positive impact to our environment by developing innovative ways to reduce our own and our customers' footprints. **We are committed to applying our skills, knowledge and expertise** to make industry work better and become future proof.



# MAKE INDUSTRY FUTURE PROOF

## REDUCE ENERGY CONSUMPTION AND CO2-EMISSIONS

Sustainability opens up opportunities to make industry more competitive and more profitable. Energy costs account for a large share of production

costs. ERIKS' experienced engineers can support you in reducing energy consumption and CO2-emissions with a range of services and products, such as thermal imaging.

### 6 GOALS

1. Zero work-related accidents
2. 100% of employees think ERIKS is a good place to work
3. Commit, make progress and report annually to UN Global Compact
4. 100% of suppliers acknowledge our Supplier Code of Conduct
5. Deliver €20 million of environmental savings to customers every year
6. Reduce ERIKS' carbon emissions by 20% by 2020 ■



**We understand that your people are your most important asset. Protecting them is essential.** Health and Safety is also increasingly imposed by legislation and regulation in a growing number of countries. Our safety performance shows that we are a professional organization that can be a safe and trusted partner.

### PPE SAFETY EXPERT SERVICE

Our PPE experts are fully qualified to analyze your business policies and ensure they are in full compliance with all applicable regulations and legislation. We offer a broad and deep assortment,

supporting services and a global network of know-how and experience.

### ZERO = HERO

Our goal is no work related accidents at

all. Zero = Hero in ERIKS. As part of our overall management system, we have developed a specific Health & Safety Management System. This system has been drafted in accordance with the requirements of ISO 45001. ■



# OUR PEOPLE ARE **THE MOST** **IMPORTANT** SUCCESS FACTOR



**At ERIKS, we want to make our customers' industries work better. We believe our people are key in achieving this.**

As a family-owned company, we are constantly focused on developing our company culture and creating a friendly, open and pleasant working environment where people respect and trust each other.

## SKILLS, KNOW-HOW AND EXPERTISE

Our people are passionate about technology, want to share and develop their specialism and are always looking to improve and find new ways. We apply our skills, know-how and expertise to increase the efficiency, performance and success of our customers. We give our people the opportunity to develop on both a professional and a personal level. To support this, we provide a range of coaching, training and (international) development programs. ■





# ERIKS WORLD WIDE

ERIKS currently consists of more than 340 branches in Western Europe, North America and Southeast Asia.

18 COUNTRIES

- BELGIUM
- CANADA
- CHINA
- CZECH REPUBLIC
- FRANCE
- GERMANY
- IRELAND
- LUXEMBURG
- MALAYSIA
- MEXICO
- POLAND
- SINGAPORE
- SLOVAKIA
- SPAIN
- SWITZERLAND
- THE NETHERLANDS
- UNITED KINGDOM
- USA



Countries  
18



Employees  
7,500



Customers  
90,000



Digital sales  
190 mln



Sales  
1.9 bln



Locations  
340



Products available  
900,000



# CONTACT, LOCATION FINDER & WEBSHOP

## **ERIKS GROUP HEAD OFFICE**

Mariaplaats 21  
3511 LK Utrecht  
The Netherlands

T +31 (0)30 3690 100  
[www.eriks.com](http://www.eriks.com)  
[info@eriks.com](mailto:info@eriks.com)

## **ERIKS LOCATIONS WORLDWIDE**

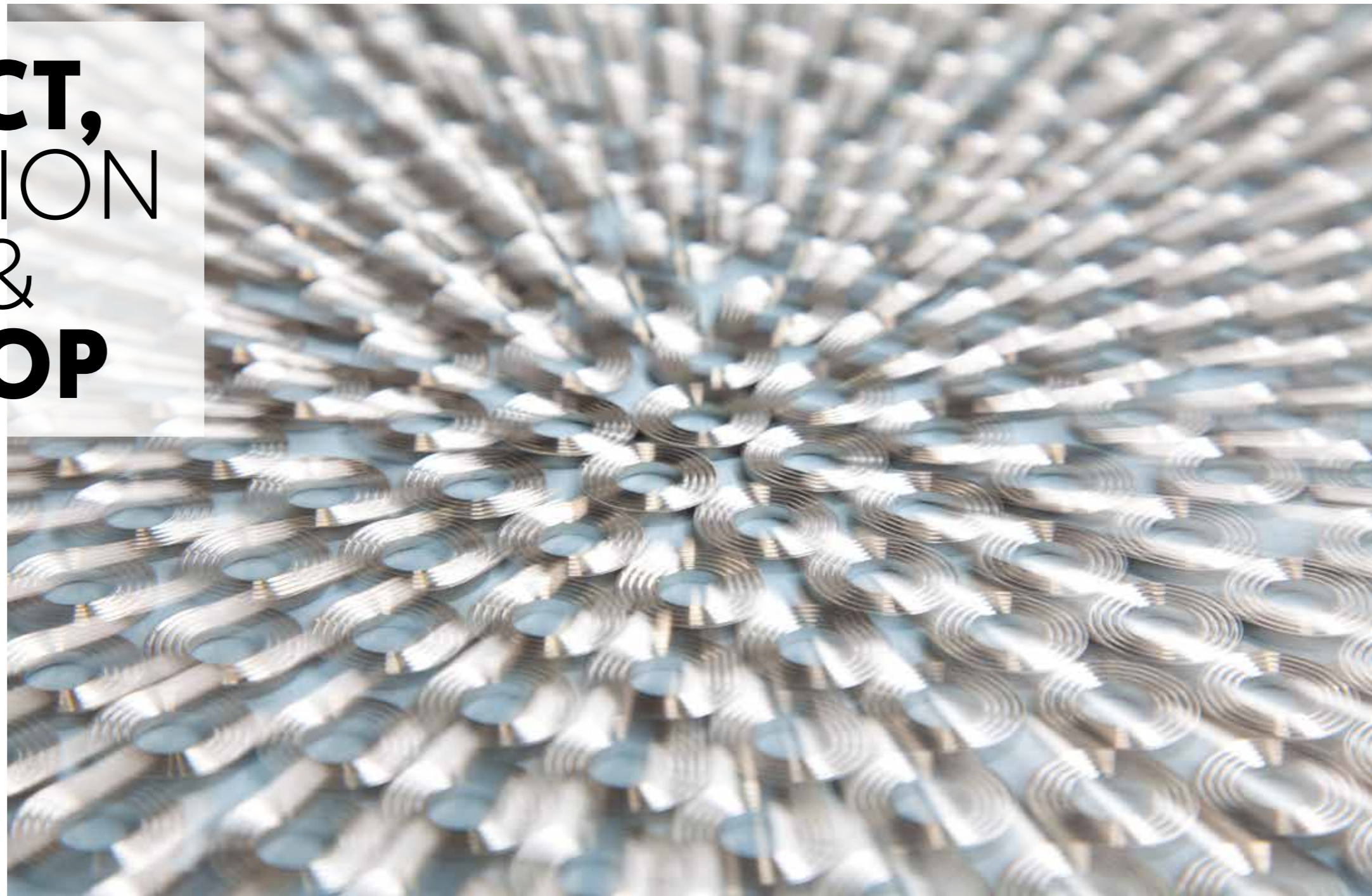
With the location finder on [eriks.com/locations](http://eriks.com/locations) you can find the closest ERIKS location with the expertise you are looking for.

## **WEBSHOP: EASY ACCESS TO 500,000 PRODUCTS**

Our webshop offers customers in a growing number of countries easy access to 500,000 products. ERIKS' webshop is an e-commerce solution supported by online tools and product selectors, enabling easy online product ordering. ■



For more information visit [www.shv.nl](http://www.shv.nl)





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