LET’S MAKE INDUSTRY WORK BETTER

Improving industry together with our customers
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.
CHAPTER 1 ABOUT ERIKS

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.
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**

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<th>Industry</th>
<th>Sustainable Energy</th>
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<td>Aviation</td>
<td>Engineering</td>
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<td>Infrastructure</td>
<td>Machine Construction</td>
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CHAPTER 2 MAKE CUSTOMERS SUCCESSFUL
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.
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.

Case: Food & Beverage, United Kingdom

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.

CUSTOMER: A major food and beverage manufacturer
LOCATION: United Kingdom
CHALLENGE: To prove lower TCO outweighed purchase price of maintenance repairs
SOLUTION: A fail-safe spares strategy
BENEFITS:
- An average Mean Time Between Failures (MTBF) of 90 months versus the industry standard of 60 months
- Steady rise in plant productivity
- Reduced spending on spares
- Maintenance costs reduced by £150,000 yearly

MAINTENANCE COSTS REDUCED BY £150,000 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.

**SAVINGS:**
€950,000 YEARLY

**CUSTOMER:** Giti Tire, a leading tire manufacturer in China

**LOCATION:** China

**CHALLENGE:** Energy waste, damaged equipment and repair costs of vulcanizing presses

**SOLUTION:** ERIKS designed a float steam trap which gave continuous discharge of condensate

**BENEFITS:**
- Savings of €950,000 yearly
- Improved production quality
- Reduced levels of CO2 emissions

**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.
INTEGRATED SUPPLY CHAIN SOLUTIONS

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.

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.”

Case: DSM Vendor Managed Inventory, the Netherlands

DSM: ‘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
SOLUTION: Vendor-Managed Inventory
BENEFITS: Lower inventory costs, less administration, higher availability, higher productivity

CHAPTER 3 REDUCING COST OF OPERATION

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.
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.

50-90% HIGHER PRODUCTIVITY OF SOLAR PANELS

Case: Solar panels, Switzerland

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
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.

**PROTECTING 2 MILLION INHABITANTS FROM THE SEA**

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

OUR 7 PRODUCT GROUPS

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.

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.

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.
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.

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 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.

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.

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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.

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.

Case: Hyperloop

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, shapers deliver 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.

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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

**SAFETY FIRST**

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.

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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.

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.
ERIKS WORLD WIDE

ERIKS currently consists of more than 340 branches in Western Europe, North America and Southeast Asia.
CHAPTER 11 CONTACT

CONTACT, LOCATION FINDER & WEBSHOP

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www.eriks.com
info@eriks.com

ERIKS LOCATIONS WORLDWIDE
With the location finder on 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

For ERIKS contact or location details, please visit our website eriks.com

36 37
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