

# COMPANY PROFILE 2013 **ERIKS**



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The mission of ERIKS is clear: driven by a passion for technology, ERIKS, as an international industrial service provider, offers a wide range of high-quality mechanical engineering components and associated technical and logistics services.

# FAITH IN THE FUTURE

In 2012, ERIKS realised EUR 1760 million in sales with 7000 employees. North America now represents more than one-third of the sales.

After the significant steps we have taken in North America, the year 2012 was characterised by consolidation and integration as well as strengthening the existing organisations.

In addition, the following acquisitions were made in Europe:

- Elastomer Research Testing in Deventer, the Netherlands.
   This acquisition represents an important expansion of our laboratory and testing facilities.
- Valves Enterprise S.L. in Bilbao, Spain. Thanks to this acquisition, the ERIKS group has obtained a package of strategic products for the fast growing market for tank storage. The company is one of the leading manufacturers of Dual Expanding Double Block and Bleed Valves.

In the United States, ERIKS was able to significantly boost its market position and expand its geographical market area through the acquisitions of:

- IEC Control Shop in Texas and Carolina Control Depot in North Carolina. Both companies are distributors of HVAC control units.
- Regal-Brown, Inc. in Alabama, representative of manufacturers of instrumentation, filtration, analytical products and valves.
- Industrial Rubber & Supply of Savannah, Inc. in Georgia.
   This company is a distributor of fabricated industrial rubber products and associated services.

Innovation is and remains the core of the growth strategy of ERIKS. The new 3D printer for rubber and plastic compounds and the control machine are good examples of the knowledge and quality-driven service provider ERIKS is for the industry.

For 2013, ERIKS has a clear growth strategy:

- Increasing its market share and more acquisitions in Europe and North America are the ingredients for strong sales and profit growth, combined with tight management of working capital and productivity.
- Expansion of existing capacities and strengthening of our own brands; the production capacity of Smith Valves in Houston will be doubled. In Collingwood, Canada, the Goodall hose plant is moved to a new building, where the volume will also be doubled.

Our customers view ERIKS as a partner who can help them develop and manufacture innovative and sustainable solutions on the one hand, and cut costs through supplier reduction, process optimisation and plant uptime on the other.

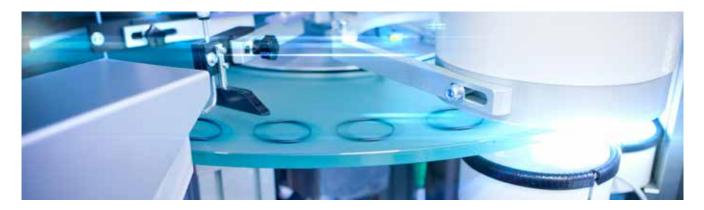
Especially in uncertain market conditions, this is the unique combination the industry needs. ERIKS looks forward to the future with confidence and will continue to play a prominent role in the further consolidation of its industry.

Johan Sleebus, Chairman of the executive board



# THIS IS ERIKS

ERIKS is an international industrial service provider offering a wide range of high-quality mechanical engineering components and associated technical and logistics services.



#### Innovative supplier

In the last decade, ERIKS has become a leading, innovative supplier to certain defined segments of industry, fulfilling the twin role of specialist and broad MRO supplier. Its customers are primarily in the OEM, project and maintenance markets.

ERIKS' current product range, including the technical and logistics services that form part of it, is divided into five core activities:

- Sealing and Rubber Technology
- **Power Transmission**
- Flow Technology
- Industrial Plastics
- Tools and Maintenance Products

#### Strategy

ERIKS constantly adapts to its changing role in the supply chain and makes a positive contribution to its customers' and suppliers' business operations. Identifying, developing and maintaining the necessary know-how are some of the most challenging elements in this respect. This has enabled ERIKS to develop from a traditional distributor into an industrial service provider. The twin business model allows ERIKS to provide solutions to two industrial segments: Original Equipment Manufacturers (OEM) and Maintenance Repair and Overhaul (MRO). In the OEM market, the focus lies on co-engineering and sharing knowledge of products and applications with its customers. In the MRO market, the products and expertise of ERIKS are directly used for the maintenance of machines and factories. ERIKS also offers technical solutions for projects in specific markets, such as oil and gas, chemical industry, petrochemical industry, power generation, shipbuilding and repair.

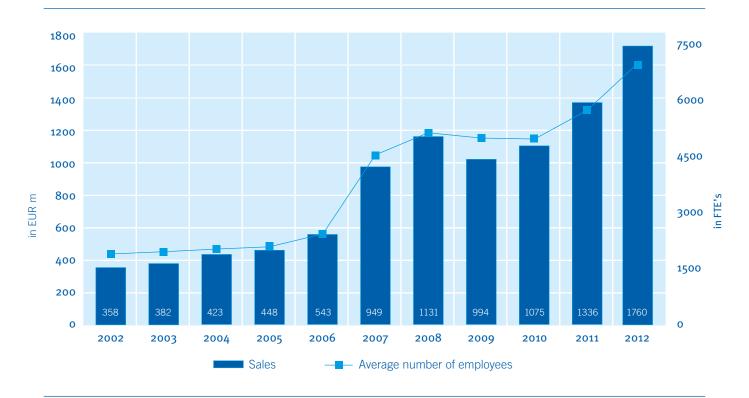
#### IN 2013, INDUSTRIAL CUSTOMERS WILL LOOK FOR AND FIND THE FOLLOWING AT ERIKS:

- A know-how and innovation-driven specialist in every core activity
- A partner with the widest range of mechanical engineering components
- A sophisticated package of technical and logistics services
- International and local presence

# **KEY DATA**

#### **ERIKS:**

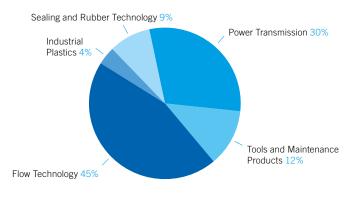
- serves over 200,000 industrial customers (business to business)
- has a range of products of more than 680,000 stock keeping units
- ships more than five million shipments annually
- has more than 65 group companies
- has branches in 27 countries.



#### SALES 2012 BY REGION

# North America 33% Rest of Europe 2% \*\*Germany 13% UK 18%

#### SALES BY CORE ACTIVITY IN 2012



- including France and Luxembourg
- \*\* including Central Europe

# POWER TRANSMISSION

# **ELECTRICAL POWER TRANSMISSION**







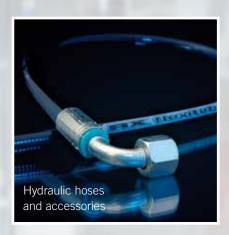
### BEARINGS





# **FLUID POWER**







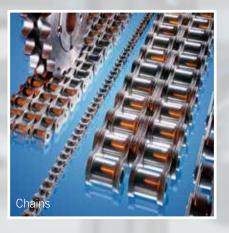
# **CONVEYOR BELTS**





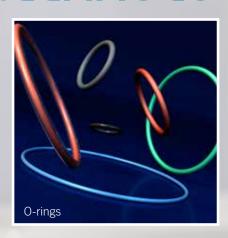
# **OPEN TRANSMISSIONS**







# SEALING AND RUBBER TECHNOLOGY









# INDUSTRIAL PLASTICS







# FLOW TECHNOLOGY

# VALVES AND INSTRUMENTATION





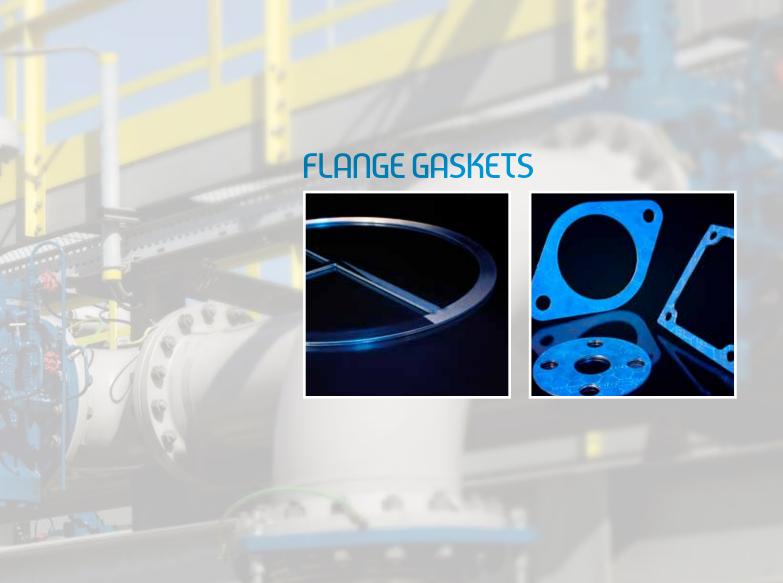






## PIPING





# INDUSTRIAL HOSES AND ACCESSORIES











# TOOLS AND MAINTENANCE PRODUCTS







TOOLS

# PERSONAL PROTECTION EQUIPMENT





# **MAINTENANCE PRODUCTS**





# **CUSTOMERS**

ERIKS distinguishes between the following types of customers or purchasing profiles:

#### Maintenance market



MRO (= Maintenance Repair Overhaul) ERIKS products and expertise are used directly in the servicing of systems and machines.

#### Contractors and projects



Many major national and international customers make use of ERIKS' knowledge of the applications and the international procurement market and its well-developed project management to handle the supply, quality control and documentation of components for major projects.

#### OEM (Original Equipment Manufacturers)



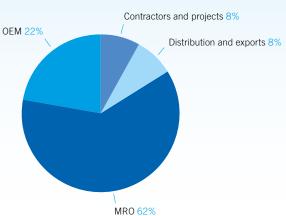
ERIKS products and services are used for the production of finished products by the customer (machine and equipment construction).

#### Distribution and exports



ERIKS products are exported to market areas in which ERIKS does not have its own branches.

#### SALES 2012 PER TYPE OF CUSTOMER



# ERIKS IN THE MARKET

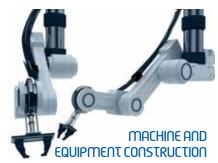
ERIKS has become a leading supplier to all branches of industry, fulfilling the twin role of specialist and total supplier. High quality standards, innovation and good cooperation are important criteria for us. This results in benefits of innovation, flexibility and speed. In the manufacturing industry, this leads to improved efficiency, (environmental) safety and increased productivity.

Our key markets are:



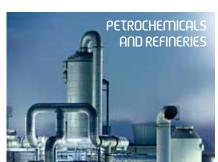
TRANSPORT AND AVIATION











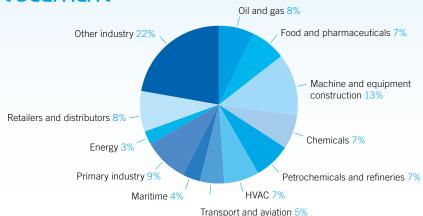








#### SALES 2012 PER MARKET SEGMENT



# **SERVICES**

As an international industrial service provider, ERIKS has developed a wide range of technical and logistics services. These activities are profiled as a separate know-how domain within ERIKS and are a perfect match for its broad range of high-quality mechanical engineering components. A few examples are:

#### LOGISTICS



24/7 availability and service



On-site warehousing



Just in time



Delivery on location

### **E-SERVICES**



Easy Order System



tradcom
the e-business connection

Tradcom



**Tracking** 



Technical websites



Online condition monitoring

### TECHNICAL SERVICES



Conveyor system management



Clean room



Revision



Field Service Team



Training courses



Repair

# ENGINEERING, PROCESSING, TESTING



Processing



100% control machine



Article sets



Assembly



3-D printer



Co-engineering



Lab testing facilities



Analysis of hydraulic oil



**Automation** 



What makes ERIKS so unique is that in each core activity, we combine strong specialisation with the widest range of products and services for OEM, MRO and projects. The customer comes first and we gladly collaborate on innovation, plant uptime, efficiency and sustainability. The added value we offer this way is what our customers currently need, both locally and globally.

# INNOVATION

YOUR machinery with OUR innovations

ERIKS distinguishes itself by offering innovative solutions to optimise production processes. Our sales and engineering employees actively contribute to the Research and Development activities of customers in the development of new products.



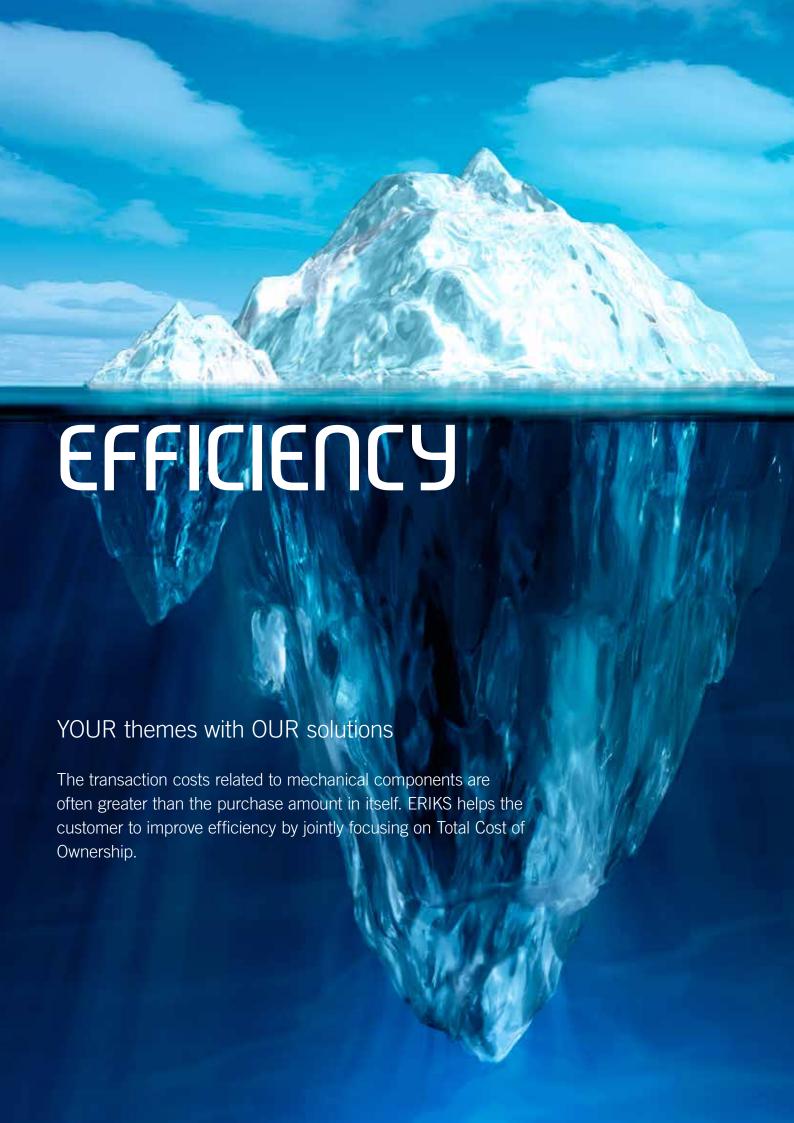


# YOUR processes with OUR know-how

ERIKS helps you implement your primary processes more efficiently. By continuing to invest in modern technologies and components, downtime due to failure and maintenance will be reduced. In the long term, products with a longer service life will increase efficiency by reducing downtime of your production process.

Innovation and product development are ingredients of the knowledge culture of ERIKS, which benefit the customer more than ever.









#### QR and barcodes

More and more ERIKS products are provided with QR codes that directly offer the appropriate product information such as type, size and material, leading to time saving when ordering spare parts. The installation and maintenance manual and data sheets are also accessible with a single scan. Via TradCom, the customer can print the barcode of any simple or assembled product, making reordering easy and error-free.



#### Drastic reduction in the number of suppliers

ERIKS is the only supplier who combines the core activities of power transmission, flow technology, sealing technology, plastics, tools and maintenance products for both standard and customised components. This provides customers with an unrivalled opportunity for supplier reduction.



#### E-business

Reducing indirect costs means automating processes where possible. Search-friendly web shops combined with extensive ERP links provide ideal electronic communication options.



#### **Logistics Services**

ERIKS offers a wide range of on-site logistics services to further optimise warehouse and purchasing management for the customer.

# SUSTAINABILITY

### YOUR environment with OUR care

ERIKS is convinced that choosing a sustainable policy is both cost-effective and environmentally protective. Sustainability arises when People, Profit and Planet come together. New market opportunities, growth and innovation with benefits for people, society and the environment. Now and in the future.





# HUMAN RESOURCES MANAGEMENT



ERIKS is a healthy and growing multinational that gives motivated employees the opportunity to grow along with the company, both professionally and personally. The working environment is very friendly, and people respect each other. Working at ERIKS is working in an international environment in which you take on challenges, come up with innovative solutions and act dynamically, both as a team and as an individual.

In 2012 and again in 2013, ERIKS Netherlands was awarded the Top Employers certificate. ERIKS Belgium and ERIKS UK were also named Top Employers in 2013. The independent research by the CRF Institute shows that ERIKS offers its employees excellent training and development opportunities.

To ensure continuity and internal succession within its companies, ERIKS has developed a multi-year Management Development Programme on three levels, both regionally and globally. After completion of the programme, 75% of the participants take on new or broader responsibilities.

All ERIKS employees have access to the web-based ERIKS University 24/7. The site provides insight into the way we work, product training and E-learning modules of the product groups. The ERIKS University is an excellent tool to keep product know-how up to date and to share knowledge with colleagues on a global level.

#### Each of ERIKS' activities is subdivided into six know-how domains:



#### 1 MARKET KNOW-HOW

ERIKS has in-depth knowledge of the demand side (customers) and the supply side (sourcing) of the market. This enables it to develop new products and services and enter new markets proactively and promptly.



#### 2 PRODUCT KNOW-HOW

ERIKS has in-depth knowledge of products and their properties. It shares this know-how with its customers via various forms of technical documentation, electronic media and personal advice.



#### 3 APPLICATION KNOW-HOW

- understand present and future applications and translate them into the use
  of the right products; translate issues facing its customers into new products
  (product development);
- Collaborate with customers on engineering for the design and maintenance of new products and systems (Research & Development)



#### 4 PRODUCT PROCESSING KNOW-HOW (CUSTOMISING)

ERIKS is able to translate its customers' wishes into new product specifications and has the facilities to modify products. ERIKS offers maintenance facilities and services on the components and systems it supplies.



#### **5** LOGISTICS KNOW-HOW

ERIKS employees analyse and streamline logistics channels and develop logistics concepts tailored to customers' requirements (from identification of the customer's needs through to payment), both for the administrative side and the physical side of the process. ERIKS handles the entire procurement process in collaboration with the customer.



#### 6 KNOW-HOW OF INFRASTRUCTURE OPTIMIZATION

ERIKS constantly works both in-house and with its customers to improve processes and the related infrastructure.



Bahrain Juffair

Belgium

Alleur Anderlecht Asse Genk Gent Hoboken Jumet Mol Roeselare Turnhout Wijnegem

#### Canada

Burnaby Calgary Collingwood Cranbrook Dartmouth Edmonton Fort McMurray Grande Prairie Kelowna Langley Nanaimo North Vancouver Oshawa Prince George Red Deer Regina Sarnia Saskatoon St. Albert St.Johns

Stoney Creek Thompson Thunder Bay Val Caron Victoria Ville D'Anjou Winnipeg Yellowknife

China Shanghai

Croatia Zagreb

Czech Republic Litvínov

Denmark Esbjerg

Vejle

France Cheminot Coignières Ronca Saint-Priest Mi Plaine

Germany Arnstadt Berlin Bielefeld Blankenburg Braunschweig Dietzenbach Dortmund Fürth

Garbsen Gladbeck Glinde/Hamburg Itzehoe Köln Laupheim

Maisach Mannheim Merseburg Mönchengladbach Nettetal

Neuss Obertraubling Saarbrücken Stuttgart Würselen

India Thane Trivandrum

Zwenkau

Indonesia Jakarta

Ireland Dublin

Kazachstan Atyrau

Kingdom of Saudi Arabia Dammam Jeddah Jubail Yanbu

Luxemburg Soleuvre

Malaysia Kemaman Shah Alam

Mexico Melchor Ocampo

Netherlands

Alkmaar Almelo Amsterdam Arnhem Bergen op Zoom Capelle a/d IJssel Den Haag Delfzijl Deventer Doetinchem

Dordrecht Echt Ede Eerbeek Findhoven Emmen Gouda Groningen Hengelo Hoogezand

Leek Leeuwarden Maastricht Nuenen Roermond

Huizen

Rotterdam Schoonhoven Tilburg Venlo Vierpolders Zwaag Zwolle

**Pakistan** Clifton Lahore

Poland Belchatow Bielsko Chorzow Gdansk Gdynia Gliwice Glubczyce Koszalin Lublin Poznañ Szczecin Warszawa Wroclaw Zamoš Zywiec

Qatar Doha

Singapore Singapore

Slovakia Bratislava

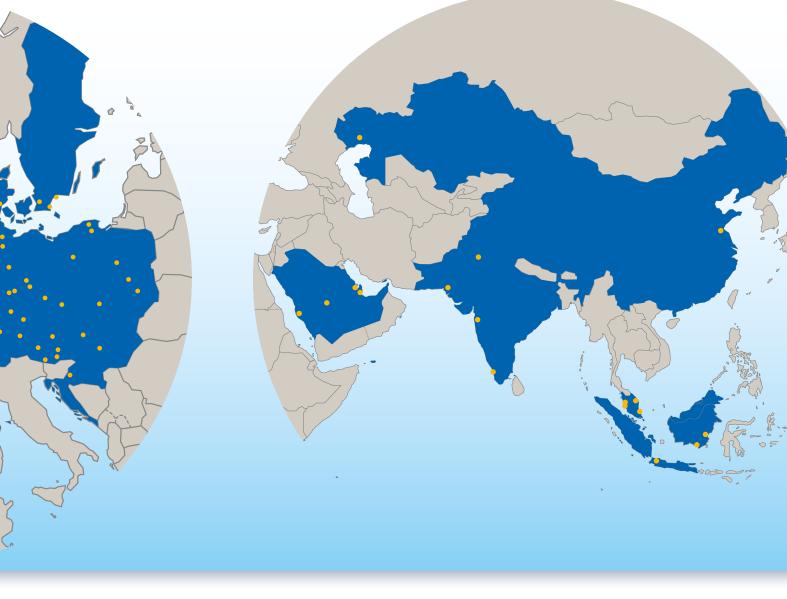
Spain Arrankudiaga Barcelona San Sebastian

**United Arab Emirates** 

Abu Dhabi Dubai Sharjah

United Kingdom\*

Aberdeen Aylesford Barnsley Basildon Bath Belfast Birmingham Bitteswell Blackburn Bradford Bristol Broxburn Burton-on-Trent Bury St Edmunds Cardiff Carlisle Chesterfield Corby Coventry Dartford Derby Doncaster Dudley



Exeter Gateshead Glasgow Glenrothes Gloucester Grantham Greenford Grimsby Halesowen Harworth Hawick Horsham Hounslow Hull Inverness Ipswich Kilmarnock Kings Lynn Lancashire Lancaster Leeds Leicester Lincoln Liverpool London Luton Maidenhead Manchester Middlesbrough Middlesex Newcastle-upon-Tyne Newton Aycliffe Northampton Norwich Nottingham Oxford Peterborough

Plymouth Poole Preston Redruth Sheffield Slough Southampton Stevenage Stoke-on-Trent Swansea Swindon Taunton Telford Tyseley Warrington Warwick Winsford Wrexham Yarmouth

#### USA

Alachua, Florida Amarillo, Texas Anaheim, California Augusta, Georgia Austin, Texas Bakersfield, California Baltimore, Maryland Baton Rouge, Louisiana Beaumont, Texas Beckley, West Virginia Bellaire, Ohio Benton, Illinois Blountville, Tennessee Bossier City, Louisiana Boyce, Louisiana Bridgeville, Pennsylvania Brighton, Colorado Brooklyn Heights, Ohio Broussard, Louisiana Brunswick, Georgia Charlotte, North Carolina Chico, California Cincinatti, Ohio Columbia, South Carolina Coraopolis, Pennsylvania Corpus Christi, Texas Dallas, Texas Decatur, Alabama Deer Park, Texas Dupo, Illinois Eagan, Minesota Eatontown, New Jersey Elko, Nevada Erie, Pennsylvania Evanston, Wyoming Fairfield, California Florence South Carolina Freeport, Texas Fresno, California Ft. Worth, Texas Fuquay-Varina, North Carolina Green Bay, Wisconsin Hobbs, New Mexico Houma, Louisiana Houston, Texas Idaho Falls, Idaho Indian Trale, North Carolina Jacksonville, Florida Kansas City, Missouri Kent. Washington Knoxville, Tennessee Lake Charles, Louisiana Lester, Pennsylvania

Little Rock, Arkansas Longview, Texas Louisville, Kentucky Luling, Louisiana Macon, Georgia Madison, Wisconsin McAllen, Texas Medley, Florida Milwaukee, Wisconsin Monroe, Louisiana Monroe, Ohio Montgomery, Alabama Morrison, Iowa Naples, Utah Nederland, Texas New Berlin, Wisconsin New York City, New York Norfolk, Nebraska Odessa, Texas Ogden, Utah Orem Utah Pasadena, Texas Paulsboro, New Jersey Plano, Texas Pleasanton, Texas Poca, West Virginia Port Lavaca, Texas Portland, Oregon Price, Utah Renton, Washington Richmond, Virginia Roanoke, Virginia Rockford, Illinois Rocklin, California Rockport, Indiana

Rocky Mount, North Carolina

Sacramento, California

Salt Lake City, Utah Sandy, Utah Santa Clara, California Sauk Village, Illinois Savannah, Georgia Searcy, Arkansas Seattle, Washington Springville, Utah St. George, Utah Stockton, California Stone Mountain, Georgia Stoughton, Massachusetts Summerville, South Carolina Taylor, Michigan Texas City, Texas Tulsa, Oklahoma Virginia, Minesota West Chester, Ohio West Valley City, Utah Wichita, Kansas Williston, North Dakota Winthrop, Maine

\*exclusive 105 on site branches

### **PARTNERS**

Leading brands of innovation-driven manufacturers. Some examples:























































































































































STAUFF















## **ERIKS BRANDS**









































































### **ERIKS WEBSITES**

#### General

www.eriks.com

#### Belgium

www.eriks.be www.bmeurope.be www.econosto.be www.hydromeka.be www.lmc-couplings.com www.vemoflex.be

#### Canada

www.goodall-canada.com www.quantumltd.com

#### China

www.econosto-china.com

#### Czech Republic

www.eriks.cz

#### Denmark

www.dvcas.dk www.valtor.com

#### France

www.eriks.fr www.betaflex.nl www.vemoflex.be

#### Germany

www.eriks.de www.amg-pesch.com www.fischer-kunststoff.de www.peschgruppe.de www.schmitztechnik.de www.siekmann-econosto.de

#### Ireland

www.eriks.ie

#### Mid-East

www.econosto-mideast.com

#### **Netherlands**

www.eriks.nl www.erthv.nl www.alfatechniek.com www.eriksaandrijftechniek.nl www.eriksservicecenter.nl www.doorcon.nl www.econosto.nl www.erxs.nl www.kubra.nl www.noton.nl www.wielens.nl

#### Poland

www.hydromeka.com www.hydromet.pl www.mowta.com.pl www.passerotti.pl www.passerotti.com.pl www.pwi-ltd.com

#### Slovakia

www.eriks.sk

#### South-East Asia

www.eriks.com.my www.eriks.com.sg www.econosto.com

#### Spain

www.econostoiberica.com www.eriks-ve.com

#### **United Kingdom**

www.eriks.co.uk www.econosto.uk.com www.flexiblehose.co.uk www.fptgroup.com www.revolvo.com www.spg-gaskets.co.uk

#### USA

www.eriksusa.com www.diamond-gear.com/home www.industrialcontrolsonline.com www.lewis-goetz.com www.newdellco.com www.rawsonlp.com www.turpen.com

#### **ERIKS** brands

ABK	. www.peschgruppe.de
AMG	. www.peschgruppe.de
BM Europe	. www.bmeurope.be
Biohygienic	. www.o-ring.info
Centro	. www.eriks.co.uk
Diamond Gear	. www.diamond-gear.com
Doorcon	.www.doorcon.nl
DVC	. www.dvcas.dk
Econ®	. www.econosto.nl
Econosto	. www.econosto.com
Elmeq	. www.elmeq.nl
ERIKS	. www.eriks.nl
Fenner®	. www.fptgroup.com
Futuris-Line®	. www.betaflex.nl
Goodall	. www.goodallonline.com
lcon	. www.icon-control.com
LMC	. www.lmc-couplings.com
Pioneer Weston	. www.pioneerweston.com
Rocklight®	. www.solutions-in-plastic.info
RX®	. www.eriks.nl
RX® Bioplastics	. www.solutions-in-plastic.info
RX® Eriflon	. www.solutions-in-plastic.info
RX Firechem®	. www.flangegaskets.info
RX Flexitube®	. www.eriks-aandrijftechniek.nl
RX® Flowtite	. www.eriks.nl
RX® Grate	. www.solutions-in-plastic.info
RX® Hamar	. www.flangegaskets.info
RX Multilene®	. www.solutions-in-plastic.info
RX® Premium Vulcafixx	. www.industrial-hoses.info
RX® Spill Control	. www.eriks.be
RX® TOPflex	. www.betaflex.nl
SRB	. www.revolvo.com
SIKO	. www.siekmann-econosto.de
Smith	. www.smithvalve.com
Teflex	. www.o-ring.info

VE ......www.eriks-ve.com

#### **Product sites**

FlangeGaskets.info
Hydraulic-Seal.info
Industrial-Hoses.info
Mechanical-Seals.info
O-Ring.info
Oil-Seals.info
RubberTechnology.info
RXInstrumentation.info
RXValves.info
Solutions-in-Plastics.info

ERIKS nv Group Head Office

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