



# COMPANY PROFILE 2014

**ERIKS**



# CONTENTS

4	<b>Foreword</b> Confidence in the future
6	<b>This is ERIKS</b>
7	<b>Key data</b>
	<b>Core activities</b>
8	Sealing and rubber technology
10	Industrial plastics
12	Flow technology
14	Power transmission and bearings
16	Tools, maintenance and safety products
18	<b>Services</b>
20	<b>ERIKS worldwide</b>
	<b>ERIKS customer value</b>
22	Innovation
24	Efficiency
26	Plant uptime
28	Sustainability
30	<b>Customers</b>
31	<b>Industrial segments</b>
	<b>The key markets</b>
32	Primary industry
33	Oil and gas
34	Chemicals and refineries
36	Transport, aviation and maritime sectors
38	Food and pharmaceuticals
40	Machinery and equipment construction
42	Energy
43	Utility and HVAC
44	<b>Human resources management</b>
46	<b>Corporate social responsibility</b>
48	<b>Know-how makes the difference</b>
	<b>Brand portfolio</b>
49	ERIKS brands
50	Partner brands
51	<b>ERIKS locations worldwide</b>



## CONFIDENCE IN THE FUTURE

In 2010, ERIKS started implementing its long-term plan, which was to increase its turnover in five years from 1 billion to 2 billion euros. Despite uncertain market conditions, we will achieve this goal already this year. Profitable and sustainable growth, that is what we are aiming for.

Over the past year, we have invested heavily in our existing organisations, in both people and systems. With more than 8,000 employees at 450 locations in 28 countries, ERIKS realised a turnover of 1,770 million euros.

For several years, North America has accounted for more than a third of our turnover.



In 2013 and the first half of 2014, ERIKS made the following acquisitions:

#### **North America**

Leader Global Technologies, C&C Industries, Inc. and IEC Control Shop, all with their head offices in Texas, USA. In Canada, we acquired CCTX Flow Products. Subsidiary Lewis-Goetz took over Advanced Sealing in California, USA.

#### **Europe**

ERIKS acquired Maagtechnic AG, a leading European industrial services provider with branches in Switzerland, France, Germany and the Czech Republic. Other acquisitions included CET Motors by ERIKS Belgium, Vega in Poland, Klaus Technische Grosshandlung in Germany, Leader Gasket of Slovakia in Slovakia and G&H Engineering Services by ERIKS UK.

ERIKS is now ready for the next step and in 2014 the focus is more on stronger growth by rolling out its own brands, by strengthening its account and project management, and by further developing its e-business. With the support of SHV Holdings, we will be able to further increase consolidation in our business thanks to our unique value proposition.

ERIKS is driven by a passion for technology and in our organisation the focus is always on the customer. Our aim is to supply our customers with the best solutions. Our customers regard ERIKS as a partner that, on the one hand, helps them to create and develop innovative and sustainable solutions and, on the other hand, enables them to save costs by reducing the number of suppliers, optimising processes and increasing plant uptime. At a time of uncertain market conditions in a rapidly changing world, this is precisely the unique combination that the industry needs.

In addition, we also want to strengthen our sense of social responsibility and increase our efforts to support the community in which we live and work.

ERIKS has opted to pursue an ambitious growth plan in the coming years, while continuing to focus on productivity, working capital management and professionalism. One particularly important challenge for us will be to keep on attracting new and well-educated personnel with the right attitude, and train them for the new tasks and opportunities that we can offer them. ERIKS is looking forward to the future with great confidence, and we will continue to play a prominent role in the further consolidation of our sector. ERIKS, a solid organisation, now and in the future.

Marc Beckers  
CEO ERIKS nv

# THIS IS ERIKS

## Mission

ERIKS has the ambition to be a leading international innovative industrial service provider in all the market sectors where it operates, providing its industrial customers with a high-quality and broad range of mechanical engineering components and related technical and logistical services.



## Strategy

ERIKS continuously adapts to its changing role in the supply chain and contributes positively 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 flexibility has enabled ERIKS to develop from a traditional distributor into an industrial service provider.

The twin business model allows ERIKS to deliver 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 know-how of products and applications with customers. In the MRO market, ERIKS' products, services and expertise are used directly for the maintenance of machinery and factories. ERIKS also offers technical solutions for projects in specific markets, such as oil and gas, the chemical industry, the petrochemical industry, power generation, shipbuilding and repair.

## Core values

The following core values determine who ERIKS is and what ERIKS stands for:

- Know-how of and a passion for technology
- Sustainability
- Integrity
- Mutual trust and respect
- Customer-driven philosophy and performance orientation

## Core activities

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 and bearings
- Flow technology
- Industrial plastics
- Tools, maintenance and safety products

## ERIKS VALUE PROPOSITION

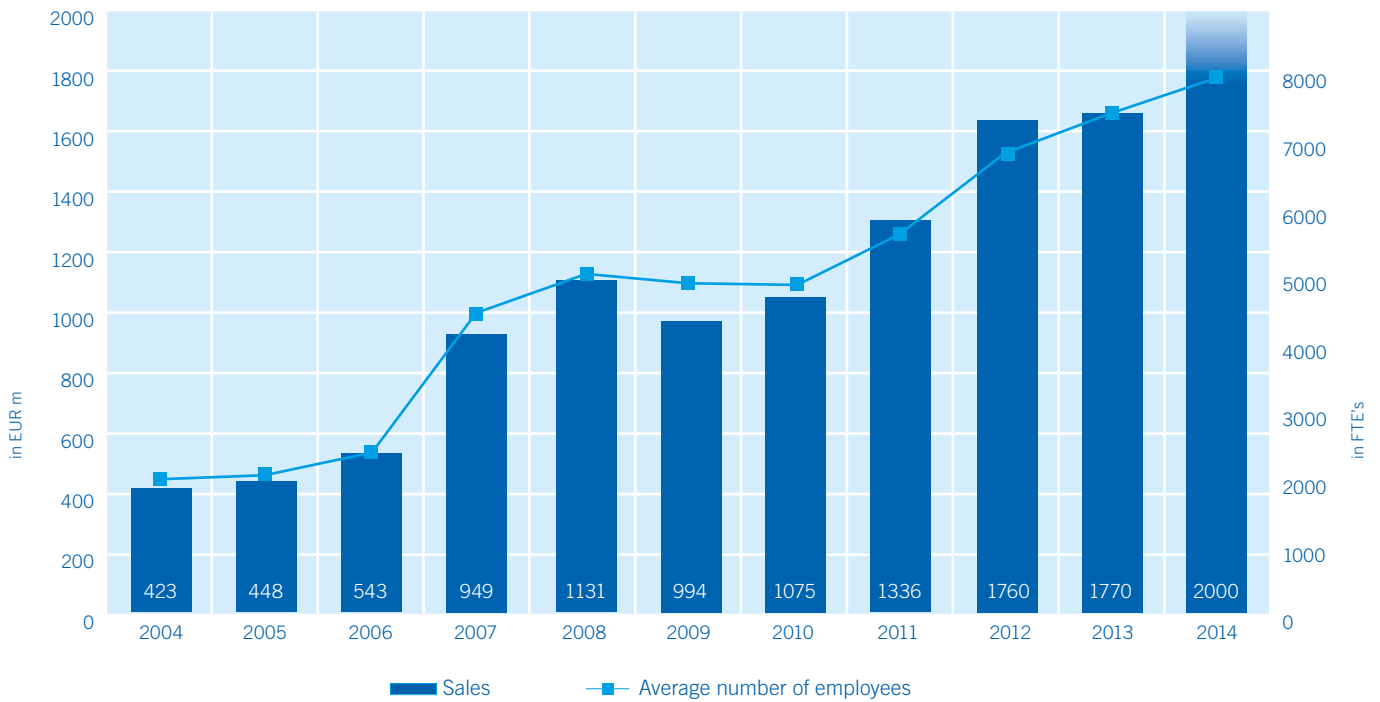
### In ERIKS, the industrial customer has a partner who:

- is a knowledge and innovation-driven specialist in every core activity
- has the widest range of mechanical engineering components
- can provide very comprehensive technical and logistics services
- has an international and a local presence.

# KEY DATA

## ERIKS:

- serves more than 200,000 industrial customers (business to business)
- has a range comprising more than 680,000 stock keeping units
- dispatches more than five million shipments annually
- has more than 65 group companies
- has branches in 28 countries

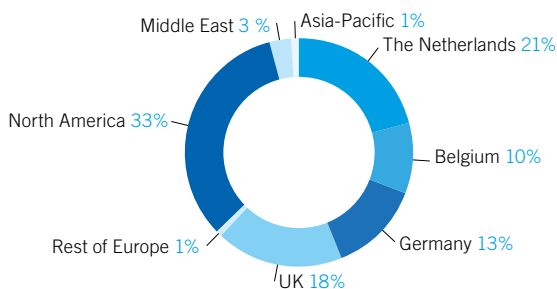


## Sustainability and corporate social responsibility (CSR)

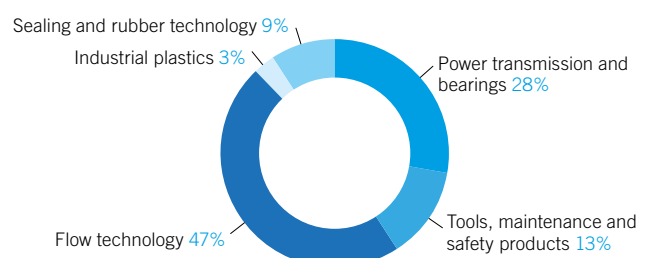
As the leading supplier to industry, ERIKS recognises the significance of its role in the distribution chain and in society. The company's current views on sustainability and CSR are anchored in its strategy and business operations. ERIKS offers its products and services to industrial end users on the basis of its passion for technology, its broad and deep knowledge

of market developments, product properties, product applications, product processing, logistics and its state-of-the-art infrastructure which complements all these factors. This enables us to contribute positively to our customers' and suppliers' business operations and our environment.

SALES BY REGION



SALES BY CORE ACTIVITY





# SEALING AND RUBBER TECHNOLOGY

ERIKS has the most complete range of seals to be found anywhere under one roof. ERIKS' seals are used in practically all sectors of industry, including machine construction, the chemical, petrochemical, offshore and food industries, power generation and the semiconductor industry. ERIKS has two modern production units where specials can be produced quickly, 24/7. Continual training courses, contacts with customers and reputable manufacturers and its unrivalled range of seals ensure ERIKS' position at the forefront of this field.

## Think O-rings - think ERIKS

The ERIKS range is unique. Any order, from simple (round black) NBR O-rings to advanced technology rubber compounds, such as Viton® and Kalrez®, can be delivered directly from stock. ERIKS enjoys the challenge of being able to recommend, develop, produce and deliver the optimum seal for every industrial application.

## ERIKS: front runner in innovative developments

For years, ERIKS has been the front runner in innovative and functional solutions in the polymer, rubber and sealing sector. The company's dynamic sealing element range gives a good idea of the innovative technological developments which are continually taking place. This range naturally includes all the standard articles.

## 3D printing

By means of rapid prototyping, models in various rubber and plastic materials can be produced in just a few days without any mould production costs. In just a few hours, our CAD draughtsmen and women can turn a sketch into a 'fit-and-feel' rubber sample on a 3D printer. These sight and fitting models can be fully analysed and tested. In this way, OEM customers can significantly reduce the time-to-market of their products to a matter of weeks.

## Testing laboratory for rubber technology

ERIKS has its own independent expertise centres and test laboratories for the co-development of customer-specific rubber components. The customers of our expertise centres are the manufacturers and end users of rubber products and the producers and suppliers of raw materials used in the production of rubber products.

## Repair of mechanical seals

The regular replacement of mechanical seals is extremely expensive. ERIKS has a high quality cost saving alternative: the Mechanical Seal Repair shop. The repaired seals are returned to as good as new, so that their original service life is extended by the same period.





### Sealing and rubber technology

- O-rings
- Rotating seals
- Hydraulic seals
- Spring-loaded seals
- Mechanical seals and stuffing box packing
- Moulded rubber parts and profiles
- Vibration dampers



3D modelling



3D printing



Prototyping



Bio-hygienic plastics



# INDUSTRIAL PLASTICS

ERIKS is a leading, innovative vendor of a wide range of technical plastics. As a specialist in mainly industrial but also construction and advertising plastics, ERIKS supplies semi-manufactured and machined products, moulded and injection products, making us a unique partner for both small and large series.

ERIKS is a unique partner for standard engineering to high performance plastics and from fibreglass reinforced plastics to extremely wear resistant elastomer plastics. These plastic plates, rods and pipes can usually be delivered from stock. Besides know-how of applications and plastics, ERIKS has the necessary expertise to process these materials; it also has fully-equipped processing centres with innovative moulding technologies, turning, milling, sawing, drilling, folding, glueing and welding capabilities.

## Sales program

- Semi-manufactured products
- Standard and engineering plastics
- High performance plastics
- Engineered customer-specific finished products
- Composite products
- Design, engineering and machining

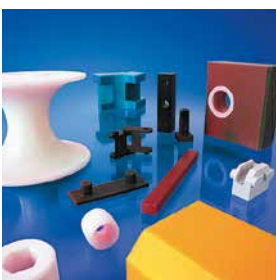
## Tangible 3D model available in no time with Rapid Prototyping

ERIKS has unlimited possibilities when it comes to rapid prototyping technologies. New ideas, insights or innovations can now be converted into tangible models within a few days. This accelerates your development process considerably.

## From engineering to prototyping and mould production

The ERIKS 3D printer is ideal for printing with a wide range of polymers, rubber and rubber-like materials. A mix of materials in specific concentrations and structures is also possible. This rivals the mechanical properties and appearance of the end product. An expert team of application engineers at ERIKS carefully supervises each project and advises on the best design. ERIKS provides the customer with comprehensive support during the entire process of engineering, advice about the choice of materials and the production of a zero series up to the mould engineering phase and final serial production phases.





Engineering plastics



High Performance plastics



Wear resistant plastics



Fibre reinforced composites



Transparent and advertising plastics



Mould production



Injection moulding



Semi-manufactured products





# FLOW TECHNOLOGY

ERIKS supplies a comprehensive range of valves, instrumentation, pipes, pipe systems, hoses, compensators and flange gaskets. Besides its own brands and private labels, ERIKS supplies the products of many well-known, globally active manufacturers and suppliers. All products are supplied in accordance with international standards and norms.

## Valves and instrumentation

ERIKS offers a complete programme of valves and actuators. With a wide selection of our own brands, private labels and products from the world's leading manufacturers and suppliers, we offer the best possible price-quality ratio for your particular application. At your request, our service workshop will equip your valves and actuators with the required electrical, pneumatic or hydraulic controls, including any accessories. A complete instrumentation range is available for the measurement, regulation and monitoring of pressure, temperature, level and flow.

## Pipes and pipe systems

ERIKS has a wealth of experience with large projects for both industrial and HVAC applications. The majority of the projects consist of supplying plastic and metal pipe systems, valves and instrumentation components for HVAC, sprinkler, drinking water and compressed air systems, among others.

## Own brand pneumatic operating rack & pinion actuators

With our own label, AMG, ERIKS manufactures and delivers pneumatic rack-and-pinion actuators (part-turn actuators) for mounting on all types of ball, plug valves, butterfly and multi-port valves suitable for applications in all industries. Because of the compact design and high performance the AMG actuators are more often selected where a maximum of process reliability is required.

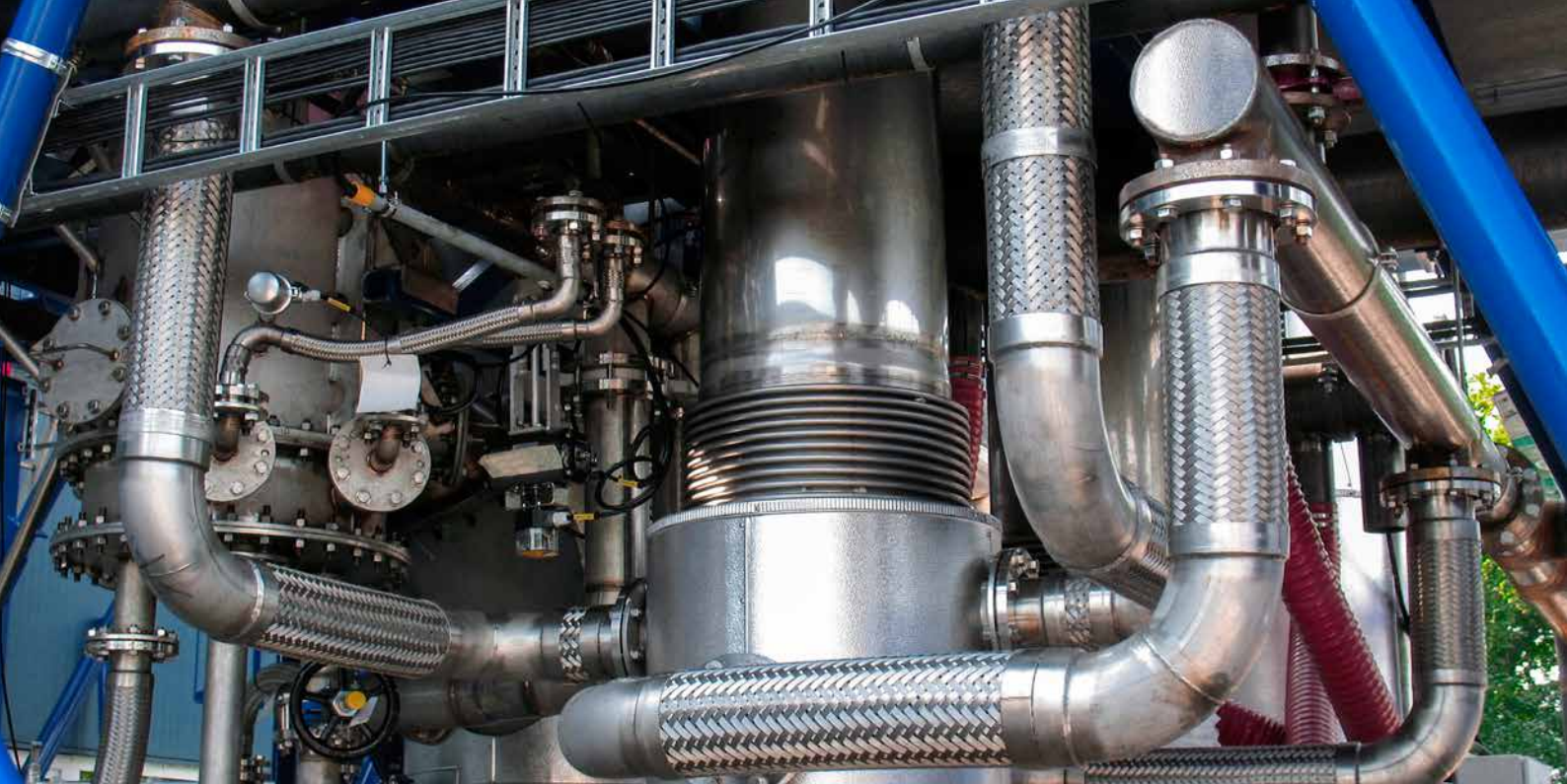
## Hoses and compensators

The industrial hoses, couplings and compensators supplied by ERIKS can be deployed for both standard use as well as the most extreme applications and they satisfy all international regulations and standards. Our hose assemblies can be supplied with the requisite certification.

## Flange gaskets

ERIKS understands the importance of leak-free installations and supplies the most complete range of flange gaskets to prevent such leaks. ERIKS also guarantees short delivery times for seals with non-standard dimensions. The production locations use the latest equipment, such as water jet machines and computer-operated cutting tables (plotters).





**On-site services**

In order to reduce operating costs, ERIKS engineers analyse business processes on location. Other on-site services include engineering, repair and maintenance, also the take on of stock and configuration of Kanban systems.

**Flow technology**

- Valves and instrumentation
- Pipes and pipe systems
- Hoses and compensators
- Flange gaskets



Actuator



Field Service Team



Engineered solutions



Complete package of boiler accessories, automation and safety equipment





# POWER TRANSMISSION AND BEARINGS

ERIKS has broad expertise in power transmission brought together through the integration of the hydraulics, pneumatics, bearings and electromechanical power transmission disciplines. Motion control ensures the necessary synergy, flexibility and extra functionality.

We offer complete solutions. Our in-house engineering departments, extensive production facilities and logistics service enable us to help our customers become more innovative and, consequently, more successful in their respective markets. We stand out because of our integrated approach to power transmission and our enthusiasm for technology.

## **Fluid Power: hydraulics and pneumatics**

ERIKS supplies the industrial and mobile sector with a broad package in the field of high-quality hydraulic hoses, piping accessories and hydraulic components. These are supplied from stock or processed into customised pre-assembled pipes and systems. We also engineer customer-specific solutions, such as special products or series of sub-assemblies and power packs. All of these activities are supported by well thought-out logistical and technical services.

ERIKS advises on, supports and sells the pneumatic components required for the economical, successful construction of compressed air installations and networks. ERIKS, in cooperation with all the big pneumatics manufacturers, ensures the continuity of your production process.

## **Electrical and mechanical power transmission**

The business unit focuses on the development, engineering and assembly of customer-specific power transmission systems and the sale of electrical and mechanical power transmission components, while taking market requirements, and the overall costs of the machinery or installation (Total Cost of Ownership) into account.

## **Complete range of bearings and linear movement**

ERIKS offers a very broad programme of bearings for both rotating and linear applications. To optimise machine reliability, we use alignment and condition monitoring. Reconditioning of bearings reduces costs and extends their service life. Besides supplying A-brands, ERIKS manufactures bearings in line with the customer's specifications. We also produce split roller bearings, with the advantage that they can be inspected or replaced quickly. This greatly reduces the downtime of production.





**Power transmission and bearing technology**

- Hydraulic hoses and accessories
- Hydraulic components and systems
- Pneumatics
- Mechanical and electrical power transmission
- Linear power transmission and motion control
- Conveyor belts
- Bearings
- Electrical and mechanical power transmission services
- Pumps and blowers



Shaft fixings and couplings



Full range of bearings



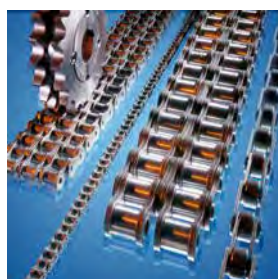
Engineering and motion control



Customer-specific conveyor lines



Customised belts and pulleys



Chain drives



Linear bearing technology



System design





# TOOLS, MAINTENANCE AND SAFETY PRODUCTS

ERIKS delivers a complete range of quality tools and accessories. For every market segment we supply leading brands and our private label RX®, with excellent price-quality ratio.

Our regional product specialists will be happy to advise you on your choice of durable tools, maintenance and safety products. Our core product range is clearly described in our well organised digital and paper catalogues.

## **Systematic reduction in the Total Cost of Ownership**

The ERIKS Supply Chain Solutions can help a company to achieve a systematic reduction in its TCO. Substantial cost savings can be realised by simplifying your procurement process and reducing the number of vendors with whom you do business.



## **Standardisation & stock management**

Our specialists advise on and assist with the standardisation of your total package of tools that we usually have in stock and can deliver within a very short space of time. In this way, we jointly create savings in logistics and administrative costs such as reduction in warehouse space and management costs and increase the convenience of ordering, without loss of quality and certain specific properties of tools.

## **Spill Control**

The ERIKS Cleaning & Protection range of environmentally friendly solutions thoroughly and rapidly eliminates contamination by oil, water and chemicals including contamination of large areas.

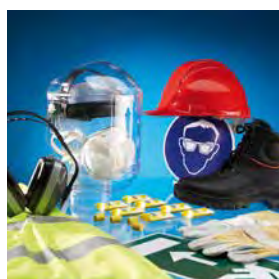
## **Sales program**

- Hand tools
- Electrical and pneumatic tools
- Hoisting and lifting
- Plant equipment and internal transport
- Welding and cutting
- Fastening products
- Maintenance products
- Personal protective equipment and hygiene





Storage and work areas



Safety



Maintenance products



Hoisting and lifting



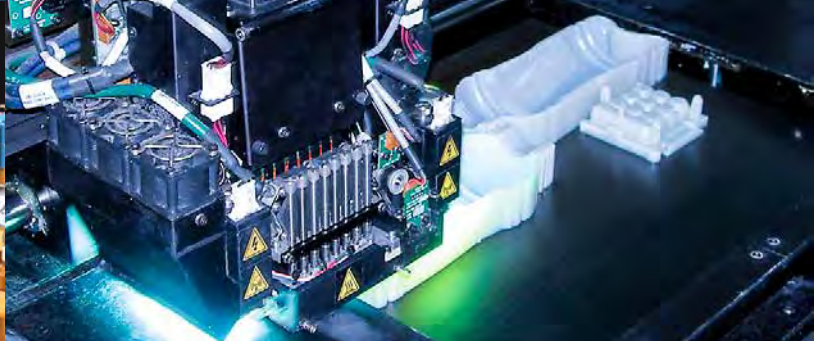
# SERVICES

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



## ENGINEERING, PROCESSING, TESTING

- Co-engineering and design
- Automation
- 3D printer
- Rubber compound development
- Assembly
- Article sets
- Testing laboratories
- 100 % control machine
- Hydraulic oil analysis
- Consulting and training



## E-SERVICES

- Electronic Data Interchange (EDI) and punch out
- Tracking
- ERIKS Supply Chain Solutions
- Web shops
- Technical websites
- Online condition monitoring







## TECHNICAL SERVICES

- Field Service Teams
- Repair and maintenance services
- Cleanroom
- Conveyor belt system management
- Overhaul
- Condition monitoring
- Project management
- Training courses



## LOGISTICS

- 24/7 support & service
- Just in time deliveries
- Delivery on location
- On-site warehousing
- Integrated solutions







## ERIKS worldwide services

- **Catalogue** (pick/buy to order)
- **Customising** (make/assemble to order)
- **Engineering** (design/engineer to order)
- **Services** (technical, logistics, administrative)





# WORLDWIDE

## Local presence. Global reach.

The ERIKS group currently consists of more than 65 companies with branches in 28 countries. For MRO and OEM customers, project teams or resellers, ERIKS is the local link to the worldwide facilities of the ERIKS group, an international industrial service provider.

Doing business with ERIKS means working with a dedicated support team that speaks the customer's language. Our local teams have the support of the worldwide ERIKS network. Our communication lines are short, but we can always call in internal specialists for advice and support regarding the latest technologies, the revision of product lines, energy saving or changes in legislation.

# INNOVA



ERIKS has unlimited possibilities when it comes to rapid prototyping technologies. New ideas, insights or innovations can now be converted into tangible models within a few days. This accelerates the development process considerably.



Technical websites



Co-engineering



Rapid prototyping



Testing laboratories



# TIOR

## Customer value

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

ERIKS stands out by offering innovative solutions for optimising production processes. Our sales and engineering employees actively contribute to our customers' Research & Development in respect of the development of new products.

## Co-engineering

In the engineering phase, ERIKS gets around the table with the R&D employees to co-develop the perfect product. Whether a company is a multinational or a small specialised company in the manufacturing industry, ERIKS becomes involved in the development process very early on. Every ERIKS product group has extremely experienced application engineers who are ready and waiting to advise and assist the customer with prototyping and testing. Brainstorming in the engineering phase is highly beneficial for the design and maintenance of new products and systems. ERIKS has facilities with state-of-the-art production machinery for the modification of products.



Cleanroom



Processing

The transaction costs relating to mechanical engineering components are often greater than just the purchase price. ERIKS helps the customer to improve its efficiency by jointly focusing on the Total Cost of Ownership.

# EFFICIENCY

## **Drastic reduction in the number of suppliers**

ERIKS combines the core activities of power transmission, flow technology, sealing technology, plastics, tools and maintenance products for both standard and customised parts. The customer will not be able to achieve such a drastic reduction in the number of suppliers anywhere else.

Besides a complete range of technical components, via ERIKS Supply Chain Solutions. ERIKS also offers a comprehensive package of administrative and logistics services.

## **E-business**

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

## **QR and barcodes**

More and more ERIKS products are provided with QR codes which immediately yield the appropriate product information such as type, size and material. This is ideal and saves a lot of time when ordering spare parts. The installation and maintenance manuals and data sheets can also be retrieved by means of a single scan. Via web shops, the customer can print the barcode of any simple or assembled product, making reordering easy and error-free.



Kanban



E-business



Kitting



Valves automation



# ncy

With ERIKS, it becomes possible to simplify the total procurement of large packages or even outsourcing these completely:

- Customer-specific products and packaging
- Putting together 'ready-to-use' sets comprising separate components
- Kanban and other flexible delivery possibilities right up to the production line
- A local presence in all important industrial centres
- 24/7 accessibility and service
- Availability of customer-specific stocks, at the nearest service centre or on your site
- Complete management of supplies
- Vendor-managed inventory (VMI) solutions, complete with barcode scanning
- Comprehensive range of e-business solutions
- ERIKS e-business internet portal



ERIKS is a committed partner when it comes to optimising the supply chain. Supply and production are harmonised with one another such that companies hardly need to maintain any stock. Orders arrive exactly on time, so there is no need to store products or materials. This ultimately means that stock costs and all other related expenditure will disappear.

# PLANT

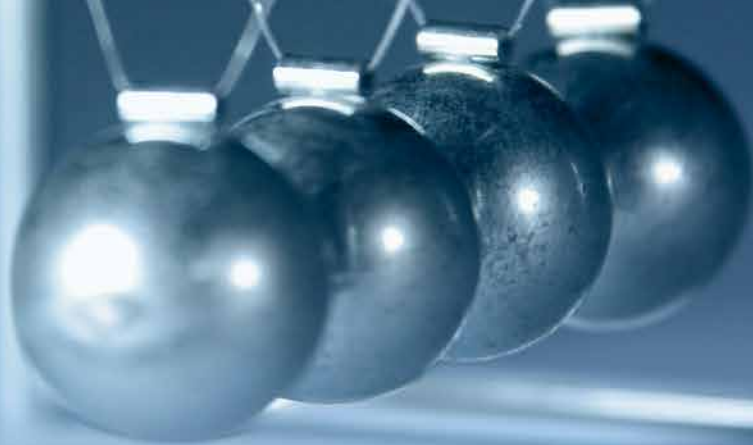
ERIKS helps to implement primary processes more efficiently. By continuing to invest in modern technologies and components, downtime due to failure and maintenance will be reduced. In the long term, products with a longer service life will increase efficiency by reducing downtime of the production process.

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



The members of ERIKS' Field Service Team help with the replacement of parts by carrying out visual checks and testing hoses. This helps to avoid unnecessary delays or down time, thus saving time and money.

# UPTIME



## PROJECT MANAGEMENT

During the construction of new refineries, petrochemical complexes, power stations and plants for the production of gas and oil, ERIKS provides project management for the supply of valves, hoses and seals.



## CONDITION MONITORING

ERIKS offers extensive online condition monitoring services to improve efficiency and minimise downtime. This is available over WiFi, anywhere in the world.



## INSTALLATION TRAINING COURSES

Installation training courses lead to savings. Improperly installed products rarely deliver the best possible performance and can result in premature failure. ERIKS organises training sessions at customers' premises to provide installation instructions and improve installation procedures. These training courses result in significant savings by reducing both the number of service calls and downtime of machinery.



# SUSTAINABLE

ERIKS is convinced that choosing a sustainable policy works both cost effective and environmentally. Sustainability begins where People, Profit and Planet meet.

New market opportunities, growth and innovation with benefit to the people, society and the environment. For now and in the future.

Two key parts of ERIKS CSR objectives are the introduction of green products within our portfolio and our supplier code of conduct to ensure suppliers meet minimum standards in areas such as working conditions.

In addition, for many years corporate social responsibility has been very consciously and specifically embedded in the business operations of a large number of ERIKS companies. This includes sustainable buildings, low energy consumption, the separation of waste, the recycling of materials and energy-efficient lease cars. Moreover, ERIKS encourages its employees to be socially involved in the community. Thanks to the size of the organisation, this can already make a significant difference.



## ERIKS contributes to sustainable product developments

ERIKS becomes involved very early on in the development process of the R&D departments of both multinationals and small specialised companies in the manufacturing industry, the objective being to jointly develop the perfect product.

Every ERIKS product group has application engineers who have a great deal of experience in providing advisory services, product and system solutions and prototyping and testing. In this area, the legislation and regulations in the field of the environment, safety and energy efficiency are taken into account. By means of this approach, ERIKS helps you achieve your ambition: rapid, successful market introductions.



# BILITY



## OIL MANAGEMENT AND ANALYSIS

CSR is one of ERIKS' policy spearheads. ERIKS increasing interest in filtration is in keeping with this policy. Filtering considerably extends the service life of raw materials such as hydraulic oil, engine oil and water. This yields both cost savings and environmental benefits and contributes to the sustainable objectives of your organisation.



## SUSTAINABLE PRODUCT DEVELOPMENTS

ERIKS' objective is to market a growing range of semi-manufactured, machined finished and moulded products from biological raw materials. Therefore two types of BioPlastics have been developed.



## ENERGY SAVINGS BY RE-DESIGN

Worn V-belts often cause failure of ventilation systems. Fenner belts are robust and reliable and deliver four times more power than traditional V-belts while using less energy.



## ENERGY SAVINGS BY THE OPTIMISATION OF COMPRESSED AIR INSTALLATION

Flexion Energy Saving Services are renowned in the market. A substantial number of industrial production companies have already succeeded in reducing their energy costs by 10-20 %, simply by having ERIKS' pneumatic specialists optimise their installations. By optimising the compressed air system, wear and downtime are prevented and productivity rises.

# CUSTOMERS



## MRO (Maintenance Repair Overhaul)

In the maintenance market, ERIKS products and know-how are used directly in the servicing of installations and machinery.



## OEM (Original Equipment Manufacturers)

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



## Contractors and projects

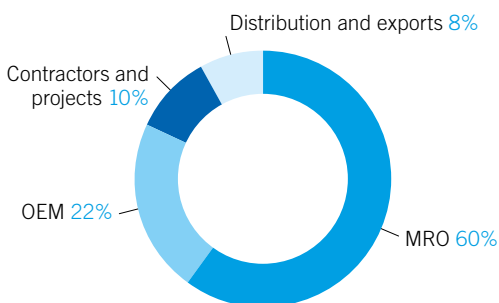
Many major national and international customers tap ERIKS' knowledge of applications and the international procurement market, and its well-developed project management, to handle the supply, quality control and documentation of components for major projects.



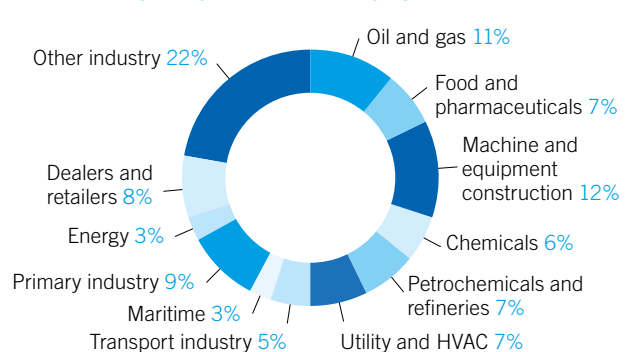
## Distribution and export

ERIKS products are also exported to areas in which ERIKS does not have its own branch.

SALES BY TYPE OF CUSTOMER



SALES BY MARKET SEGMENT





# INDUSTRIAL SEGMENTS

## PRIMARY INDUSTRY



## OIL AND GAS



## PETROCHEMICALS AND REFINERIES



## TRANSPORT, AVIATION AND MARITIME SECTORS



## FOOD AND PHARMACEUTICALS



## MACHINE AND EQUIPMENT CONSTRUCTION



## ENERGY



## UTILITY AND HVAC





# PRIMARY INDUSTRY



The production and processing of steel, aluminium, cement, paper, bricks and other raw materials need a large capacity and power transmission systems which meet the highest process requirements. ERIKS is very much at home in this area, with the supply of complete hydraulic systems, large 'non-standard' special bearings, seals, valves, hoses, electromechanical power transmission and system monitoring. Our application engineers help prevent breakdowns, extend service life and reduce energy costs.



Electromechanical services



Engineering and servicing of hydraulic cylinders



Customised industrial metal gaskets



Refurbishment of bearings



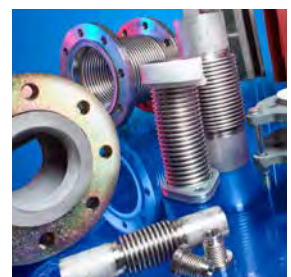
Repair and refurbishment of gearboxes



Production of conveyor belts



Problem solvers for industrial drives



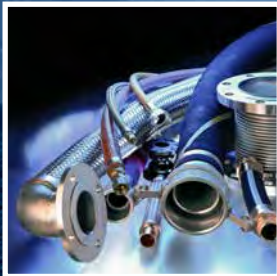
Valves and metal hoses



# OIL AND GAS



Flange gaskets developed to customer-specifications



Industrial hoses

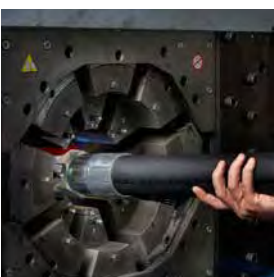


The oil and gas industry is a key market segment for ERIKS. High quality piping components are essential for the production, transport, storage and processing of oil and gas. This is ERIKS' world.

ERIKS is a worldwide supplier of high-pressure process and piping ball valves for oil and gas installations, above-ground and on the sea bed, on shore and off shore. ERIKS undertakes the entire project management, including the supply of valves and actuators, for international contractors. Flange gaskets, instrumentation, hydraulic components and systems, process hoses and special elastomer seals are supplied to producers of oilfield equipment and for maintenance applications.

ERIKS serves the worldwide oil and gas market by means of specialist companies in the United States, Canada, Southeast Asia, the Middle East, England, the Netherlands, Scotland and Denmark.

As the most comprehensive supplier for the worldwide oil and gas industry, ERIKS uses its own production facilities and maintenance services to provide customised products; it also takes care of all the requisite certification.



Up to 60-metre-long offshore hoses 3"



Customer-specific power packs



Special valves for the construction of FPSOs



Industry-specific O-rings



# PETROCHEMICALS AND REFINERIES

## **Project management**

ERIKS works as a partner on the large-scale projects of international contractors, such as the construction of new refineries, petrochemical complexes, power stations and plants for the production of gas and oil. ERIKS provides project management for the supply of valves, hoses and seals.

## **Safety, a serious business!**

Workplaces in the petrochemical industry are obliged to comply with strict regulations in order to satisfy environmental requirements and prevent accidents. ERIKS supplies tools, and maintenance and safety products to minimise risks.



### Products and services for the chemical and petrochemical industries

The world of petrochemicals and refineries is characterised by critical processes, high pressure, crackers, high temperatures, and hazardous liquids and gases. As a global specialist in the field of sealing technology, valves, instrumentation, and process hoses, ERIKS is at home in this world of midstream (transport and storage) and downstream (refinery) activities. Extensive stock, on-site testing, system monitoring and its own local production units for seals, valves and hoses make ERIKS a reliable industrial service provider.

### Minimising downtime by optimising stock

ERIKS not only supplies replacement parts, it can also analyse purchase and stock data. We help our customers reduce the number of suppliers and we indicate which crucial components must be kept in stock. Stock optimisation reduces the capital requirement, increases the efficiency of the purchasing process and optimises the availability of installations.



Flange gaskets tailored to your situation



Goodall steam hose



Field service



Personal protection equipment



Rack and pinion actuators



Co-engineering



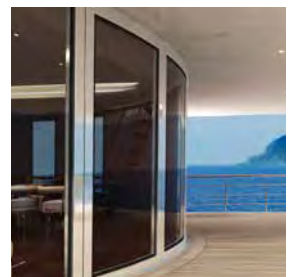
# TRANSPORT, AVIATION AND



Complete hydraulic package for lifting equipment and trailers

ERIKS supplies a wide range of maintenance products for the aviation industry and airports. An aircraft manufacturer purchases ERIKS' plastic parts and, at one large European airport, ERIKS monitors the electromechanical actuators to ensure that they function without breakdowns.

ERIKS develops and supplies a series of electric actuators for the automatic opening and closing of glass doors on passenger ships and luxury yachts.



Hydraulic and electric actuators for luxury yachts



# MARITIME SECTORS



Experience in special ships and offshore modules in recent years has resulted from the boom in the shipbuilding industry. ERIKS has taken full advantage of this. In addition to a complete range of ship valves and accessories for new construction and maintenance, ERIKS supplies hydraulic actuators, plastic piping, seals and hoses.

ERIKS' delivery package for truck and trailer construction and in earthmoving machinery comprises hydraulic and mechanical systems, pneumatics plastics, seals, hoses, tools, maintenance products and Personal Protection Equipment.



Hydraulic hoses with related couplings for the mobile branch



Kanban transport for prefab piping



ERIKS supplies hydraulic couplings with zinc-nickel coating and Zistaplex precision tube. Thanks to the excellent corrosion resistance of this combination, the couplings do not need to be painted. This saves costs and increases the lifespan of the couplings.

# FOOD AND PHARMACEUTICALS



Conveyor systems



Hoses and hose assemblies



Complete engineered and machined finished products



System solutions with motor reducers and frequency controllers



Process control



Comprehensive package of seals





In 1940, Arie Eriks, the founder of ERIKS, began his business activities with the supply of gaskets, seals, V-belts and hoses to the dairy industry. A number of ERIKS companies still have a strong position in the food industry today. With a specialisation in sanitary and 'clean' products, it was only a small step to the pharmaceutical industry and, later, to the semiconductor industry. ERIKS has developed a wide range of seals, valves, special hoses, instruments and plastics for applications in the food and pharmaceutical industry.

#### **Cleanroom**

At its own material development centres, ERIKS is a leader in the formulation of special rubber compounds for the food industry. Besides production and assembly capacity, ERIKS has a 'state-of-the-art' cleanroom to ISO 1466-1 class 6-norm. In this clean room ERIKS assembles high purity hoses and components for the pharmaceutical, biochemistry and semiconductor industry. If necessary, hoses and couplings are degreased and ultrasonically cleaned in our cleanroom prior to assembly.

ERIKS also supplies a complete package of mechanical and electrical transmission products for internal transport that meet the special requirements of the food industry.





# MACHINE AND EQUIPMENT CONSTR



Machinery and equipment manufacturers can rely on ERIKS' extensive range of: power transmission, machined plastics, rubber technology, hydraulic and pneumatic actuators, bearings, linear technology, motion control and flow technology. ERIKS also supplies a wide range of industrial maintenance products. In recent years ERIKS has built up a strong position in the medical and laboratory technology markets.

ERIKS is committed to sharing its know-how with its customers, thus making a positive contribution to customers' development processes. Among other things, this results in lower development and energy costs, a lower cost price, increased efficiency and greater safety.

We constantly strive to offer enhanced functionality for less outlay. ERIKS is continually developing new materials in its own material research centres, producing new control technologies and offering the latest technological developments in the fields of power transmission and flow technology.



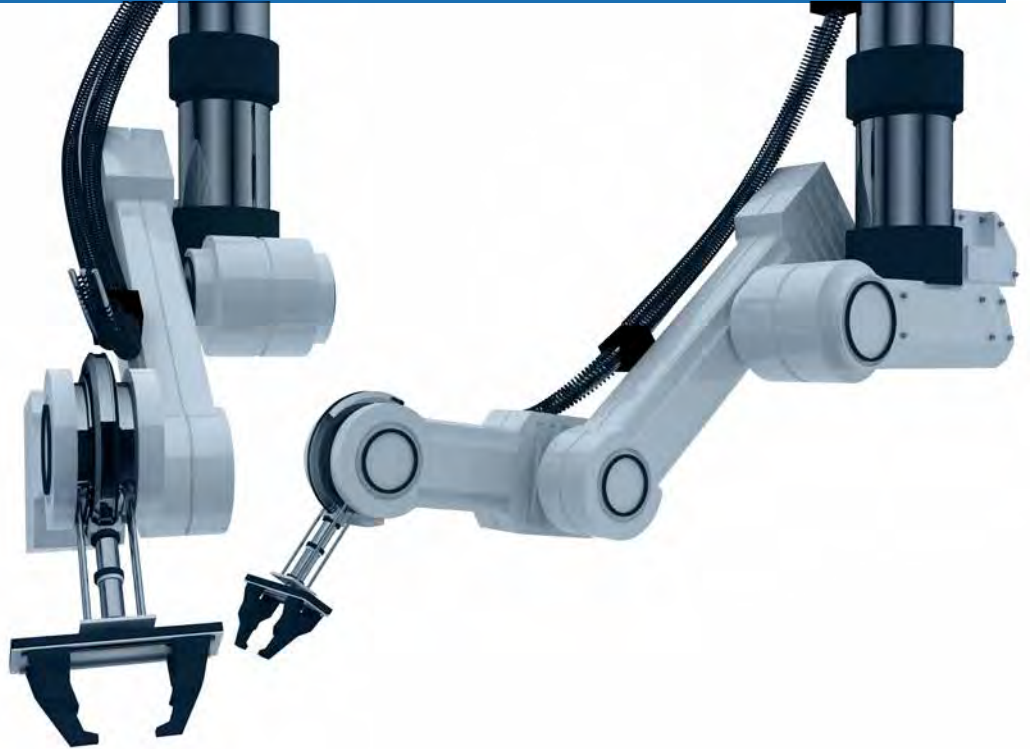
Hoses and hose clamps



Moulded pieces



# DUCTION



Engineering and advice of complete solutions in power transmission



Bearing technology



Engineering precision linear power transmission systems and motion control



Hydraulics



# ENERGY



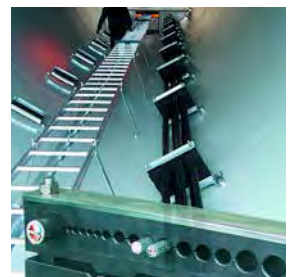
In-depth knowledge of the market of supply and demand enables ERIKS to play a significant role in the supply of special valves for steam boilers and power plants.

We find the best product for every application worldwide without compromising on safety or quality. Extensive stocks mean that we can also work on a project basis with attractive delivery times. When working on a project basis, we naturally arrange all the necessary documents, drawings and pressure and material certificates too. ERIKS is closely involved in the development of alternative energy sources, such as biodiesel, solar energy and wind turbines.

ERIKS supplies a wide range of seals, in compounds developed in-house, which meet the most critical process requirements. ERIKS hydraulic assemblies and bearings are widely used in wind turbines.



Special products for the energy industry



Sector-specific clamps



Maintenance-free bearings





# UTILITY AND HVAC



Numerous ERIKS products are used in large building projects, such as the construction of office premises, hotels, hospitals, museums and institutes. These vary from electromechanical actuators for lifts, escalators, doors and ventilation systems to plastic piping, hoses and valves in cooling and heating systems.

For example, Econosto makes a substantial contribution to the cooling system at the indoor ski slope in Dubai. ERIKS UK is, furthermore, involved in the maintenance of pumps and electric actuators.



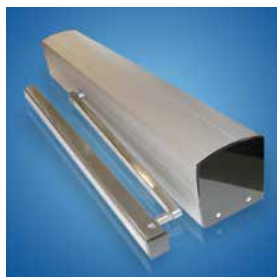
Actuator for lifts and escalators



Piping systems



Complete range for building projects



Door automation





# HUMAN RESOURCES MANAGEMENT



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

Three major cornerstones of today's ERIKS are our know-how, experience and innovative power. Having know-how and sharing it with the customer are key. ERIKS therefore creates every possible opportunity to deepen and expand the know-how of its employees. In 2012, 2013 and 2014, ERIKS Netherlands was awarded the 'Top Employers' certificate. ERIKS Belgium and ERIKS UK were also proclaimed 'Top Employer' in 2013 and 2014. The independent study performed by the CRF Institute shows that ERIKS provides its employees with excellent training and development opportunities.

### First things first

An introduction programme and product trainings give new employees a good idea of what ERIKS is all about. Safety is a vital point from day one of the employee's career at ERIKS, with continuous courses in first aid, fire protection, health, etc.

### ERIKS University

The virtual ERIKS University introduces new employees to our mission, strategy, departments, and core activities. All ERIKS employees have access to this online platform. It provides an understanding of the way we work, product training and e-learning modules about the product groups in four languages. The ERIKS University is an excellent tool for keeping product know-how up to date and for sharing knowledge with colleagues on a global level.

### Management Development

ERIKS' ambitious growth strategy requires a strong, enterprising management that can develop within the organisation, which is why ERIKS has various two-year Management Development Programmes. Selected candidates have the opportunity to grow into a management position or to broaden their management qualities in their current functions. The MD Plus Programme, with participants from all over the world, is the next step for those who are ready to move on to more senior management positions.

### Blue heart

ERIKS aspires to be a top employer, to run a business where local differences are valued and where an ERIKS culture of cooperation prevails between the different disciplines and across national borders. All of these qualities turn our people into ERIKS employees with a blue heart.

### Traineeships

ERIKS is always interested in motivated students who can help with the expansion and innovation of its wide spectrum of products and services.

# ERIKS university





# CORPORATE SOCIAL RESPONSIBILITY



## **Sustainability**

The biggest contribution ERIKS can make to a more effective use of our natural resources, is to use its specialist know-how and innovative products to support the sustainability objectives of its customers.

Sustainability forms the core of who we are and what we do. Many of ERIKS' products, services and in-house processes result in energy savings.

We have a collection of inspiring customer cases on this theme for you on our website [www.eriks.com](http://www.eriks.com)

Nowadays, CSR plays a key role in the operations of any organisation. This is a good example of the changing worldwide approach to business.

### CSR and innovation

Based on the realisation that the distant future must also be sustainable, ERIKS has tackled the subject of corporate social responsibility in its usual pragmatic way and has discovered that building a sustainable global future is not just a lofty ambition, it also offers innovative benefits. In addition, corporate social responsibility has been very consciously and specifically embedded in the business operations of numerous ERIKS companies for many years.

### Code of Business Conduct

ERIKS' shared values are expressed in its Code of Business Conduct and they apply to all of employees of the ERIKS group. The Code of Business Conduct requires ERIKS to carry out its activities honestly and openly, with respect for human rights and the interests of its employees.

### Cost savings

Higher efficiency and a reduction in the use of resources, such as energy and water, lead to cost savings, which is precisely what our customers need these days. The embedding of sustainability in our companies also benefits our organisations by decreasing our dependence on increasingly scarce and expensive resources.

### ISO certified

A number of ERIKS companies are already ISO 14001 certified. This internationally accepted standard describes how an effective Environmental Management System is set up. The standard was designed to lay down the delicate balance between maintaining profit and the environment; both objectives can be achieved if the whole organisation complies with it. Active measures such as drawing up, planning and implementing environmental policy, the continual introduction of improvements, regular checks and corrective measures are required to achieve this ISO 14001 certification.

### Company-wide objectives

In the last year, we have made significant steps in the development of new sealing compounds, low-energy actuator parts and high quality flow control components. Company-wide environmental, energy and safety objectives have been formulated and we deploy the skills and solutions we offer to our customers to achieve their objectives.





# KNOW-HOW MAKES THE DIFFERENCE



## 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 by our engineers.



## 3 APPLICATION KNOW-HOW

ERIKS employees:

- understand present and future applications and translate them into the use of the right products;
- translate issues facing their 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

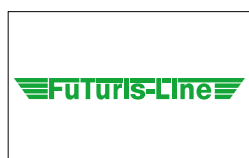
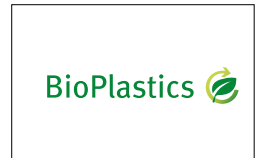
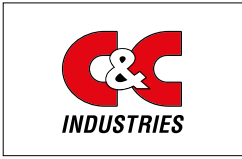
ERIKS employees analyse and streamline logistics channels and develop logistics concepts tailored to customers' requirements (from identification of the customer's needs through to payment), both for the administrative side and the physical side of the process. ERIKS handles the entire procurement process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

# ERIKS BRANDS





# PARTNER BRANDS



# ERIKS LOCATIONS WORLDWIDE

## Bahrain

Juffair

## Belgium

Alleur

Asse

Genk

Gent

Hoboken

Jumet

Mol

Moorsele

Roeselare

Turnhout

Wijnegem

## Canada

Burnaby, British

Columbia

Calgary, Alberta

Clairmont, Alberta

Collingwood, Ontario

Cranbrook, British

Columbia

Dartmouth, Nova Scotia

Edmonton, Alberta

Langley, British

Columbia

Nanaimo, British

Columbia

Oshawa, Ontario

Red Deer, Alberta

Regina, Saskatchewan

Sarnia, Ontario

Saskatoon,

Saskatchewan

Thunder Bay, Ontario

Val Caron, Ontario

Vancouver, British

Columbia

Ville D'Anjou, Quebec

Winnipeg, Manitoba

## China

Shanghai

## Czech Republic

Dobruška

Litvinov

## Denmark

Esbjerg

Vejle

## France

Cheminet

Coignières

Roncq

Saint-Marcellin

Saint-Priest Mi Plaine

Vaulx-en-Velin

## Germany

Arnstadt

Berlin

Bielefeld

Blankenburg

Braunschweig

Dietzenbach

Dortmund

Fürth

Garbsen

Gladbeck

Glinde / Hamburg

Göppingen

Gottmadingen

Itzehoe

Köln

Laupheim

Maisach

Mannheim

Merseburg

Mönchengladbach

Nettetal

Neuss

Obertraubling

Saarbrücken

Stuttgart

Würselen

Zwenkau

## India

Thane

Trivandrum

## Indonesia

Jakarta

## Ireland

Dublin

## Kazachstan

Atyrau

## Luxembourg

Soleuvre

## Malaysia

Kemaman

Masai

Penang

Shah Alam

## Mexico

Melchor Ocampo

## Netherlands

Alkmaar

Almelo

Amsterdam-Westpoort

Arnhem

Bergen op Zoom

Botlek-Rotterdam

Capelle a/d IJssel

Den Haag

Deventer

Dordrecht

Echt

Ede

Eerbeek

Eindhoven

Emmen

Farmsum

Gouda

Groningen

Hengelo

Hoogezaand

Huizen

Leeuwarden

Maastricht

Nuenen

Roermond

Rotterdam

Schoonhoven

Tilburg

Vierpolders

Zwaag

Zwolle

## Pakistan

Clifton

Lahore

## Poland

Bielsko

Chorzow

Gdansk

Gdynia

Lublin

Myszków

Poznań

Warszawa

Zamość

## Qatar

Doha

## Saudi Arabia

Dammam

Jeddah

Jubail

Yanbu

## Singapore

Singapore

## Slovakia

Bratislava

Bytča

## Spain

Arrankudiaga

## Switzerland

Birsfelden

Crissier

Dübendorf

Füllinsdorf

## United Arab Emirates

Abu Dhabi

Dubai

Sharjah

## United Kingdom

Aberdeen

Aylesford

Barnsley

Barnstaple

Basildon

Bath

Belfast

Birmingham

Blackburn

Bradford

Bristol

Broxburn

Bury St Edmunds

Cardiff

Carlisle

Chesterfield

Clydebank

Corby

Coventry

Dartford

Derby

Doncaster

Dudley

Exeter

Gateshead

Glasgow

Glenrothes

Gloucester

Grantham

Great Yarmouth

Greenford

Grimsby

Halesowen

Hawick

Horsham

Hull

Inverness

Ipswich

Kilmarnock

Kings Lynn

Lancaster

Leeds

Leicester

Lincoln

Liverpool

London

Luton

Maidenhead

Manchester

Middlesbrough

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

Whalley Old Road

Whetstone

Winsford

Wrexham

## 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

Cerritos, California

Charlotte, North

Carolina

Chico, California

Cincinnati, Ohio

Columbia, South

Carolina

Coraopolis,

Pennsylvania

Corpus Christi, Texas

Dallas, Texas

Daphne, Alabama

Decatur, Alabama

Deer Park, Texas

Dupo, Illinois

Eagan, Minnesota

Eatontown, New Jersey

Elko, Nevada

Erie, Pennsylvania

Evanston, Wyoming

Fairfield, California

Florence, South

Carolina

Fort Worth, Texas

Freeport, Texas

Fremont, California

Fresno, California

Fuquay-Varina, North

Carolina

Garden City, Georgia

Grapevine, Texas

Green Bay, Wisconsin

Hobbs, New Mexico

Houma, Louisiana

Houston, Texas

Idaho Falls, Idaho

Indian Trale, North

Carolina

Jacksonville, Florida

Kansas City, Missouri



[www.eriks.com](http://www.eriks.com)

ERIKS nv Group Head Office

Robonsbosweg 7 D, 1816 MK Alkmaar T +31-72 547 58 88

P.O. Box 1088, 1810 KB Alkmaar F +31-72 547 58 89

The Netherlands

know-how makes the difference

**ERIKS**