



## HANSA-FLEX

*Hydraulics China*

Speaker: Shundong (Hans) Bao

Education Background: MBA / Logistic & Supplier Chain

Experience at HF:

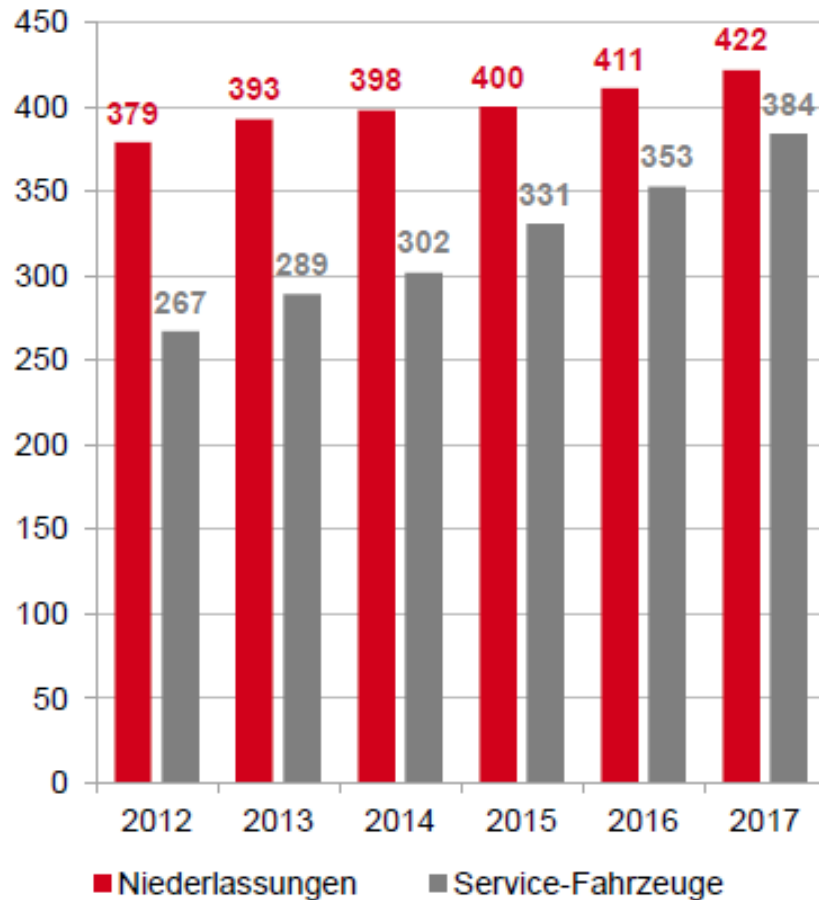
- 2007-2008 Internship by Hansa-Flex China
- 2008-2010 Head of TK+QS Dept HF China
- 2010-2018 Head of Strategic Procurement Dept.  
China

# We have been passionate about hydraulics for 56 years



- 1962: founded as a supplier of replacement parts for hydraulic hose lines by Joachim Armerding in Bremen
- 2017: Europe's leading system partner in the field of hydraulics
- Continued in family ownership
- Key management
  - Thomas Armerding (CEO),
  - Uwe Buschmann (COO),
  - Christian-Hans Bültemeier (CFO),

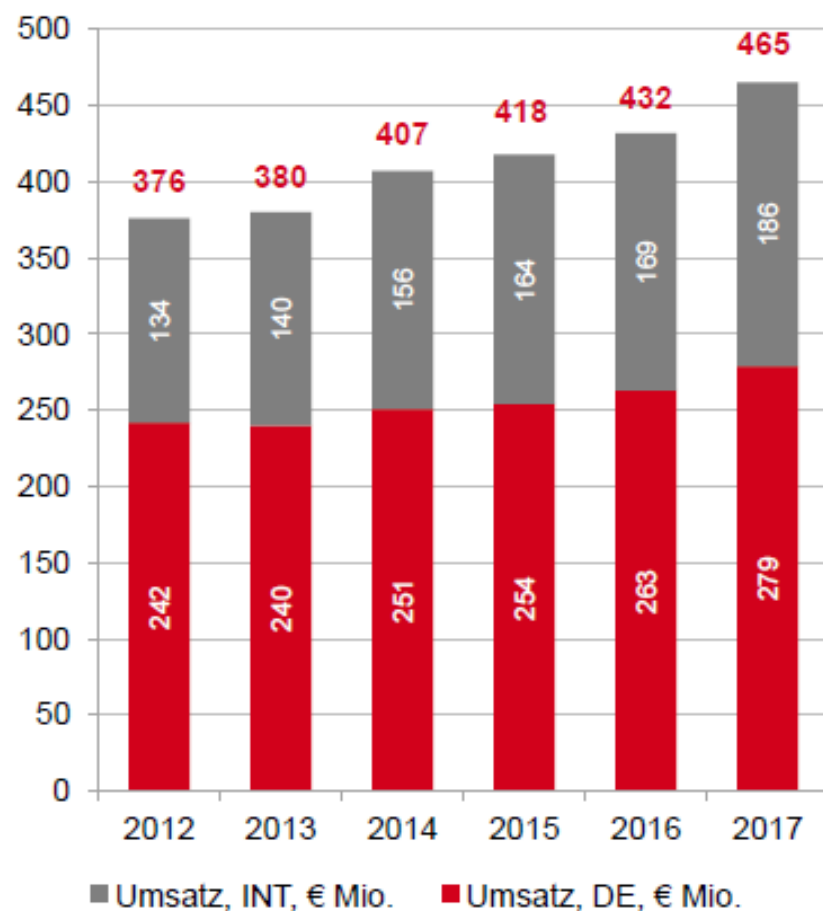
## Subsidiaries & Service vehicles



- 422 subsidiaries
  - Germany: 199
  - International: 223
- 384 service vehicles
  - Germany: 198
  - International: 186
- 42 countries, on 5 continents



# Umsatz



- Gruppenumsatz: ca. € 465 Mio.

# HANSA-FLEX CHINA

Fully owned subsidiary by HANSA-FLEX AG since 2004

- 2003 Shanghai Rep. Office
- 2004 Changzhou Branch
- 2006 Guangzhou Branch
- 2008 Beijing Branch
- 2008 Wuhan Branch
- 2008 Qingdao Branch
- 2009 Shanghai Headquarter in Lingang
- 2012 Chengdu Branch



# Our business fields

## Consulting 咨询

- Technical know-how
- Optimisation of existing systems
- Design and project management planning

## Sales 销售

- Over 100,000 articles
- Speedy delivery and worldwide shipping
- Distribution through our own branch network

## Production 生产

- Design & development
- Batch and volume production
- State-of-the-art manufacturing technologies
- HF quality standard

## Service 服务

- Installation, bringing into use and maintenance
- 24/7 replacement parts service
- Logistics solutions (Just-in-time, Kanban etc.)

# Our business fields – Industrial competence



Construction



Mining & tunnel  
engineering



Agriculture



Forestry



Disposal & recycling



Defense



Chemical industry



Transport & intralogistic



Maritime industry



Energy supply



Rail transport



Machine  
& plant engineering

# Our business fields – products



Hydraulic hoses



Metal and PTFE hoses



Industrial hoses



Fittings & adapters



Pipe lines



Special fittings



Hydraulic cylinders



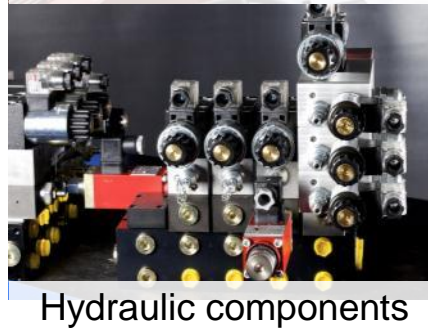
Seals



Filtration



Pneumatics



Hydraulic components



Power unit

# Our Services



Rapid hose service



Fluid service



Industrial installation



Hose management



Kanban & Kitting



Scanner solutions



Workshop in workshop



Service container



Cylinder repair



Technical consulting



project management & planning



Customer training



Emergency hose replacement of steering gear hydraulic system at Shanghai port.



For the Shanghai world financial center  
high speed elevator hydraulic brake  
system maintenance and oil replacement.

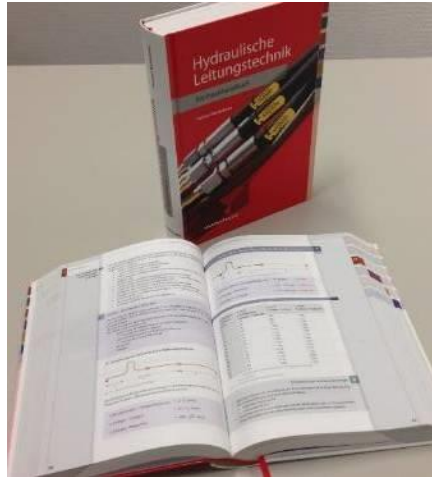


## Availability guaranteed



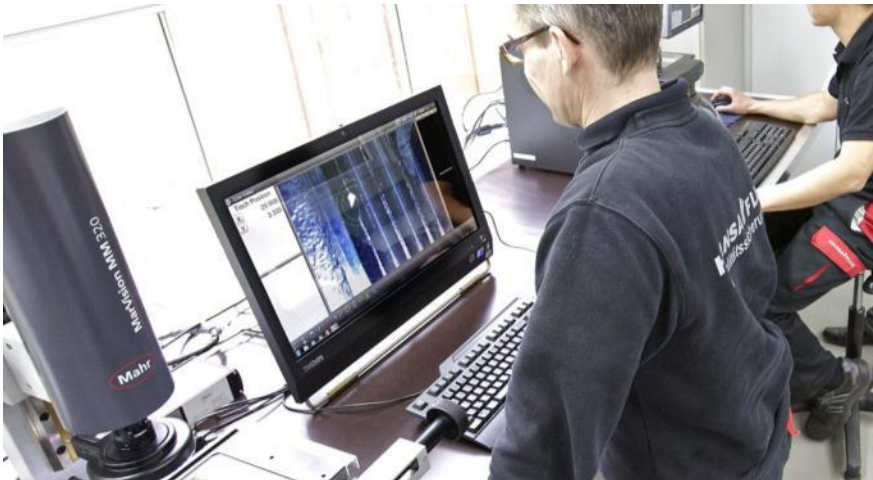
- Two central warehouses guarantee availability
  - Over 100,000 different articles
  - Two fully automated small parts warehouses with a total of 60,000 trays – identically loaded, for maximum fail-safe security
  - High-rack warehouse for 10,000 pallets
  - Fully automatic packing station
  - 3-shift operation, approx. 12,000 picks and 1,000 express deliveries per day
- An average of 8,000 different products in our local branches – with stock specially selected for each regional customers
- China more than 20.000 articles in stock

# Technical know-how



- Our engineers and technicians plan, design and manufacture high-quality solutions in the fields of hydraulic drive & control technology
- HANSA-FLEX series production plants for hose lines, pipe lines and special fittings are equipped with most advanced manufacturing equipments
- Our mobile Fluid Service experts perform oil analyses and services for you on site
- Publication of the practical manual book "Hydraulische Leitungstechnik"

# 100% HANSA-FLEX quality



- Our products undergo strict quality controls to ensure the function reliability under the most extreme conditions
- We have an independent, supplier-neutral quality assurance system to achieve this
- All parts made to the HANSA-FLEX standard are inspected, tested and approved in our own lab
- This enables us to guarantee a consistent, worldwide product quality

# Comprehensive training and further education



- At our in-house training facilities, our employees acquire the theoretical knowledge and practical skills they need for their field of work
- Every employee attends at least one training course per year
- Establishment of standard and advanced training courses to become a "Hydraulics Specialist" (officially recognised by the HWK (Chamber of Crafts and Skilled Trades))
- Founding of a training subsidiary in Kassel run entirely by apprentices

## Training & Internship in Hansa-Flex China



Kathy, (2006-2008)

Internship by Hansa-Flex Shanghai

Import & logistic Dept. (12 months)

Marketing & Sales Dept. (12 months)

Speak great Chinese

(Han Yu Qiao Chinese Competition Held by CCTV4)

## Training & Internship in Hansa-Flex China



Manuel Laukmann, 2008-2009

Internship by Hansa-Flex Shanghai

Technik & QS Dept. (6 months)

Marketing & Sales Dept. (6 months)

## Training & Internship in Hansa-Flex China



Christian Wiessne, 2008-2010

Internship by Hansa-Flex Shanghai

Technik & QS Dept. (24 months)

## Think globally, act locally



- HANSA-FLEX is represented on all five continents and is therefore a truly global service provider
- Through our decentralised structure, we are able to offer our customers significant advantages:
  - Knowledge transfer and consistent quality standards, anywhere in the world
  - High flexibility and short decision paths
  - Local market knowledge
  - Closeness to our customers for individualised services

# Hydraulics with a system

# **HANSA FLEX**



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