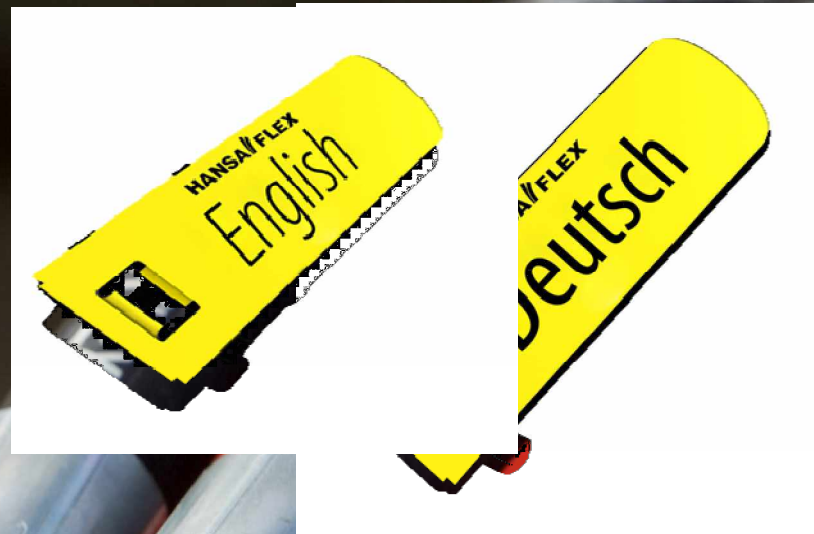


Willkommen
Welcome



HANSA FLEX



Unternehmen



Solutions



Produkte



Company



Solutions



Products

Unternehmen

HANSA-FLEX AG

- 1962: von Joachim Armerding gegründet
- 2011: Europas führender Systemanbieter rund um die Fluid-Technologie
- Von der schnellen Ersatzteilversorgung bis hin zu umfangreichen OEM-Lösungen
- Branchenübergreifendes Know-how: von der Baumaschine bis zur Windenergie



Company

HANSA-FLEX AG

- 1962: founded by Joachim Armerding
- 2011: Europe's leading system supplier in the fluid technology sector
- from the swift spare parts supply to complex solutions for OEM clients
- multi faceted expertise: from construction equipment to wind energy



Unternehmen

Wichtige Funktionsbereiche zentralisiert –
dezentrale Unternehmensstruktur



[zurück zur Übersicht](#)

[← zurück](#)

[weiter →](#)



Company

Functional areas centralised –
decentralised company structure



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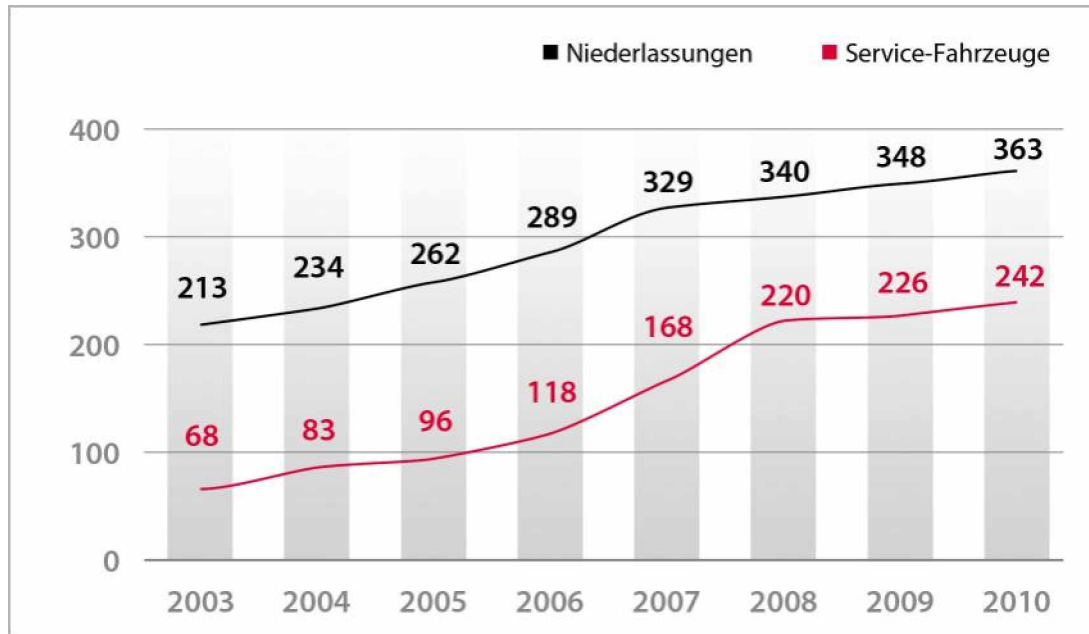
[← back](#)

[next →](#)



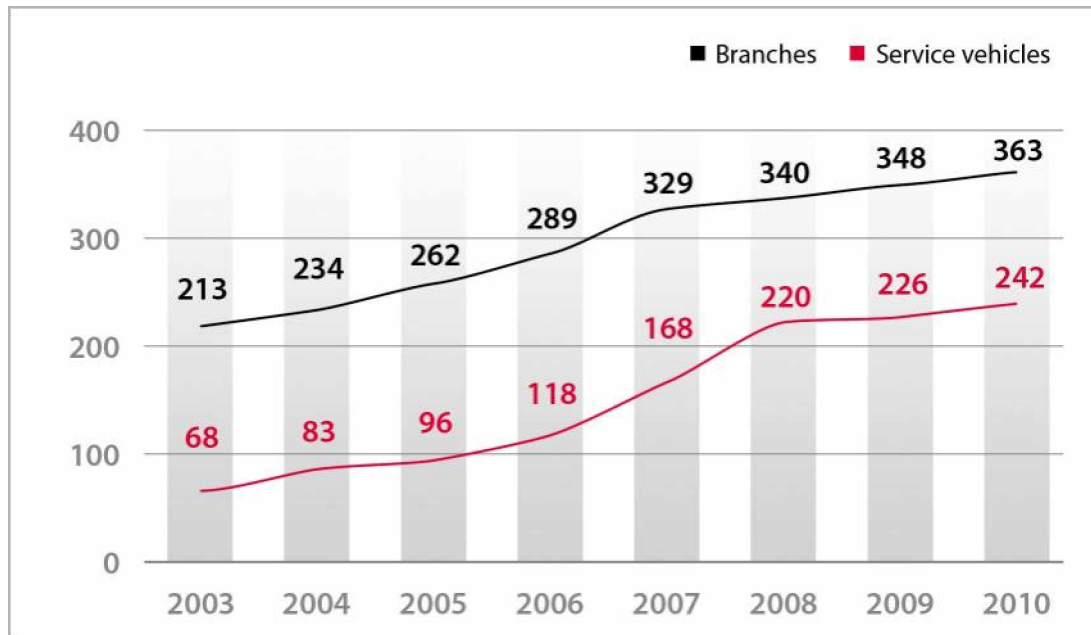
Unternehmen

Kundennähe ermöglicht kurze Reaktionszeiten und maßgeschneiderte Lösungen



Company

Customer proximity facilitates swift turn-around times and tailor-made solutions



Unternehmen

Die typische Niederlassung

- Keine Händler – kein Franchise
- 4 - 6 Mitarbeiter pro Standort
- Garantierte Verfügbarkeit > 98%
- Mobiler Service an jedem Standort



Company

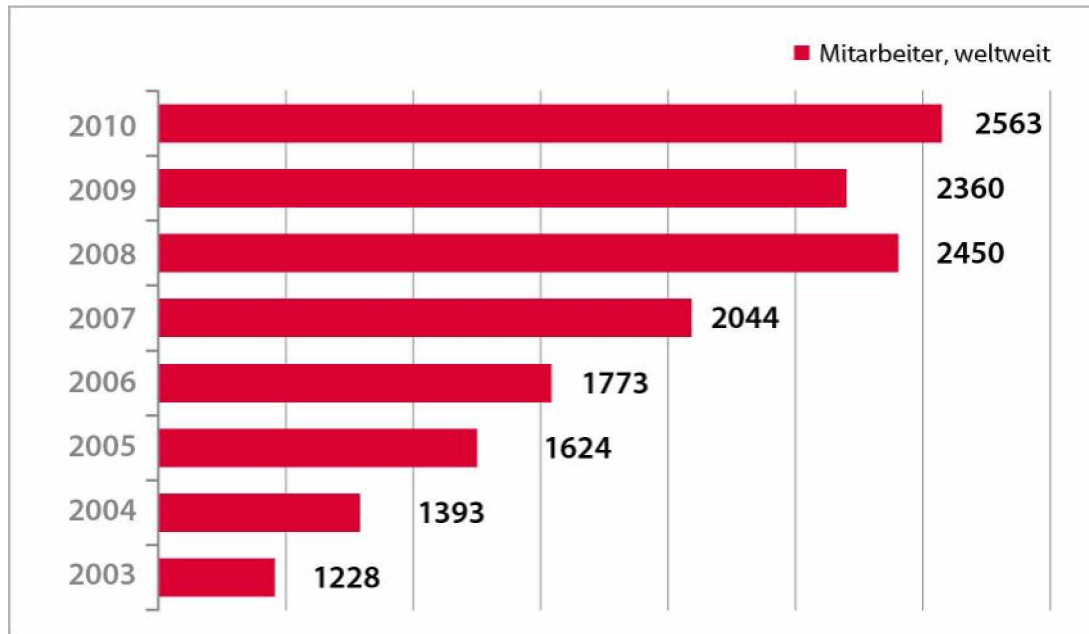
The typical branch

- No resellers – no franchise
- 4 - 6 employees per branch
- Guaranteed availability > 98%
- Mobile services at every location



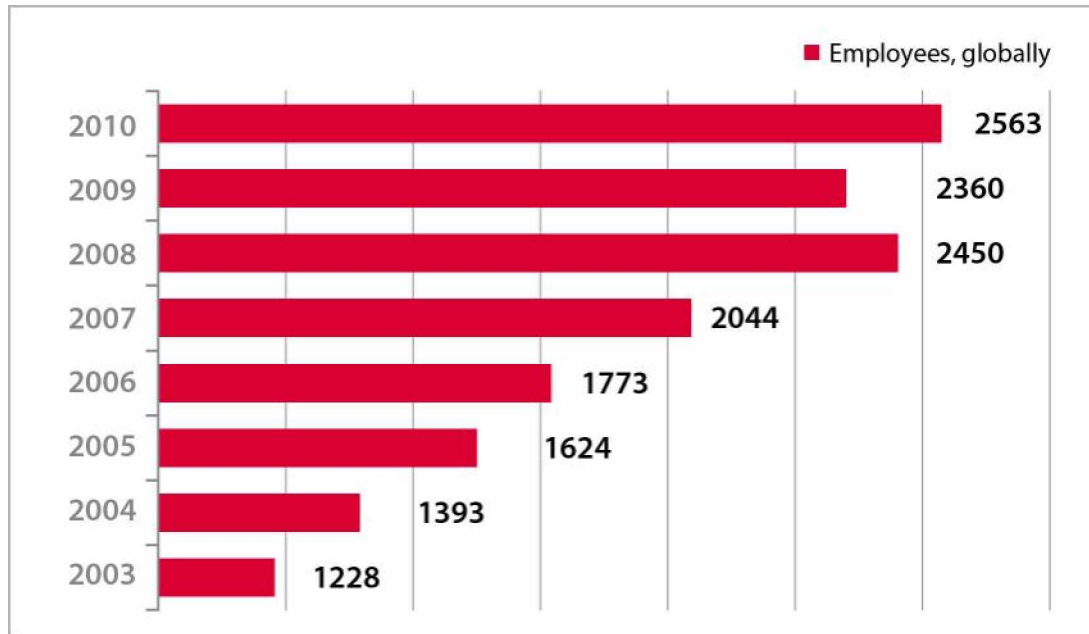
Unternehmen

HANSA-FLEX's wichtigstes Kapital:
engagierte und kompetente Mitarbeiter



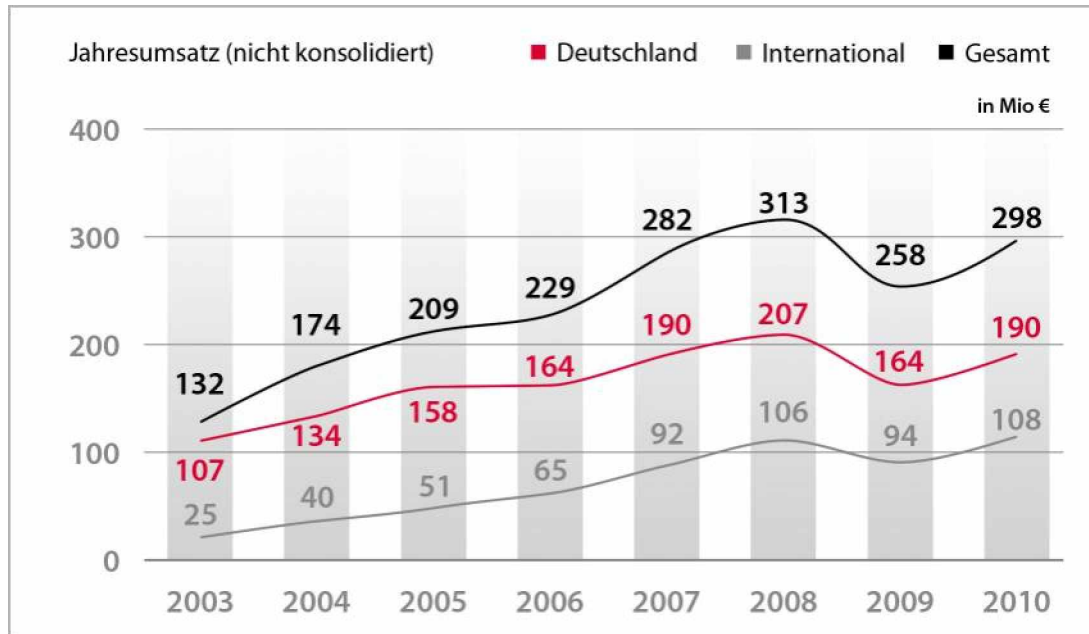
Company

HANSA-FLEX's most valuable asset:
dedicated and expert employees



Unternehmen

Ende des Jahres 2011 wollen wir die Zahlen aus 2008 erreichen



Company

We aim to equal our 2008 figures by the end of 2011



Unternehmen

Ihr persönlicher Nutzen

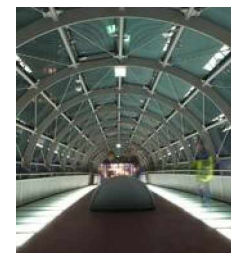
- Weltweit gleicher Qualitätsstandard
- Schnelle und zuverlässige Lieferfähigkeit
- HANSA-FLEX ist immer vor Ort
- Lösungen für umfassende Probleme
- Ihr Systempartner im Bereich Hydraulik



Company

Your personal benefit

- Uniform quality standards, worldwide
- Customer proximity and on-site services
- Rapid and reliable availability of supplies
- System partner for all hydraulic needs
- Extensive business solutions



Unternehmen

Ziele 2018

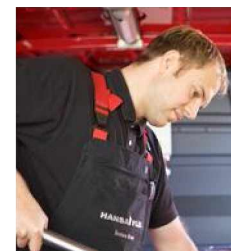
- 1 Milliarde € Umsatz
- 5.000 Mitarbeiter
- 1.000 Niederlassungen
- Präsent in mehr als 60 Ländern



Company

Target 2018

- Sales volume 1 billion €
- 5.000 employees
- 1.000 branches
- Locations in more than 60 countries



XWORLD Tour 2011/2012 Süd-Amerika

Menschen zusammenführen und das
Verständnis füreinander fördern.



XWORLD Tour 2011/2012 South America

Connecting people and advancing the understanding for one another.



[Back to overview](#)



Solutions



X-CODE Service



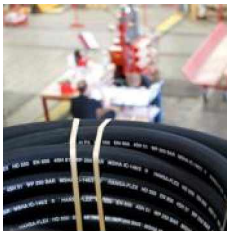
Hydraulik-Sofortservice



Hydraulik-Workshop



Hydraulik-Industriemontage



Werk-im-Werk-Produktion



Kanban & Konsignationslager



Kitting



Fluid-Service



Reinigung



Kooperation mit der IHA

[zurück zur Übersicht](#)



Solutions



X-CODE service



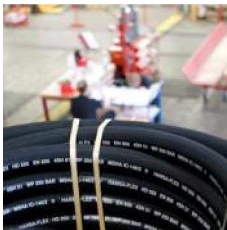
Rapid hydraulic service



Hydraulic Workshop



Industrial installation



On-site workshop



Canban & consignment stock



Kitting



Fluid service



Cleaning



Cooperation with the IHA

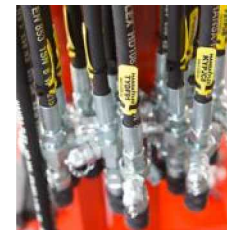
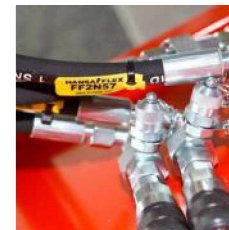
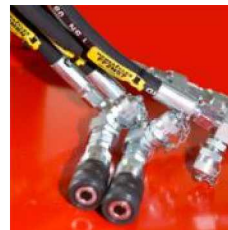
[Back to overview](#)



Solutions

X-CODE Service

X-CODE revolutioniert die Ersatzteilbeschaffung:
www.x-code.info.



Solutions

X-CODE service

X-CODE revolutionises your spare parts procurement:
www.x-code.info.



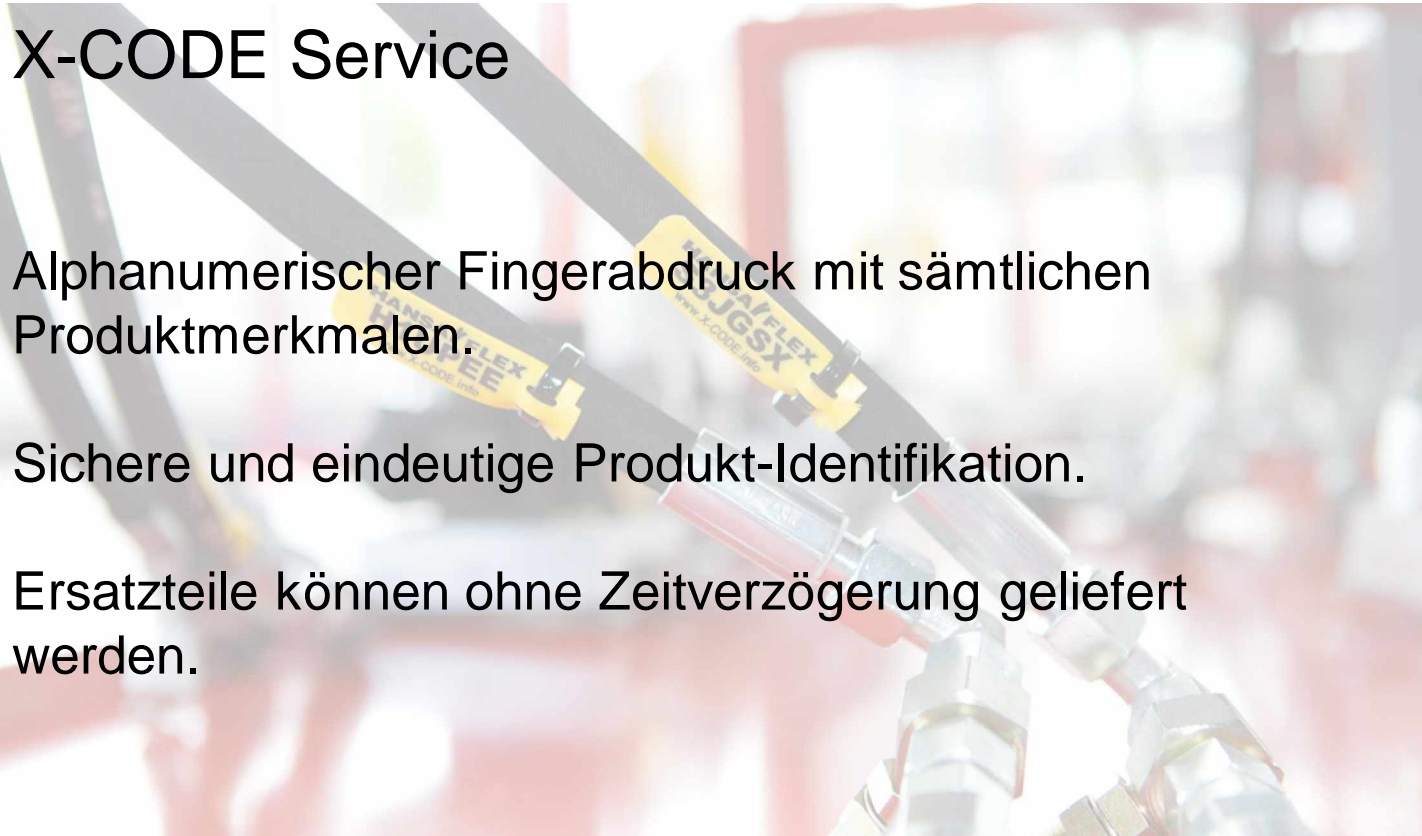
Solutions

X-CODE Service

Alphanumerischer Fingerabdruck mit sämtlichen Produktmerkmalen.

Sichere und eindeutige Produkt-Identifikation.

Ersatzteile können ohne Zeitverzögerung geliefert werden.



Solutions

X-CODE service

Alphanumeric fingerprint with all relevant product characteristics.

Reliable and exact product identification.

Spare parts can be delivered without delays.



Solutions

X-CODE Service

Für Schlauchleitungen, Maschinen oder Anlagen.

Von vorbeugender Instandhaltung bis hin zum systematischen Schlauch-Management.

Erhöhte Anlagen-Verfügbarkeit – Minimierung außerplanmäßiger Maschinenausfälle.

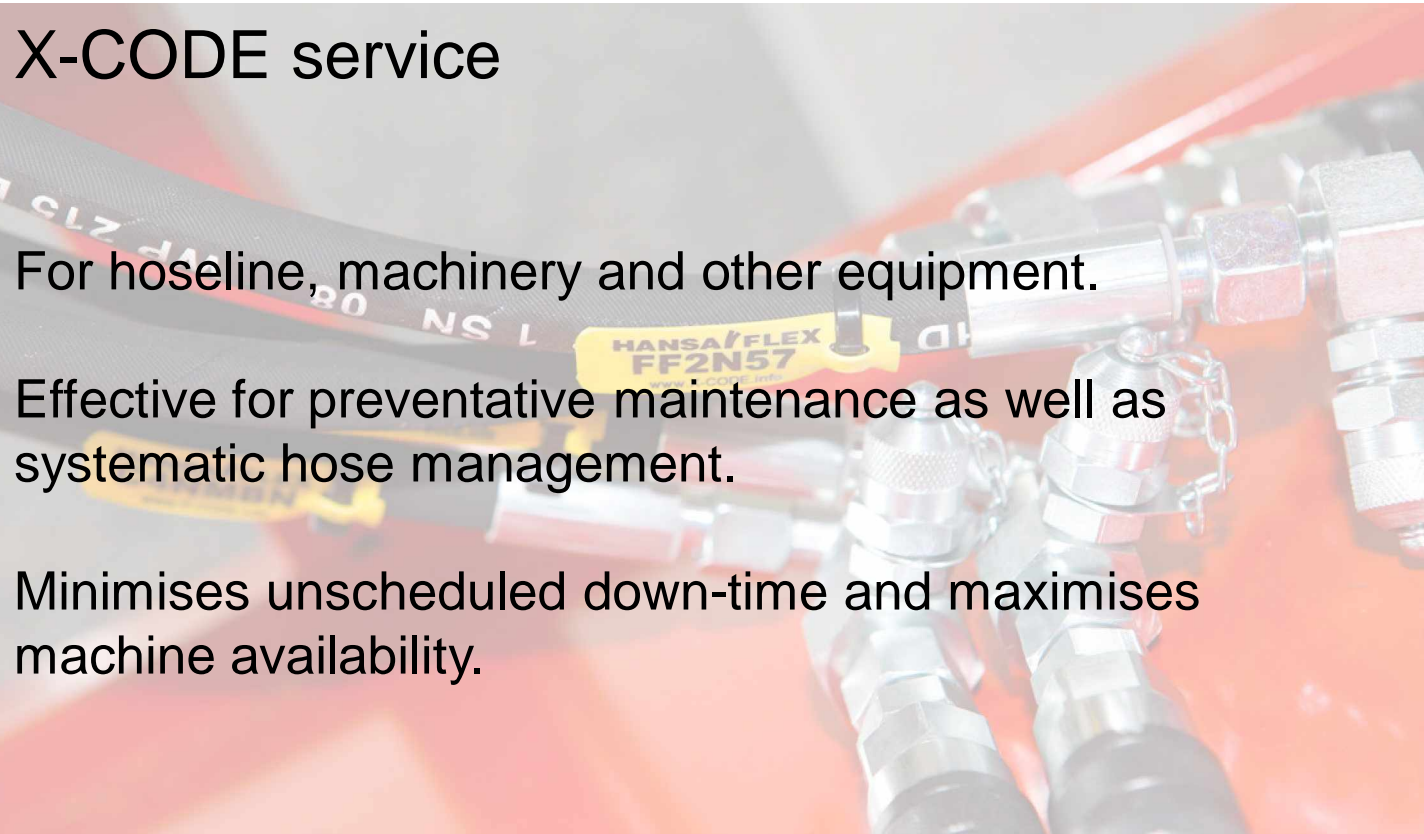
Solutions

X-CODE service

For hose line, machinery and other equipment.

Effective for preventative maintenance as well as systematic hose management.

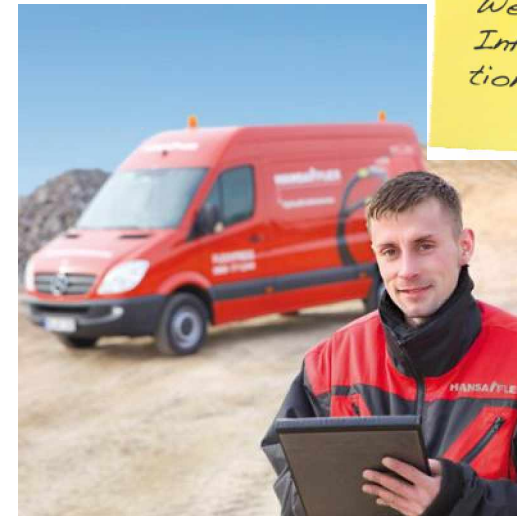
Minimises unscheduled down-time and maximises machine availability.



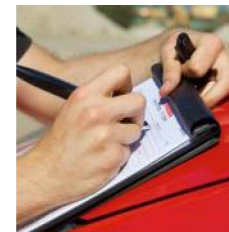
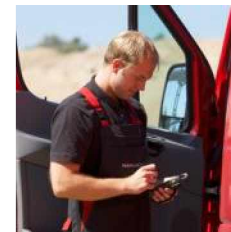
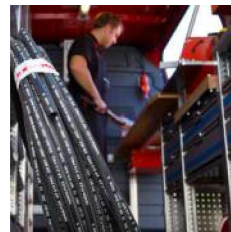
Solutions

Hydraulik-Sofortservice

Flächendeckender Hydraulik-Sofortservice – Tag und Nacht, kostenlos erreichbar.



Weitere
Informa-
tionen

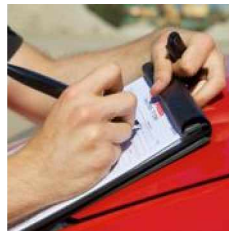
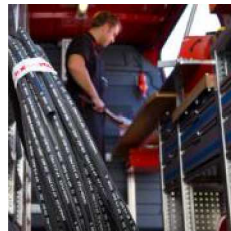
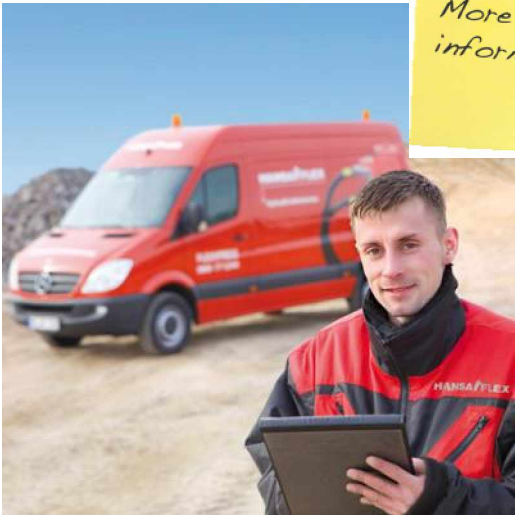


Solutions

Rapid hydraulic service

Express service for your hydraulic emergencies, nationwide coverage, day and night, toll-free.

More information



Solutions

Hydraulik-Sofortservice

Kurze Reaktionszeiten – Hydraulik-Service für den schnellen Einsatz vor Ort.

Erfahrene und gut ausgebildete Servicetechniker.

Umfangreiches Ersatzteilsortiment und Equipment.

Minimierung der Stillstandszeiten – Maximierung der Maschineverfügbarkeit.

Solutions

Rapid hydraulic service

Rapid response – hydraulic service for quick on-site support.

Experienced and skilled service technicians.

Comprehensive range of spare parts and equipment.

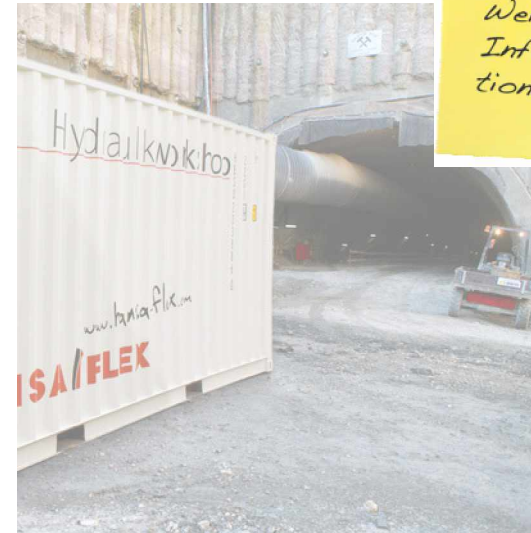
Minimisation of downtime – maximisation of machine availability.



Solutions

Hydraulik-Workshop

Mobile Werkstatt-Container für extreme Einsatzgebiete.



Solutions

Hydraulic Workshop

Fully equipped mobile workshop containers for use under the most extreme of conditions.



Solutions

Hydraulik-Workshop

Ausgerüstet mit umfangreichem Ersatzteilsortiment,
inklusive Werkzeugen und Maschinen.
Materialbestückung nach Kundenbedürfnissen.
Komplett ausgestattet für den Einsatz auf Großbaustellen
oder in der Industrie.



Solutions

Hydraulic Workshop

Supplied with comprehensive range of spare parts, tools and machinery.

Stocked according to customer's requirements.

Fully equipped for the support on large construction sites and any other industry.



Hydraulik-Workshop

Bedarfsgerechte Partnerschafts-Modelle (Miete, Konsignation, etc.)

Garantiert schnelle Verfügbarkeit, ins-besondere in schwer zugänglichen Gebieten.



Solutions

Hydraulic Workshop

Partnerships in line with customer demands (rental, consignment, etc.)

Guarantees immediate availability, particularly in hard-to-reach areas.



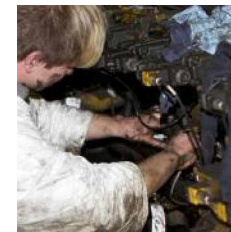
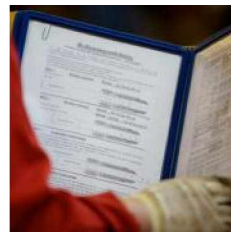
Solutions

Hydraulik- Industriemontage

Übernahme umfangreicher Montagearbeiten und Optimierung hydraulischer Anlagen.



Weitere
Informa-
tionen



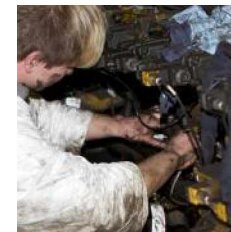
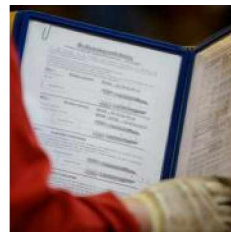
Solutions

Industrial installation

Comprehensive optimisation and assembly of hydraulic systems through our expert installation teams.



More information



Hydraulik-Industriemontage

Sicherung der Anlagenverfügbarkeit durch gründliche Inspektion, Wartung und Instandhaltung.

Anlagenoptimierung inklusive Demontage, Remontage und Inbetriebnahme.

Spezialisierte Montageteam den Aufgaben entsprechend zusammengestellt.

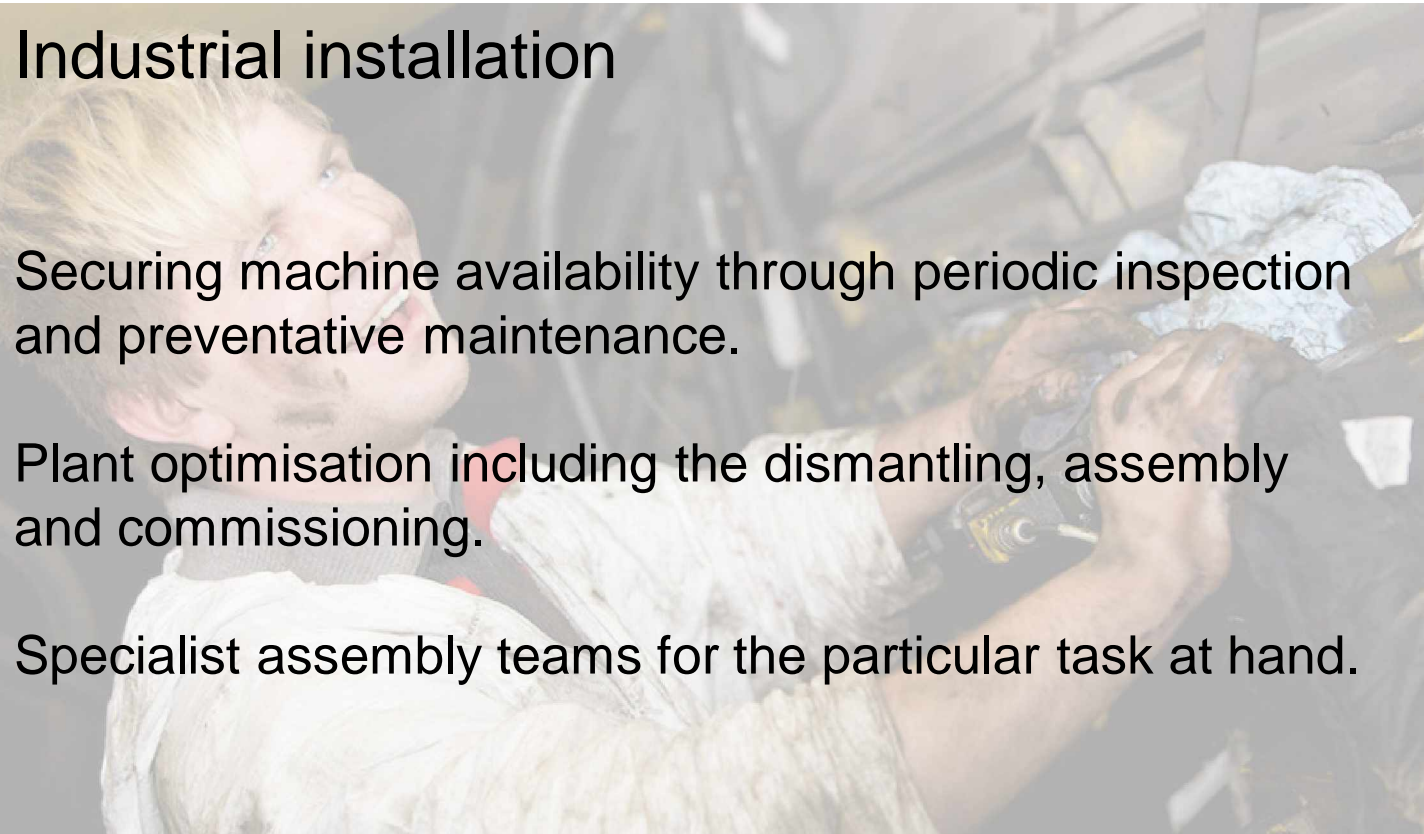
Solutions

Industrial installation

Securing machine availability through periodic inspection and preventative maintenance.

Plant optimisation including the dismantling, assembly and commissioning.

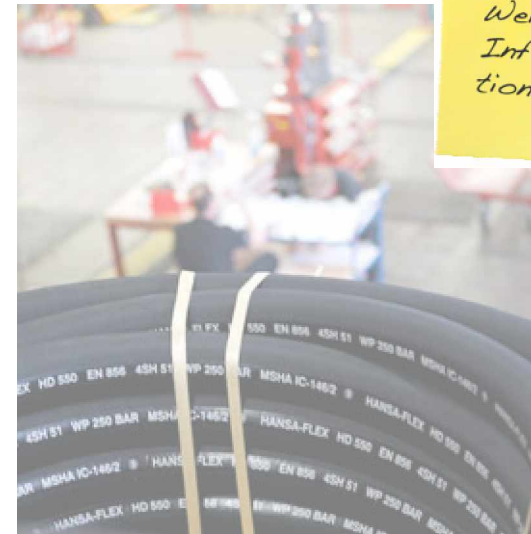
Specialist assembly teams for the particular task at hand.



Solutions

Werk-im-Werk-Produktion

sichert den tagesaktuellen
Hydraulikbedarf des Kunden
direkt im Betrieb.



Solutions

On-site workshop

The integration of on-site supplier production guarantees to meet the customer's requirements, whether planned or unscheduled.



Solutions

Werk-im-Werk-Produktion

Integrierte Fertigungsstätte im Werk des Kunden.

Bedarfsgerechte Teilelager und Maschinenpark.

Taktgenaue Verzahnung der HANSA-FLEX Dienstleistungen mit den Produktionsabläufen.

Schnelle und direkte Kommunikationswege.

Solutions

On-site workshop

Fully integrated production site at the customer's plant.

Equipped with parts and machinery according to customer's requirements.

Seamless interlinking of HANSA-FLEX services with the customer's processes.

Quick and direct way of communication.

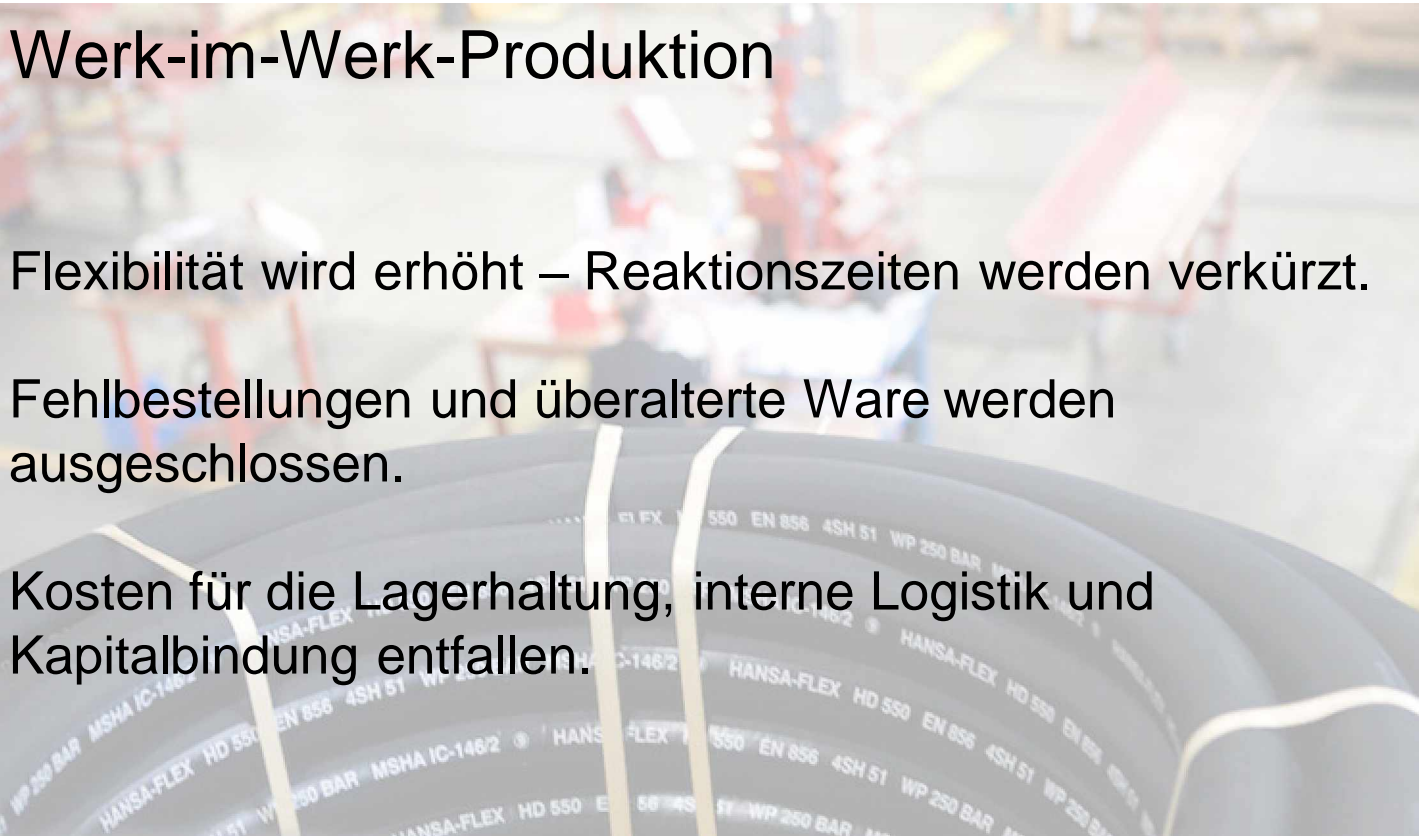
Solutions

Werk-im-Werk-Produktion

Flexibilität wird erhöht – Reaktionszeiten werden verkürzt.

Fehlbestellungen und überalterte Ware werden ausgeschlossen.

Kosten für die Lagerhaltung, interne Logistik und Kapitalbindung entfallen.



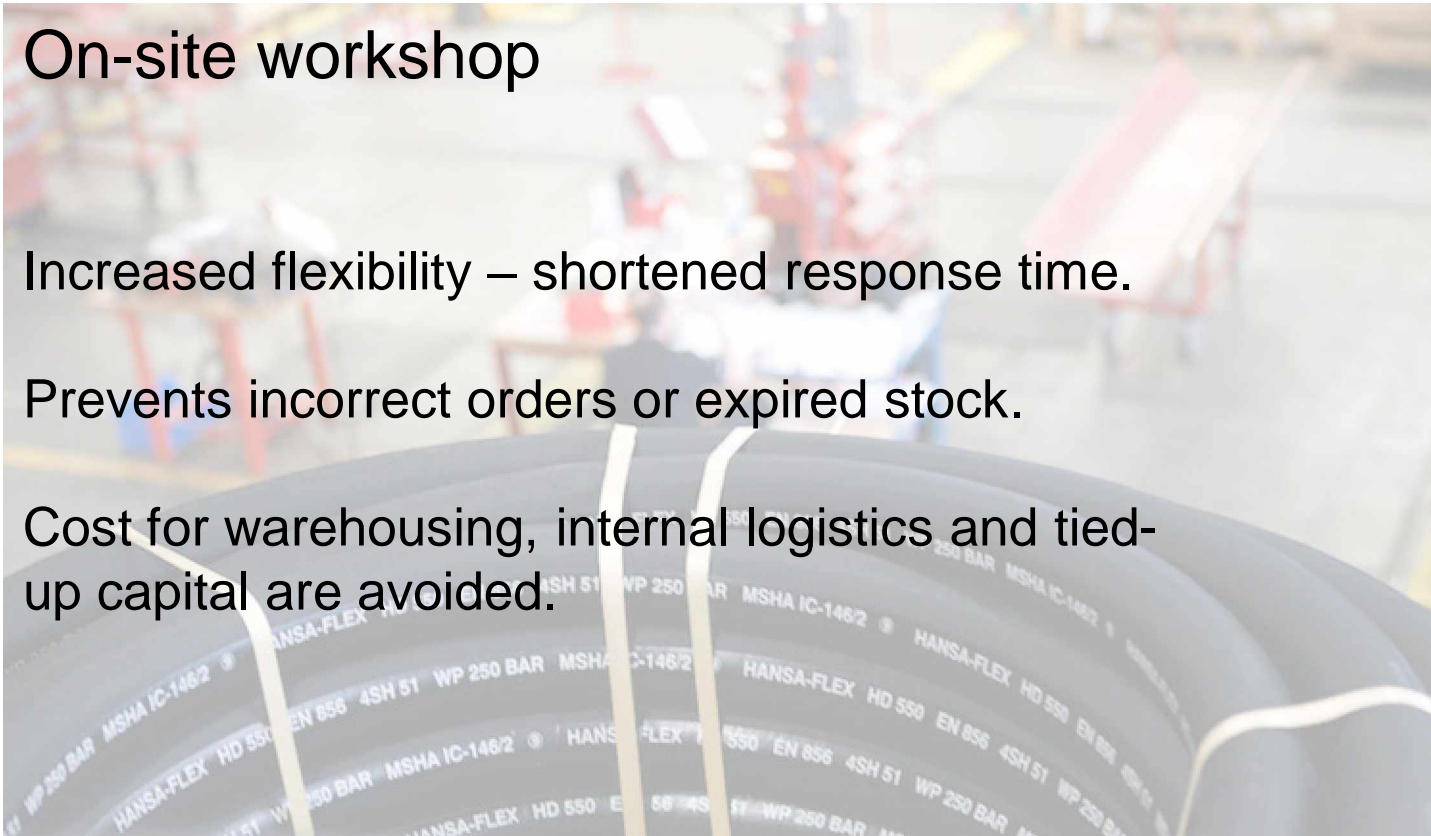
Solutions

On-site workshop

Increased flexibility – shortened response time.

Prevents incorrect orders or expired stock.

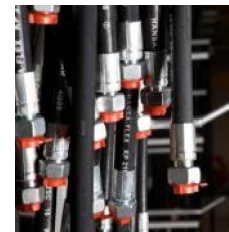
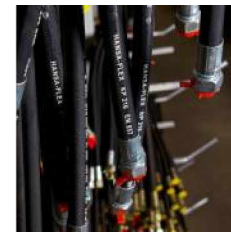
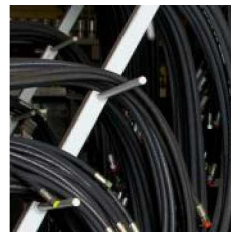
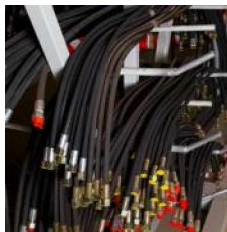
Cost for warehousing, internal logistics and tied-up capital are avoided.



Solutions

Kanban & Konsignationslager

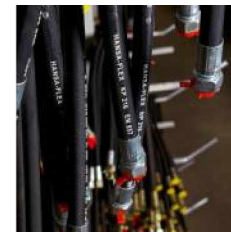
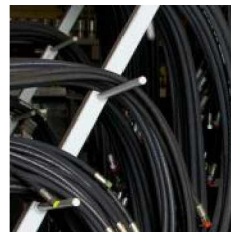
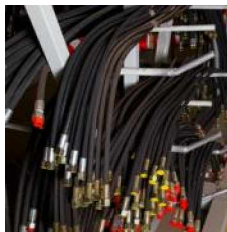
Intelligente Bevorratung stärkt die Wettbewerbskraft von Servicebetrieben und OEM.



Solutions

Canban & consignment stock

Innovative inventory solutions strengthen the competitive edge of service providers and OEM's.



Kanban & Konsignationslager

Regelmäßige und strukturierte Bevorratung beim Kunden.

Zeitraubende Planungen und Bestellabläufe entfallen.

Reduzierung der Lagerbestände steigert Flexibilität.

Minderung des Warenbestands – Niedrigere Kapitalbindung.

Solutions

Canban & consignment stock

Continuous and systematic warehousing at the customer's site.

Time consuming planning and order processing do not apply.

Reducing warehouse stock increases flexibility.

Cutting inventory – lowering capital costs.

Kanban & Konsignationslager

Kanbanlager auch als Konsignationslager führbar.

Bauteile verbleiben im Besitz von HANSA-FLEX –
Berechnung erfolgt bei Entnahme.

Kosten für aufwendige Lagerhaltung entfallen –
Kapital wird freigesetzt.

Solutions

Canban & consignment stock

Canban warehouses can be managed as consignments stores.

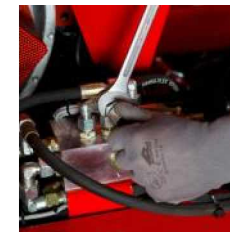
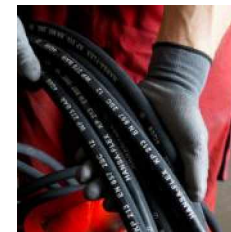
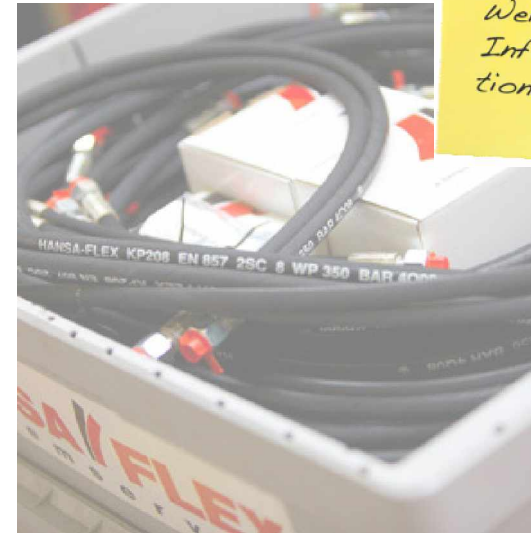
Parts remain property of HANSA-FLEX – invoiced only when taken from stock.

Cost of warehousing are omitted – capital is freed-up.

Solutions

Kitting

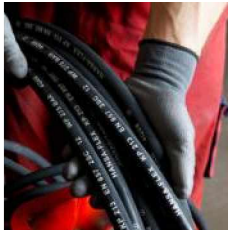
Die Wertschöpfungskette der Kunden stärken und sich taktgenau einfügen.



Solutions

Kitting

Strengthening the customers supply chain through synchronised line feeding.



Kitting

Bereitstellung von einbaufertigen Montagesätzen.

Gemeinsame Entwicklung der Teile-Anordnung für eine effizientere Entnahme.

Kits können auch Komponenten von Fremdlieferanten umfassen.



Solutions

Kitting

Supply of ready-to-install assembly kits.

Joint development of parts layout for easy and swift access.

Kits can also contain parts from third-party suppliers.

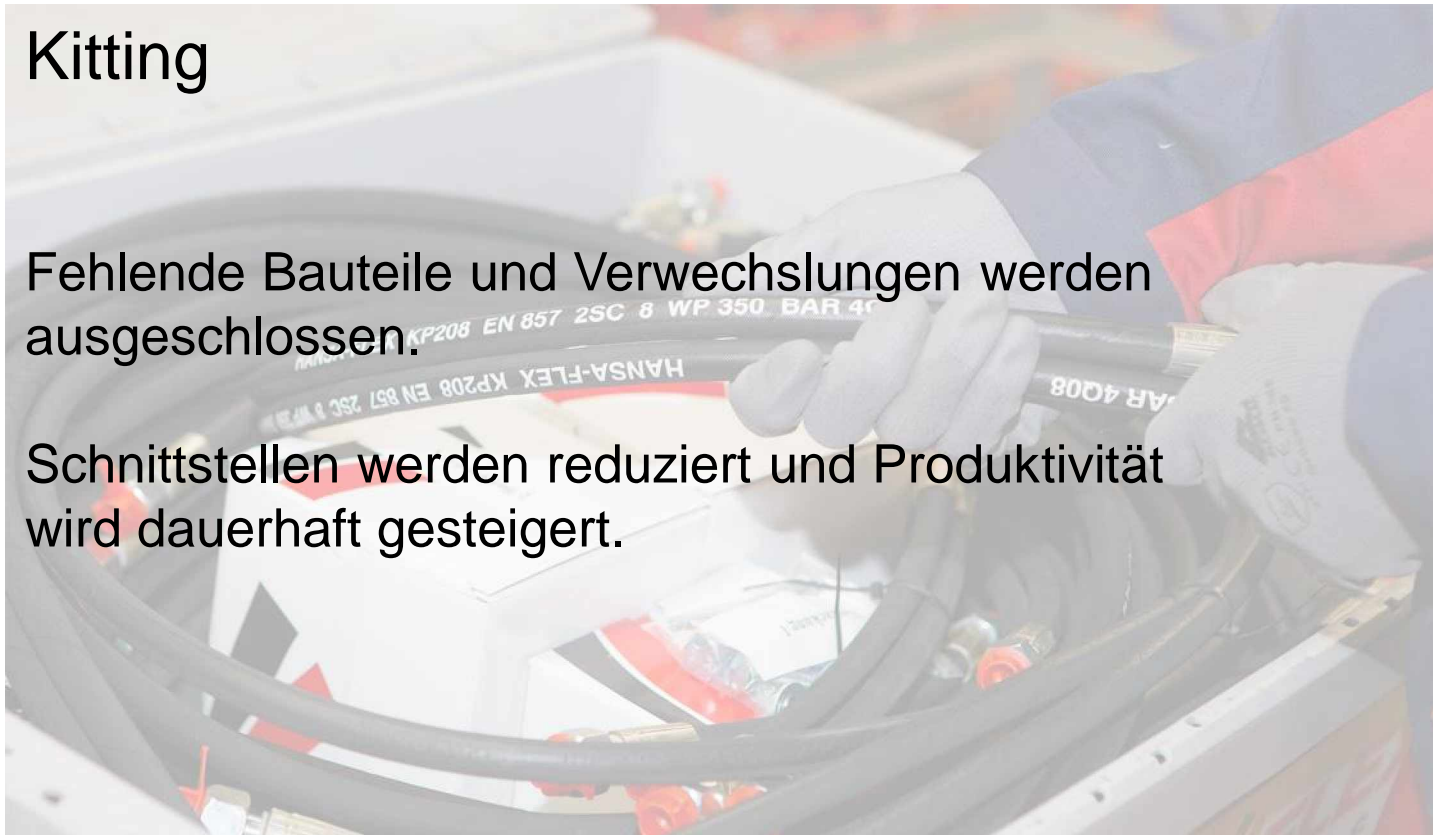


Solutions

Kitting

Fehlende Bauteile und Verwechslungen werden ausgeschlossen.

Schnittstellen werden reduziert und Produktivität wird dauerhaft gesteigert.



Solutions

Kitting

Prevents missing or mixed-up parts.

Interconnections can be reduced –
productivity can be improved.



Solutions

Fluid-Service

Kompetente Beratung und
Ölpflege, Bereitstellung von
Filteranlagen und -elementen.



Weitere
Informa-
tionen



Solutions

Fluid service

Expert advice around oil care, including the supply of individual components or complete filtration systems.



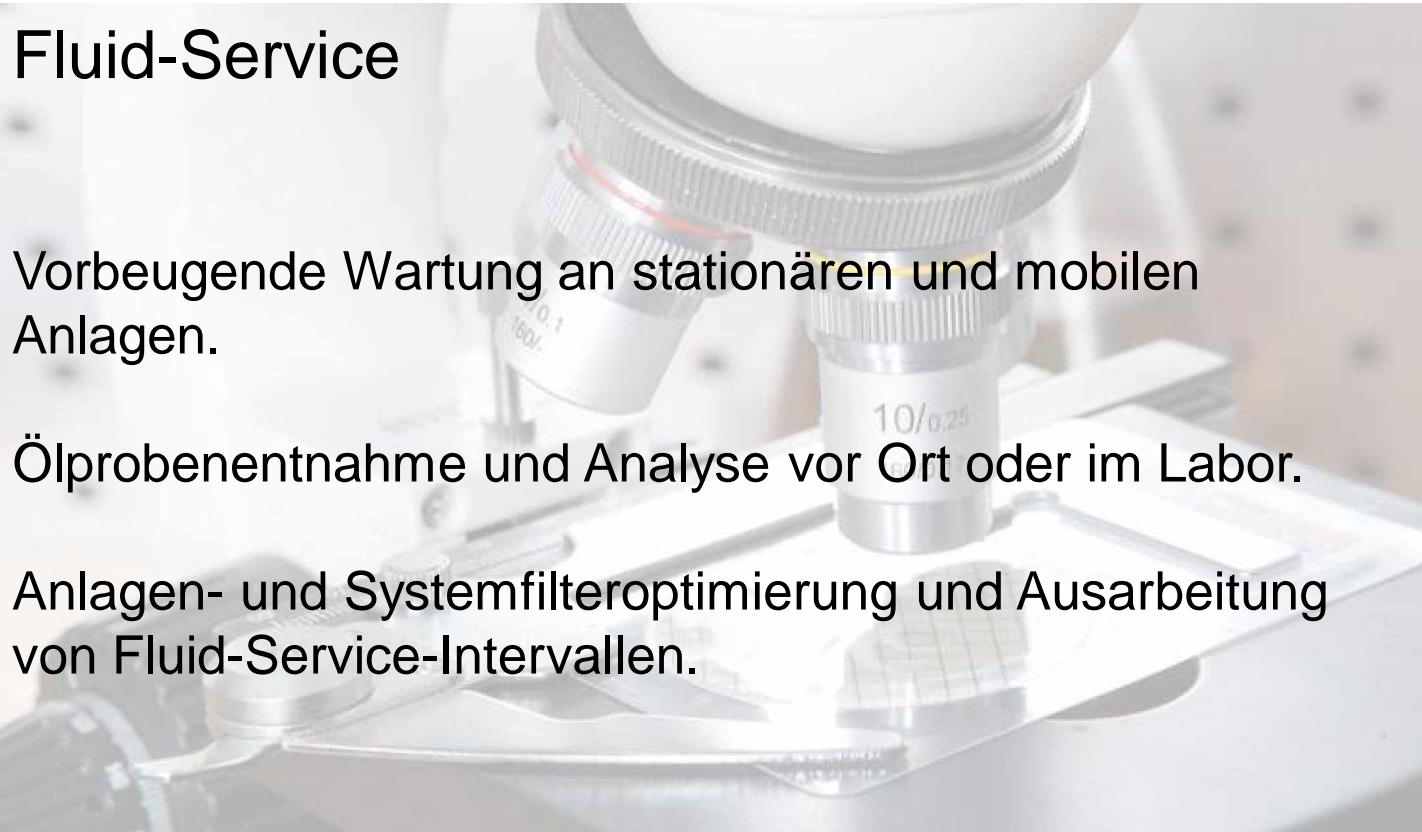
Solutions

Fluid-Service

Vorbeugende Wartung an stationären und mobilen Anlagen.

Ölprobenentnahme und Analyse vor Ort oder im Labor.

Anlagen- und Systemfilteroptimierung und Ausarbeitung von Fluid-Service-Intervallen.



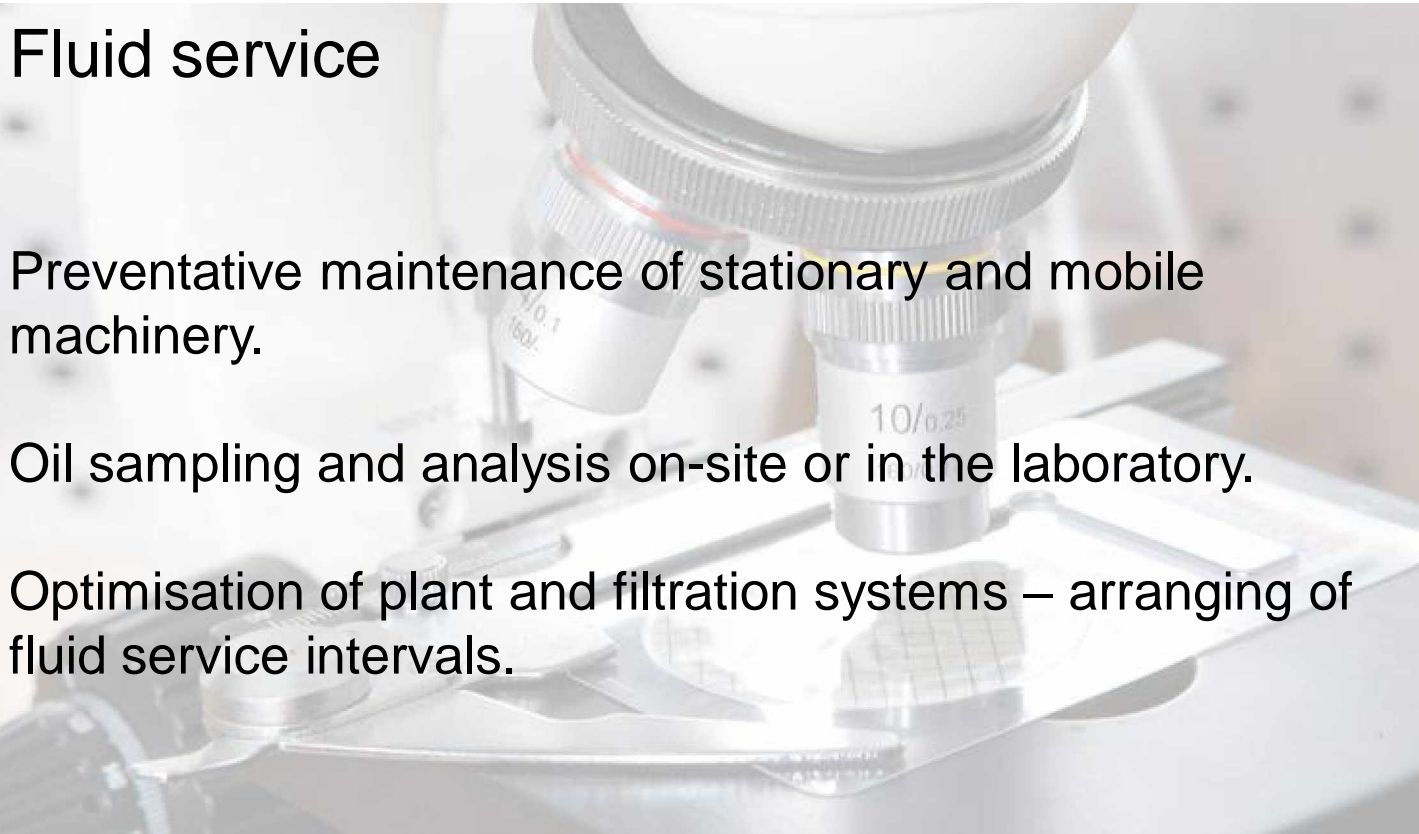
Solutions

Fluid service

Preventative maintenance of stationary and mobile machinery.

Oil sampling and analysis on-site or in the laboratory.

Optimisation of plant and filtration systems – arranging of fluid service intervals.

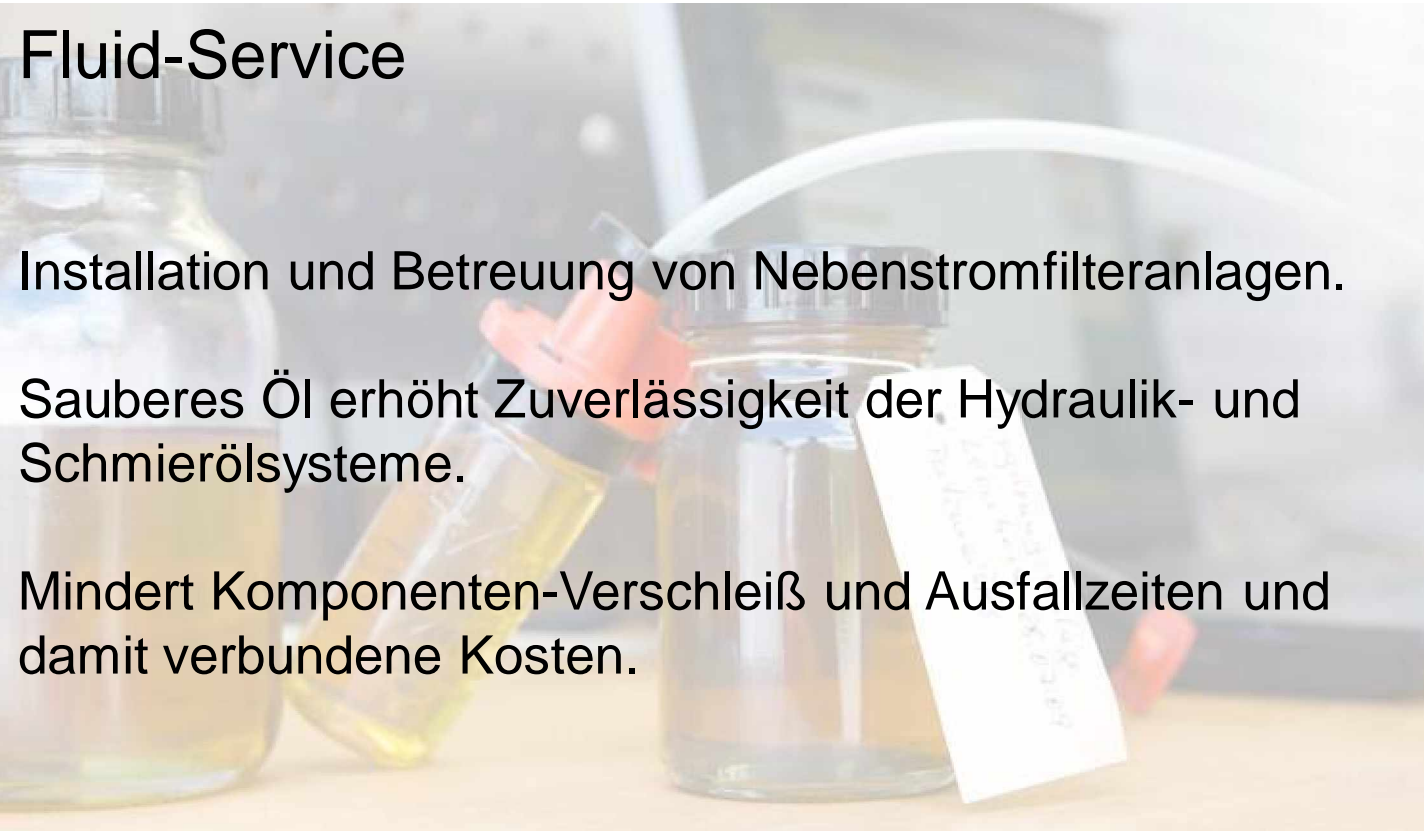


Fluid-Service

Installation und Betreuung von Nebenstromfilteranlagen.

Sauberes Öl erhöht Zuverlässigkeit der Hydraulik- und Schmierölsysteme.

Mindert Komponenten-Verschleiß und Ausfallzeiten und damit verbundene Kosten.



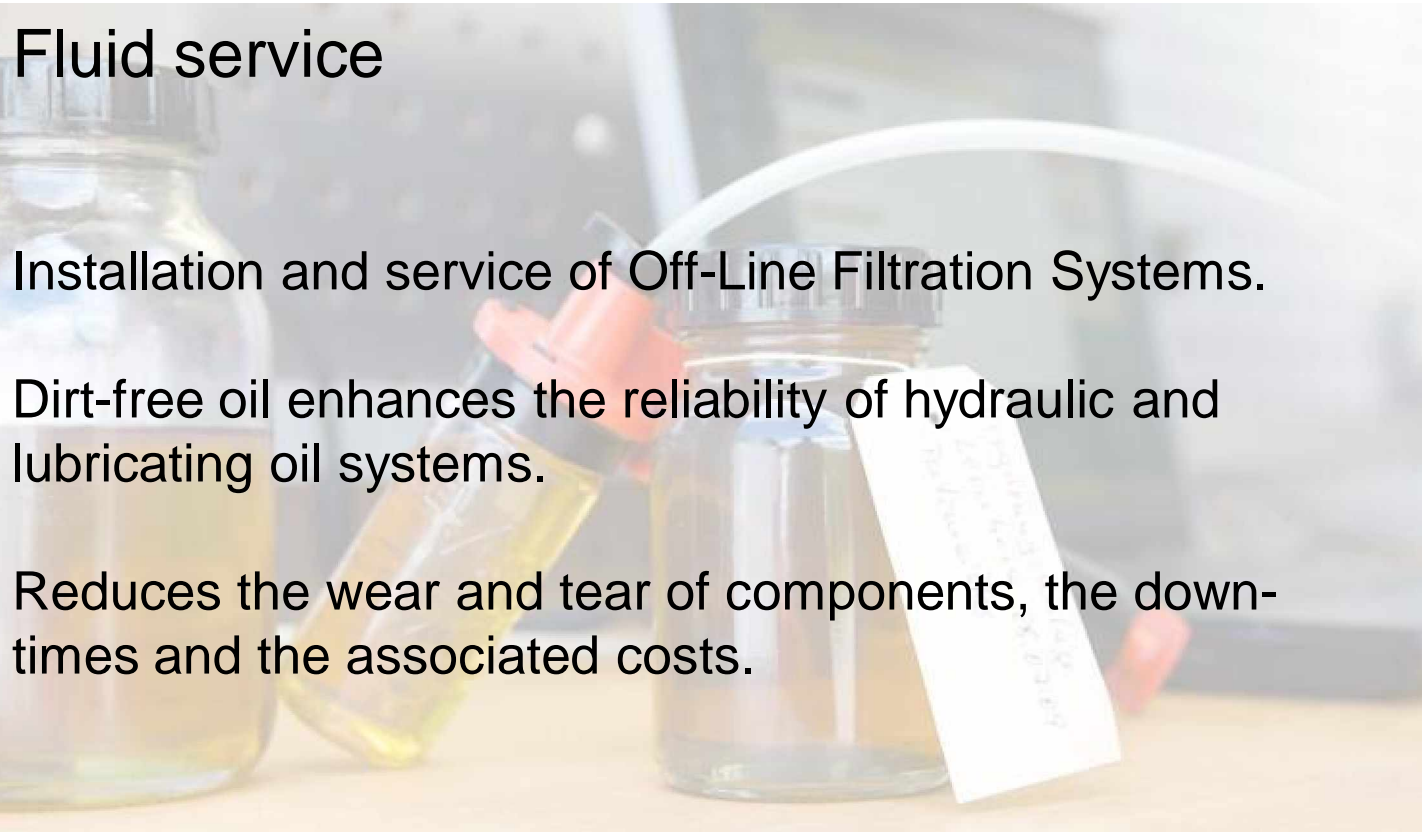
Solutions

Fluid service

Installation and service of Off-Line Filtration Systems.

Dirt-free oil enhances the reliability of hydraulic and lubricating oil systems.

Reduces the wear and tear of components, the down-times and the associated costs.



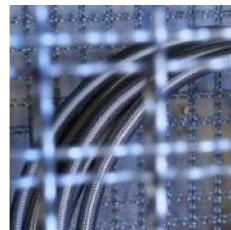
Solutions

Reinigung

Fett- und silikonfrei: Schnelle
Spezialreinigung.



Weitere
Informa-
tionen



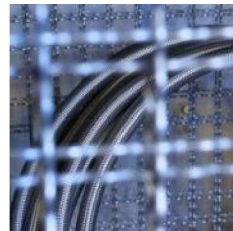
Solutions

Cleaning

Specialist cleaning technology:
grease- and silicone free, swift
and reliable.



More
information



Solutions

Reinigung

Kohlenwasserstoff-Reinigung.

Entfernt zuverlässig alle lackbenetzungsstörenden Substanzen (Silikon, Öle, Fette, Oxyde, Laugen).

Entspricht den Liefervoraussetzung der Automobil-, Luftfahrt- oder Chemie-Industrie.

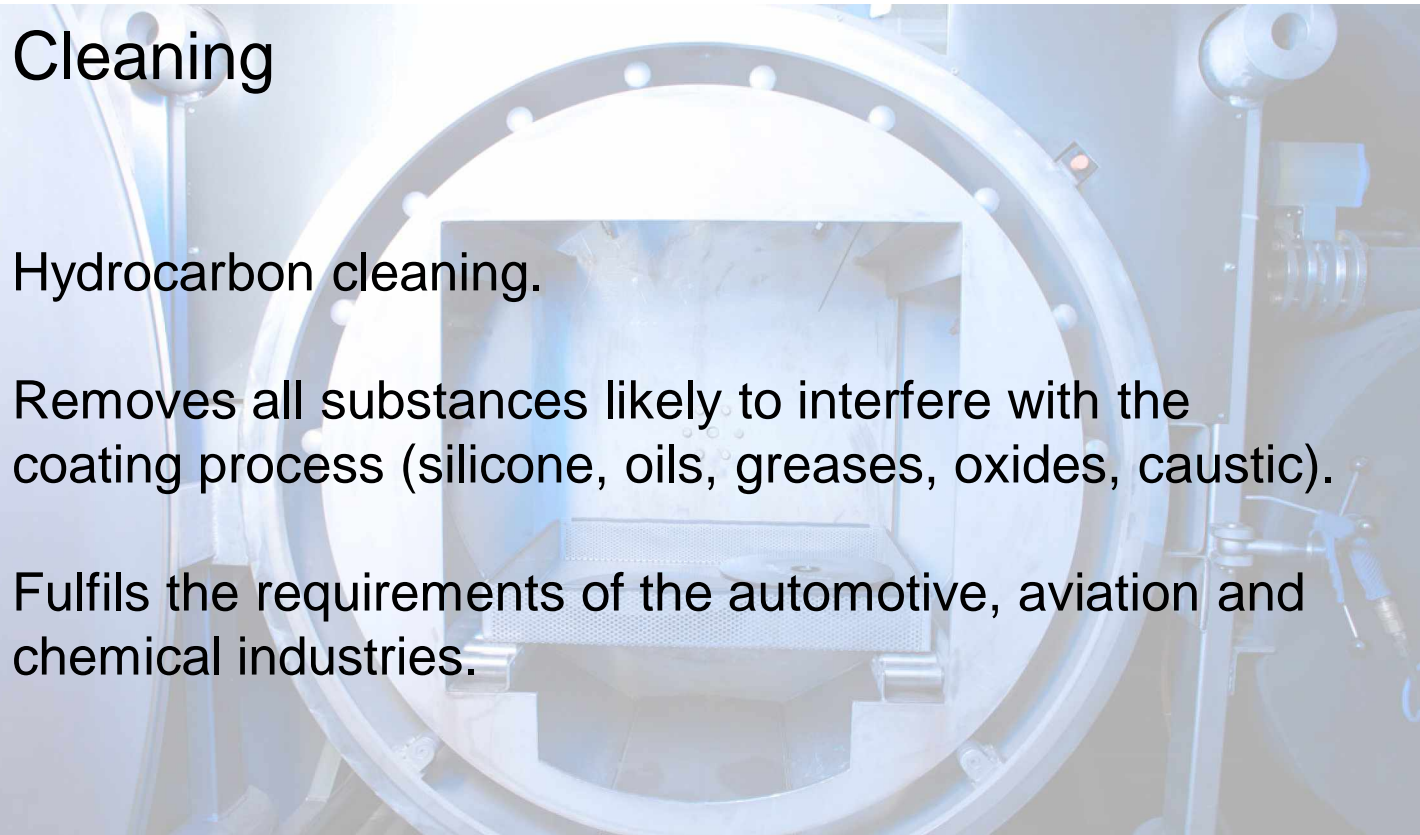
Solutions

Cleaning

Hydrocarbon cleaning.

Removes all substances likely to interfere with the coating process (silicone, oils, greases, oxides, caustic).

Fulfils the requirements of the automotive, aviation and chemical industries.

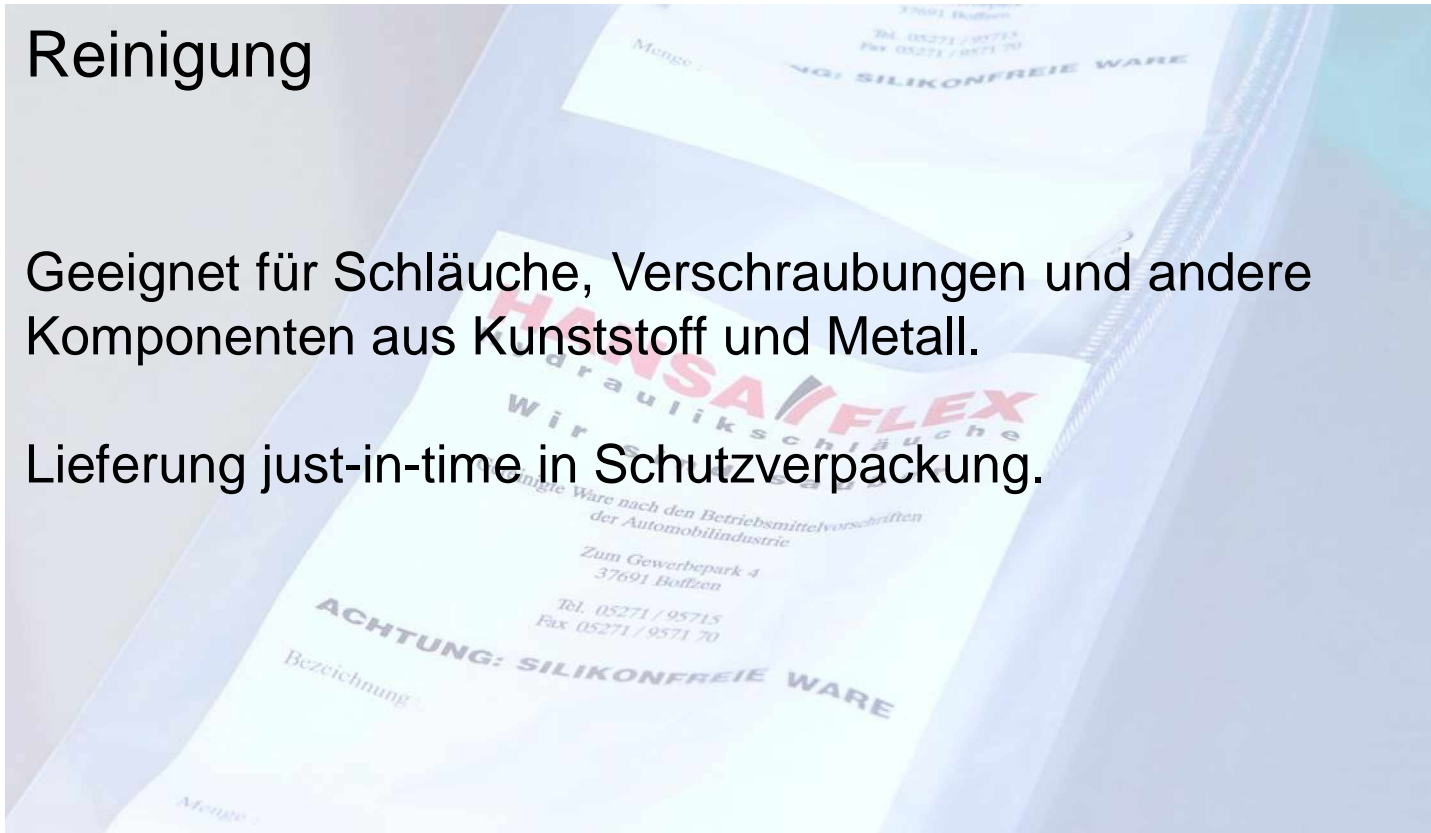


Solutions

Reinigung

Geeignet für Schläuche, Verschraubungen und andere Komponenten aus Kunststoff und Metall.

Lieferung just-in-time in Schutzverpackung.

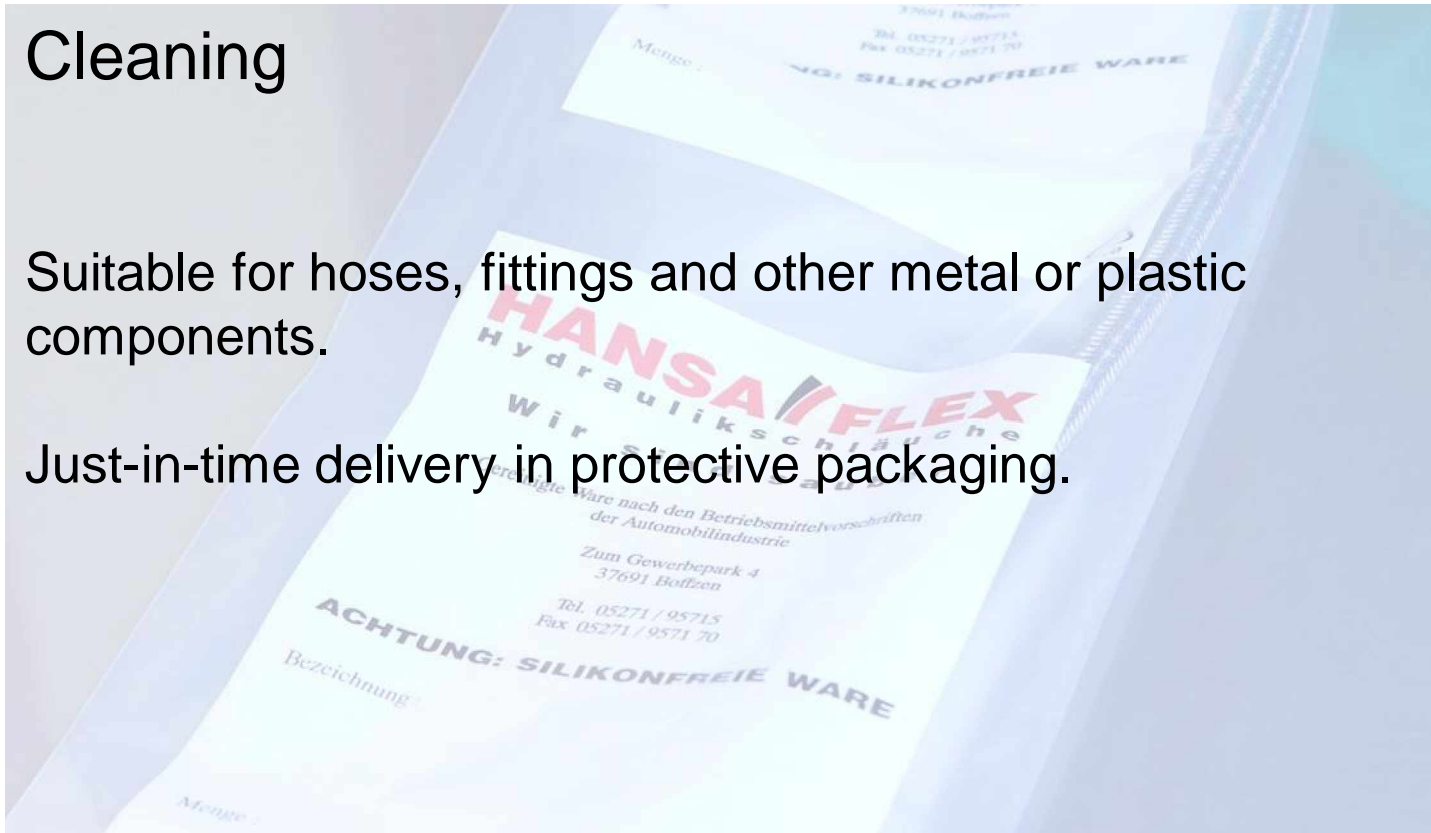


Solutions

Cleaning

Suitable for hoses, fittings and other metal or plastic components.

Just-in-time delivery in protective packaging.



Solutions

Kooperation mit der IHA

Seminare zur Fluidtechnik: In der Internationale Hydraulik Akademie, den HANSA-FLEX Schulungszentren oder vor Ort bei Kunden.



Solutions

Cooperation with the IHA

Training seminars on fluid technology: At the IHA, at all further HANSA-FLEX training centers or on-site.



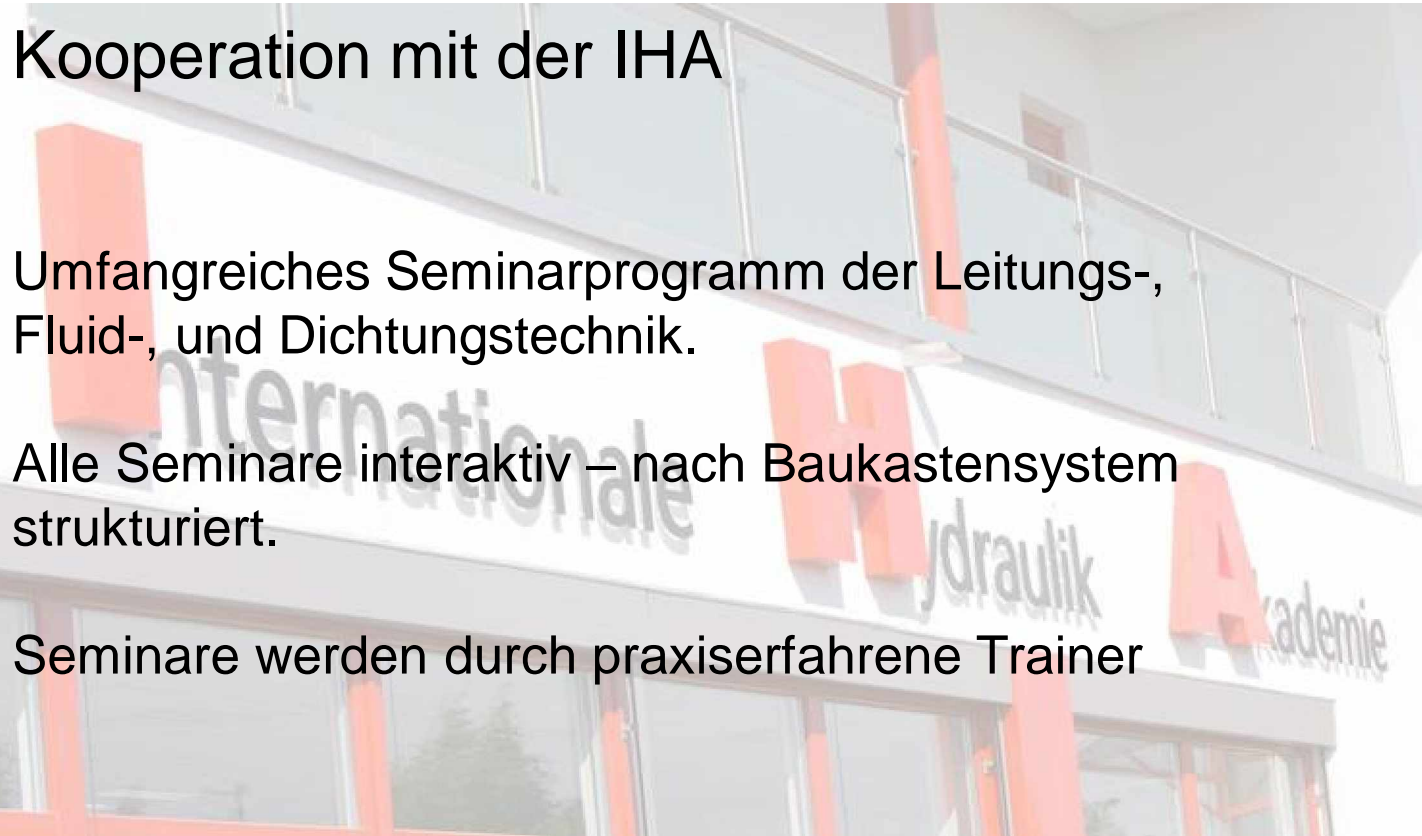
Solutions

Kooperation mit der IHA

Umfangreiches Seminarprogramm der Leitungs-, Fluid-, und Dichtungstechnik.

Alle Seminare interaktiv – nach Baukastensystem strukturiert.

Seminare werden durch praxiserfahrene Trainer



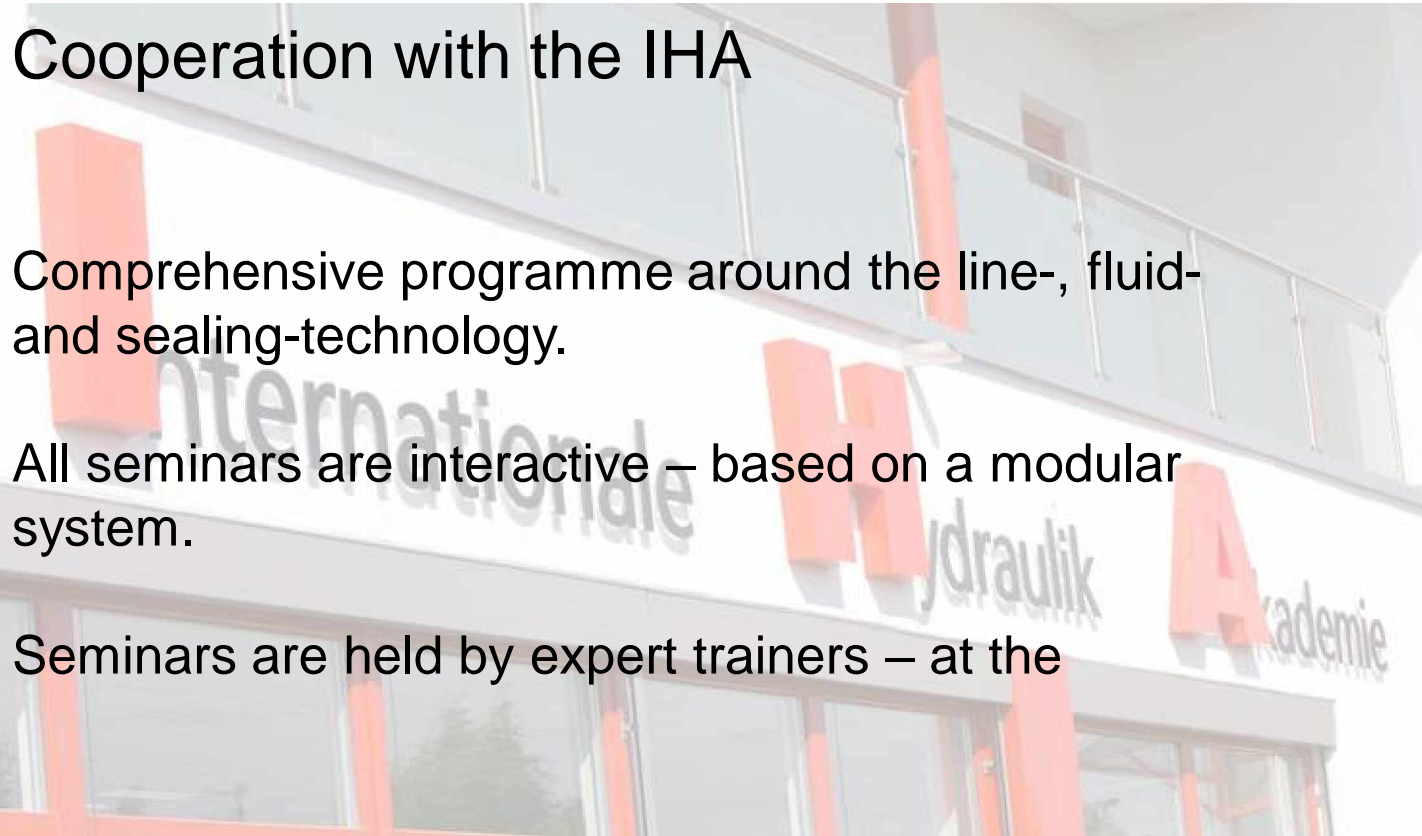
Solutions

Cooperation with the IHA

Comprehensive programme around the line-, fluid- and sealing-technology.

All seminars are interactive – based on a modular system.

Seminars are held by expert trainers – at the



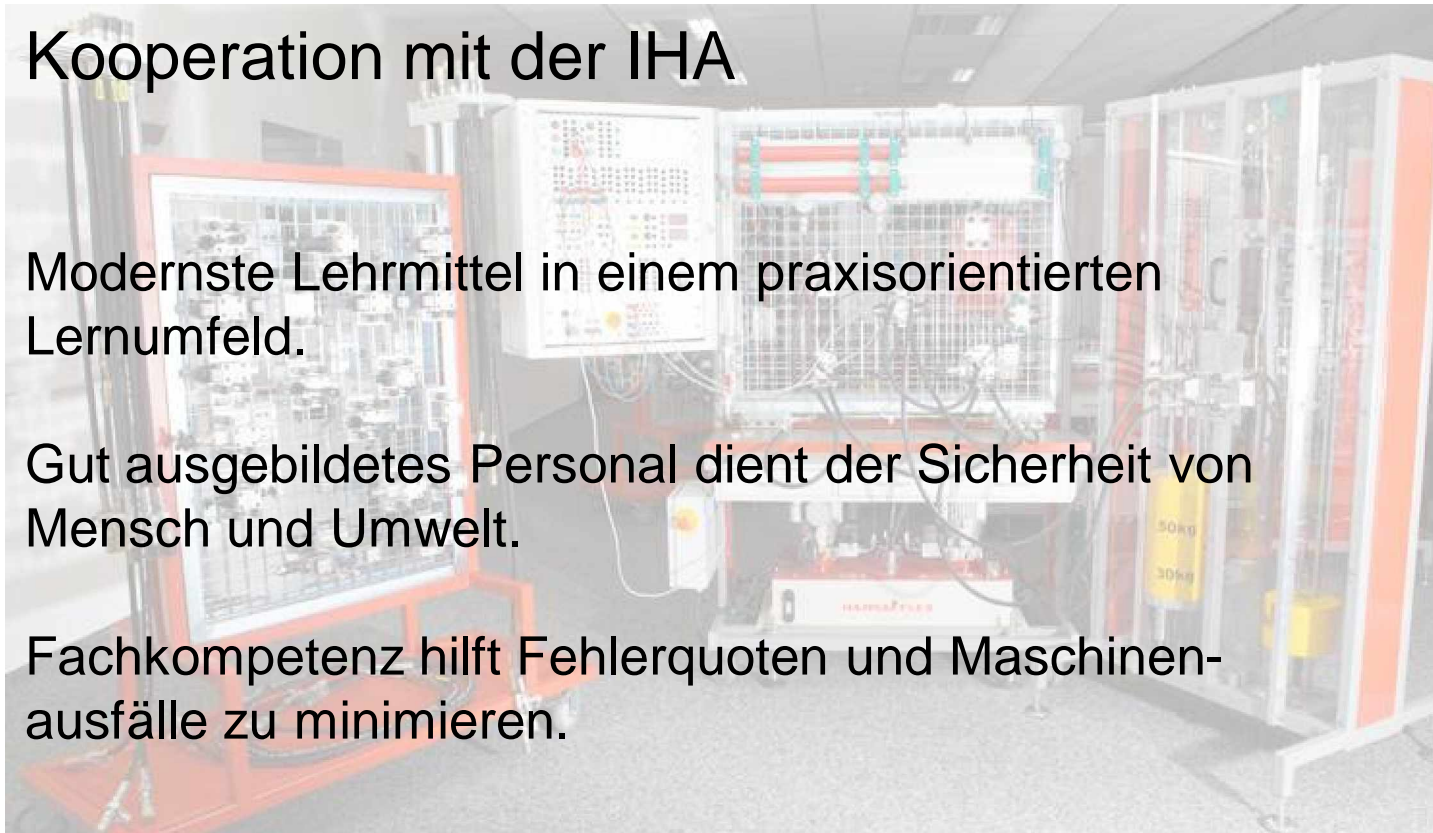
Solutions

Kooperation mit der IHA

Modernste Lehrmittel in einem praxisorientierten Lernumfeld.

Gut ausgebildetes Personal dient der Sicherheit von Mensch und Umwelt.

Fachkompetenz hilft Fehlerquoten und Maschinen-
ausfälle zu minimieren.



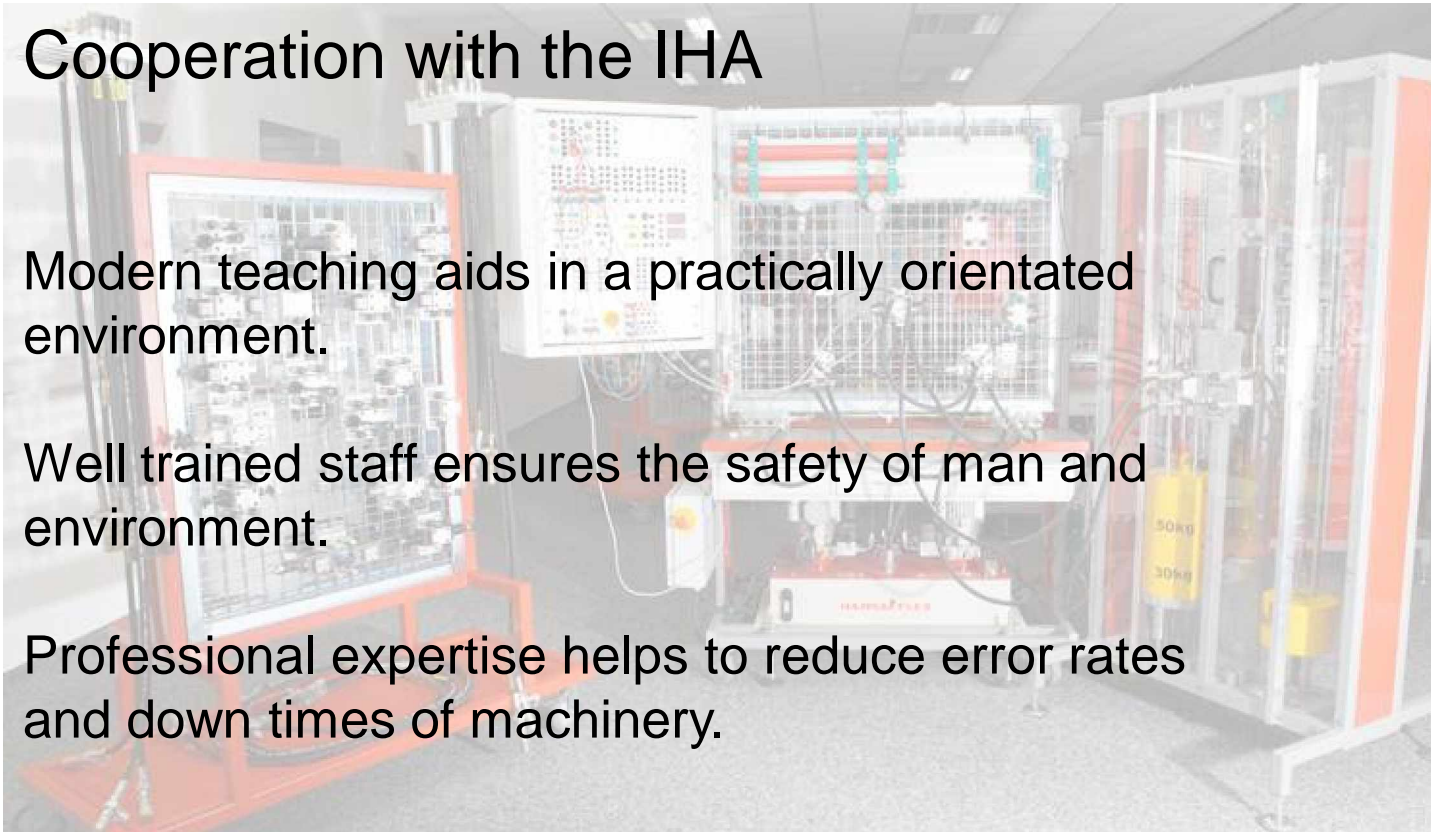
Solutions

Cooperation with the IHA

Modern teaching aids in a practically orientated environment.

Well trained staff ensures the safety of man and environment.

Professional expertise helps to reduce error rates and down times of machinery.



Produkte



Hydraulikschläuche



Industrieschläuche



Formschläuche



Metall- & PTFE-Schläuche



Klima-Schlauchleitungen



Hydraulikrohre



Verbindungstechnik



Bälge & Kompensatoren



Rohrschellen



Hydraulikzylinder & -reparatur



Dichtungen



Hydraulikkomponenten & Aggregatebau

[zurück zur Übersicht](#)



Products



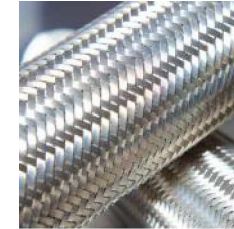
Hydraulic hoses



Industrial hoses



Moulded hoses



Metal- & PTFE hoses



Air Conditioning Hose Line



Hydraulic pipes



Hose & pipe fittings



Bellows & expansion joints



Clamps



Hydraulic cylinders & repair



Seals



Hydraulic components & unit construction

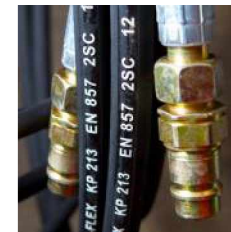
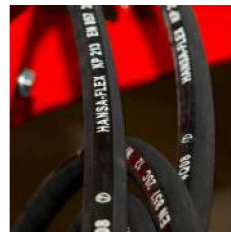
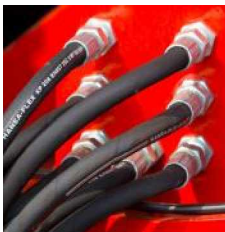
[Back to overview](#)



Produkte

Hydraulikschläuche

Schlauchleitungen in allen Nennweiten und für jedes Einsatzgebiet.



Products

Hydraulic hoses

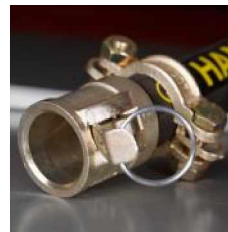
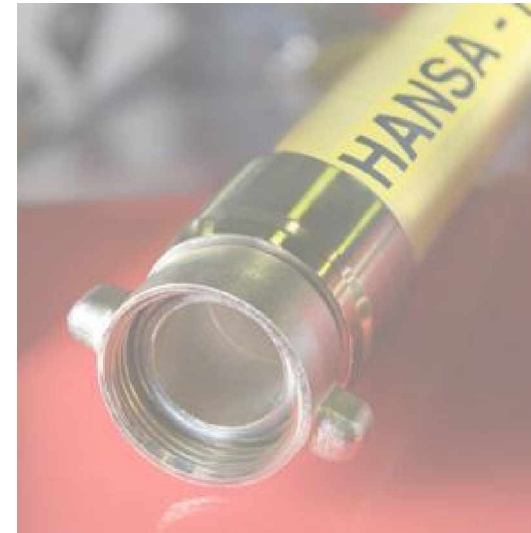
Hoses in all nominal widths and for any application.



Produkte

Industrieschläuche

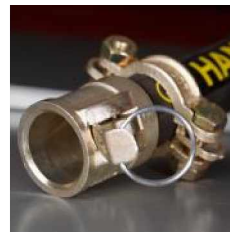
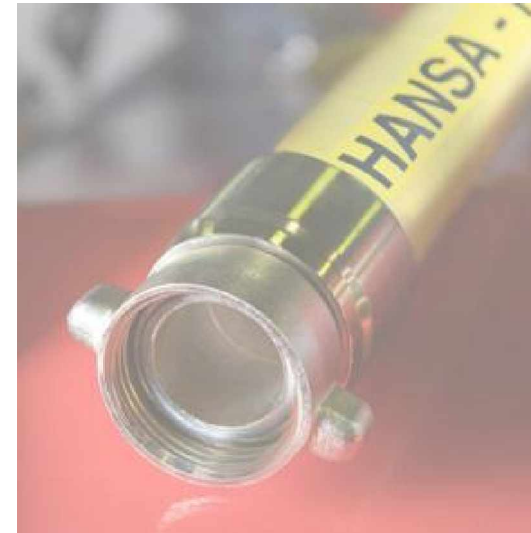
Resistent. Auch unter extremen Bedingungen.



Products

Industrial hoses

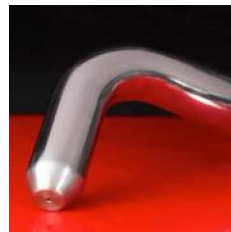
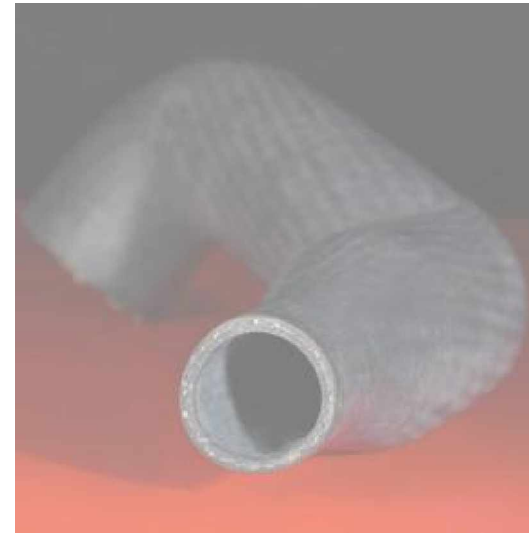
Resistance – even under extreme conditions.



Produkte

Formschläuche

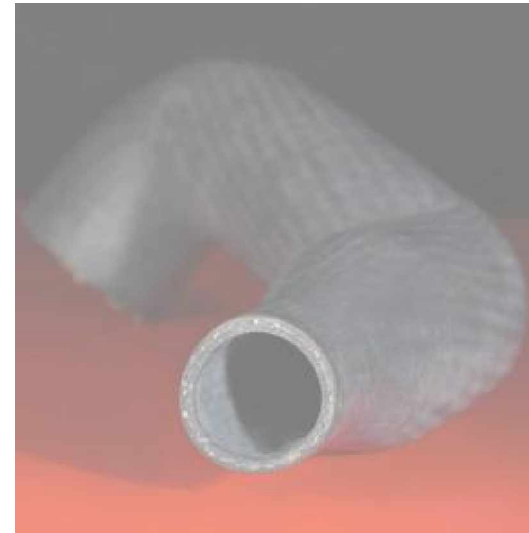
Individuelle Lösungen für alle Geometrien.



Products

Moulded hoses

Customised solutions for all geometries.



Produkte

Metall- & PTFE-Schläuche

Spezial-Schlauchleitungen für feste, flüssige und gasförmige Medien.



Products

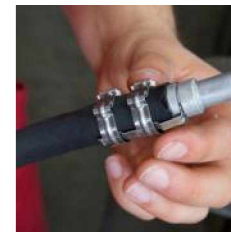
Metal & PTFE hoses

Special hoses for solids, liquids and gaseous media.



Klima-Schlauchleitungen

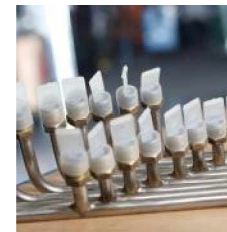
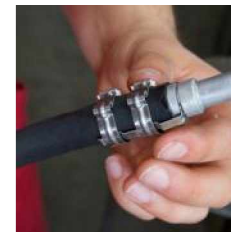
Je nach Einsatzgebiet
mit Klemmverbindung,
geschraubt, gepresst, als
Ersatzteil oder in Serienfertigung.



Products

Air Conditioning Hose Line

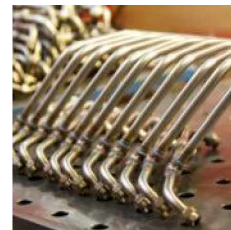
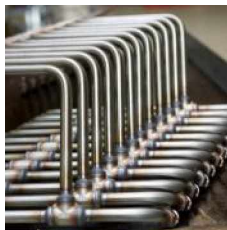
Depending on application with clip-, screw, or crimped fittings, as spare parts or in series production.



Produkte

Hydraulikrohre

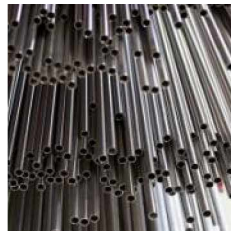
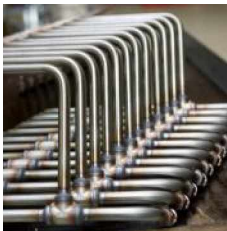
Präzisionsrohre nach DIN 2391,
lieferbar in allen Variationen.



Products

Hydraulic pipes

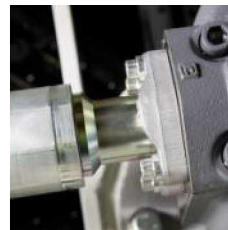
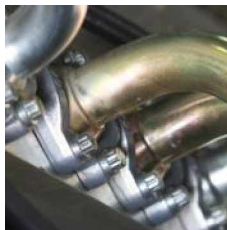
Precision pipes to DIN 2391,
available in any variation.



Produkte

Verbindungstechnik

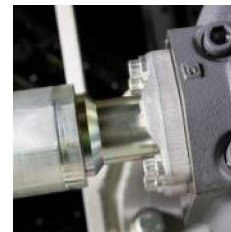
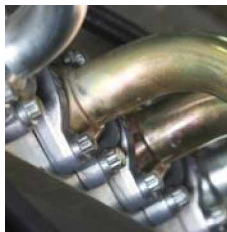
Armaturen, Adapter, Flansche, Verschraubungen, Kupplungen in zahlreichen Ausführungen oder als Sonderanfertigung.



Products

Hose & pipe fittings

Any conceivable fitting, available in many variations, off-the-shelf or as custom-made order.



Bälge & Kompensatoren

Immer die perfekte Anpassung:
universell einsetzbar für die
anspruchsvollsten
Anwendungen.



Products

Bellows & expansion joints

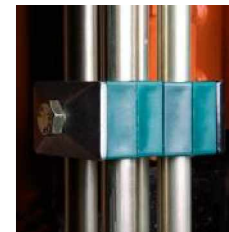
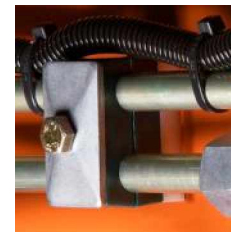
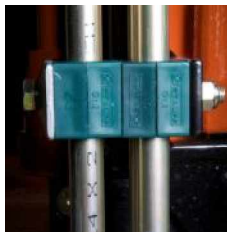
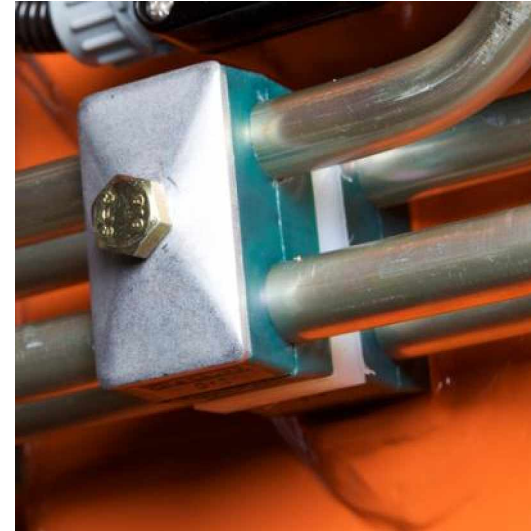
Supplied in any material or shape, compensating expansions even under the most demanding conditions.



Produkte

Rohrschellen

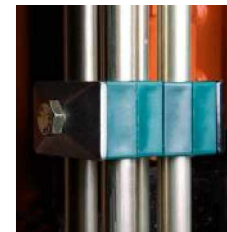
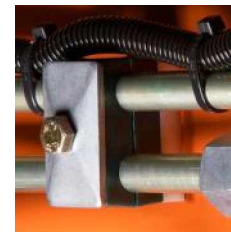
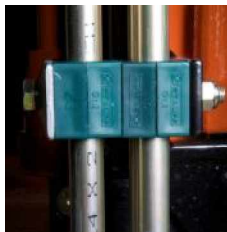
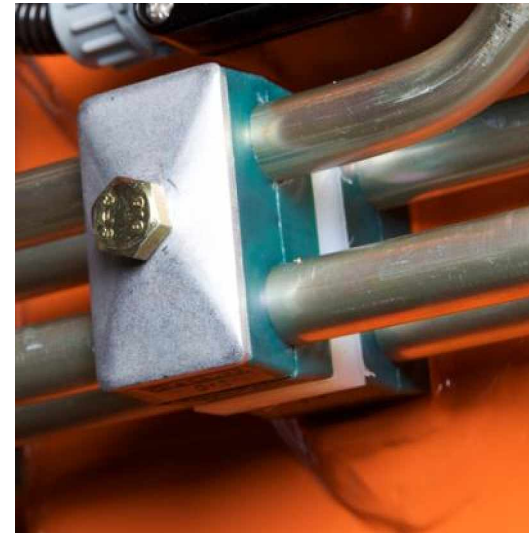
Breites Produktspektrum. Von Polypropylen bis Aluminium, von Rohr- bis Schlauchinstallationen.



Products

Clamps

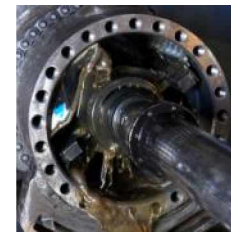
Wide product range in stock.
From polypropylene to aluminium,
from pipe to hose installations.



Produkte

Hydraulikzylinder & -reparatur

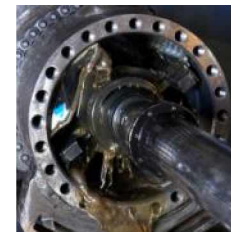
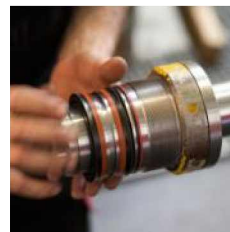
Alle Zylindertypen. Schnell wieder funktionstüchtig. Ob Neuinvestition oder Reparatur.



Products

Hydraulic cylinders & repair

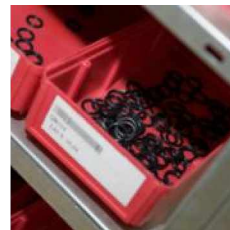
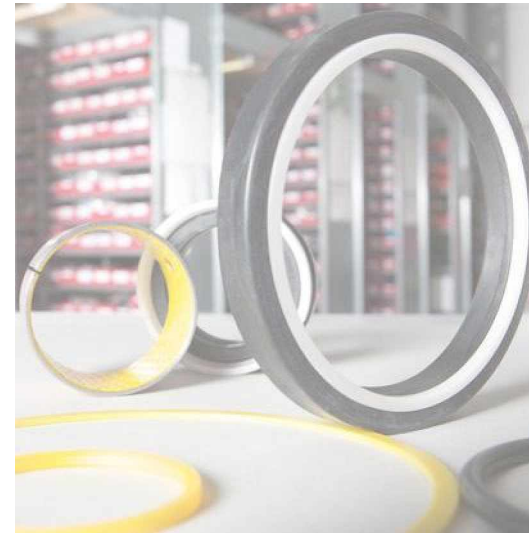
All types of cylinders, fully operational in no time, whether through outright purchase or a professional revamp



Produkte

Dichtungen

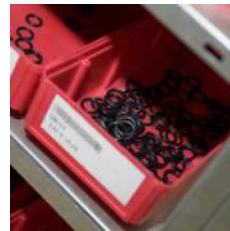
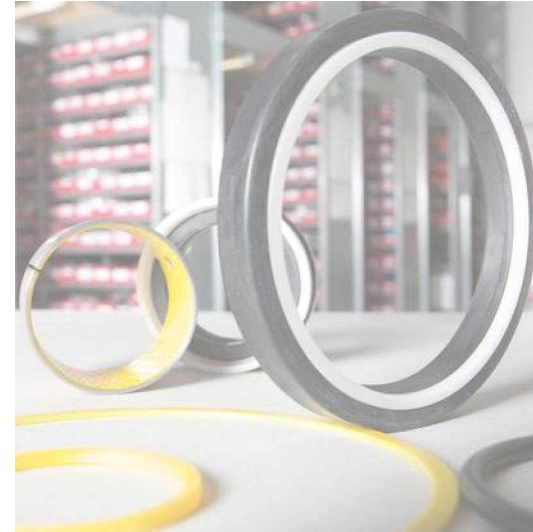
Mehr als 8.000 verschiedene Dichtungssysteme am Lager, Sonderanfertigungen kurzfristig verfügbar.



Products

Seals

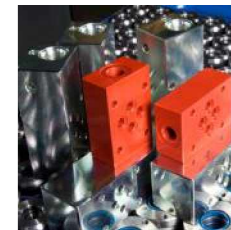
More than 8,000 types of seals available, either off-the-shelf or as custom made fabrications.



Produkte

Hydraulikkomponenten & Aggregatebau

Hydraulische Kompetenz verfügbar machen. Mit mehr als 4.500 verschiedenen Hydraulikkomponenten. Schnell und flexibel.



Products

Hydraulic components & unit construction

More than 4,500 different components on hand, swiftly and reliable, whether individually or as a complete unit.

