

Let's make  
industry  
work better

**MAAGTECHNIC**  
an **ERIKS** company



# Intelligent solutions for today and tomorrow

**"Vision, technology and innovation will strengthen us for a successful future".**

At Maagtechnic, we are dedicated to finding the optimal solution for your specific needs. As a **multi-product specialist**, we can supply components for your plants, products or services. And as a developer and manufacturer with many years of engineering experience, we are ideally equipped to develop a custom solution in consultation with you.

Based on our experience in the **development and implementation** of entire value chains, we also see it as our job to scrutinise the total cost of ownership (TCO). There are often considerable savings to be made in this area. Our proven experts will be happy to help you reduce costs in all product areas.

Our focus is on production security, material availability and quality assurance. As a result of our **merger with** the Dutch company **ERIKS**, the opportunities to achieve global benefits in procurement and production have massively improved. Almost three years ago, I took charge of operations at Maagtechnic as CEO. Thanks to my experience in the industry, I understand your requirements from a **customer's perspective**.

I am pleased to present this brochure on behalf of the whole company. Your dedicated contact person will be happy to assist you. But I would be delighted to receive your questions or concerns directly.

Kind regards

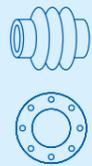
**Jens Westh** | Managing director



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# Talk to us about anything



## Elastomer and sealing technology

O-rings, profiles, pneumatic seals, highly complex moulded parts and rapid prototyping.  
Read more on **page 6**



## Plastics technology

Thermoplastics, thermosets, flexible insulation materials — in tailor-made blanks or machining with CNC machines.  
Read more on **page 8**



## Flow technology

Industrial pipelines, hoses, and valves, pumps and lubrication systems.  
Read more on **page 10**



## Power transmission

Toothed belts, V-belts or other drive belts, roller bearings, transmissions, motors, pneumatics, frequency converters, gas springs and central lubrication systems.  
Read more on **page 14**



## Lubrication technology

Oils, greases, pastes: efficient lubrication for reduced wear and maintenance costs.  
Read more on **page 18**



## Occupational safety and equipment

Hand protection, helmets, safety shoes, respiratory and hearing protection, etc. Safety is paramount.  
Read more on **page 22**



## Let's make industry work better



## Co-engineering

Together we will develop the best solution for your application. Our experts have many years of experience in a wide range of industries.



## Supply chain solutions

Our experts will analyse your procurement processes and evaluate the potential cost savings.  
Read more on **page 24**



## Services

We complement our product portfolio with additional services such as blanks, assembly, an O-ring calculator and condition monitoring.



## E-business solutions

Our E-business solutions will optimise your goods procurement process. We offer scanner solutions, Open Catalog Interface (OCI) connections, Electronic Data Interchange (EDI) connections and more.  
Read more on **page 26**



## Quality control

We can test your products in a range of testing facilities — either to your specifications or as a full or random sample. Whether it's pressure testing or dimensional stability checks you require, we have the equipment.



## Cleanroom

The state-of-the-art cleanroom is used to prepare products specifically for the food, chemical or pharmaceutical industry, as well as to produce products.

# Development and production Elastomer and sealing technology

Elastomer and sealing technology is our passion. With our many years of experience and our technical expertise, we will support you from the idea right up to the finished product.



## Certified for specific applications

We produce customised, made-to-measure seals and moulded parts, whether from standard or special materials. This way, we can ensure that the product is optimised to suit your needs. Our elastomer parts and seals are used in all sectors of Swiss industry. From food, chemicals and the pharmaceutical industry to mechanical engineering and the construction industry — renowned partners rely on our strengths. Do you need specific conformities or certifications? Many of our standard materials have a range of approvals and if they don't, we can develop specific materials according to your needs. Get in touch with us.

As we operate our own production facilities in Switzerland, we are flexible when it comes to prototypes and spare parts production.

### Our products

- Moulded products
- Elastomer profiles
- Static and dynamic sealing elements
- Pneumatic seals
- Sheets
- Elastomer-metal and elastomer-elastomer compounds
- Noise reduction and vibration elements
- Sleeves and bellows
- Flange gaskets

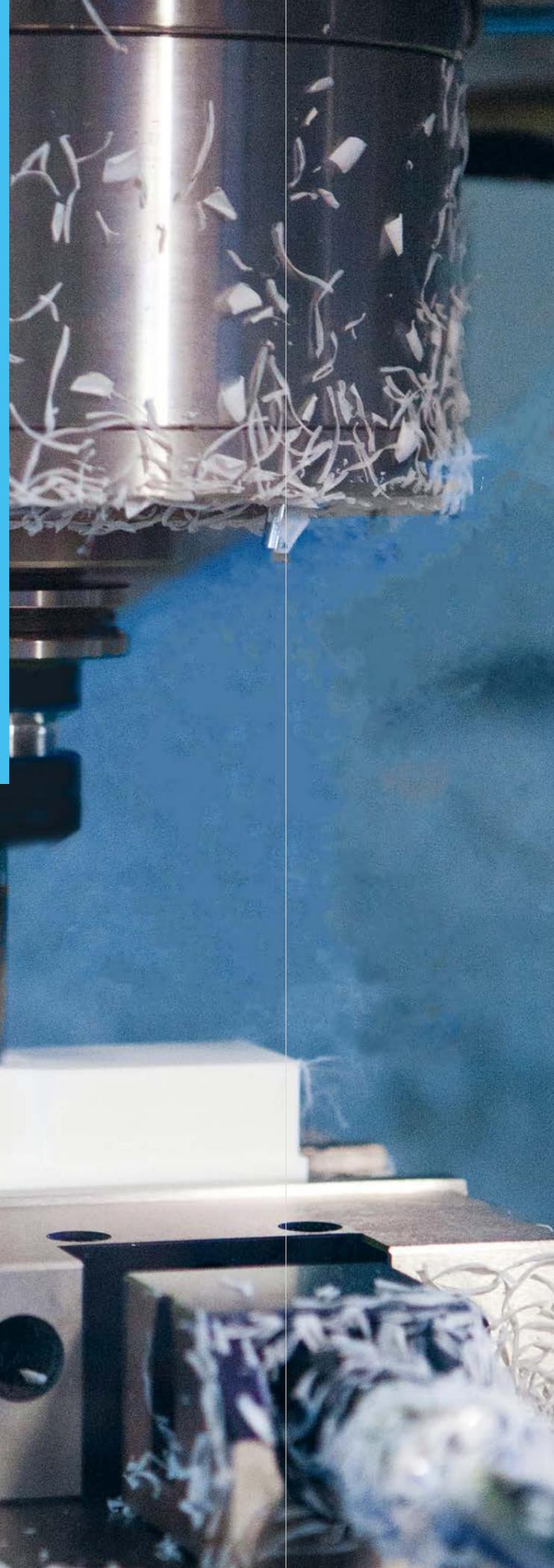
### Our services

- Co-engineering
- Mixture development
- Prototype production
- 3D printing
- Material analysis
- Certifications
- Flange calculations
- Reverse engineering



# Pioneers in plastics technology

We have a detailed understanding of materials, approvals and applications in a wide range of industries. This allows us to work with you to develop tailor-made solutions and to offer a wide range of semi-finished products via the E-Shop.



## Plastic — with approvals

Consulting, co-engineering, prototyping, approvals (food conformities, fire approvals, etc.) and manufacturing require skilled and dedicated specialists. They need the ability to adapt to changes in the market and respond to complex customer requirements. And they need to know what's new in the plastics market.

### Teamwork

You need a partner who understands your ideas and your requirements and who has specialised in the development of complex plastic solutions for many decades. But you also need a reliable supplier who can offer standard products quickly and in high quality. Our experts are behind all these services. They make the difference, so that plastic components with approvals meet the increasingly stringent safety requirements.

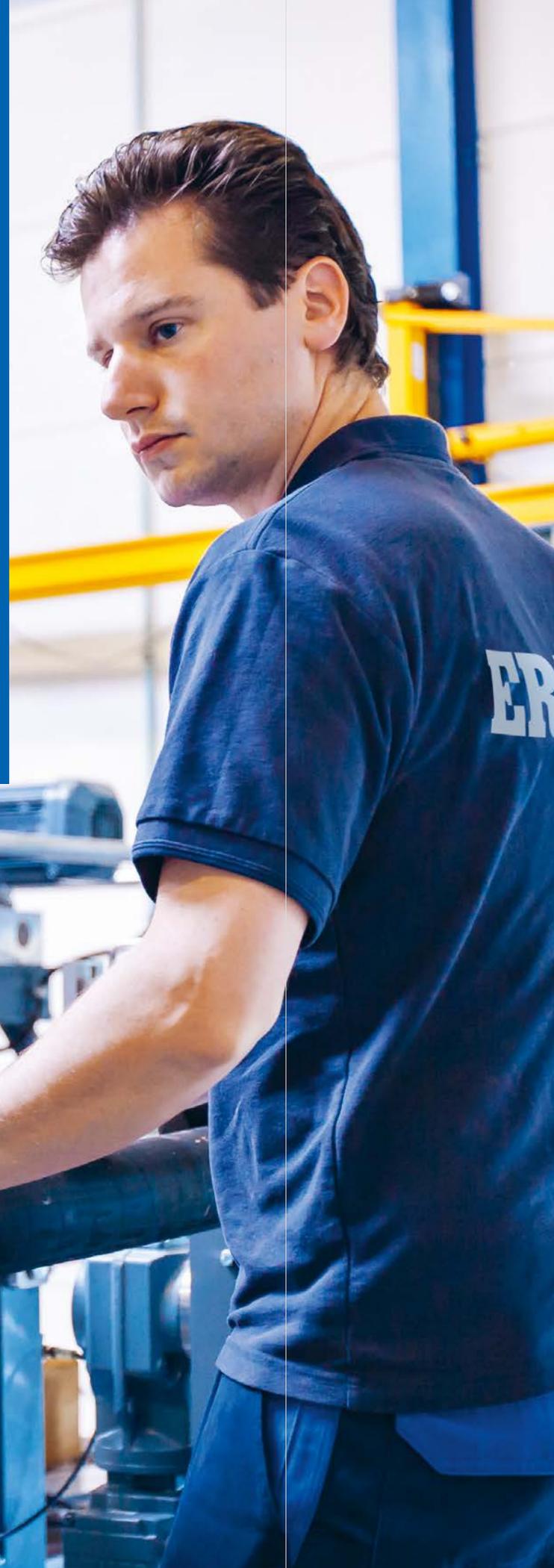
### Our comprehensive range of products

- Standard plastics
- Technical plastics
- High-performance plastics, fluor plastics
- Thermosets
- Composites
- Flexible insulation materials
- 3D scanning and 3D printing



# Industrial hoses and fittings for fluid processes

From a simple hose right up to a complex unit, we can supply everything you need. The experience and expertise of our specialists support our product range.



## Maintaining an overview

Fluid technology is about conveying gases and liquids or using them as a source of energy. The components are usually integrated in complex, expensive systems, in which it is crucial that all the parts function reliably. We will support you by completing the assembly, testing and certification of your complete hose line.

### Process safety is the top priority

Hose lines and their components are subject to very strict requirements when it comes to safety and resistance. We can provide you with the best possible solutions through our own brands Goodall, Flexion and Econ. We also operate global A-brands such as Gates, Parker, Contitech, Semperit and Tygon.

### Hose management system — increase productivity and reduce costs

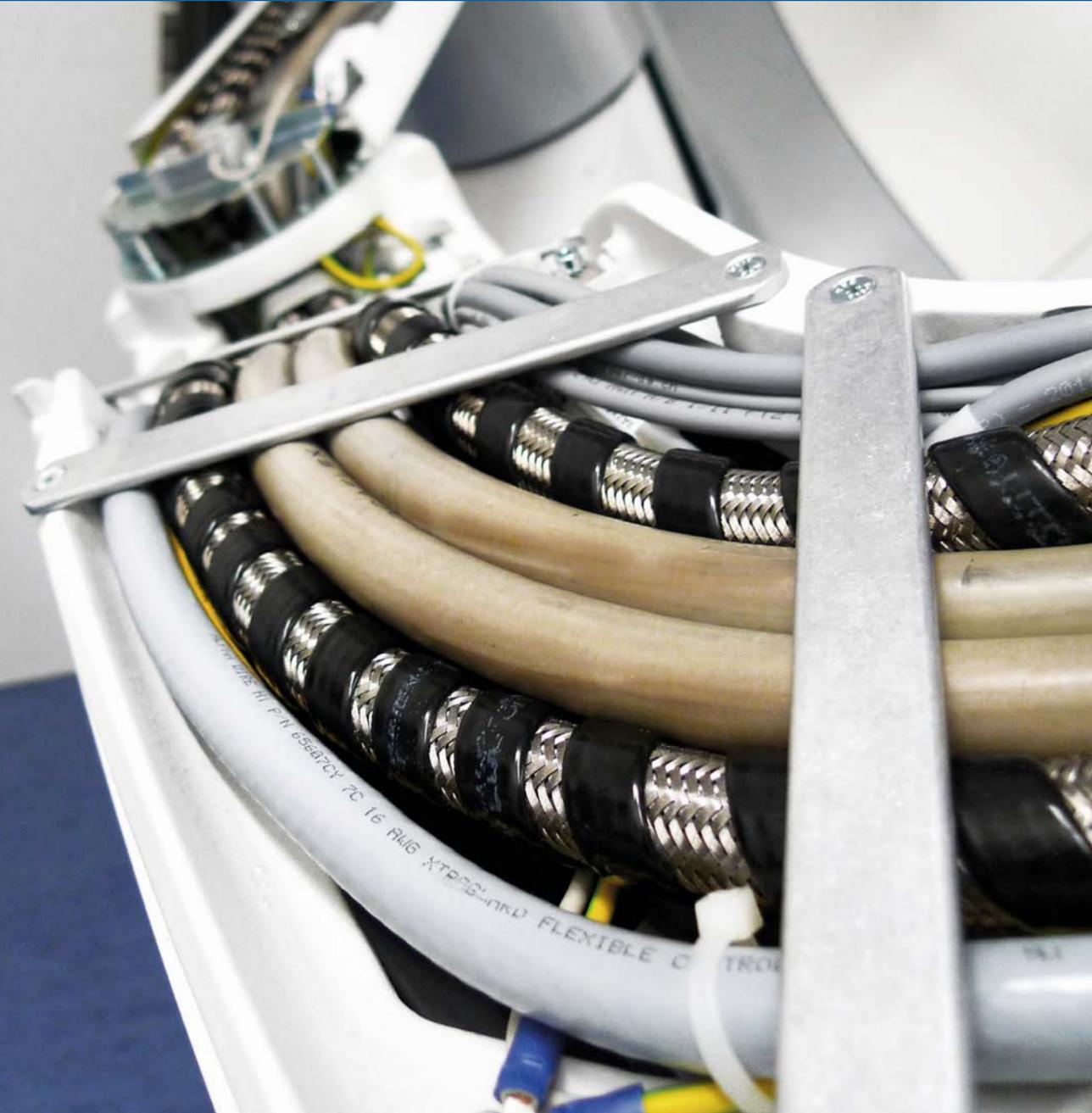
Co-ordinating your technology, procurement and warehousing processes is worth it. That's why we provide you with hose lines as a logistics solution to increase your productivity and reduce total cost of ownership. With the hose management system, we will take care of standardisation and maintenance of master data as well as logistics processing.

You will benefit from:

- Reliability in the choice of materials
- Easy ordering processes and reduced processing costs
- Flexible manufacturing and rapid delivery
- Data security and transparency
- Reduced logistics and storage costs
- Data for predictive maintenance
- Metal hoses
- Hydraulic line elements
- Valve technology



# PTFE hoses for cancer treatment devices



## Client

High-tech company **Varian Medical Systems Imaging Laboratory GmbH**, based in Dättwil, develops software and hardware solutions for use in cancer treatment. The devices are equipped with the latest technology and are used for radiation therapy in hospitals worldwide.

## Background

Hoses are installed in the devices to convey **heat transfer oil**. The hose lines are exposed to a **strong bending radius** that the hoses used up to now cannot withstand, causing them to become kinked. This led to increased repair costs for Varian and complaints from their customers.

## Task

Varian therefore looked for alternative hose lines that can tolerate a **bending radius of less than 70 millimetres** and are resistant to X-rays. Maagtechnic was contacted and asked to develop an appropriate solution.

## Solution

Maagtechnic supplied Varian with three hose lines. One of them was a PTFE hose that is specifically designed for this area of application. Varian conducted various tests with this hose over a period of six months. The hose line impressed with its **extremely tight bending radius** and **good resistance to X-rays**.

Two hoses are installed in each device with a black, spiral-shaped case (image on left). Before delivery, each hose line is subjected to **pressure and leak testing** at Maagtechnic in Dübendorf and is given a test certificate. In addition, a serial batch number is applied to the individual hoses so that they can be traced back at any time.

## Success

- **No kinked hose lines**, resulting in significantly reduced repair costs
- **Fewer complaints** and more satisfied Varian customers



## Customer

Varian Medical Systems  
Imaging Laboratory GmbH

## Product group

PTFE hoses

## Application

Cancer treatment devices

## Benefits

- Reduced repair costs
- Longer service life
- Traceability of the hose lines

# Drive technology: full throttle

In the field of power transmission, high loads and different ambient conditions such as temperature, contamination or continuous load changes are normal and require increased attention. This is why we work with well-known manufacturers such as Festo, SKF, Gates, Stabilus, Megadyne and others.



## Customised and legally compliant

Our experts offer a wide selection of parts, components and complete systems designed to meet your specific requirements. We also take into account the legal standards and the latest energy efficiency guidelines so that we can offer a significant cost reduction and a major competitive advantage.



## Pneumatics from Festo

As the official sales partner of Festo, we will help you to increase the productivity of your plants with suitable pneumatic components. They will make your daily work easier and are optimally co-ordinated, helping to lower your total cost of ownership. Our customer advisers will provide individual and direct support for your projects as well as on-site technical product advice.

## Central lubrication system as a complete system

We take a comprehensive approach and offer complete central lubrication systems for grease, liquid grease and oil. We also supply individual components for a specific application.

## Condition monitoring — reduce your costs with intelligent maintenance

We are a specialist in predictive maintenance and co-ordinated monitoring measures for your plants. We develop recommended actions to reduce the total cost of ownership, as well as ensure compliance with the legal requirements and increase operational reliability.

Whether it's continuous monitoring or specific condition monitoring, we offer tailor-made services. We would love to bring our service bus directly to your company.

Our **service bus** is already on its way.

Book now: [maagtechnic.ch/servicebus](http://maagtechnic.ch/servicebus)



# 30% cost savings through standardisation



## Client

Our customer is a well-known company that develops and manufactures tool grinding machines. The grinding machines are sold in different sizes for a wide range of industries around the world.

## Background

Until now, lubrication units with different mains voltages have been used for lubrication, such as 115 V 50/60 Hz and 230 V 50/60 Hz. The power and data lines were configured according to the particular circumstances. The units used before the change had internal terminal strips with screw fittings for the signal cables.

## Task

The customer wanted **the lubrication units to be standardised in terms of their power supply**. It also wanted to achieve greater efficiency with electrification in assembly.

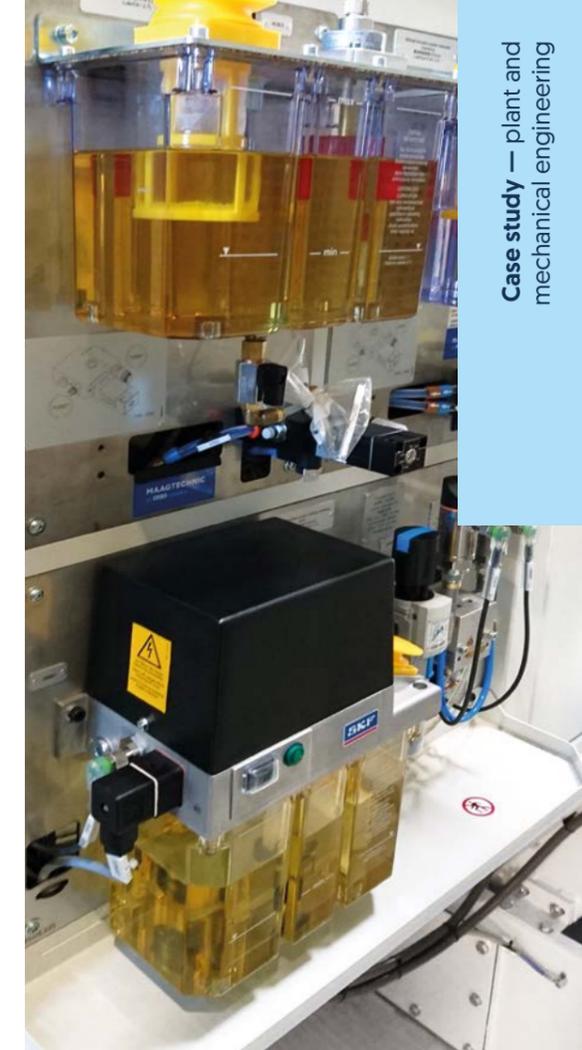
## Solution

As a replacement for the existing lubrication unit, an identical 24-V DC unit was selected that is controlled directly via the **PLC interface** of the grinding machine. This avoids **costly requirements such as UL/CSA**.

In addition, instead of the previous cable gland, a 4-pin circular connector with M12x1 thread was mounted and wired to the unit-side components, such as the float switch and pressure switch. This eliminates **the wiring costs for the customer**.

## Success

Through the standardisation of the units and the elimination of electrical assembly, it was possible to save around CHF 250 per unit. At an annual demand of **100 units, this provides a saving of CHF 25,000**.



## Customer

Manufacturer of tool grinding machines

## Product group

Central lubrication pumps

## Application

Plant and mechanical engineering

## Benefits

- Shorter installation times and one standard for different power supplies
- Smaller number of products reduces storage requirements

# All about lubricants

Efficient lubrication with high quality lubricants extends the service life of components and reduces the total cost of ownership.

## Only the best lubricants

Our product range has been developed to supply you with all the lubricants, greases and services that ensure a smooth and optimal working process. We use leading, high-quality brands such as Shell, Quaker Houghton, Bechem, OKS and Glattol. If you want to know when and where to use each lubricant, it is best to contact our experts. Maagtechnic is also your expert partner for supporting services and lubricants for all branches of industry.

### An insight into our product range

- Motor oils
- Environmentally friendly hydraulic oils
- High-quality transmission oils and automatic transmission fluids
- Grease and brake fluids
- Cooling lubricants
- Turbine and insulating oils
- Pharmaceutical and technical white oils
- Lubricants for the food industry
- Chain lubricants
- Lubricants for use in aviation
- Lubricant accessories



## Our lubricant services

You have the option to combine the outstanding quality of the products with a wide range of tailor-made services. This combination allows you to tap into the full potential of your company, so that you can concentrate fully on your core business at all times.

### LubePlanner

The online lubrication planning tool for an overview of all lubrication points.

### LubeAnalyst

Our service for oil condition monitoring in your plants and machinery.

### TankDirect

Efficient lubricant management with direct filling of your tank.

### LubeControl

Sensor-controlled tank monitoring including automatic ordering of the required products.

### LubeCoach

Individual lubricant training to assist your employees in their work.

### LubeMatch

With the online lubricant search engine, you will always find the right oil for your vehicles: [lubematch.shell.com](http://lubematch.shell.com)

### LubeFlush

Filtration and oil flushing at your site.

### LubeReclaim

Our professional and efficient lubricant disposal service.

### LubeCare

Our solution for compact and simple micro-filtration for long-term purity of your hydraulic oil.



# Shell Turbo for a once-in-a-century project



## Client

In the Pennine Alps between Martigny and Chamonix, Nant de Drance SA is erecting an extraordinary pumped storage power station. **GE Renewable Energy** is one of the companies working on this once-in-a-century undertaking. GE is providing the variable-speed motor generators as well as the pump turbines.

## Background

The Nant de Drance site is enormous: 17 km of tunnels, around 1.7 million m<sup>3</sup> of mined-out rock and more than 400 employees at peak times. Work has continued on this powerful pumped storage power station for ten years. After its commissioning in 2021, the power station will generate 2.5 billion kWh of electricity every year. At 900 MW, this output is roughly equal to that of the Gösgen Nuclear Power Plant.

## Task

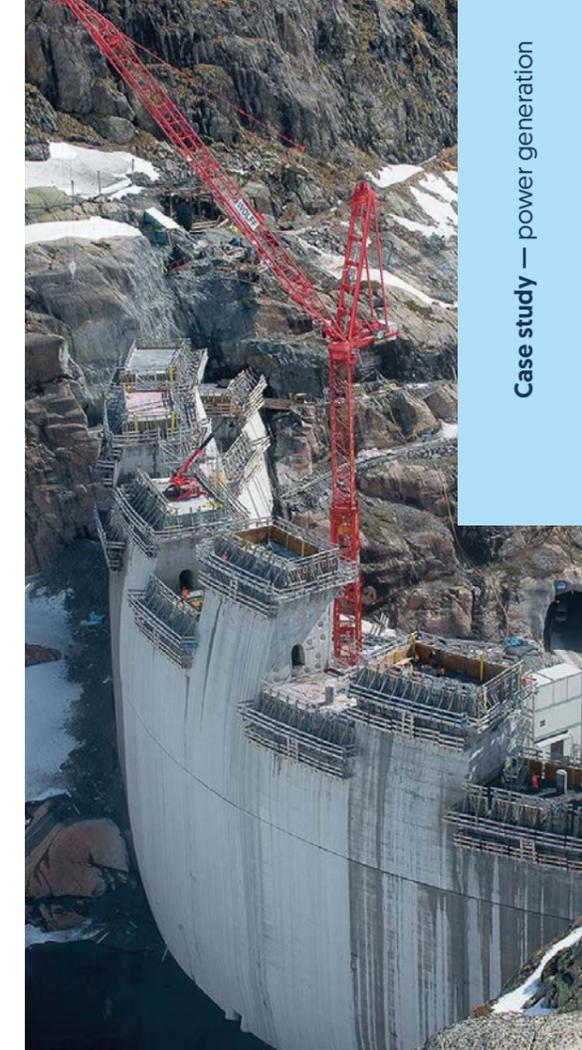
GE operates six Francis-type reversible pump turbines, each with an output of 150 MW. The machines can switch from full-load turbine operation to full-load pump operation within ten minutes. To ensure reliable operation of these pump turbines, GE was looking for the right lubricant and enquired with the specialists at Maagtechnic. **The six machines are filled with a total of 150,000 l of oil.**

## Solution

Maagtechnic was able to offer a latest-generation steam and water turbine oil for use in the pumped storage power station in the shape of **Shell Turbo T 46**. Thanks to its excellent **ageing stability**, application can be guaranteed over many years. In the GE pump turbines, both the turbine bearings as well as the hydraulic control units are filled with Shell Turbo T 46. Using it in different, separate bearing units **simplifies maintenance and avoids mix-ups.**

## Success

First bearing units and auxiliary units are filled with Shell Turbo T 46. This is an **important contribution** to the **installation and commissioning** of the power station.



## Customer

GE Renewable Energy

## Product group

Turbine oil

## Application

Power  
(power generation)

## Benefits

Shell Turbo as a reliable lubricant for high-performance turbines

# From head to toe: Occupational safety and equipment

Everything you need for the perfect working day: tools, adhesive tapes, wipes, storage boxes or protective clothing.



## What does PPE stand for?

In case you don't know, PPE stands for "personal protective equipment". But to ensure that personnel actually wear their PPE, it also needs to fit them properly. And in this area, we are the specialists. Our team of experts will provide you with advice and will be happy to visit your site in our PPE bus.

## Health and safety at work saves money

Personal protective equipment helps to prevent accidents or mitigate their consequences. Our experts will be happy to advise you in individual PPE areas or for complete PPE concepts (including comprehensive documentation). Hazards and risks can be prevented primarily through technical and organisational measures. Where there is inadequate scope to implement these measures, the person must be protected with appropriate equipment.

Since it has a big impact, it is important to choose the correct protective clothing. Our experts will be happy to help you.

### PPE

- Safety shoes
- Safety glasses
- Respiratory protection
- Ear protection
- Protective clothing
- Hand protection
- Head protection
- Skin protection

### Equipment

- Storage bins
- Tools
- Maintenance products
- Packaging materials
- Hazardous materials storage
- Floor markings and zone boundaries

Book the PPE bus for your company now:  
[maagtechnic.ch/psa-bus](https://maagtechnic.ch/psa-bus)



# Procurement the direct way

Unleash the full potential. There are often significant savings to be made in procurement processes. Our specialists will help you to achieve maximum optimisation of TCO.



## From a cost to a success factor

Innovative supply chains are characterised by a strong customer focus, excellent performance and great flexibility towards new requirements in the market and environment. Optimisation of the supply chain gives you the security you need to make the step from a cost factor to a success factor. An optimised supply chain also allows you to use your resources efficiently and to focus on your core activity. In addition, you will have the right materials available at the right time and at the right price, and in appropriate quantities.

### The three steps in the supply chain

Our experts take a systematic approach. Based on experience, warehouse logistics offers the biggest savings potential. Careful inventory management is usually the basis for reducing the number of inactive components and saving on costs.

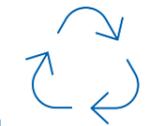
#### 1. Warehouse

- Reduced stocks
- Improved availability
- Reduced risk of downtime
- Control over procurement costs
- Focus on core activities
- The right product in the right place, "fit for purpose"



#### 2. Procurement

- Parts standardisation
- The right product for the application
- Product performance
- Technical support
- No process downtime
- Guaranteed production availability
- Data cleansing (MDF)



#### 3. Technology

- Processing of all requirements for maintenance and occupational safety products, including integrated procurement on site
- Kanban systems, process security with barcode, RFID and "load cell" application
- Vending machines
- Error-free data communication using EDI in EDIFACT and EDIFACT D.96A formats



# E-business: Simpler procurement processes

E-business applications offer optimal solutions for your digitisation process. By streamlining processes, the procurement process becomes simpler and pressure is taken off purchasing. With our co-ordinated portfolio of E-business solutions, we can provide you with a tailor-made offering.

## Digital and efficient

### PunchOut

With PunchOut solutions, you access our online shop from your ordering system using different interface standards, such as the **Open Catalog Interface (OCI)**. This gives you direct access to a range of over 120,000 items. A key advantage is that you can procure products in a controlled process through your ordering system without the need to open and maintain them separately. In addition, you will benefit from price and material data provided in real time.

### EDI solutions

Electronic Data Interchange (EDI) connects your ERP system directly to ours. With this integrated solution, process costs, speed, security and transparency can be significantly improved. We can adapt the EDI solution flexibly to suit your needs.

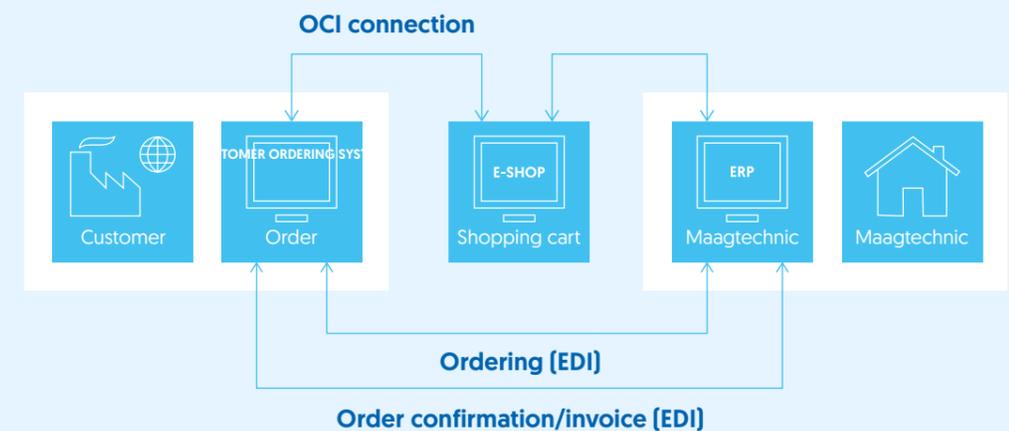
### E-platforms

In this approach, we work with companies such as Ariba, Simple Systems or Swisscom IT Services. Data is exchanged via EDI on an E-platform defined by you. From our standard range, we create PunchOut catalogues for variable product ranges.

### Scanner solutions

The hand scanner allows you to create orders and watch lists. These are automatically placed in the shopping cart in our online shop via an interface from your computer. All you need to do is check the shopping cart and complete the purchase. The scanner solution optimises your ordering process and achieves cost-effective inventory management.

- Message standards
- RosettaNet
  - EDI/EDIFACT
  - XML
- Transmission protocols
- OFTP
  - FTP
  - HTTP
  - HTTPS



# Passion, innovation, specialisation

Our parent company sets the best example. ERIKS is a global provider of mechanical engineering components and technical services for all areas of industry, with headquarters in the Netherlands.

## Maagtechnic has been part of ERIKS since 2014

Based on their stories, the two companies could almost be the brothers. Arie Eriks founded his company in 1940 in Alkmaar in the Netherlands. Heinrich Maag founded his company in Zurich in 1905. These family enterprises became well-known companies that secured large market shares with a specialised product range.

More companies were added over time. Good managing directors and dedicated employees are leading the companies to success today. Through the merger of the two companies, we can cover the global value chain as a multi-product specialist and help you to operate your business to even greater success.

## ERIKS loves technology

The main driver of ERIKS is its great passion for technology. The organisation focuses on finding the best solution for you. Long-standing customers look to ERIKS as a partner that supports them in the development and production of innovative and sustainable solutions. ERIKS will also help you to save costs by reducing the number of suppliers and optimising procedures. This guarantees a high level of plant availability. In addition, social responsibility is a focus at ERIKS. This is why ERIKS invests in the community in which we work and live.

## PSI: Passion, specialism and innovation — that is our mission

We want to make life easier for industry and ensure it can work better while increasing efficiency, lowering the total cost of ownership and improving product performance. Together with our customers, we make industrial enterprises more successful by using our skills, knowledge and expertise. This is a challenge for both of us to achieve continuous improvement.

## SHV

ERIKS is part of SHV Holdings N.V. Niederlande. SHV Holdings N.V. is a family-owned multinational company and achieves a turnover of EUR 18.6 billion.

## Strong brands

In addition to high-quality own brands, ERIKS includes a series of high-quality products from market-leading manufacturers in its range for the safety of your plants.



### Own brands



### A-brands



ERIKS

1940

Founded in Alkmaar, the Netherlands



3.5

Millions

Deliveries per year



900,000 PRODUCTS

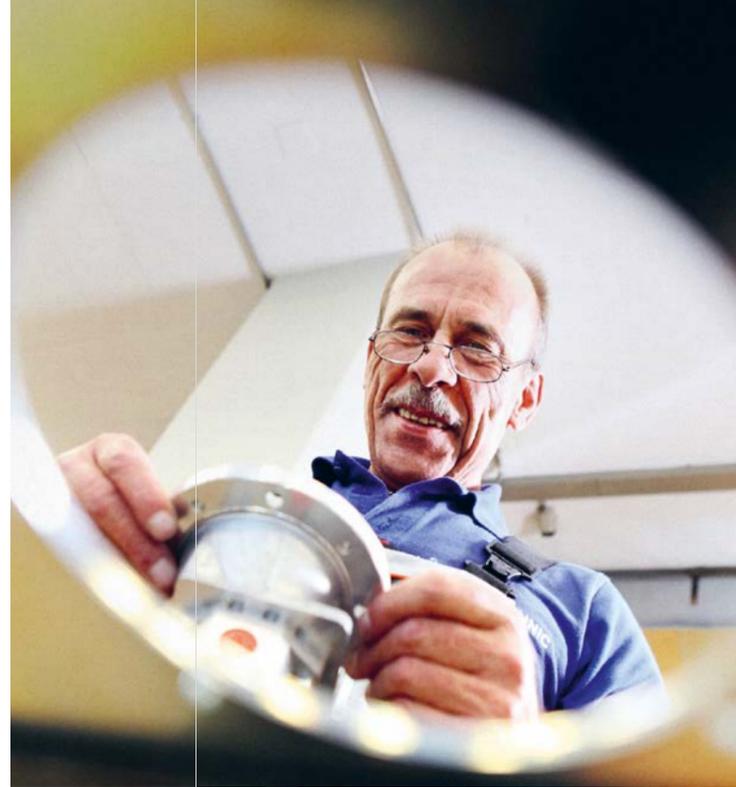


7500

Employees

# Expert knowledge with passion

Our mission is to simplify your daily work with our specialised solutions. We achieve this through knowledge, innovation and over 115 years of experience.



## Our employees — our most important asset

Processes, technical resources and a strong strategic orientation are the basis of a successful company. But people who work with passion, knowledge and experience every day are crucial to ensuring our customers remain satisfied and enthusiastic. We are committed to this task, which is why our values are always at the forefront of our minds:

### Passion

With our passion, we want to set a good example and achieve more than just the average for our customers. It is also about working together, sharing success with others and having fun.

### Specialism

Our expertise and knowledge are the basis of our business. We are proud to be experts with comprehensive technological knowledge, always eager and willing to learn new things. This means we can contribute to the success of our customers.

### Innovation

The world is changing and this opens up great opportunities for us. We want to lead the way and implement changes where they matter. That is why we are continuously looking for improvements and new methods. We try different approaches and promote different points of view.



#### **Dübendorf**

Sonnentalstrasse 8  
8600 Dübendorf  
With pick-up counter for pre-ordered goods  
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verkauf-ch@maagtechnic.com

#### **Crissier**

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#### **Füllinsdorf**

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kunststoffzentrum-ch@maagtechnic.com

#### **Gümligen**

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# Let's make industry work better