ERNE NEWS

Erne Fittings, a stockholding manufacturer

Erne Fittings is a stockholding manufacturer with exceptional customer-specific logistics solutions.

With warehouses in Schlins (Austria) and Houston, we offer our contractual partners the ability to react quickly and flexibly to requests from their customers. Our central high-rack warehouse in Schlins contains over 10,000 storage spaces and over 3,000 different products, all managed by an innovative fully-automated logistics system. Our logistics center in Houston stocks fittings specific to the local oil and gas industry. Many stock-keeping distributors take advantage of the opportunity to fulfill their needs quickly, even on very short notice. In many cases, these customers contract Erne Fittings directly to provide deliveries to their end customers. Our optimized storage warehouse is what makes it all possible.

The range of products stocked in Schlins includes elbows, tees and reducers compliant with ASTM and EN standards and ranging from ½" to 36". The range of products stocked in Houston includes fittings for gas applications with measurements ranging from 2" to 42". Across the entire Erne Fittings stock range, we achieve 95 % availability for delivery. Thanks to over 200 customer certifications, our products are available for use almost anywhere in the world. Client-specific adaptations of our fittings can be made quickly and on short notice thanks to the wide range of standardized items in stock. Erne Fittings works closely with international forwarding agencies to ensure smooth and reliable delivery.

As a certified “Known Consignor”, Erne Fittings guarantees its customers maximum security when it comes to availability, deliverability and delivery times.

erne fittings
the safe connection

Editorial

Dear business partners and employees.

At the start of 2017, our owners presented me with the opportunity and the challenge of becoming part of the Erne Group's board of management. Today, after two years on the board, I am now the longest-serving member of the management team. And a lot has changed at Erne since then – for the better.

Together, we have started down a path of increasing professionalization that brings many advantages to us and to our stakeholders. For example, we have improved the availability of our IT infrastructure to over 99 % while reducing costs, and introduced a professional approach to liquidity and currency management. The need to remain 100 % legally compliant in all of our actions is also an extremely high priority.

We have implemented modern, efficient and effective processes that yield continuously improving results. We are constantly re-examining whether our customers are satisfied with our products and services, whether our suppliers are being paid promptly, and of course whether our employees feel that Erne is once again becoming a great place to work.

My fellow board members and I are working hard to earn that recognition. We bring all of our ability, experience, high professional standards and a good dose of humility to the task. For the immense progress we have already made with the support of our customers, business partners and employees, we thank you all –

and thank you for your continued confidence in us.

Andreas Rösslhuber
General Manager (CFO)

Imprint

Publisher: Erne Fittings GmbH, Hauptstraße 48, 6824 Schlins, Austria, T +43 5524 501–0
Editorial: Katrin Tegel, Marketing at Erne Fittings
Design and Layout: Weber, Mathis + Freunde, Dornbirn, AT
Edition 1/2019, company assumes no liability for misprints.

Customized Solutions – when "standard" isn't good enough

Special requirements call for special solutions. For Pumpenfabrik Wangen GmbH, Erne Fittings makes rotors for progressive cavity pumps that are used in food and hygiene applications and in biomass transport.

When standard solutions aren't enough, Erne Fittings works with the customer to develop the right product for their requirements. For example, Erne Fittings worked with Pumpenfabrik Wangen to develop special rotors for progressive cavity pumps.

The rotors are made from 16MnCr5 steel with inside diameters ranging from DN80 to DN145. They are manufactured with a hot forming procedure based on the Hamburg bending process, which allows thick-walled pipes to be shaped to the desired geometry. This method produces rotors that are significantly stronger than the more commonly-used cold forming procedure. The choice of material also provides substantially greater stability.

"Subsequent mechanical processing of the rotors creates a bright metallic surface that provides ideal conditions for achieving the desired degree of hardness, including hardening depth, for demanding agricultural-engineering applications," says Pumpenfabrik Wangen's director of material requirements planning.

Based in southern Germany, with its headquarters in the city of Wangen im Allgäu, the company manufactures pumps to transport difficult, high-viscosity or abrasive materials that are used in agricultural engineering, industry and municipal applications. The rotor developed for their needs is used in progressive cavity pumps to transport biomass, as well as in food and hygiene applications. "Erne Fittings delivers extremely reliable and high-precision components for these pumps," according to Pumpenfabrik Wangen.

Thanks to our decades of experience, deep technical expertise and advanced technological abilities, Erne Fittings is the ideal partner for developing customer-specific solutions.

Source: www.wangen.com

Erne Fittings delivers fittings for groundbreaking ITER project

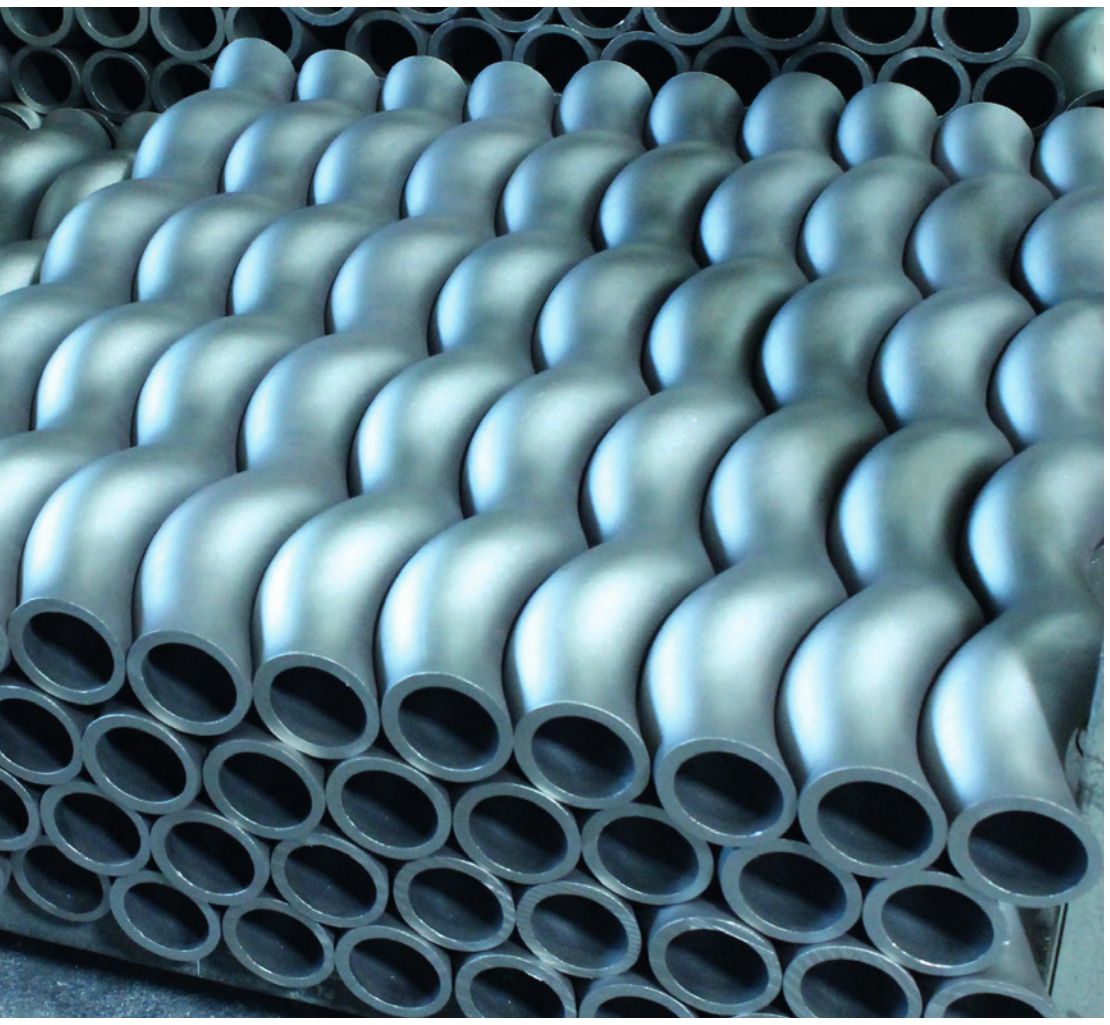
Erne Fittings has been delivering fittings for civilian nuclear power projects for almost 50 years. One of them is the ITER project currently under construction in France.

As a member of GNMS (Global Nuclear Metal Supply), Erne Fittings will deliver over 2,000 fittings for the groundbreaking ITER project funded by governments from around the world. The products include elbows, tees, reducers and caps, and range from ½" to 12". The fittings used for this project are manufactured from WP304L stainless steel, with special additional chemical composition requirements, and are used in the ITER Vacuum System and the ITER Detritiation System.

ITER (Latin for "the way") is the largest fusion experiment yet to demonstrate fusion energy production. In a fusion reactor, the reactions that power the sun and stars are reproduced to generate energy. Hydrogen nuclei are fused into helium, releasing a large amount of energy. In the process implemented in a fusion reactor, a mixture of ionized gases (a plasma) is heated to approximately 150 million degrees. The hot plasma is confined and shaped by strong magnetic fields generated by an array of superconducting magnets.

ITER is a "tokamak", a Russian acronym for a toroidal chamber with magnetic coils. For the first time in the long history of fusion research, net energy production will be achieved in a fusion device. This makes ITER a significant step for future fusion power plants. The ability to generate electricity from fusion energy would provide a safe, environmentally-friendly and nearly unlimited source of energy.

A decisive political push was given to ITER in 1985 with the proposal of Soviet leader



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Mikhail Gorbachev to US President Reagan to launch international cooperative in nuclear fusion research “for the good of all mankind”. Conceptual work began in the following years. The final agreement on the project’s construction was signed on November 21, 2006 by the seven equal members of ITER. The members are China, the EU (representing the 28 EU states and Switzerland), India, Japan, South Korea, Russia and the United States. ITER represents the largest international scientific collaboration since the International Space Station (ISS). Construction of the ITER installation began in August 2010 under European responsibility. Today, over 2,000 people work on the construction site in Saint-Paul-lez-Durance, about 50 miles north of Marseille. Civil works for the ITER installation are more than 70 percent complete. Manufacturing of components and plant systems, which are procured by ITER members as “contributions in kind”, is 60 percent complete. ITER “first plasma” will be produced in late 2025, and full-power operation with actual fusion fuels (deuterium and tritium, the two heavy isotopes of hydrogen) is planned for 2035.

Source: www.iter.com

Introducing ...

Katarina Savic

Senior Sales Manager
With Erne Fittings since 2008

One of our most experienced colleagues in the department is back at work after two years of parental leave, and is now supporting our sales team part-time. We talked with her about her career at Erne and how she manages to combine family life and work life.

Katarina, you’ve been with Erne Fittings for eleven years, and it seems fair to say you’ve had an exemplary career.

Absolutely! My early years with Erne Fittings as a Sales Assistant were a good chance to acquire some initial experience in sales. Since I hadn’t worked in this industry before, I obviously didn’t have much knowledge at the time about the various materials and procedures. But here at Erne Fittings, if you’re open-minded and ready to learn, and if you acquire that knowledge, it opens up career development opportunities. So that’s how I became a Sales Manager after just three years. In 2014, I took over the role of Senior Sales Manager for the Middle East market region, and I then traveled around on my own on customer visits in the United Arab Emirates and Oman.

Even as a part-time worker after my parental leave, I have lots of exciting tasks to do.

As a woman traveling alone in the Emirates, and in a somewhat male-dominated industry at that – was it always easy for you?

Personally, I’ve had very good experiences. Obviously, you have to respect the culture of each country, and as a woman you dress accordingly. It’s also not unusual for a man not to shake a woman’s hand. But I never had the experience of not getting a contract because I’m a woman.

You became a mom in 2015, and after two years of parental leave, you’re now back working half-days in the Project Sales department. How did your return to work go?

For me, there was never any doubt that I was going to start working again after two years off. Of course, it’s a big transition at first. But my little one is very happy at daycare, and it’s also good for me to have a routine again and to be working with exciting projects. Erne Fittings has given me really great support through it all. Before I came back, there were lots of personal conversations to work out what my future tasks, activities and work hours would look like.

You’ve been back for almost two years now – how has your experience as a working mom been going?

Surprisingly enough, very well. I got back into the rhythm of the work pretty quickly, and now it’s like I was never gone. Even as a part-time worker after my parental leave, I have lots of exciting tasks to do. I’m supervising our project needs in the Middle East and I’m responsible for Aramco Overseas as Key Account Manager. I also support our young team at our factory in Saudi Arabia for certain individual projects. Erne also makes it possible for me to set flexible working hours when I need time for my child. That’s very important to me, and I’m glad that Erne Fittings is so open and flexible with this and offers its employees those kinds of options.

Thanks for talking with us!

Looking back: Exporting our first elbow

Way back in the early 1960s, Erne Fittings was already exporting its first elbows to Germany and Scandinavia.

At the time, Erne Fittings had just become the market leader in Austria in its sector, and was already supplying 70 % of the domestic market. But for the management team led by Josef Erne, that well-earned success was no reason to rest on their laurels. Even back then, that would have been a poor match for Erne's company culture and philosophy, and so the board of management began looking beyond Austria's borders and considering ways to break into the European market.

Erne Fittings was only manufacturing products in accordance with DIN standards at the time, which meant that its initial export goals were focused on countries that used DIN standards for pipework technology. As early as 1962, with just 36 employees on staff, the company began exporting its first fittings to Germany and Scandinavia. By the early 1970s, the company's output had quintupled, and 52% of the elbows it manufactured were being exported. Less than ten years later, the export ratio had risen to 78 %.

Once Erne Fittings had successfully established itself in the European market, it took the leap overseas to enter the American market. The foundations for that move were laid in the early 1980s when the company started manufacturing products in accordance with U.S. standards. There were also a number of trips to the United States to get to know the market and its specific requirements. With the network it had established there and a range of products made to meet U.S. standards, Erne Fittings was able to get a foothold in the American market fairly quickly. By the end of the 1980s, the number of employees had risen to 200 and the export ratio had reached 85 %.

Today, Erne Fittings has an export ratio of 98 %. Most of its exports go to Europe, the Mideast, the United States and Asia.

A strong partnership with GNMS

"The fact that we are the only producer that's allowed to deliver fittings for the consortium is a testament to our high quality."

Michael Kremmel, Commercial Director

Among other channels, Erne Fittings delivers fittings for civilian nuclear power plant projects through GNMS (Global Nuclear Metal Supply). High quality and reliability in product components, together with full, detailed documentation, are of the greatest importance when building nuclear power plants. GNMS guarantees its customers that it can meet those requirements, and provides them with complete pipework construction solutions.

GNMS is a European Economic Interest Grouping (EEIG), a consortium of European premium manufacturers (Erne Fittings, Loire Industrie, SBER, TTI, Butting and Essinox) focused on supplying pipes and components to the civilian nuclear power industry. The shared goal of GNMS is to provide customers with a complete package for each project. GNMS's offerings are ISO9001:2015 certified, and include pipes, fittings, forgings, flanges and other steel components.

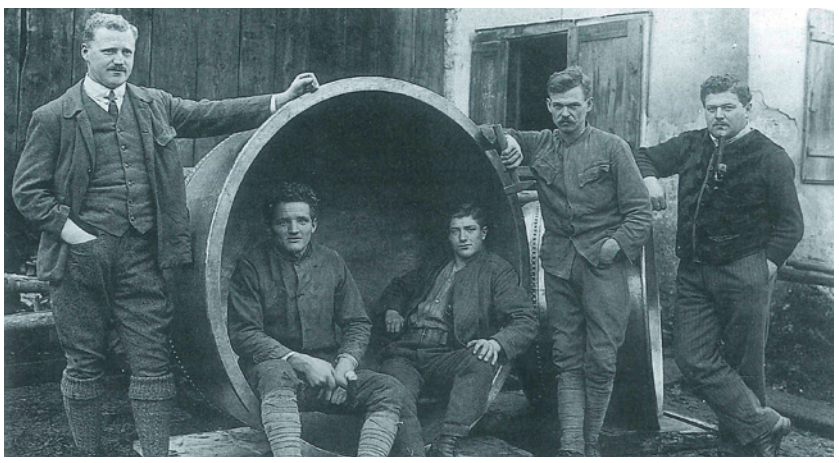
Erne Fittings has been part of GNMS since 2015, and is the only producer in the interest grouping that delivers permanently weldable fittings. In recent years, Erne Fittings and its partners have delivered fittings for the Orano reprocessing facility in La Hague, France, for the RJH test reactor in France, and for the Hinkley Point nuclear power plant in the United Kingdom.

To meet the extremely strict quality requirements of its customers in the nuclear power industry, Erne Fittings is continually adjusting and optimizing its internal processes.

Source: www.gnms-nuclear.com

GNMS
Global Nuclear Metal Supply

Did you know?



The founder of Erne Fittings got his start in 1920 by manufacturing **large pots used in traditional alpine dairies** to make cheese. Even today, one of these dairies is located right next door to our head office in Schlins, Austria.

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