

# solution

CUSTOMER MAGAZINE 02 | 2023

How PFLITSCH is preparing  
for tomorrow's challenges

## Sustainable planning and action

Page 36

**Our EMC portfolio**  
For safe industrial  
processes – an overview

Page 20

**PFLITSCH cable trunking**  
Machining – the  
smart way

Page 16

**myPFLITSCH**  
Our exclusive  
online services portal

Page 28



# Dear reader,

In this latest issue of our customer magazine solution we'd like to invite you on a journey of discovery. We'll be introducing you to our latest international sales activities, taking you on tour with our mobile trade fair, getting to the bottom of sustainability and showing you our product world from the user perspective. We're currently bucking the trend in many respects. Regardless of the poor economic forecasts, we're continuing to grow and take responsibility rather than letting ourselves sink inwardly into a crisis mood.

At times like this it's all the more important to set an example – be it with a clear commitment to Germany as a manufacturing centre or with more than 70 new hires in the 2022/2023 financial year.

The passion for innovation in the economy in general may be waning, but we're determined to go that extra mile. We're investing and we're launching new solutions.

Yet although we have several innovations to present to you today, we're not guided by passing trends but by a value system that we pass on virtually unchanged from generation to generation. We took a conscious decision to swim against the tide and live sustainability in everything we do, and we'd like to share those positive experiences with you.

We wish you an enjoyable read with our new issue of solution!

*Roland Lenzing and Mathias Stendtke*  
Managing Partners  
PFLITSCH GmbH & Co. KG

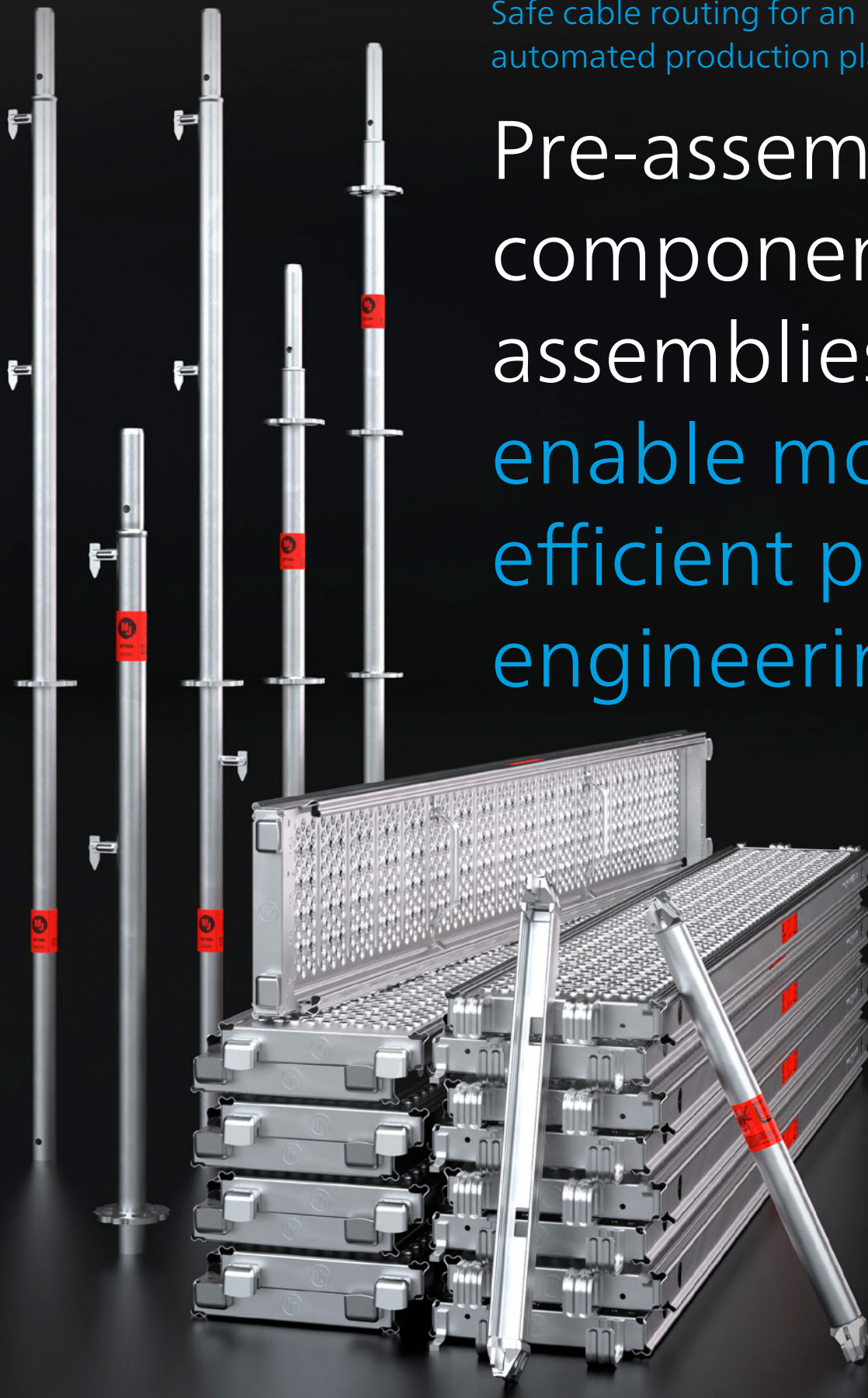


## Contents

04	Pre-assembled component assemblies enable more efficient plant engineering
08	CABseal – superior through and through
12	The new PFLITSCH catalogue for cable entry systems
14	PFLITSCH live on tour!
16	Cutting PFLITSCH cable trunking – systematically
20	EMC solutions from PFLITSCH – safety you can count on in every application
26	PFLITSCH GUARD – because safety is not a luxury
28	myPFLITSCH – your BENEFITS
30	It's nice to be back again! Successful trade fairs in the first half of 2023
34	We are investing in the future
36	<b>Title Topic:</b> Planning ahead – acting sustainably How PFLITSCH is preparing for tomorrow's challenges

Safe cable routing for an automated production plant

# Pre-assembled component assemblies enable more efficient plant engineering



PLETTENBERG – When it came to the cable routing in its new robotic production plant, MJ-Gerüst opted for PFLITSCH trunking services: customised cable trunking was supplied punctually by the manufacturer to the new production shop in the form of ready-to-install component assemblies.

Since the beginning of the 1970s, MJ-Gerüst GmbH of Plettenberg in the Sauerland region of Germany east of Düsseldorf has specialised in the production of scaffolding and has constantly expanded its product range. The firm's founder started out producing scaffolding components from established scaffolding manufacturers. Since 1985, MJ-Gerüst has developed its own, system-compatible scaffolding systems which can be easily combined with components from other manufacturers. This family business employs more than 500 people and is one of the top three scaffolding manufacturers in Germany, with customers throughout Europe.

Production takes place at the headquarters in Plettenberg as well as, since 2019, on a nearby industrial estate in Osterloh, where a 14,000 m<sup>2</sup> production hall is located. MJ-Gerüst built a second, 2,400 m<sup>2</sup> hall on this large site only last year to house a fully automated production line featuring state-of-the-art KUKA robot technology. The input material has a length of up to 9 m.

## Trunking for power, data and pneumatic cables

Jörg Brauhardt is Design, Equipment and Customised Machinery Manager at MJ-Gerüst. A seasoned mechanical engineer, he has worked at the scaffolding manufacturer for eleven years now and was responsible for building the new production line. "It took a year to complete the planning and design, and we combined high-quality bought-in parts to form a functional whole", he recalls. In order for the automated production line to live up to expectations, Brauhardt had to lay quite a few kilometres of power, data and

pneumatic cables around the plant. "We decided in favour of floor mounting, which meant a stable trunking system was vital." He admits with a twinkle that with several decades of experience behind him, he can tell at a glance whether a solution will work and be sufficiently robust. "That's why PFLITSCH Industrial-Trunking was the only feasible option for us: it convinced us with its different sizes and accessories such as the anti-slip, aluminium channelled sheet coverings."

## Punctual delivery to the assembly shop

The PFLITSCH system also has another advantage: "Instead of adapting these trunking systems to the machine environment themselves and assembling them by hand, more and more customers are now ordering our cable trunking pre-assembled", explains Ralf Paulus, Product Manager Trunking Systems at PFLITSCH. That way, production sequences can be better planned and human and material resources freed up. Stock-piling of cable trunking becomes unnecessary too because PFLITSCH delivers the customised trunking component assemblies right on time. And since each pre-assembled cable, including all required fastenings, can be ordered under one number, the ordering process in Purchasing is minimised.

"In our case, that meant we provided PFLITSCH with our layout plan and the cable volumes to be installed, and their experts then designed the cable trunking into it with all dimensions", says Brauhardt. The actual configuration of the cable trunking takes place using the easyRoute planning tool. This system stores all PFLITSCH cable trunking



components in an intelligent database. A 3D image of the necessary trunking sections is put together in the CAD system to create the desired layout. The CAD data generated forms the basis for parts and order lists as well as for production planning and manufacturing at PFLITSCH. After approval by the customer, the trunking system was precision-manufactured. Brauhardt: "PFLITSCH supplied us with the component assemblies exactly when they were needed at each stage of the plant's construction". All in all, the benefits for customers like MJ-Gerüst are obvious: transparent costs, clean assembly, better planning, high quality, less effort for storage and optimal deployment of personnel.

#### Trunking component assemblies manufactured under constant conditions

PFLITSCH manufactures standard Industrial-Trunking components at its Trunking Competence Centre using flexible, state-of-the-art machinery. The individual components are then pre-assembled into ready-to-install assemblies, including all essential cut-outs, edge protectors and separating walls. Other parts such as cable glands are pre-installed at the customer's request. Even special components, for example for connecting the trunking to the control cabinet, or the customised surface coating can be realised here cost-effectively.

"We carry out 100% inspections to make sure each trunking component assembly fits perfectly into the customer's machine environment", Paulus declares. The inspected trunking components are pre-assembled to create easy-to-handle assemblies that fit inside standard transport containers and boxes or onto pallets. In this way, PFLITSCH makes shipping the assemblies to the customer, as well as storing and organising them at the customer's, as simple as possible. The component assemblies are delivered as scheduled – including comprehensive documentation. The complete shipment of all necessary parts also comprises the fastenings. "Since the

components are numbered, assembling them was both simple and safe", Brauhardt adds. The customer's employees managed to keep track of around 100 metres of trunking in total plus several hundred individual components. One trunking installation measures a good 32 m x 13 m per production line.

#### Up to 20% cost saving

"Our component assembly service helps machine manufacturers achieve optimum, high-quality cable routing through their machines and plants every time", Paulus comments proudly. "Experience on projects so far indicates that customers can expect throughput times for cable trunking to fall by more than half. The overall cost is reduced by up to 20%. At the same time, the installation result is better than if it's done by hand." Once planned, each component assembly can be reordered again at any time at a fixed price under one order number and modified easily in the event of changes to the customer's system.

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#### Industrial-Trunking: the benchmark for high requirements

With 13 different cross sections ranging from 50 mm x 50 mm to 600 mm x 150 mm and around 80 accessory fittings and cover versions, our Industrial-Trunking system offers the right solution for every application. The comprehensive edge protectors and low-burr design protect cables from becoming damaged. Telescopic components and adjustable elbow accessory fittings can be used to simply and reliably compensate the dimensional deviations in a machine. Clip-in separating walls are available to facilitate clearly structured and orderly routing of data, control, power and other cables.

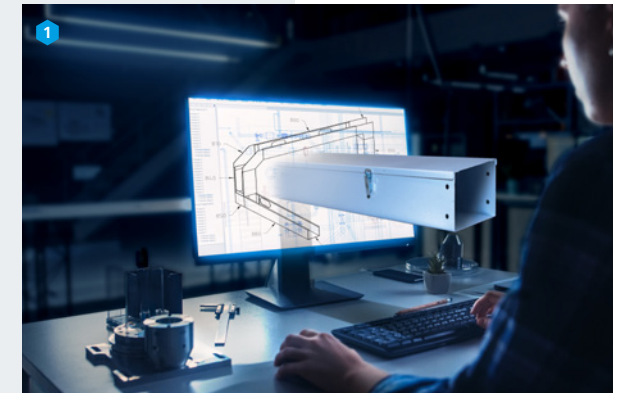
PFLITSCH manufactures the trunking from particularly stable, zinc plated 2 mm steel as tread-resistant floor trunking in the A/D version with a footfall load of up to 1,200 N and anti-slip channelled sheet covering (slip resistance class R10). With its seven cross sections from 100 mm to 600 mm wide, a standardised base perforation pattern and universal partition walls, it is extremely strong and has a step height of less than 200 mm when floor-mounted with support legs and channelled sheet covering. This robust trunking can also be combined with other PFLITSCH trunking systems. It conforms to the works standards of numerous car manufacturers and is used in automated production lines and robotic systems.

#### Photos 1 + 2

PFLITSCH Industrial-Trunking allows individual cable layouts to be designed for MJ-Gerüst. The length, shape and design of the trunking components are planned with the aid of the easyRoute CAD tool and pre-assembled into component assemblies.

#### Photos 3 + 4

MJ-Gerüst scaffolding can be found on many construction sites around the world.

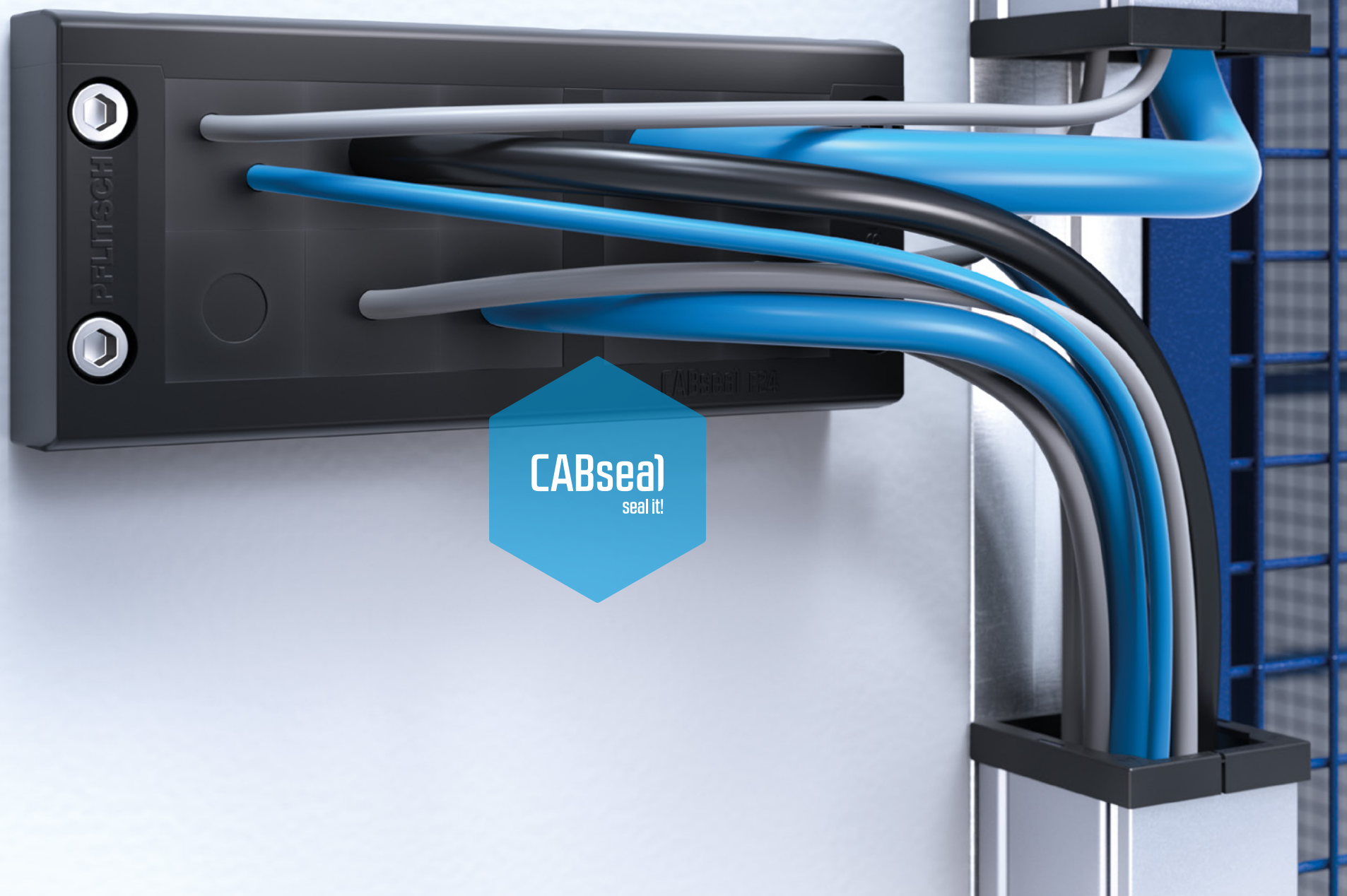






# CABseal – superior through and through

Our split cable entry is proving very popular – thanks to superior technology and user-friendly installation.



One key principle of our product policy is to anticipate our customers' needs and meet them with made-to-measure solutions, which we then add to our range of products and services so that other users with similar requirements can benefit from them too. CABseal, our new split cable entry, is the latest in a long line of successes here.

## Making the proven even better

Split cable entries for pre-assembled cables in control cabinets and enclosures are proven solutions and by no means new. With the CABseal, however, PFLITSCH has succeeded in raising the quality standards for cable entries to a new level. Whenever either pre-assembled or non-assembled cables need to be inserted simply and safely – not only into control cabinets but also into enclosures or machines – that's when our splittable cable entry comes into its own. To ensure that the cable entry meets our customers' requirements and lives up to our standards in equal measure, we improved a few crucial details compared to established models. The feedback at HMI 2023, when we unveiled the CABseal to industry professionals, was already extremely promising and a real success story has unfolded in the months since then – with steadily rising sales and many satisfied customers.





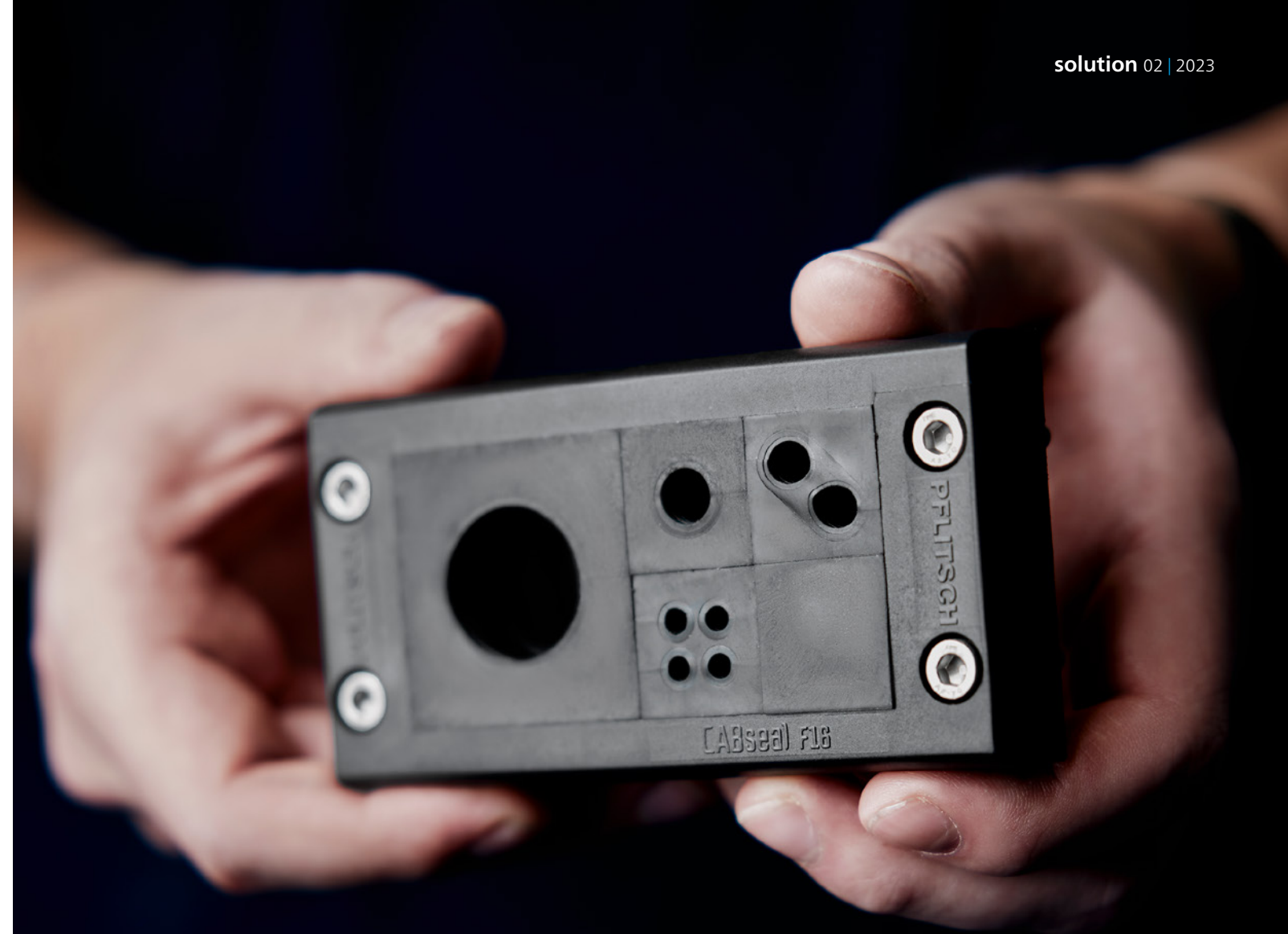


### Intelligent design

Robust, durable and with a wide temperature range – when it comes to performance data, the CABseal is first choice. Even more so when it comes to user-friendly installation. This is principally due to the intelligent design. The CABseal cable entry system consists of four frames in different sizes that are precisely matched to the most common standard cut-outs and hole patterns in control cabinets. Only one CABseal

frame is therefore required per cut-out. The cable grommets, which come in two sizes and can be flexibly equipped, are also available as multiple grommets, so that cable cross-sections from 3 mm to 33 mm can be inserted. Thanks to the slots on the side of the grommets, this couldn't be simpler. We also gave some thought to retro-installation: placeholders with blind plugs are available for this purpose.

The CABseal cable entry system consists of four frames in different sizes that are precisely matched to the most common standard cut-outs and hole patterns in control cabinets.



### Convincing installation

No special tools are needed for simple, error-free, time- and cost-saving installation – just a standard Allen key. User-friendly installation also includes the ability to equip the CABseal flexibly according to your individual requirements. All cable grommet sizes have standardised modular dimensions for this purpose. And because the grommets have slots on the sides, inserting the cables couldn't be simpler either. An optional assembly aid makes fitting the cable grommets to the frame even easier.



**SUBSCRIBE TO  
OUR YOUTUBE  
CHANNEL NOW**  
and never miss  
out again!

### ▶ Installation video

**See for yourself** how easy it is to install our products in practice. Check out our dedicated video, which you will be able to find on our YouTube channel shortly.



The definitive document that goes beyond normal standards.

# The new PFLITSCH catalogue for cable entry systems



**NEW  
CATALOGUE**  
available from  
November 2023



The new PFLITSCH catalogue for pre-ordering cable entry systems.

Finding the right solution in our unique, comprehensive range of cable glands, transits, entries and protection is not always easy. The new PFLITSCH Catalogue Cable entry systems 2023, which will be published in November 2023, is an up-to-the-minute reference guide and your direct route to the perfect solution.

There are many good reasons why the PFLITSCH catalog for cable entry systems is regarded as the industry's definitive document. It covers our entire portfolio, including all product data and a lot of extra information which you may find of value in connection with cable entry systems. Apart from proven PFLITSCH product solutions, you'll also be introduced to a whole series of new products:

#### **CABseal cable entry**

CABseal, the splittable, flexibly equippable cable entry frame was specially designed for feeding up to 40 pre-assembled or non-assembled cables into control cabinets or machine enclosures. It scores with excellent performance data as well as time- and cost-saving installation.

#### **UNI Dicht TRI for EMC protection**

Our new UNI Dicht TRI EMC cable glands bring together the UNI Dicht system's almost infinite combination options with the unique advantages of our patented triangular spring for effective EMC shielding.

#### **blueglobe for automobiles**

Our two new blueglobe EMC cable glands are intended for use in commercial vehicles with electric or hybrid drives, where they meet even the highest demands for reliable EMC protection.

#### **LevelEx TRI for explosion protection and EMC shielding**

The launch of the TRI spring meant that the LevelEx series for explosion protection now also provides effective EMC shielding for the "Ex d" ignition protection type.

#### **LevelEx AC for explosion protection with armoured cables**

The LevelEx AC for feeding armoured cables is yet another innovation in our LevelEx range. It was developed to fulfil the strict requirements of the oil, gas and chemical industries as well as in the offshore sector and complies with the "Ex d" ignition protection type.

#### **blueglobe and UNI Dicht in lead-free brass for more sustainability**

Lead-free cable glands have been included in our product range for some time now. Thanks to the blueglobe TRI and UNI Dicht in lead-free brass, we now explicitly meet legal requirements regarding environmental protection and sustainability.

As you can see, the new PFLITSCH catalogue for cable glands leaves no questions unanswered in the search for the right solution for your particular application. And by the way, it isn't only available in a printed version but can also be downloaded from the PFLITSCH website as a PDF document. Make sure to get your copy today – simply pre-order it from your account manager or scan the QR code on the left.



# PFLITSCH live on tour!

Experience our solutions live  
on your premises – with our show truck

Our comprehensive range includes the right solution for all cable management requirements – whether cable entry, cable routing or cable protection. With over 12,000 system components, we not only cater for an enormous number of possible applications; we also convince with a variety of customer benefits. We'd be happy to travel to your premises with our show truck and demonstrate them to you in person.



**Secure  
your preferred  
date today**

For a free demonstration,  
ask your account manager  
or write us an email:  
[showtruck@pflitsch.de](mailto:showtruck@pflitsch.de)



## Our show – your success

The know-how we share with you through our mobile trade fair can help you save real money. Our easy-to-follow demonstrations show how you can optimise your work processes simply by assembling your cable glands and cable trunking yourself. At the same time, we give you more options because you get a better picture of the many different applications for which our solutions are suited. And of course you profit from the perfect product. Together with you, we find the ideal solution for your specific needs on site at your factory.

## Our solutions – made for you

Do you have any special requirements in relation to a particular application and have yet to find a solution that fits perfectly? Ask our experts when they travel to your premises with the show truck. We can offer you economical and flexible, made-to-measure solutions adapted to your specific requirements – because we develop in-house and have modern metalworking and plastics processing facilities at our disposal. A whole series of customised solutions developed by us have already found their way into our product range.

## Let us know your preferred date

We want you to get the maximum possible benefit from our roadshow. Your wish is therefore our command, in other words you tell us which topics are particularly relevant for your company. Simply send us a non-binding request for a show truck demonstration on a date of your choice.





Machines, tools and drives  
as a coordinated modular system

# Cutting PFLITSCH cable trunking – systematically



Tools for  
**Industrial-Trunking:**

2 3 5

Tools for  
**Wire-tray Trunking:**

6

Tools for  
**PIK-Trunking:**

1 2 3 4

Our customers value the exceptional quality of PFLITSCH cable trunking systems, not just for their durability and safety, but also because they are made to the highest quality standards and allow customised cable routing. Moreover, users appreciate being able to cut the trunking themselves. For this purpose, we have developed a range of machines and tools with different drives that can be flexibly adapted to the application in question.

PFLITSCH machines and tools are a coordinated and sophisticated system for cutting cable trunking. They enable fast, simple and cost-effective work with maximum safety. Precise cutting with clean edges ensures exact reproducibility, avoiding costly reworking and unnecessary material waste. In addition, various compatible drives allow flexible use of the machines and tools – even on pre-installed trunking.

## Cutting to length

PFLITSCH machines help  
you be a cut above

### 1 MiniCut

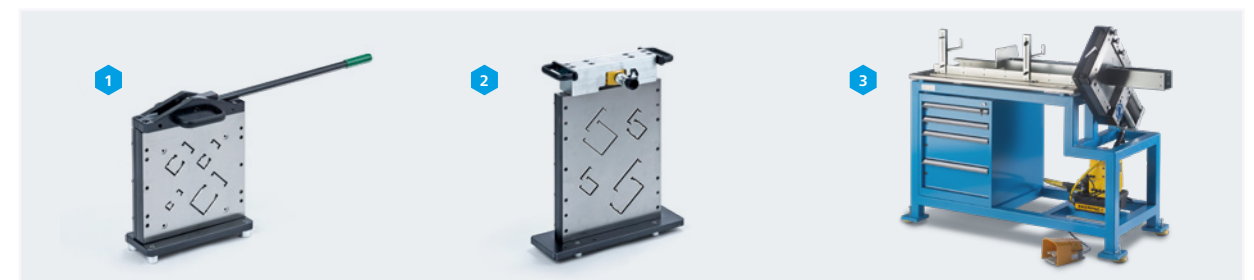
The entry-level model for cutting PIK-Trunking can be equipped with a manual drive, an electro-hydraulic drive or a stationary hydraulic power unit. MiniCut can be used flexibly and allows PIK-Trunking to be precisely cut to length. The durable cutting plates can be easily reground, increasing cost-effectiveness.

### 2 MultiCut

The all-rounder offers maximum flexibility for cutting PIK- or Industrial-Trunking. Depending on the drive you choose – manual, electrohydraulic or a stationary hydraulic power unit – MultiCut can be used at a fixed location or it can be moved around your premises. Different cutting contours can be placed individually on one cutting plate so you don't need to change cutting plates while you work.

### 3 MaxiCut

If you want maximum performance and convenience when cutting Industrial-Trunking and PIK-Trunking, then PFLITSCH MaxiCut is the number one choice. Mounted on a special workbench, it can be used in the workshop as well as on site. Due to its size and performance, MaxiCut is exclusively equipped with the powerful stationary hydraulic power unit. Optimised cutting plates give it a longer service life and enable precise working.





## Notching, forming recesses, punching, cutting away

### Tools that have what it takes to save money

In addition to cutting cable trunking and covers to length, cut-outs have to be notched out of the trunking and holes and/or recesses punched to join components and attach covers. The tools specially designed for this can also be combined with the various drives for mobile and stationary use.

4



#### 4 Notching tool

Lateral cut-outs for inserting and removing cables can be made with notching tools specially designed for Industrial-Trunking and PIK-Trunking. They are compatible with the manual hydraulic drive, the battery-powered manual hydraulic drive and the stationary hydraulic cylinder, which is operated with the stationary or mobile hydraulic power unit.

5



#### 5 Recess indent tool

The recess indent tool, which can be driven by the manual hydraulic drive, the battery-powered manual hydraulic drive and the stationary or mobile hydraulic unit, forms neat recesses in covers. These recesses are needed for the locking fasteners of the cover locking system on the Industrial-Trunking.

6



#### 6 Mobile Wire-tray Trunking shears MGKE M4

The mobile Wire-tray Trunking shears for cutting wires out of the PFLITSCH Wire-tray Trunking are equipped with a battery-powered manual hydraulic drive, as they are intended exclusively for mobile use. To this end they feature a slim tool head that is rotatable by 330° and easy to use, even on already installed cable trunking.



8

#### Different drives – one goal: efficient cutting

Let's take another look at the individual drives that are available for use with the various machines and tools and enable the cable trunking to be cut quickly, easily, safely and efficiently.

#### 7 Battery-powered manual hydraulic drive

Thanks to its compact design and integrated rechargeable battery, the device is suitable for mobile use and is as easy and convenient to operate as a handheld drill. Both the notching tool and the recess indent tool can be connected to the battery-powered manual hydraulic drive.

#### 8 Stationary hydraulic drive

The hydraulic drive has a mains connection and is ideal for when the device needs to be operated for longer periods of time. It starts up under full load. The two-stage operation increases productivity, while the motor remote control increases operating safety and convenience. The stationary hydraulic drive is used in conjunction with the hydraulic cylinder to which the notching or recess indent tool is connected.

7



Thanks to the streamlining of work processes, the time and cost savings and the reduction in the amount of wastage, PFLITSCH machines and tools are a wise and worthwhile investment that quickly pay for themselves.

We have developed an **amortisation calculator** for our machines on our website, which you can use to calculate how quickly the machine of your choice will pay for itself with your average workload. You can find it at: <https://www.pflitsch.de/en/mypflitsch/> (registration required).



▶ **Function video:**  
See our tools and drives  
in action





# EMC solutions from PFLITSCH – safety you can count on in every application

An overview of our extensive  
EMC portfolio for safe industrial processes

The digitalisation and automation of industrial processes are in full swing. But unbridled progress with its efficiency and speed gains also harbours risks, such as increasing electromagnetic interference due to the growing networking of devices, sensitive electronic systems and new forms of energy generation. With our wide range of EMC solutions, PFLITSCH has the right solution for every application.



### Top priority: avoiding interference

Although there is awareness of the potential risk of electromagnetic interference waves, standard solutions are often implemented without or with insufficient EMC protection, even though electromagnetic interference can lead to considerable operational disruptions and incalculable production losses. Troubleshooting is then time-consuming and costly. Preventing interference from electromagnetic fields with the help of safe EMC solutions should therefore always be a top priority.

### EMC solutions – user-friendly in every respect

As a driver of innovation in industrial cable management, we at PFLITSCH have accompanied developments in the EMC sector right from the start. Over time, we have created a portfolio of EMC solutions tailored to the requirements of our customers, which boast both outstanding performance and user-friendly assembly and meet even the most demanding individual customer requirements. As our EMC cable gland series offer a vast number of solutions for every conceivable application, we would like to give you some general orientation with the following short profiles to help you choose the perfect solution.



**The following general overview cannot and should not replace an individual consultation.**

After all, this has far-reaching safety implications. We therefore recommend that you contact your local sales partner who will help you find the perfect solution. They will be pleased to make an appointment to discuss relevant EMC issues and more. Simply scan the QR code and enter your postcode:





All-rounder



### blueglobe TRI – the all-rounder for the highest EMC requirements

The blueglobe TRI offers durable 360° bonding with the cable shield over a large area with a patented triangular spring for maximum screening attenuation – even when subject to vibrations. It reliably dissipates undesirably high shield currents and enables cost-effective installation. Since the cable is stripped only at the contact point, it can be continued and easily corrected during installation. A very large shielding and sealing range can be covered with one cable gland size. The blueglobe TRI is certified according to EN 45545 and has passed the Cat 8.2 test. It is therefore the only EMC cable gland qualified for use with Ethernet data cables that reach a transmission frequency of up to 40 gigabits per second.

Excellent value for money



### UNI Interference Suppression Dicht – a sound basis for reliable EMC shielding

The UNI Interference Suppression Dicht offers basic EMC at an attractive price-performance ratio, making it ideal for high-volume installation. Thanks to its compatibility with the modular UNI Dicht system, it is suitable for a wide range of applications and covers a large contact area. Despite its small dimensions, it enables reliable bonding of small cables, even in confined spaces. The UNI Interference Suppression Dicht is particularly suitable for the electrical industry, automation and robotics.

Small & compact



### UNI Dicht TRI – maximum EMC protection can be this small

The compact UNI Dicht TRI cable gland is ideal for use where installation space is limited and can be precisely configured to meet individual requirements. Its triangular spring ensures large-area 360° bonding with high EMC screening attenuation and current carrying capacity, even when subject to vibrations, and is very durable due to the mechanical separation of strain relief and shielding. In addition, it allows for simple correction of the cable during the quick and straightforward installation and has a tothing system that prevents the cable from turning. Each gland size covers a large shielding and sealing range. A special feature is the shield contacting of very small cables, a particular advantage in the connector and sensor industry. The UNI Dicht TRI has UL approval.

For several cables



### UNI Dicht Multiple TRI – the easiest way to insert multiple cables

The UNI Dicht Multiple TRI is the only EMC cable gland available on the market designed for reliably feeding in multiple shielded cables. To this end, the individual cable shields are bonded by separate triangular springs, giving them high screening attenuation and current carrying capacity. Assembly is simple, quick and reliable. A tothing system prevents the cables from twisting when the pressure screw is tightened. In addition, the cable gland boasts diverse properties such as strain relief up to Class A and protection rating IP 65 or IP 68 up to a pressure of 10 bar as long as the cable's cross section is the same as the diameter of the hole.

Extremely robust



### UNI EMC Dicht – EMC protection with no ifs and buts

The UNI EMC Dicht boasts excellent EMC shielding based on reliable bonding achieved by compressing the cable shield between a pair of cones. This guarantees high shielding attenuation and outstanding current carrying capacity, even when subject to very strong vibrations. However, careful assembly is essential. The design based on DIN 89280, the DNV approval for the maritime sector and the certification according to the fire protection standard EN 45545 for the railway industry extend the range of applications.

For retrofitting



### EMC adapter – EMC protection for unprotected cable glands

The EMC adapter with TRI spring is ideal for retrofitting standard cable glands without EMC shielding. It can be used as an adapter or lock nut and even enables EMC-compliant installation of plastic cable glands without having to replace them. When combined with an EMC cable gland, it increases the screening attenuation and current-carrying capacity by doubling the bonding surface of the cable shield. The split version of the EMC adapter enables simple shielding of already installed cables without having to disassemble them.





Because safety is not a luxury

# PFLITSCH GUARD

Safety is a core PFLITSCH promise. It's a promise we fulfil with the help of innovative and well thought-out solutions that don't simply give our customers a feeling of being on the safe side. They also leave them safe in the knowledge that their components, machines and plants are protected in the best possible way from all conceivable influences in everyday production and that they offer a high degree of product safety and process reliability in their daily manufacturing routine.

To prove to our customers that we are totally committed to this promise of safety – which is the benchmark by which we wish to be judged – we have created a distinctive seal of quality to serve as a kind of guarantee: PFLITSCH GUARD. Why can we promise our customers such a high level of safety? We know that industrial cable management without safety would be simply unthinkable. And even if our components are only tiny cogs in a complex plant, as it were, they can be crucial for its overall safety.

## Quality from the outset

All our processes are aligned with the highest quality standards for this reason. That's vital in order for them to run absolutely smoothly and reliably under any conditions. We can fulfil this claim thanks to our unique development capacity and level of vertical integration, which mean that we have the entire product creation process in our own hands. From the initial sketch of an idea and the prototypes through testing and certification to the manufacture and delivery of the finished product, we can be certain that it meets the highest quality criteria throughout. Of course, this presupposes that we are thoroughly familiar with the specific requirements of each individual industry.

## Requirements change, safety doesn't

From the very beginning, as an innovation and market leader in the field of cable management, we've been driving developments in industries in which the highest safety standards apply, including the railway, food, pharmaceuticals and e-mobility sectors. Our trendsetting innovations include the blueglobe CLEAN PLUS, the first hygienic cable gland to be certified according to EHEDG principles. In doing so, we identify and anticipate our customers' special requirements and then develop customised solutions, often with significantly better-than-average performance data. This extra bit of safety and reliability has the invaluable advantage that users are still on the safe side, and still comply with safety standards, even if the requirements increase in the future.



A separate PFLITSCH GUARD exists for each area in which our solutions are used.





# myPFLITSCH – your BENEFITS

How registered customers benefit from our exclusive service area

Our promise to always provide you with the best solution does not only apply to our product solutions which ensure that your plants and processes run safely and efficiently. We also want to make sure that you can find and order your perfect solutions easily, quickly and smoothly on our website. This is why we have created **myPFLITSCH** – a premium service area for registered customers that offers you a whole range of attractive and exclusive benefits.



## Systematic simplification of design processes

For example, myPFLITSCH gives you direct access to our CADENAS component library. Here you will find the 3D CAD files of our cable glands and cable trunking with online viewer, file export and all product features. Not only do these aid the design process by enabling you to incorporate them directly into your planning; they also help you to create quotations, order lists and documentation. For the professional planning of customised cable routing for our Industrial-, PIK- and Wire tray-Trunking, you can also download easyRoute, our 3D planning software.

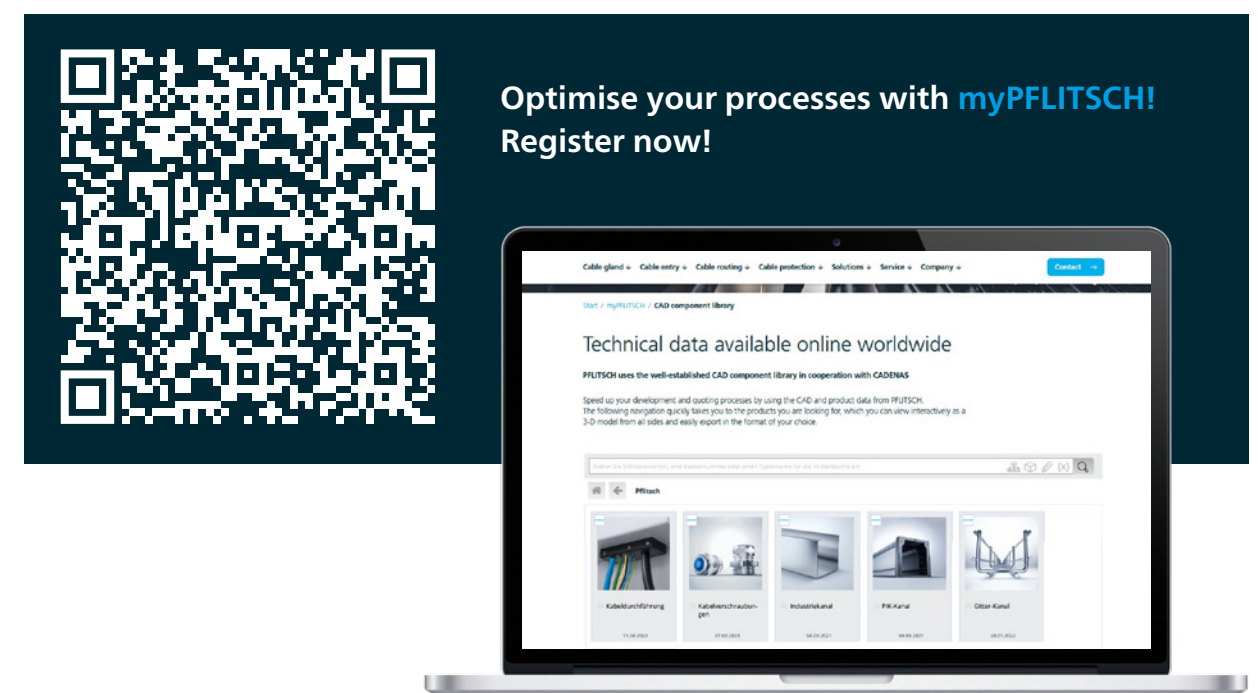
## Intelligent request management

A further advantage of myPFLITSCH is the product search query function. When you have used the product search to select your product from our range of more than 32,000 articles, you can put it straight into your shopping cart and send it directly to our ERP system at the touch of a button for fast, digital processing. Or perhaps you are unsure whether you have chosen the right product? Then you can request a sample

and use the info button to contact our sales department. Before we execute your request, our sales department will check your order and, if necessary, suggest how it can be optimised. A practical feature: all your requests are saved under "My Enquiries" so that you can view and request them again at any time.

## See how your machine pays off: the amortisation calculator

Do you want to cut your cable trunking yourself and are considering buying a PFLITSCH machine to cut it professionally and efficiently? Use our amortisation calculator at myPFLITSCH to make sure that the machine of your choice will pay for itself. It shows you how quickly the machine will amortise based on your average work volume.







“Easy installation for automation” – that was our motto for the company's trade fair booth in Hanover. From the PFLITSCH product range, not only CABseal made a convincing appearance, but also the new UNI Dicht TRI cable gland for reliable EMC applications.

## It's nice to be back again!

Successful trade fairs in the first  
half of 2023 with PFLITSCH

Useful insights into the professional world of our customers, many new and old acquaintances and direct dialogue with our users – we have waited so long for the revival of the trade fair business. After three years of contact restrictions and nothing more than online events, we approached our first trade fairs since the coronavirus pandemic with great enthusiasm. No fewer than four industry highlights were on the agenda during the first half of the year. Our latest product developments were on display at each event, and we had the passion to present our customers with the best solutions for every situation.





▲ Our SMART trade fair team at the successful PFLITSCH appearance in Linz (from left to right): Ralf Paulus, Stephan Kadanka, Tanja Likendey, Mathias Stendtko, Lea Dörpinghaus and Daniel Winkelmann

**sps**  
ITALIA  
smart production solutions

► Every reason to be pleased – our trade fair team responsible for the inspiring PFLITSCH premiere at SPS Milan (from left to right): Sasa Dobrosavljevic, Rosario Li Pira, Simona Pozzi and Jorge Rivas



### Optimistic spirit in Hanover

After five days at the Hannover Messe we can look back at a positive performance. From 17 to 21 April 2023, some 130,000 people and more than 4,000 exhibitors attended this major industry event, and the HMI was therefore able to build on its previous successes. This year, our booth was designed under the motto “easy installation for automation”. First and foremost we showcased our EMC solutions and the new UNI Dicht TRI, which attracted a great deal of attention with an unmistakable poster. We also displayed the new CABseal cable transit, the latest variants of the Ex cable glands, our cable trunking systems and the related machines with their various drive options designed for convenient installation. We presented this appealing range of products at our new, attractively designed booth and its favourable positioning additionally enhanced the high level of interest from visitors. We also managed to generate a good deal of discussion with the CABseal table and the UNI Dicht table as well as a provocative, massive poster placed at the transition from Hall 13 to Hall 12.

### High-ranking decision-makers in Vienna

The PRC, the Petrochemical and Refining Congress Europe, which took place from 22 to 24 May in Vienna, brought together leading representatives from major oil and gas companies, engineering-procurement-construction firms, refineries and petrochemical plants, licensors and chemical companies. The focal point of the fair was hydrogen technology and its deployment as an alternative propulsion concept for vehicles. We are following this forward-looking market with great interest, not to mention some highly sophisticated product solutions. Our presence at the PRC was correspondingly important, and we made successful use of it to hold numerous informative discussions and establish vital contacts with leading companies in the industry.

### Market with excellent prospects

In beautiful Parma, from 23 to 25 May everything revolved around topics such as Industry 4.0, digitalisation and automation technology. The SPS opened its doors for the decision-makers of the sector and we were also present for the first time – for good reason. Because with Simona Pozzi and Jorge Rivas we have established our own sales team in Italy and are now avidly driving expansion into this market with a comprehensive communication campaign. The SPS therefore offered us the perfect backdrop to present our latest product highlights as well as our new sales team in Italy. All the hard work paid off and we were rewarded with an extremely positive response. Visitors to the trade fair followed the topics we presented with great interest, alongside products relating to EMC, CABseal, UNI Dicht, blueglobe and the Ex series of cable glands.

### Automation at its best

The SMART Automation trade fair, held in Linz, Austria, from 23 to 25 May 2023, was a resounding success for us. The event revolved entirely around new, innovative products and solutions in the field of industrial automation. For Stephan Kadanka, Key Account Manager for PFLITSCH in Austria, the trade fair was an absolute must: “It is precisely the strong concentration in a relatively limited space and the high level of interest shown by trade fair visitors that is the major plus point of the SMART.” We showcased highlights such as the new CABseal cable entry, the EMC solutions and our cable trunking systems. The CABseal was particularly well received because the split-table cable entry meets the requirements of a great many users. Moreover, we highlighted this promising solution with an eye-catching production in the form of a computer-animated film about the CABseal and the oversized CABseal table additionally drew the attention of a great many trade fair visitors to our booth.



# We are investing in the future

// Good technology can be bought, but good employees have to be won over.

The aspiration behind this statement is deeply embedded in our corporate philosophy. In the awareness that the success of our company is driven by people, we do not see the further expansion of our workforce as a cost, but as an investment in our viability going forward.

In financial year 2022/2023 we were able to recruit a total of 70 new colleagues to our team – an investment that is paying off in every respect. Because behind our comprehensive service, consistently high quality standards and the rightly demanded ability to deliver, there is a team that launches innovations and inspires customers anew for our solutions every single day. The extra manpower is helping us to live up to the promise of performance we have made to our customers.

## Each individual is an asset

We have a tradition of focusing on the needs of our employees. We create framework conditions that further improve our working environment – also with the help of state-of-the-art technology. Our conduct towards one another is always one of mutual respect. This includes a great many details that only produce their full impact when taken as a whole. Long-term employment relationships, a wide range of support programmes and an appreciative working atmosphere are integral parts of our company environment. As a family-run business, we focus on soft factors such as motivation, communication and corporate culture, which definitely pays off over time. Contrary to weak economic forecasts, we continue to steer a firm course of growth. "We are particularly concerned about offering our employees an environment in which dedicated work is possible and provides the framework for personal development," says Roland Lenzing. PFLITSCH has already received a number of awards as a family-friendly company.



▼ At MAIDAY – a PFLITSCH recruiting event for school students – our staff were able to recruit 14 new trainees.

## Sustainable personnel policy

Unlike many employers, we think in terms of generations and consciously invest in our most valuable asset – our people. This also means taking responsibility, promoting talent and countering the looming shortage of skilled workers with a good ratio of young women and men undergoing vocational training. "The company founder Ernst Pflitsch exemplified his social commitment as an entrepreneur more than 100 years ago. He laid the foundation for our commitment as a company offering vocational training and giving young people career prospects," confirms Mathias Stendtko. As co-founder of the Hückeswagen Vocational College, PFLITSCH still offers the best opportunities for qualified vocational training today.

## Greater benefits for more training

Since February, we have been making great strides towards our goal of a 10% ratio of trainees. With MAIDAY, a recruiting event especially for school students, and the Companies Night, which we successfully revived as a format for Hückeswagen, we were able to demonstrate our excellent quality as an employer and attract 14 new trainees. We have thus once again focused on promoting young talent, which has always been a key factor in our strategy. We currently provide vocational training in 15 different trades and offer our junior staff numerous benefits in addition to qualified training, such as an electric job bike, subsidised fitness programmes and cooperation with leading universities of applied sciences. Roland Lenzing: "Our goal is not only to attract people to our company, but also to retain them on a long-term basis. The low fluctuation rate at PFLITSCH confirms that we are doing a great many things right. We intend to stick to this strategy and continue to invest in our most important asset, i.e. our first-class team."





# Planning ahead – acting sustainably

How PFLITSCH is preparing for tomorrow's challenges

Sustainability has become a central issue in society that extends far beyond environmental protection. Companies are increasingly recognising that sustainability is not only an obligation, but also an opportunity to successfully tackle the challenges of the future.





Compliance with sustainability standards is not just an ethical obligation, it also has a direct impact on a company's competitiveness. PFLITSCH recognised the full significance of sustainability and its associated opportunities long before the term became an overused buzzword. People at PFLITSCH voluntarily focused on sustainability at an early stage and took the necessary measures to better position themselves to meet the growing demands of a value-oriented society and increasingly strict legislation.

#### One step ahead with sustainability

Customers are increasingly looking for sustainably manufactured products. This makes sustainability a quality criterion throughout the entire value chain – and ultimately a generally applicable standard. To gain a competitive edge with the help of the various aspects of sustainability, experts at the cable management company PFLITSCH have developed a strategy aimed at making the enterprise fit for the future and prepared for possible crises. The measures range from climate neutralisation and the reduction of energy and resource consumption to increasing the company's appeal as an employer brand.

#### The mission: zero emissions

Undoubtedly, the most urgent task is and remains the reduction of emissions. Mathias Stendtko, Managing Partner at PFLITSCH says: "We have set ourselves the goal of achieving climate neutrality in terms of emissions before the statutory target of 2045. And that is a real challenge, because we are growing continuously – and so are our energy requirements. That's why we are working on certification in accordance with DIN EN ISO 14.001 to achieve an effective environmental management system. Moreover, we

are making major investments in more efficient machinery, our own energy generation systems and precise measurement technology to exactly determine savings potential." The company already achieved climate neutrality in terms of electricity procurement in 2021 by purchasing green electricity. Now, direct emissions, known as Scope 1 emissions, will be gradually identified and reduced by 2024. Emissions in upstream and downstream value chains, known as Scope 2 and Scope 3, will follow as of 2024.

#### Always a bonus: resource-friendly production

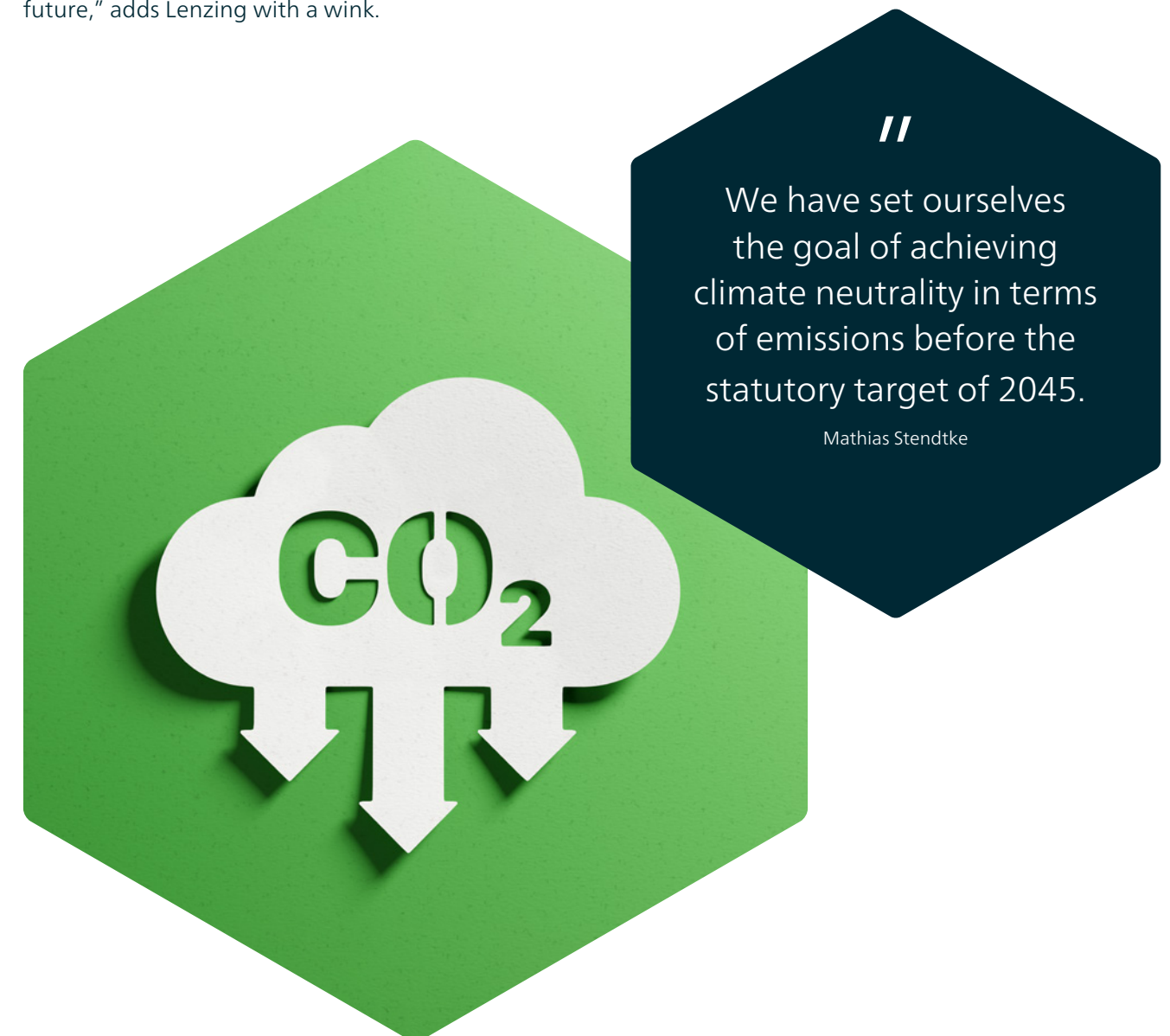
However, emissions are only one aspect of environmental protection. The careful use of resources and the avoidance of hazardous or toxic substances are further topics of relevance. Ultimately, the statutory regulations governing the use of hazardous substances in production settings are becoming increasingly stringent – and compliance with them is unavoidable. One example of this is the successful conversion to lead-free brass alloys at PFLITSCH in accordance with RoHS (Restriction of Hazardous Substances) directives. But recycling, such as the reuse of the accumulating brass chips, is also practised to the extent possible.

#### Innovations for sustainable technologies of the future

With its trendsetting innovations, PFLITSCH has made repeated advances in industrial cable management and sustainability as an innovation factor has played a major role. "Our ambition is not limited to developing products that we can manufacture in a more energy- and resource-efficient way and that enable our customers to produce more efficiently. We also create solutions for future-oriented industries such as electric mobility and renewable energy," says Roland Lenzing, Managing Partner. "In doing so, we also anticipate their special requirements in order to implement innovative, perfectly fitting solutions. After all, these all help to ensure that the sustainable technologies of the future actually have a future," adds Lenzing with a wink.

#### Sustainability – a question of attitude

Speaking of the future, the ability to attract qualified employees is crucial for the long-term success of any company. Here, too, sustainability plays a part that should not be underestimated. Why? Now, as environmental crises continue to worsen, Generation Y has developed its own ideas of sustainability – from effective environmental protection to a good work-life balance. Companies capable of credibly reconciling all these aspects have a competitive edge when it comes to employee recruitment and retention. Unsurprisingly, this social form of sustainability has virtually become a tradition at PFLITSCH.







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Our ambition is not limited to developing products that we can manufacture in a more energy- and resource-efficient way. We are also creating solutions for future-oriented industries such as electric mobility and renewable energy.

Roland Lenzing

### Social responsibility as a sustainable value

For the family-run business, its own employees have been the most valuable asset from the very beginning, and one that needs to be permanently protected. With this point in mind, we promote the personal well-being of our employees in a true spirit of social sustainability. Apart from an open corporate culture, the company's workforce is offered a variety of training opportunities and benefits, such as a healthcare plan, help with caring for family members and lots more. For these reasons, employees are happy to work at PFLITSCH and remain loyal to it for an above-average length of time. But this social commitment also goes way beyond the factory gates. It extends to supporting the entire region in which the company has been rooted for 100 years – including its educational institutions, social communities and associations. Another form of commitment to sustainability has also been developed at a different level – and for good reason.

### United in sustainable business activity

Companies wanting to act in a credible and sustainable manner need to keep their knowledge base permanently up to date. After all, sustainability is subject to constant development, which is determined by statutory regulations, social trends and technical innovations. For PFLITSCH it was only logical to become a member of the "Netzwerk Bundesdeutscher Arbeitskreis für Umweltbewusstes Management" (B.A.U.M. e.V., the network for sustainable management). Moreover, we maintain a regular dialogue with co2ncept plus ("Verband der Wirtschaft für Emissionshandel und Klimaschutz e.V.", a business association for emissions trading and climate protection). And last but not least, PFLITSCH has hired a specialist to actively promote environmental and initiative management so that the process of finding and evaluating projects worth supporting can be made more effective. Despite all these strategic approaches and projects, the question of results inevitably arises.





### Cutting emissions, saving energy, boosting efficiency

In this respect, PFLITSCH is already showing some impressive results. Mathias Stendtkke is proud of the fact “that the implementation of an energy management system in accordance with DIN EN ISO 50001 has led to an improvement in our energy-related performance. At the same time, efficiency-enhancing measures such as the modernisation of machinery have helped to significantly minimise our energy consumption.” The reduction in emissions is also impressive, according to the Managing Partner: “The switch to green electricity and other measures has resulted in a saving of 1,095 tonnes of carbon emissions and the energy-optimised design of our plastics production lines in 2022 has enabled us to cut our emissions by over 556 tonnes per annum. Furthermore, we want to significantly increase our in-house power generation capability by deploying photovoltaics.” However, despite the sense of satisfaction about these initial successes, we do not want to leave an important ally out of the equation – the policymakers.

### Policymakers lagging behind

The PFLITSCH management team still sees deficits in this respect. In other words, policymakers could be providing far greater support to companies when it comes to implementing sustainable strategies in every respect. At the top of Roland Lenzing’s agenda is “reducing bureaucratic hurdles and offering incentives for sustainable investment. Energy affordability and bolstering supply security are also among my core demands,” he says. “Another appeal to policymakers is to promote research and development in the field of alternative ecological materials and products to facilitate the shift to sustainable practices,” adds Mathias Stendtkke.



Overall, the example of PFLITSCH shows that sustainability is not just an obligation, but also has genuine potential for success. By setting clear goals, implementing a comprehensive sustainability strategy and collaborating with employees, communities and policymakers, companies can make a positive contribution to environmental and resource protection, boost their competitiveness, and strengthen themselves to take on the challenges of the future. This is the path to the future that more and more companies should, and will, take. Roland Lenzing and Mathias Stendtkke are firmly convinced of this.





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