

# solution

CUSTOMER MAGAZIN 02 | 2024

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# Dear Customers, Business Partners and Friends,

The conditions for economic success are changing, and with them the demands that are placed on us. Today, your expectations are not limited to an outstanding product, but also include a complete package that meets the highest standards. First-class service, customised solutions, constant delivery performance and the highest product standards are just as important as our commitment to sustainability, social responsibility and long-term employee retention.

All of these factors are intertwined, because it is only through this interplay that a brand becomes attractive and

competitive. To offer you precisely that, we pursue a comprehensive 360-degree approach. We are always open to new perspectives and create room for further development, even if that means going against general trends. Our basis remains a system of values that has proven itself for over 100 years and gives us stability and orientation even in challenging times. This consistency is to your advantage: you benefit from a range of services that perfectly combines tradition and innovation.

In this new edition of solutions, we invite you to discover the many perspectives of our company. Learn more about the facets that define us and about the milestones we have reached on our journey to always offer you the best solution – no matter from which perspective you look at us.

We hope you enjoy reading this edition of solutions.

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



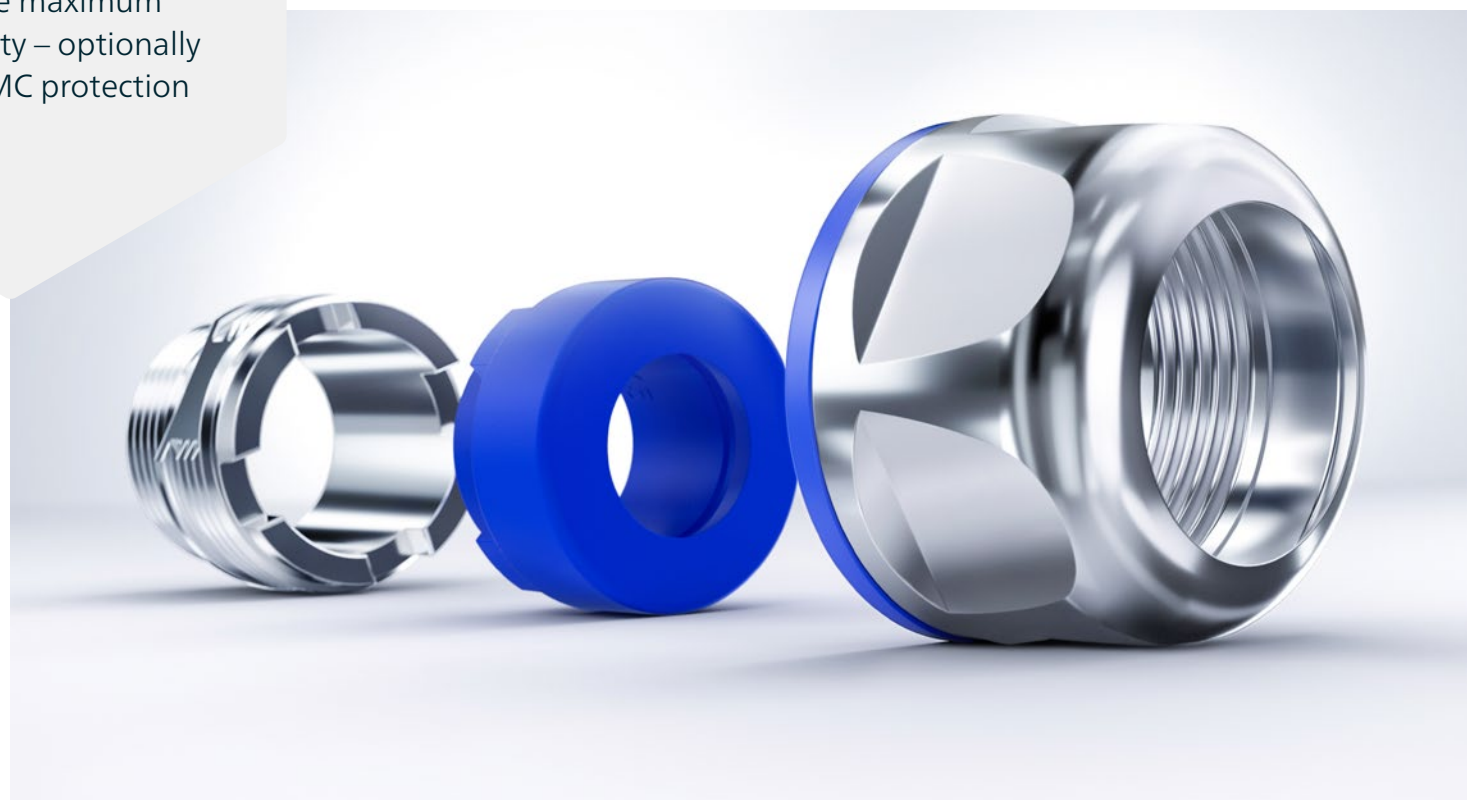
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commitment characterise the DNA of PFLITSCH





We ensure maximum hygiene safety – optionally also with EMC protection



The new PFLITSCH Cleanplus and Cleanplus TRI cable gland

## The new plus ultra in Hygienic Safety

The new PFLITSCH Cleanplus is inheriting a great legacy. After all, it is the successor to the blueglobe CLEAN Plus, the first cable gland to be certified in accordance with the EHEDG's Hygienic Design guidelines, which set standards in terms of hygienic safety and design. And this was at a time when conventional metal and plastic cable glands were still frequently used in modern systems and machines in the food industry, although these were not hygienic. →







#### Increasing requirements

However, in the course of automation, production facilities are becoming increasingly complex and manufacturing processes are becoming less transparent. This also increases the risk of contamination, particularly in product contact zones and splash zone. As a result, food scandals and attention-attracting recalls threaten to damage the image of the producer concerned and the entire industry. It is not without reason that a whole series of regulations must be taken into account in order to be able to build and operate systems and their components in accordance with the requirements of the food industry.

The PFLITSCH blueglobe Cleanplus has also been certified in accordance with these guidelines. Due to the advancing automation in the food industry and the associated growing risk of contamination, the standards for hygiene safety in production facilities were outdated and had to be adapted to the new conditions. As a result, the EHEDG tightened its certification requirements for hygienic design accordingly. Hygienic Design certification requirements. For us, this was the reason to design the next generation of hygienic design cable gland.

We recognised the need for hygiene-compliant products for the food and pharmaceutical industries at an early stage and drove development forward with pioneering solutions. Also in the knowledge that the demand for hygienic installations will increase significantly.

#### The new Cleanplus Hygienic cable gland

Inspired by the blueglobe CLEAN Plus, we have adopted its proven construction principle and the if award-winning design, in which the choice of materials, the specially rounded surfaces of the pressure screw and the 'seamless' design, among other things, were considered exemplary. During further development, we focussed on the hygienic properties with a view to EHEDG certification. We also took the opportunity to optimise the assembly. As with the blueglobe CLEAN Plus, the universal properties of the Cleanplus are also impressive: in addition to above-average tightness with protection class IP 66, IP 68 up to 15 bar and IP 69, it achieves a high level of strain relief. With just five sizes (M12 to M32), it covers a complete sealing range from 4 to 23 mm. And by switching to a silicone sealing insert, the temperature application range has been extended to  $-55^{\circ}\text{C}$  to  $+180^{\circ}\text{C}$ . The result: with the new Cleanplus, users benefit from a real plus in every respect.

#### The plus in hygiene properties

In addition to preventing dirt build-up, the Cleanplus also stands for easy cleanability. For example, the silicone sealing elements are resistant to a large number of common cleaning agents and are extremely durable. The concept of the sealing inserts has been further developed to increase tightness, which also plays an important role when cleaning under high pressure. The design of the spanner flats has also been adapted to ensure EHEDG-compliant installation. The outstanding cleanability of the Cleanplus is the prerequisite for reliably calculable cleaning cycles without additional cleaning measures. This means long-term planning security and transparency for system operators – and a reduction in overall costs over the entire life cycle. In short: an increase in economic efficiency.

#### The plus in ease of installation

Assembly also contributes to the increase in efficiency, as it is now even easier and safer to carry out thanks to a number of improvements to details. Like its predecessor, the Cleanplus also impresses with its low construction height, which allows it to be used where installation space is limited. The pressure screw is now screwed onto the block, i.e. with exactly the same torque every time. No special tools are required for this – however, attention should be paid to the use of quality tools with smooth surfaces. There is no need to use a washer. The sealing element cannot be tilted, nor can the cable be rotated, which is impossible due to the way the sealing insert is designed.

#### Hygienic safety with EMC protection

In order to follow in the footsteps of its predecessor, the blueglobe CLEAN Plus, the Cleanplus still needs additional support: the EMC variant Cleanplus TRI. The Cleanplus TRI is a unique solution for all those applications where absolutely reliable EMC protection is a must in addition to maximum hygiene safety. For this purpose, we have equipped the new Cleanplus with the patented PFLITSCH TRI spring, which is already being used successfully in the blueglobe TRI and the UNI Dicht TRI. The special quality of the TRI spring is that it allows mechanical separation of sealing and full-surface shield contacting (method), making it particularly durable and vibration-resistant and ensuring the highest EMC shielding attenuation values.



→ *half full or  
half empty?*

Germany as an industrial location:

# Opportunities and challenges of the future

As a family-owned company and expert in industrial cable management, PFLITSCH has been manufacturing in Germany for over 100 years in order to serve the global markets from here. We believe that Germany continues to offer numerous locational advantages that form the foundation for the competitiveness and innovative strength of German companies.

## The strengths of Germany as a business location

One of Germany's key advantages is its excellent infrastructure. A dense network of roads, railways and airports enable companies to establish a functioning supply chain – on the one hand, to source raw materials and parts from suppliers and, on the other, to deliver their own products quickly and efficiently, both within Germany and internationally. At the same time, Germany itself, with its diverse and highly developed industrial landscape, is one of the largest domestic markets in Europe. Another aspect that should not be underestimated is the high level of qualification of the German workforce. Thanks to a dual training system and numerous first-class universities, the education system is one of the best in the world. Especially in technology-driven industries, the availability of highly qualified specialists is a decisive competitive factor. In general, companies like PFLITSCH benefit greatly from the country's political and economic stability. The reliable legal situation and a strong social security system create the basis for long-term planning security – a significant factor for investment in research and development.

## Half full or half empty?

Despite these favourable conditions, Germany is increasingly facing serious challenges as a business location. Challenges that have the potential to negatively impact the success of companies like PFLITSCH. One problem is the investment pile-up in infrastructure. For years, the infrastructure has not been maintained to the extent that it should have been and the associated effects have been underestimated. We are all confronted with the result every day – and not just those of us who have to travel by train. Important investments in roads, railways and digital networks have been postponed for so long that the investment pile-up has become obvious: Dilapidated bridges, traffic jams and slow network expansion hinder the economy and mean additional costs for companies.

## Key technologies quo vadis?

Furthermore, not only we at PFLITSCH are concerned that key technologies that are indispensable for the future of our economy are not being promoted to the extent that would be necessary – and as is practised in other countries. Industries with enormous future potential, such as renewable energy production, have already shifted many production steps abroad. One example is the solar industry, which was once on its way to becoming a global leader. These developments are weakening the industrial base as a whole and leading to a loss of expertise.

## Bureaucracy is all around

Another obstacle is the increasing bureaucracy. It represents a serious burden for companies. Complex approval procedures and high regulatory requirements are hindering innovation and slowing down growth, while neighbouring countries such as Switzerland are trying to capitalise on this weakness with targeted campaigns. German companies are tempted by the promise of unrivalled framework conditions, which are so appealing that they make some local entrepreneurs think twice. In addition to this, the high energy prices put energy-intensive companies in particular under great pressure. In a global competition in which countries such as the USA or China offer significantly more favourable energy costs, Germany is becoming increasingly less attractive to investors.

## We believe in Germany as a business location

PFLITSCH was founded as a family business in Germany over 100 years ago. And we have grown and developed together with Germany as an industrial location. A key reason for this success is the diversity that characterises our domestic economy with its numerous leading industries and from which we and our customers benefit in several ways. →





Firstly, we produce for a wide range of industries, which means that we have an extremely broad base and are not dependent on a single sector. In this way, we can largely compensate for fluctuations in demand in one area by increasing our involvement in another.

#### Thinking outside the box

Secondly, we have been able to systematically build up our innovative strength because we think outside the box. This means that we are active in various industries and also operate internationally. In doing so, we intensively analyse the specific requirements of the individual sectors and markets in order to better understand them. For example, we were one of the first experts in our field to take part in trade fairs such as InnoTrans and Anuga FoodTec.

Thanks to our close dialogue with end users and our knowledge of their specific challenges, we are able to identify and anticipate trends and developments at an early stage. Based on this, we create pioneering solutions that not only benefit our customers directly, but also users in other industries. What does that mean?

#### Innovation transfer across industries

Industries develop differently over time. Certain requirements that gain importance very quickly in one market may appear on the radar later in other markets. Ideal conditions for innovation transfer: this enables us to simply transfer the knowledge we have gained and the innovations based on it from a rapidly developing market

to the markets in which these requirements develop later. The result: In this way, we have built up in-depth expertise in the individual sectors, which ultimately also benefits customers in other industries. This is because many of our innovations have gradually become established as standards across industries, so that they also benefit users there. →

Thanks to our close dialogue with end users and our knowledge of their specific challenges, we are able to identify and anticipate trends and developments at an early stage. Based on this, we create pioneering solutions that not only benefit our customers directly, but also users in other industries.







### Setting the course for the future

In the course of its long company history, PFLITSCH has experienced and successfully survived many difficult situations and crises. In this respect, we are convinced that Germany can continue to offer a strong basis for economic success in the future. However, the challenges must actually be tackled. As a company, we have done our homework: we have set the course with foresight and have always invested in our competitiveness and future viability – even against the general trend. To this end, we are constantly updating our machinery. We rely on qualified, motivated employees, whom we support with development programmes and social benefits, and we also make great efforts when it comes to training young talent. And finally, we address urgent future issues such as environmental protection and sustainability and take these into account in our corporate policy.

At the same time, we believe that politicians have a responsibility to play their part in overcoming the challenges that lie ahead. This includes, for example, effective measures such as expanding infrastructure, promoting key technologies, reducing bureaucratic hurdles and lowering energy prices in order to increase the competitiveness of the domestic economy. If everyone involved does their homework, we are confident that Germany will be able to maintain its position as a business location in the future.

PFLITSCH

Passion  
for the  
best  
solution

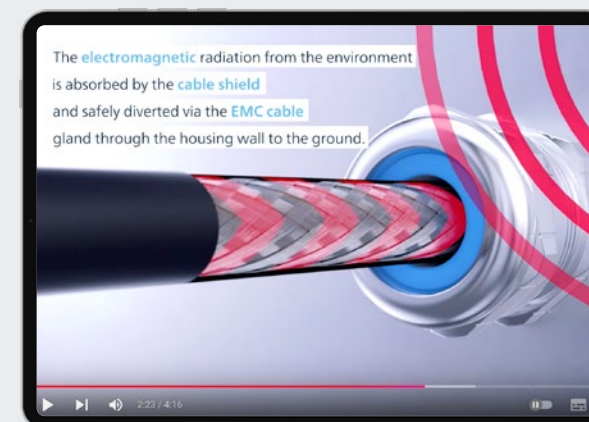


As the automation of machines and systems progresses, the risk of interference from electromagnetic radiation is also increasing. And with it the need for reliable EMC shielding. With the blueglobe TRI and the UNI Dicht TRI, PFLITSCH offers two high-quality solutions that ensure effective screening attenuation and thus safe processes. To illustrate the outstanding performance of both solutions and make it easier for users to choose the right solution, we have dedicated a new video to them.



### In the leading role: the TRI spring

The focus is not only on the universal characteristics and specific EMC properties of the two cable glands. Their customer benefits, the similarities and differences, their functionality and the simple, time- and cost-saving installation are also properly presented. Special attention is paid to the patented PFLITSCH TRI spring, which ensures reliable, durable and vibration-resistant shield contacting. Anyone interested can find the film in the cable gland section under the heading EMC cable gland on our website and on our YouTube channel.



Watch the film  
on our YouTube  
channel





# Travelling on safe tracks

PFLITSCH  
is a new member  
of the VDB

Mitglied im **VERBAND  
DER BAHNINDUSTRIE**



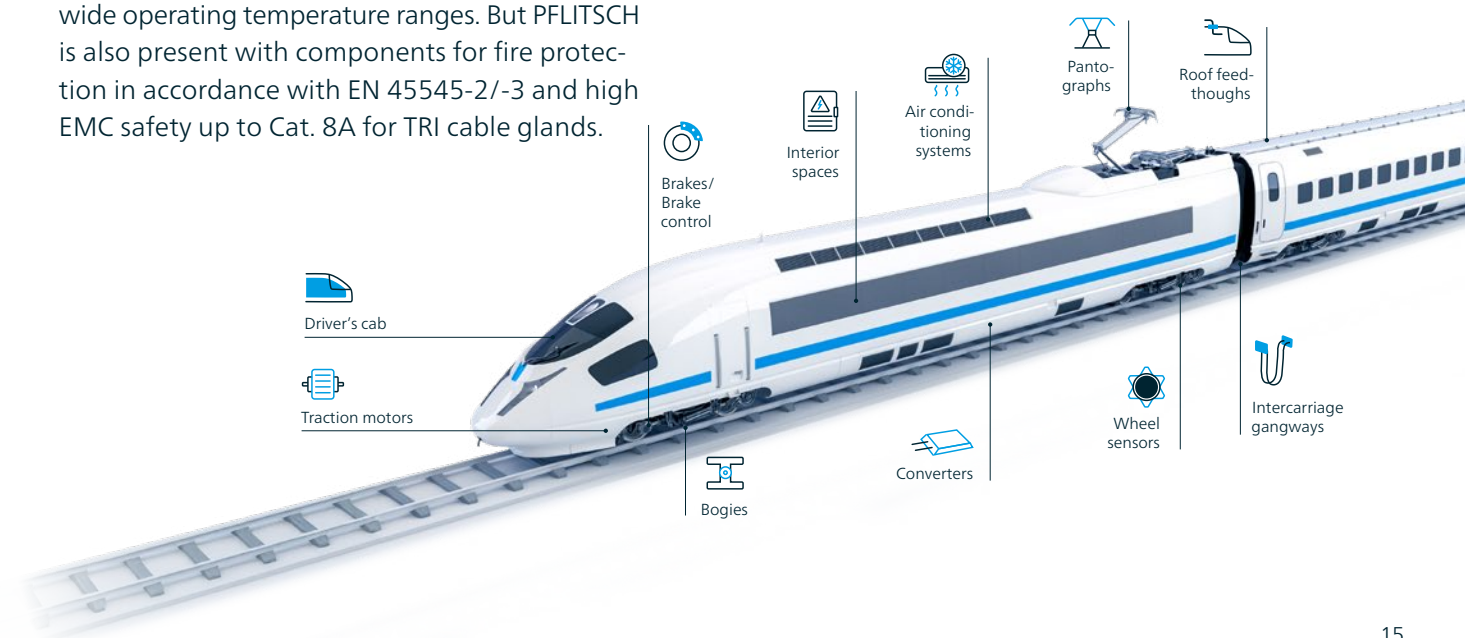
A few weeks ago, the 14th InnoTrans, the world's largest trade fair for transport technology, came to an end with 2,940 exhibitors from 59 countries and a record 170,000 visitors from 133 countries. "PFLITSCH has been present here as a partner to the international railway industry for many years," says Josef Bauer, Head of Global Key Account Management and Market Transportation, emphasising the relevance of this industry. For example, the Hückeswagen-based medium-sized company was a pioneer in the implementation of the fire protection standard EN 45455. "As an official member of the Verband der Bahnindustrie in Deutschland (VDB) e. V., we are punctuate our desire to continue to focus on this sector with its sophisticated technology and to increase our presence in the expanding railway industry by participating in specialist committees," says Josef Bauer.

At the PFLITSCH booth in Berlin, customers, partners and visitors from five continents were able to find out about the company's focus on fire protection and system diversity in relation to cable routing. "We are of great interest to this traditional industry because we offer high-quality, durable and vibration-resistant solutions that are precisely tailored to the high requirements of the global railway industry," says the former PFLITSCH Export Manager and international networker. Whether in the driver's cab, on bogies, in wagons, on pantographs or wagon crossings – PFLITSCH solutions generally score highly in terms of durability, vibration resistance, high strain relief, resistance and wide operating temperature ranges. But PFLITSCH is also present with components for fire protection in accordance with EN 45545-2/-3 and high EMC safety up to Cat. 8A for TRI cable glands.

Josef Bauer, Head of  
Global Key Account  
Management and  
Market Transportation  
at PFLITSCH



"Our solutions are built and certified in accordance with international and country-specific standards and the relevant standards of global players and associations," explains Josef Bauer. "PFLITSCH has also repeatedly realised customer-specific solutions for safe cable routing, for example in wagons or on platforms," says the Head of Global Key Account Management. "With certification to DIN EN 15085-2, we even have a licence to weld components for the railway industry. And we are authorised to create designs for rail vehicles, purchase components for them and sell them."





Sustainable production

# Self-sufficiency with the power of the sun



768 solar modules – and that's just the beginning. Since June 2024, PFLITSCH Plant II has been supplying itself with renewable energy. The state-of-the-art photovoltaic system on the roofs of the production building marks another milestone in the company's sustainable orientation.

The 768 solar modules on the striking shed roof generate more energy than Plant II needs in optimal sunlight. The surplus is fed into the public grid. This means lower energy costs, lower CO<sub>2</sub> emissions and greater independence from external energy suppliers – all in a sustainable way. Two years of planning preceded the installation in order to guarantee the best possible realisation.

With an impressive peak output of 320,000 kilowatt peak (kWp), the system supplies clean energy and will therefore be amortised in just a few years. "For us, sustainability doesn't just mean to think 'green', but also to develop future-oriented, economically viable solutions," explains Managing Partner Roland Lenzing. By generating its own electricity, PFLITSCH becomes less dependent on rising energy costs and gains a competitive edge – from which customers also benefit.

## Energy that pays off

Sustainability is no longer just an ecological concern, but also has a direct influence on product quality and price stability. By using renewable energies, PFLITSCH creates a reliable cost basis, which naturally also has an impact on the price stability of the products. In addition, climate-friendly production ensures that all products are manufactured under strict environmental standards – a decisive advantage in industries with high sustainability requirements. And at competitive prices, regardless of fluctuations on the energy markets

## Certified and on track

How seriously PFLITSCH takes the issue of sustainability is also demonstrated by the successful initial certification according to the environmental management standard DIN EN ISO 14001. This international award confirms that PFLITSCH complies with the highest environmental standards in all areas of production and is continuously working to improve its processes. The certificate is far more than just proof of environmentally friendly production. It shows customers that PFLITSCH is a partner that takes responsibility – from the management to each individual employee. The certification guarantees the minimisation of emissions, the reduction of waste and the efficient use of resources. This is a clear advantage for companies that focus on sustainable supply chains. →



By using renewable energies, PFLITSCH achieves a high degree of self-sufficiency.



### The future is green

PFLITSCH proves that environmental friendliness is anchored in every step of production. But the company is not resting on its laurels. The plant is just the first step in a comprehensive strategy to make production climate-neutral in the long term. Further projects are already being planned: in addition to an additional ground-mounted photovoltaic system, the possibility of a wind turbine is being investigated in order to further expand the energy supply from renewable sources.

### Sustainable by conviction

For PFLITSCH, sustainability is not a short-term trend, but a firmly anchored principle that has characterised the company culture for over 100 years. With the photovoltaic system and the continuous further development of production processes, PFLITSCH shows that tradition and innovation go hand in hand. This innovative approach to renewable energies positions the company as a pioneer in terms of sustainability.

With these projects, PFLITSCH is consistently pursuing the path towards a completely sustainable energy supply. The goal: to move even further away from fossil fuels and minimise the ecological footprint. For customers, this means products with a clear environmental advantage and a partner who is always investing in a green future. Managing Partner Mathias Stendtke explains the motivation behind this: "We have been acting sustainably for over 100 years. Our responsibility towards the environment and our customers has always been our guiding principle. With our investments in clean energy and future technologies, we are laying the foundations to continue offering our customers products that fulfil the highest environmental and quality standards in the future. The next exciting step will be to utilise the surplus energy at our second site as well, thereby further advancing our sustainability goals."

For us, sustainability doesn't just mean thinking green, but also developing future-oriented, economically viable solutions

*Roland Lenzing*

# Fresh off the press

## The new PFLITSCH catalogue Cable trunking

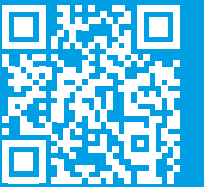
The new PFLITSCH cable trunking catalogue has been available to you since the beginning of November, both in print and in digital form. The standard publication for industrial cable routing provides you with a comprehensive overview of our entire range of cable trunking. It also includes the machine programme, including the compatible drives, tools and accessories that make processing PFLITSCH cable trunking as efficient and convenient as possible.

### All new products at a glance:

- » Updated range of machines for processing cable trunking
- » Expansion of the moulded parts range for industrial trunking
- » New retaining clips for PIK trunking system
- » Fastening technology for cable trunking in hygiene applications
- » Variable partition wall brackets and strain reliefs
- » VDE certification of trunking components in accordance with DIN 61

There are also new ways to obtain the catalogue: In addition to the existing options of requesting the catalogue via the website or downloading the digital version as a PDF, you can now order the print edition in the customer magazine by simply scanning the QR code.

Download the new catalogue now or order it free of charge



In addition, we will soon be offering a new way to use the catalogue in a straightforward way: as a flip catalogue. As the name suggests, you can browse through this form of catalogue directly on the website. The advantage: thanks to the direct link between the chapter index and the relevant product pages, one click is all it takes to get to the desired product or topic. There are also links to external media, such as product videos and other interactive content, which improve the user-friendliness of the catalogue. All that remains is for us to wish you an enjoyable read – and many new insights.





# Freeformer – the engine of progress

PFLITSCH accelerates  
innovation cycles

A 3D printer of the latest generation has been in use at PFLITSCH since 2023. The technology from Arburg takes the development expertise of the Research and Development department to the next level. Dr Martin Lechner, Head of the department, explains the background.

→







“With the Freeformer from Arburg, we have reached the next level of prototype production. The system is a quantum leap in additive manufacturing and allows us to significantly shorten our innovation cycles through the optimised production of A+B samples. New developments and designs can be implemented quickly and easily, and even critical geometries can be realised. And the system opens up completely new possibilities, e.g. in the production of components from two different materials or the use of standard plastic materials,” says Dr Lechner.

#### The ultimate in 3D printing

A look at the details reveals the full range of this revolutionary technology. The freeformer enables the industrial additive manufacturing of resilient plastic parts from original material. The same plastic compounds can be used that are also used in injection moulding. In addition to two materials that can be processed simultaneously for a component, a support material can be used as a third component. This means almost unlimited possibilities for prototype development at PFLITSCH: New developments and designs can be implemented more easily; for example, the Freeformer can also be used to realise critical geometries that cannot be produced using the standard injection moulding process. It is also

possible to take into account increasing material requirements, hard/soft combinations and integrated functions as early as the development stage. Dr Lechner can confirm this: “For us, research and development is more than just words. We take an active approach to innovation. Our customers appreciate that. We will do everything we can to continue to impress them with our expertise and innovative strength in the future.”

#### From the idea to the functional model

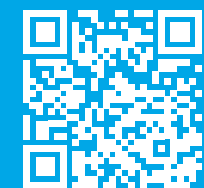
“Customised solutions have always been our speciality. We already work very closely with many customers in the development phase and are continuously bringing individualised products onto the market for numerous applications.

#### Customised EMC cable gland for the use of pre-assembled cables

The special double nipple was developed by PFLITSCH according to customer requirements and then manufactured using 3D printing. The prototype enables our customer to carry out a quick and precise functional test. By using our additive manufacturing process, we can react flexibly to design adjustments and make optimisations without having to use additional tools. In this way, we support our customers in making development processes more efficient and economical and significantly reducing the development times for prototypes.



We are ready for exciting customer projects.  
Get in touch with your PFLITSCH contact person now:



Whether for demonstration samples, functional samples or very small series – thanks to the new possibilities offered by the Freeformer, we can now fulfil special requirements even more quickly and cost-effectively and demonstrate solutions that are close to the series quality and properties of a plastic injection-moulded part, as well as implementing completely new ideas in the area of combining seals and screw components,” reports Dr Lechner.

#### Lots of new possibilities

The latest investments in additive manufacturing are intended to further accelerate the already familiar and proven product development processes at PFLITSCH. Dr Lechner can confirm this:

“Thanks to the collaboration with Arburg and our own activities to further develop manufacturing options with the Freeformer, we are actively addressing the issue of product innovation. Our customers appreciate this. We are doing everything we can to continue to impress them with our expertise and innovative strength in the future.”





The big PFLITSCH  
machine promotion

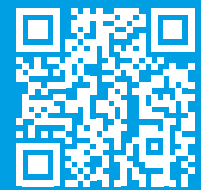
# Purchased, gifted, saved

Whether quick and easy working, convenient and safe handling, exact reproducibility or optimised use of materials – PFLITSCH machines for processing cable trunking have a whole range of unbeatable arguments in their favour. The large machine promotion now goes one better.

## Efficiency plus savings

The big PFLITSCH machine promotion now offers all those who want to process cable trunking professionally a significant saving: During the promotion period from **12 November 2024 to 1 June 2025**, you will also receive a certain number of cable trunking of your choice as a gift when you purchase a machine for processing PFLITSCH cable trunking. This will save you up to **5,000 euros**.

Would you like to know why using PFLITSCH machines pays off? Log in to myPFLITSCH and use our amortisation calculator to determine your individual savings potential.



## The savings options in detail

**Notching tool:** Lateral cut-outs on Industrial, PIK and Wire-tray Trunking are made at the touch of a button using the hydraulic notching punch. This can be equipped with various interchangeable cutting tools and combined with the static hydraulic unit or the mobile electro-hydraulic drive. When you purchase a notching tool, you will receive cable trunking worth **1,000 euros free of charge**.

**MiniCut:** The entry-level model for processing PIK-Trunking can be equipped with a manual hydraulic drive, a mains-powered or battery-powered hydraulic unit. The durable cutting plate is easy to regrind, which increases cost-effectiveness, and the infeed aid fitted as standard guarantees precise alignment of the cable trunking. When you purchase a MiniCut, you will receive cable trunking worth **2,000 euros free of charge**.

With the purchase of a notching tool free contingent of cable trunking worth  
**€ 1,000**



With the purchase of a MiniCut free contingent of cable trunkings worth  
**€ 2,000**







**MultiCut:** The all-rounder impresses with its precision and flexibility when processing PIK-Trunking or Industrial-Trunking. Depending on the drive – with manual hydraulic, mains or battery-powered hydraulic unit – it can be used as a stationary or mobile unit. Different cutting contours for different cable trunkings can be individually placed on a cutting plate. With infed aid as standard. When you purchase a MultiCut, you will receive cable trunking worth **3,000 euros free of charge**.

**MaxiCut:** The PFLITSCH MaxiCut is used when maximum performance and highest convenience are required when machining Industrial-Trunking and PIK-Trunking. Mounted on a special work-bench, it is ready for use both in the workshop and on site. Due to its size and performance, the MaxiCut is equipped exclusively with the powerful static hydraulic unit. When you purchase a MaxiCut, you will receive cable trunking worth **5,000 euros free of charge**.

#### Machines with added value

Regardless of the savings offered by the machine promotion, you will of course benefit from using PFLITSCH machines. This is because they stand for time- and cost-saving work with perfect cuts and clean edges that make reworking superfluous. In addition, waste is reduced thanks to optimised material usage. And finally, effortless and safe handling guarantees maximum safety. Further advantages of the machines include a wide range of applications, flexibility, location-independent use and optimum customisation to individual requirements with different drives and useful accessories. The machine promotion is now the ideal opportunity to benefit twice over: Take your cable trunking processing to a higher level of efficiency and enjoy a significant discount in the process.

Detailed information about the machines and tools is available at [www.pflitsch.de/en](http://www.pflitsch.de/en)

With the purchase of a MultiCut free contingent of cable trunkings worth **€ 3,000**



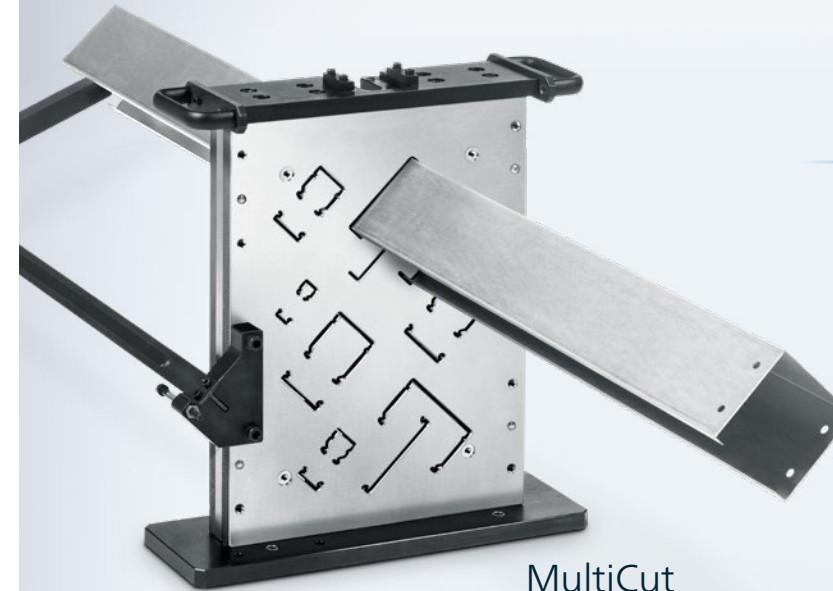
With the purchase of a MaxiCut free contingent of cable trunkings worth **€ 5,000**



## BUYING



## RECEIVING



MultiCut



# SAVING

UP TO

# 3,000€\*

THE BIG PFLITSCH  
MACHINE PROMOTION

**12<sup>th</sup> NOV. 2024** UNTIL **1<sup>st</sup> JUNE 2025**

PFLITSCH makes it easy for anyone who wants to process cable trunking professionally and efficiently – with the machine promotion. If you buy a **notching tool**, a **MiniCut**, **MultiCut** or **MaxiCut** during the promotion period, you will receive a **cable duct contingent free of charge**.

\* Savings when you buy a MultiCut. While stocks last.

Further Information





# The future of purchasing



Biagio Macagnino,  
Member of the BME  
Board Region Bergisch  
Land and Purchasing  
Manager at PFLITSCH

Purchasing thrives on close cooperation with suppliers and services providers. Since 1954, the German Association of Materials Management, Purchasing and Logistics (BME) has been campaigning for the exchange and strengthening of purchasing. We spoke to Biagio Macagnino, member of the BME board and Head of Purchasing at PFLITSCH, about the most important aspects of efficient purchasing management, trends and the role of the BME.

//

A well-organised purchasing offers customers many benefits that go far beyond price.

*Biagio Macagnino*



// Why is it so important to strengthen purchasing, materials management and logistics, especially in today's world?

*Biagio Macagnino:* "An old business saying goes: 'The profit is in the purchase'. This applies today more than ever. The last few years in particular, with the coronavirus pandemic and disrupted supply chains, have shown how important strong purchasing is. Working in partnership with suppliers enables us to react flexibly to unexpected situations – whether by adjusting purchase quantities or utilising alternative options. Such agreements only work on the basis of trust. Purchasing therefore plays a central role in securing and stabilising supply chains."

// What role does the BME play in this?

*Biagio Macagnino:* "For us, the BME is an indispensable platform for dialogue and further development. It not only offers us regular specialist presentations and training opportunities, but also supports us when we face unusual challenges. Take, for example, working with suppliers in China – the BME provides us with expert panels that give us valuable advice and assistance. With around 10,000 members nationwide, the association is a strong community that is intensively networked. This exchange promotes efficiency and ensures that we always have our finger on the pulse."

// What are the most important trends in purchasing?

*Biagio Macagnino:* "Two topics currently dominate: Digitalisation and sustainability. Both are becoming increasingly relevant, either due to legal requirements and the demands of our customers. Digitalisation optimises our processes, while sustainability is not only economically important, but also socially."

// Can you give an example of digitalisation in purchasing?

*Biagio Macagnino:* "A good example is the product data sheets, certifications and specifications that go with every product. Today, these must be available digitally in order to prove compliance with certain guidelines. Digital data access saves time and makes communication with suppliers and customers much easier. Another example is our supplier application form. It is available digitally on our website. Both are important steps that make our purchasing more effective and also more transparent."

// How far along is PFLITSCH with digitalisation in purchasing?

*Biagio Macagnino:* "Of course, it always depends on who you are comparing yourself with. We are very well positioned for the size of our company. In recent years, we have worked intensively on networking our processes and are therefore ahead of many medium-sized companies. Today, digitalisation is the basis of our supplier management. It helps us to optimise capacity management and work efficiently."

// What aspects play a role in purchasing alongside digitalisation and sustainability?

*Biagio Macagnino:* "Many factors come together here. In addition to cost-effectiveness and delivery performance, the avoidance of dependencies – i.e. a multi-supplier strategy like we have – as well as short delivery routes and clear communication are crucial. The organisation and efficiency of purchasing is important for the entire value chain. If purchasing doesn't work, our production is directly affected."

// How important are guidelines for purchasing?

*Biagio Macagnino:* "Guidelines play a very central role. There is hardly any area that is not regulated by legal requirements or the purchasing conditions of our customers. Transparent supply chains and sustainability are now more important than

ever and we have to ensure that we fulfil these requirements in full. The Supply Chain Act is an example of how comprehensive the requirements are. There is hardly any room for manoeuvre for companies that do not adhere exactly to these requirements. At the same time, the pressure to operate more sustainably is growing – and that is a good thing. Sustainability is no longer just an economic necessity, but also a social responsibility."

// To what extent do our customers benefit from good purchasing?

*Biagio Macagnino:* "A well-organised purchasing department offers customers many benefits that go far beyond price. It ensures cost efficiency by securing favourable conditions and passing them on in the form of competitive prices. At the same time, it ensures a reliable and high-quality supply through careful supplier selection and quality management. Sustainable purchasing strategies also promote environmentally and socially compatible products, while the focus on innovation and trends offers customers contemporary solutions. By minimising risk when selecting suppliers, the supply remains stable even in times of crisis – all of which creates trust and satisfaction among customers."

// You are a member of the BME board and a delegate for the Bergisch Land region. Where do you personally see the strength of the BME?

*Biagio Macagnino:* "The BME unites around 10,000 buyers across Germany – from small companies to large corporations. This breadth creates an enormous amount of expertise and an intensive exchange of ideas. There are 300 active members in our Bergisch Land region and we organise events every month to further strengthen the network. In May, we had the pleasure of organising an event and welcoming members to our premises. It was a great opportunity for us to focus on the topic of procurement and logistics."



In September, PFLITSCH welcomed numerous members of the BME in Hückeswagen

// What impulses do you personally take away from such events?

*Biagio Macagnino:* "On the one hand, it is always inspiring to exchange ideas with other buyers. On the other hand, it is the topics of the future that are particularly exciting. Artificial intelligence, for example, does not stop at procurement and offers the potential to further optimise processes. It is important to recognise such developments at an early stage and use them for your own work. The BME is an important source of information on such developments in procurement. It connects, informs and promotes dialogue at a time when purchasing and materials management are constantly changing. Whether digitalisation, sustainability or legal requirements – the association helps us to maintain an overview and act efficiently."



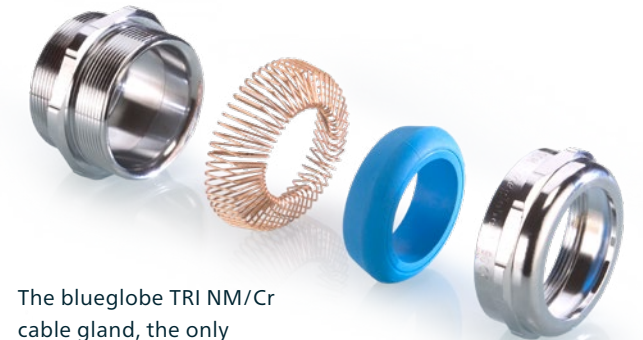
PFLITSCH strengthens its  
commitment in the marine sector

# For maximum EMC safety on the open sea

PFLITSCH realised its first EMC solutions specifically for marine applications back in the 1970s. The current blueglobe TRI NM/Cr is currently the only cable gland that complies with the marine standard VG 88846-4.

Modern surface vessels and submarines are packed with electronics. Reliable EMC technology is needed to ensure that radar, drives, fire control systems etc. do not interfere with each other. "With many thousands of cable entries on a ship, EMC cable glands are extremely important," explains Jörg Schmidt, Sales Engineer Northwest Germany/Marine at PFLITSCH, and adds: "PFLITSCH is currently the only supplier on the market worldwide to offer certified cable glands in accordance with test standard VG 88846-4." As the main contact for marine systems, Jörg Schmidt has accompanied the technical development of cable entries on ships and submarines for many years and has been involved in the relevant committees. "After all, I once went to sea myself."

The crucial point with EMC cable glands is the secure contacting of the shielding braid. "With the strong vibrations on a ship and the impulse-like shocks, for example when firing grenades on warships, the contacting via a conventional cone system quickly reaches its limits." So PFLITSCH looked for a solution that would be very reliable in terms of contact and installation as well as providing permanently high attenuation values up to the gigahertz range.



The blueglobe TRI NM/Cr cable gland, the only cable gland according to marine standard

"Our developers came up with the idea of a triangle-shaped ring spring that wraps 360° around the cable shield and is so flexible that the bonding remains stable even with non-circular or moving cables," Jörg Schmidt explains in detail.

As the cable sheath is only removed at the point where the shielding braid is to be contacted, a secure contact is made under all circumstances. Because the screening braid remains 100% intact, maximum screening attenuation is achieved and coupling of useful signals with interference signals is avoided: The PFLITSCH system achieves attenuation values of 65 dB up to 1,000 MHz and 50 dB up to 1.5 GHz as well as a higher current-carrying capacity.

"With protection classes IP 68 up to 15 bar and IP 69, our EMC cable glands also clearly exceed the protection class required by the current VG standard – and without shrink tubing," says Jörg Schmidt. The large-area seal provided by the spherical TPE sealing insert also prevents irreparable constrictions in the cable sheath and ensures high strain relief and a long service life. The chrome-plated brass gland body permanently resists salty sea spray. "With these features, it is listed by the German Armed Forces and NATO and will be used in the planned frigates and submarines," says Jörg Schmidt. The PFLITSCH solution is also sure to fulfil the expected new VG.



Jörg Schmidt,  
Sales Engineer at  
PFLITSCH for Northwest  
Germany/Marine



Modular CABseal cable entry system convinces users

# Detailed solutions bring noticeable benefits



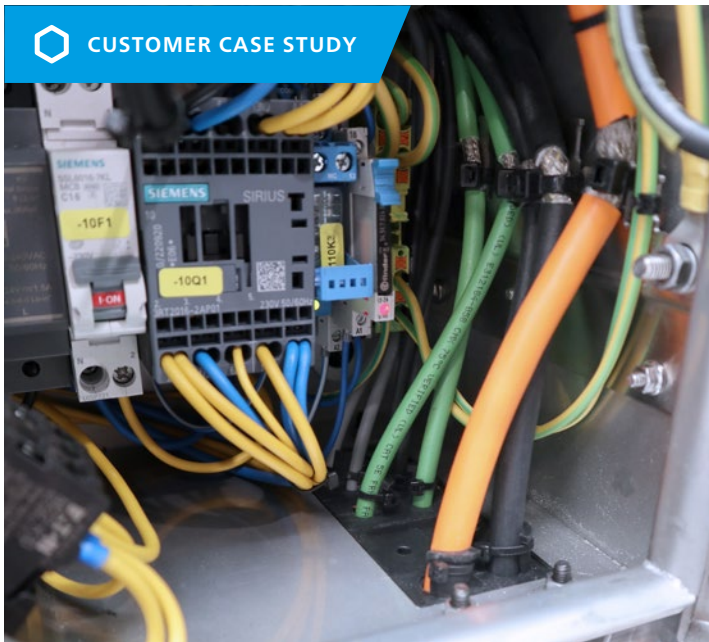
“  
The properties of this cable entry system are perfectly suited to our applications.  
Michael Fuchs, RICO



Bernhard Radner (l.) and Michael Fuchs, responsible for Industrialisation & Automation at RICO

Inserting any number of different cables perfectly into distribution cabinets and compact enclosures – this is possible with systems in which different Grommets can be flexibly combined with each other at any time. The RICO Group from Austria uses the new CABseal cable entry system from PFLITSCH for this purpose and benefits from the system’s ease of installation. →





RICO's roots go back over 30 years: back then, the Austrian company specialised in tool design and construction departments for injection-moulded parts made from high-quality elastomers. But why not utilise this expertise in other ways, said those responsible and invested in their own production facilities for products made from this special class of plastic. Success came quickly and today the RICO Group, part of Semperit AG since 2023, is one of the leading suppliers of soft plastic products for medical technology, household & sanitary and automotive. The expanding company currently employs a good 300 people at the Thalheim site alone.

"We are always on the lookout for improvements and optimisations," says Bernhard Radner, Head of Industrialisation. When the cable gland specialist PFLITSCH from Hückeswagen/Germany decided in favour of RICO tools in order to be able to optimally manufacture its own silicone sealing inserts, they got talking. "We became aware of the new CABseal cable entry system early on and were able to see its advantages for ourselves before the catalogue had even been printed," smiles Michael Fuchs, responsible for Industrialisation & Automation at RICO. Together with his team, he realises automated production systems including programming and installation on site – and innovative cable entry systems are required for the various enclosures in the customer-specific systems.

### Changeover goes smoothly

"At the time, we were already using a commercially available system to easily and reliably insert different and preassembled cables into an enclosure. Then the PFLITSCH solution came onto the market and convinced us because CABseal is simply better in important details." This led to a successful product changeover. "This also showed that the decision in favour of PFLITSCH was absolutely right," says Bernhard Radner, citing reliability in support, delivery capability and quality made in Europe as criteria. The cooperation with the local consultant, the plant in Germany and the in-house experts ensured a smooth changeover to CABseal.

### The modern cable entry convinces in detail

The modular CABseal Cable entries and transits incorporate all of PFLITSCH's expertise in terms of quality, reliability and ease of installation. "The system is simply better thought out than other solutions," the experts at RICO are convinced. CABseal consists of four different frame sizes – suitable for the common standard cut-outs in enclosure construction from 46 mm x 46 mm to 112 mm x 46 mm. "Thanks to this compatibility, we were able to switch to the better PFLITSCH system smoothly and without any design changes." The CABseal frames can be variably equipped with 4, 6, 8 or 10 Grommets. This allows up to 40 cables with a diameter of up to 6 mm to be reliably sealed. "The tongue and groove contour of the cable grommets does not require any intermediate parts, which makes assembly much easier," explains Michael Fuchs. This means that the customer only needs one frame variant, as there are no 'intermediate bars' to prevent the free positioning of large and small Grommets. This ensures the required stability as well as error-free installation. There is a practical assembly aid for easy insertion of the Grommet fields.

### Large sealing range compensates for cable tolerances

The CABseal cable grommets are available in GS sizes for cables from 3 mm to 16 mm in diameter and as GL for 16 mm to 33 mm. Double and quadruple grommets enable increased packing density. The Grommets can be flexibly positioned in the frames, depending on which cables the user is using.

"For example, we can group the power cables in one place, as well as the motor control cables and the sensor cables, so that they don't interfere with each other," says Michael Fuchs. The large sealing range of up to 1.6 mm and the flexible sealing lip geometry can compensate for cable tolerances and ensure that the cable is reliably sealed with the high protection rating of IP 66.

This is because the CABseal frames made of glass fibre-reinforced polyamide also have a moulded elastomer seal so that no additional flat seal is required at the housing cut-out. This also seals the frame against the distribution cabinets surface with IP 66. Flush-fitting Grommets result in a continuous closed surface without beading or edges. With blind grommets and plugs, users such as RICO can securely close off unused fields and holes.

"The properties of this cable entry system are perfectly suited to our applications," summarises Michael Fuchs. With its tested temperature range of -40 °C to +100 °C, even high temperatures pose no problems for plastic injection moulding machines. The high-quality materials are halogen and silicone-free and comply with the current RoHS regulations and fire protection class UL 94-V0. "And because CABseal is one of the few cable entry products to be UL-listed, we also have no problems exporting outside of Europe."

//

Thanks to this compatibility, we were able to switch to the better PFLITSCH system smoothly and without any design changes.

Michael Fuchs, RICO





The half-year results of our trade fair appearances

# PFLITSCH LIVE

Following the coronavirus restrictions of recent years, PFLITSCH's trade fair activities continue to increase. In addition to personal contact with existing and potential customers, live communication allows us to present our innovations and maintain valuable dialogue with our customers from various industries. Accordingly, we have been eagerly awaiting the trade fair highlights in the first half of 2024.

## The classic: the HANNOVER MESSE

HANNOVER MESSE 2024 was once again the measure of all things: 130,000 visitors from all over the world traveled to the largest industrial performance show at the beginning of April. In addition to the blueglobe TRI and the new UNI Dicht TRI, the new Cleanplus Hygienic Design cable gland and the CABseal cable entry system were at the centre of our trade fair presence. With many new contacts and interesting technical discussions, the trade fair was an over-all success.

## Making strong contacts

This year, the Petrochemical and Refining Congress in Amsterdam, the top event in the downstream oil and gas industry, focused on defossilisation and decarbonisation. With more than 400 international decision-makers, it was the ideal stage for us to position ourselves more strongly in the industry and expand our network.

## Forza PFLITSCH!

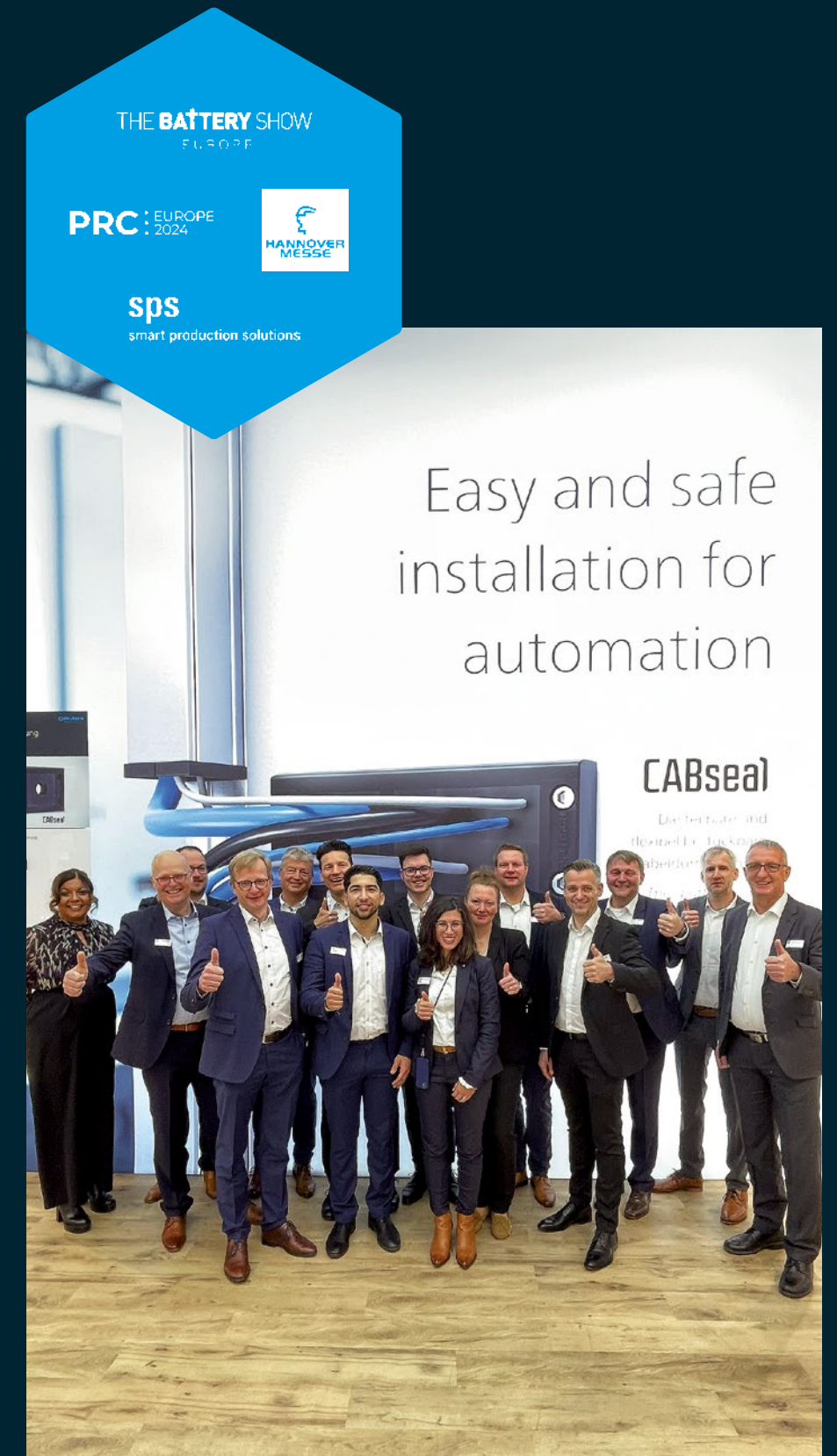
After introducing our new sales team in Italy last year, this year's SPS was already a home game for our Italian sales staff. From 28 to 30 May 2024, they presented the latest PFLITSCH innovations with the support of our new Technical Sales Manager Italy Massimiliano Iorio. Thanks to lively interest from visitors and many new contacts, our expectations of the young market were fulfilled.

## Premiere at the BATTERY SHOW

With over 1,000 exhibitors from more than 50 countries, the Battery Show Europe in Stuttgart is the ideal stage to present our innovative solutions for the HV on-board electrical systems of electric commercial vehicles. Our premiere in this still emerging and promising trade fair market was also a strong statement in the competitive environment.



Impressions from the Battery Show Europe in Stuttgart, SPS Italia and the HANNOVER MESSE.







Social and regional commitment  
characterise the DNA of PFLITSCH

# The future is what we make of it

Our working world is changing. It's no longer just about the salary. Employees are looking for meaning, appreciation and a positive image of their employer. To remain attractive, companies need to offer more: Further training, social responsibility and an authentic commitment to society are decisive factors. As a family business, PFLITSCH has been living this responsibility for generations.



PFLITSCH has equipped the local primary school (Löwen-grundschule) in Hückeswagen with programmable Lego kits and mini robots. In keeping with the theme, spray artist Björn Steinmetzler has embellished the walls of the school's assembly hall.





**Unleash your Superpower**

Start your **vocational training mission** at PFLITSCH

The PFLITSCH trainee project "Mission Vocational Training" promotes enthusiasm and commitment among trainees.

**//**

We work closely with schools in the region – a legacy of our company founder, who helped to establish the vocational college in Hückeswagen. We are continuing this partnership because the pupils of today are our future

*Nora Kemper,  
Head of Human Resources at PFLITSCH*

### Create perspectives

The shortage of skilled labour is one of the greatest challenges of our time. That is why we attach great importance to training young people in the region. With 13 apprenticeships currently available, we offer a wide range of opportunities for professional development. We are not only concerned with training, but also with enthusiasm: with trainee projects and a points system that rewards special commitment, we create a strong bond with our company and at the same time secure the skilled workers of tomorrow. "The requirements have changed fundamentally in the last 10 years. Today, companies are assessed holistically – from the quality of training to social responsibility," explains Nora Kemper, Head of HR at PFLITSCH.

### Rooted in the region

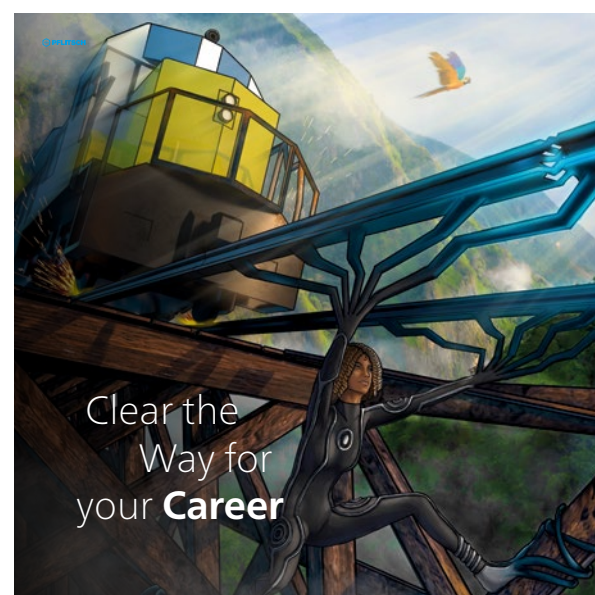
Our social responsibility does not end at the company's borders. Every year, we support numerous campaigns in the region. Our commitment is deliberately wide-ranging; in addition to regularly sponsoring schools and kindergartens, safety in the region is an issue that concerns us all. We have donated professional drones to the volunteer fire brigade and the DLRG (German Life Saving Association) at the local dam Bevertalsperre to strengthen their operational capability. After the experience of the flood disaster in 2021, we know how valuable such technical aids are for the emergency services.

### Promoting education at an early age

One example of our commitment is our support for a local primary school (Löwengrundschole) in Hückeswagen. With our latest donation, we were able to modernise the school's science, technology, engineering and mathematics (STEM) area. The pupils now have the opportunity to take their first playful steps into the world of technology with programmable Lego kits and mini robots. "Promoting digital skills at an early age is particularly important to us. We work closely with schools in the region – a legacy of our company founder, who helped establish the vocational college in Hückeswagen. We are continuing this partnership because the pupils of today are our future," emphasises Nora Kemper.

### Partner of the regional economy

We are also active in business development. Our managing partner Roland Lenzing represents the interests of companies in the Oberberg district as a member of the general assembly of the Cologne Chamber of Industry and Commerce. We are also a member of the Kunststoff Initiative Oberberg (KIO e.V.), which is committed to strengthening regional competitiveness.



Clear the Way for your **Career**

As an integral part of the Oberberg economy, we have always maintained a close relationship with our employees and our region. Our commitment is not just a tradition, but a central component of our corporate philosophy. We are convinced that our success depends on the success of our environment. That is why we are actively committed to the development of our region – whether through educational initiatives, social projects or the promotion of the local economy.

### Commitment is not a one-way street.

We not only want to be economically successful, we also want to make a positive contribution – for our employees, for the region and for society. We have been living this conviction for over 100 years and contributing to a future worth living for us all.



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