



ISSUE 01/2021

PFLITSCH

CUSTOMER MAGAZINE

RAILING TO GO!

With certified solutions
from PFLITSCH

SME GRAND PRIX

PFLITSCH rewarded for its
overall business performance

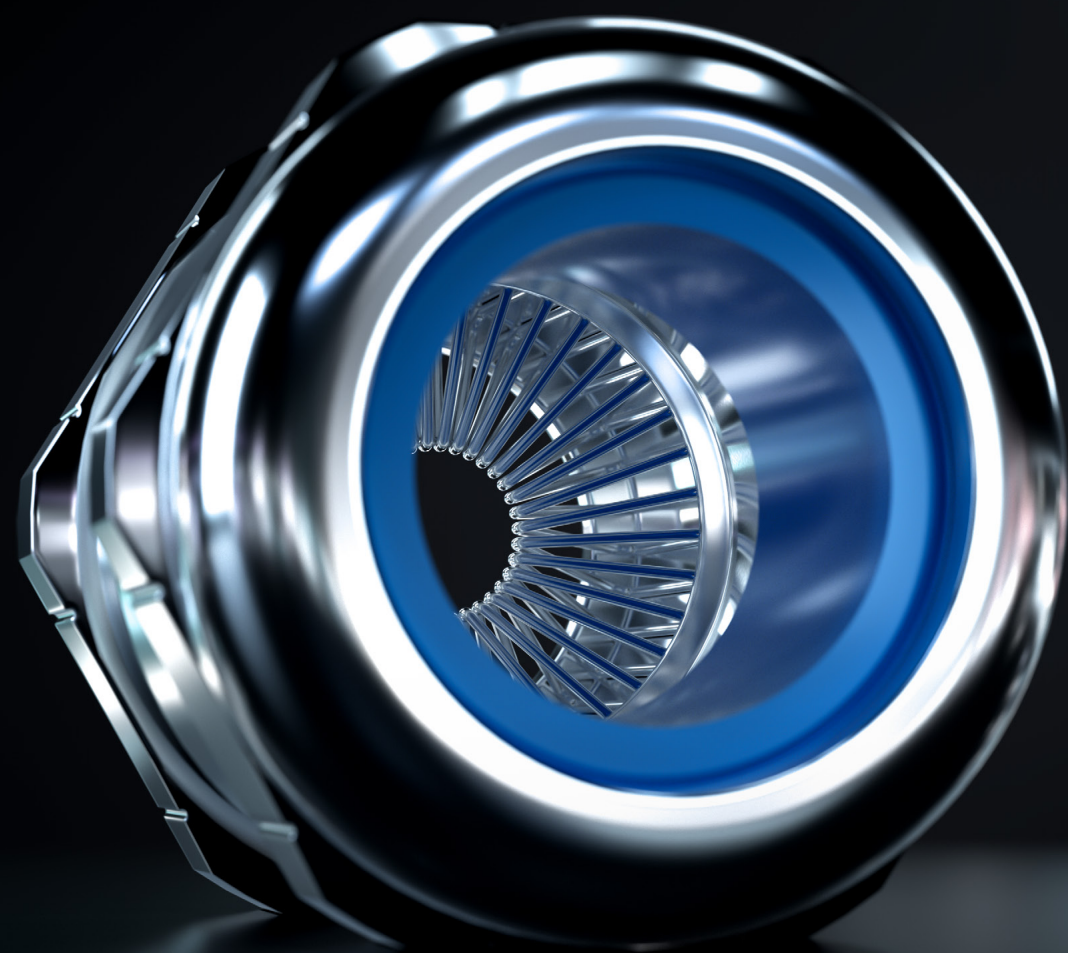
PFLITSCH GETS A REINER!

blueglobe CLEAN Plus PA
awarded clean technology
prize by Fraunhofer Institute

ONLINE IS THE NEW NORMAL

PFLITSCH expands digital customer
services during coronavirus pandemic





Our blueglobe TRI for reliable shielding

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DEAR CUSTOMERS, BUSINESS PARTNERS AND FRIENDS,

Electromobility is one of the most exciting and seminal industrial segments and opportunities of our time. The current figure of around 66.9 million registered vehicles and an electric/plug-in hybrid share of 6.9% illustrate the potential that the German market on its own holds. So it's no wonder that more and more companies are discovering this growth market. As an innovation leader, we responded very early to developments in e-mobility. Our solutions are precisely tailored to the needs of the industry and have already been successfully positioned in the market. Where we stand now and what we are planning for the future: starting on page 8, Vera Kernbach, our new Market Segment Manager Automotive, guides you through this interesting topic.

We have also thought far ahead in the area of Hygienic Design. As a pioneer in this field, we have anticipated the high demands of the food and pharmaceutical industries for hygienic applications and based on our insights, have developed the world's first cable gland that complies with Hygienic Design principles. And convinced we had made the right decision by going down this path, we decided to follow it further. With our new blueglobe CLEAN Plus PA gland, we can offer a cost-sensitive solution that makes hygienic installations accessible to a broad market. Being awarded the REINER!, the renowned clean technology award, is also proof to us that we're on the right path with this product innovation. The full story on this can be found on pages 16 and 17.

Speaking of awards: At the end of 2020, we were awarded the SME Grand Prix. Currently, we are once again up for selection – as a “premier finalist” – for this important business award. You can find out more on page 6.

Our latest machine portfolio also has what it takes to produce a success story. Our new machines are ready and available to cut cable trunking exactly as you need it. This generates flexibility and increases efficiency, while reducing costs at the same time. The first reactions from customers are more than positive, especially since the machines offer a solution for every requirement. Within a very short time, more than a dozen customers have opted in favour of our new machines. How did we achieve this? We reveal more about this on pages 12 to 15.

As you can see, this issue of our customer magazine is packed with everything that could arouse your curiosity about innovative solutions and interesting applications, as well as exciting discussions with customers. Enjoy the read!

Kind regards,

R. Lenzing M. Stendtko

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

AND THE SME GRAND PRIX GOES TO ... PFLITSCH!

Small and medium-sized enterprises are the motor of the German economy. More than 99.6% of all companies in Germany belong to this category – owner-managed with up to 500 employees. SMEs are the guarantors of stability and progress and standard-bearers of the internationally renowned and respected cachet “Made in Germany”.



The Oskar Patzelt Foundation has awarded the SME Grand Prix (“Großer Preis des Mittelstandes”) every year since 1995. In September 2020, this important German business award went to PFLITSCH. “We are extremely grateful for this prestigious award and are very pleased that the jury of the foundation behind this competition values aspects such as a passion for innovation and customer proximity in addition to mere figures,” says Managing Director Roland Lenzing. Indeed, the assessment criteria extend deep into the entrepreneurial structures of the companies considered for the award:

- Overall development of the company
- Creation and safeguarding of jobs and apprenticeships
- Modernisation and innovation
- Commitment to the local region and community
- Service and customer proximity/marketing

From a total of 4,970 companies nominated, PFLITSCH scored with its overall performance and succeeded in bringing the coveted title back to Hückeswagen. The deciding factors in favour of PFLITSCH were, on the one hand, our high innovative standards in the development of product solutions and, on the other hand, the mindset so typical of a family-run company, where the owner-employer is truly committed to securing the well-being of their own employees and that of the people in the region. And now, a year later, PFLITSCH is once again up for selection, this time as a “premier finalist”. This special award is bestowed on companies that have already won the SME Grand Prix. Excitement levels are high as there are still a number of great contenders in the running and the winners will not be announced until the official awards ceremony in September 2021.



PFLITSCH co-Managing Director Mathias Stendtko and his wife Halima Gouya Stendtko accepting the award on 26 September 2020 in Düsseldorf



INNOVATIVE SOLUTIONS FOR ALTERNATIVE DRIVES

Welcome on board, Ms Kernenbach. PFLITSCH has brought you into the company as the new market segment manager for the automotive sector. What status will this sector have within the company?

As a pioneer in the field of cable glands, PFLITSCH has always looked for potential markets and served them successfully. As the market for electric, hybrid and hydrogen vehicles is presently the boom sector par excellence, we naturally attach great importance to it. In other words: it goes without saying that we want to tap into this potential for our cable glands and secure a piece of the pie for ourselves.

Is there a particular area of the industry that you are focusing on?
For us, it's the commercial vehicles segment that is particularly relevant as it already presents meaningful applications for our existing solutions.

A whole range of suppliers are already involved in the commercial vehicles segment. How do you assess PFLITSCH's chances of success here, then?

Well, I think our chances of success are very promising. On the one hand, we already have cable gland solutions in our portfolio that have proven themselves in other industries and sectors with similarly tough requirements such as those of commercial vehicles with alternative drives.

On the other hand, this market is still evolving – and at an extremely rapid pace. This means that no one can as yet say exactly where the journey will take us. This can be seen from the fact that hybrid concepts are still being produced alongside purely electric drives and there are still high hopes for hydrogen drives. So the cards are constantly being reshuffled. This includes putting current solutions to the test and looking for superior alternatives. This in turn opens up new opportunities. After all, PFLITSCH has shown time and

again in the past that it is able to anticipate trends at an early stage and come up with convincing solutions.

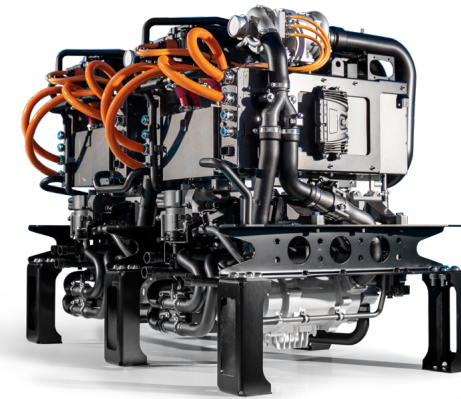
Which solutions and services does PFLITSCH want to deploy to develop the market?

At the moment, we have two highly sophisticated blueglobe TRI variants for EMC applications in mind. These solutions are particularly suitable for applications involving several types of extreme stresses that are commonplace for commercial vehicles. In addition, there are three different models of pressure equalisation element that can be used to prevent condensation inside enclosures.

What specific requirements do they have to meet and what advantages do they offer?

First of all, the cable glands must ensure absolutely reliable sealing and strain relief of the cable entries, but also of the shield contacting, even under extremely heavy vibration levels. In addition, they are sometimes exposed to very high fluctuations in temperature. This is because, on the one hand, the assemblies, such as the drive, generate waste heat, something that is further promoted by the tightness of the installation space. On the other hand, due to the weather conditions in winter, they must be able to withstand up to double-digit sub-zero temperatures and be insensitive to corrosion and chemical influences.

And that's not all. Inside the vehicles – be they electric or hydrogen-powered – the high-voltage electrical system is comprised of umpteen components, such as electric motors, frequency converters, pumps and cooling systems. These devices are not only sensitive to electromagnetic fields but actually generate such fields themselves. In this respect, EMC screening attenuation is particularly important here in order to guarantee interference-free operation. However, the current-carrying capacity of the cable glands is just as essential when running cables for the power supply. Because given >



The twin fuel cell system from cellcentric for use in heavy trucks (source: Daimler Truck AG)

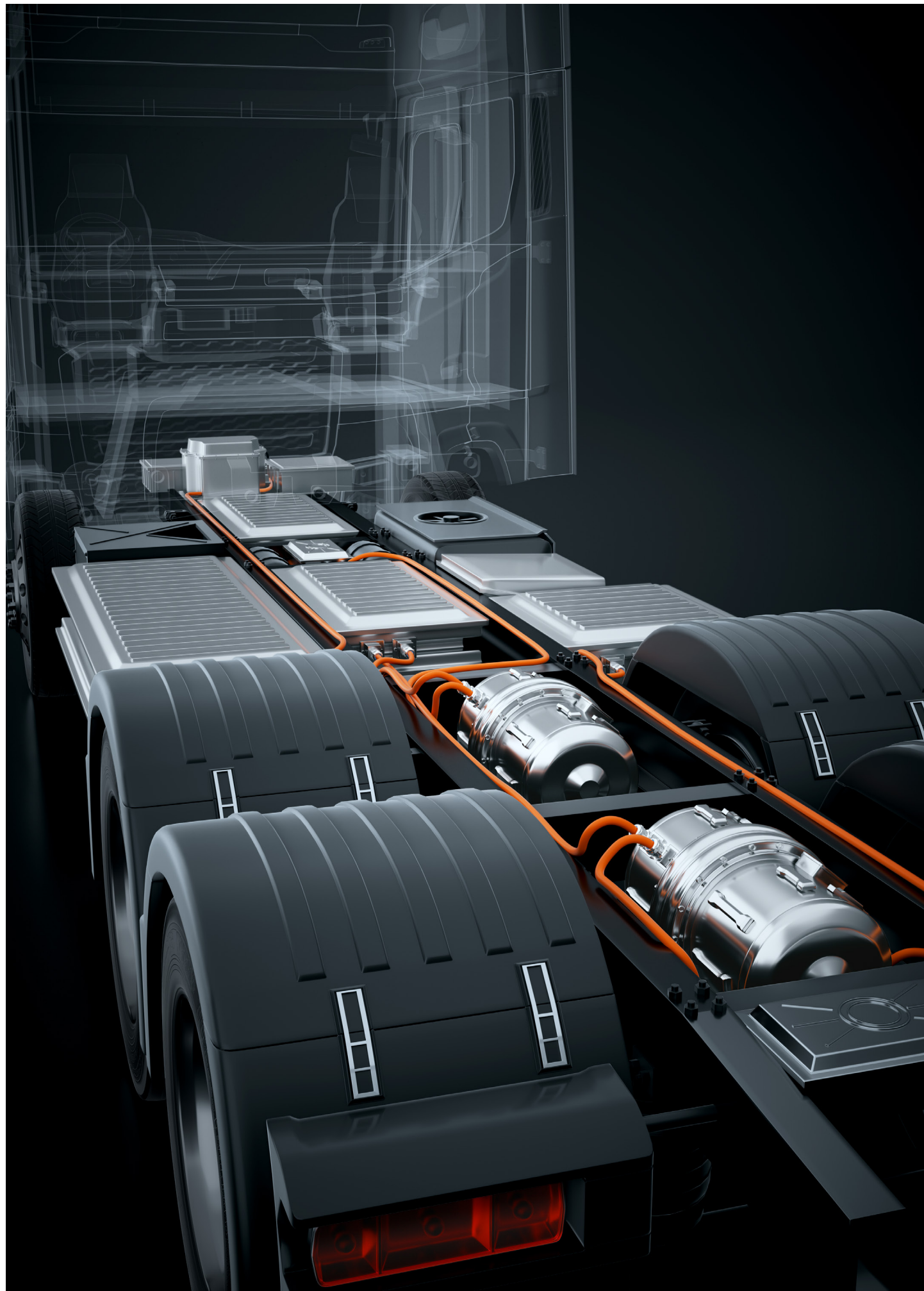


The perfect solution from PFLITSCH – AE blueglobe TRI HTS



Vera Kernenbach

- Nine years with Yazaki, Japanese automotives supplier for cable harnesses
- Degree in Sales Engineering
- Masters in Technical Management



Components of the HV on-board power system in a commercial vehicle (based on a Daimler truck)

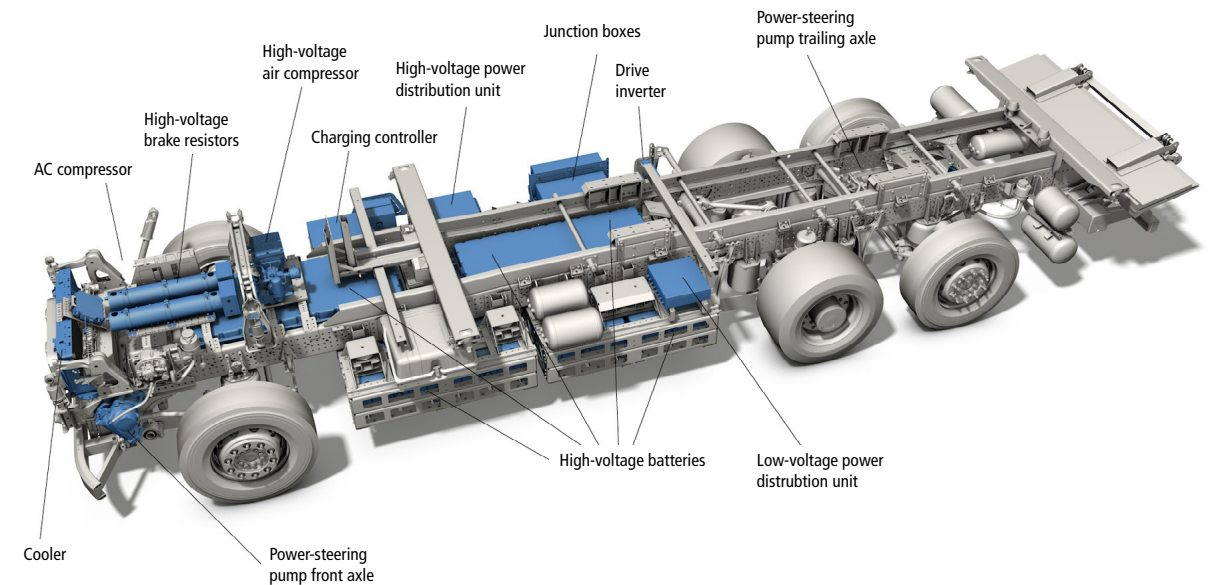


Illustration of the Mercedes-Benz eActros prototype (source: Daimler Truck AG)

the enormous currents, the cable glands are required to have a high current-carrying capacity. If they are not designed for this, they can overheat and be damaged, and consequently have a lasting impact on EMC screening attenuation, which in turn increases the risk of electromagnetic interference and system failures.

Does PFLITSCH intend to develop new custom solutions that are geared to the specific requirements of the industry?

That's what we're planning to do. As already said, the industry and the pace of development is breathtaking and there will most definitely be new approaches and ideas that demand innovative solutions. But as far as that goes, I can say we're most definitely ready. After all, this is one of our great strengths that we've already been able to put to our advantage in the past. Incidentally, this is also an expectation of the market, which we, as experts in the field of cable entry and feedthrough, must live up to.

Who are PFLITSCH's competitors in the automotives marketplace?

On the one hand, there are cable gland suppliers, some of which offer high-quality special solutions. However, we do have a big advantage in that our blueglobe TRI can be installed easily, quickly and without the need for special tools – which saves both time and money. On the other hand, there are manufacturers of high-voltage connectors, who have established themselves in the automotives industry. But: each contact point means losses that generate heat and have a negative impact on the entire energy and data transmission system. The assembly of cables for high-voltage connector systems is also much more complex and requires highly qualified staff.

In addition, a cable entry with cable gland ensures optimum reliability thanks to the minimal number of contact points. Our TRI cable

glands guarantee low power loss at the contact points for the shield. What's more, the cable, with its cable lug, is easy to install. Tests have proven that our contact system with TRI spring does not affect the high quality of Cat. 7_A signal lines. Furthermore, several cable sizes can be bonded and sealed using just one cable gland, making our product more flexible. In the case of high-voltage cable harnesses for the e-mobility segment, the combination of cable gland and cable lug guarantees maximum safety for the entire system.

Which target group is PFLITSCH addressing with its solutions?

Of course, it's not only the vehicle manufacturers that are of interest to us, but also the manufacturers of components and systems. That's why we are particularly committed to an intensive dialogue and close cooperation with developers in both fields.

One final, personal question: How is it that you, as a woman, are working in what is typically a male domain? When and how did you discover your passion for technology?

I've always been passionate about technology, right from a very early age. And after placements in technical fields, it was clear to me that I wanted to go in this direction. I only really became aware of how few women there are in this field when I started my degree course. Despite that, I've never felt uncomfortable or out of place here. Obviously, there's still a lot of work to do to raise awareness and open people's eyes and minds as women are still seen as out of the ordinary in this area. I can only advise women with an interest in technology not to be put off, but to follow their heart and pursue the career they want, irrespective of any perceived, traditionally gender-based roles.

Ms Kernenbach, many thanks for this interview.

The PFLITSCH machine portfolio

EFFECTIVENESS AND EFFICIENCY BY DEFAULT

The latest range of machines from PFLITSCH for cutting cable trunking offers customers effective tools to increase their productivity when installing cable trunking. At the same time, it is increasingly proving to be a success story for the company.

“Since we renewed and upgraded our machine portfolio, sales have more than met our expectations. We have succeeded in selling several MultiCut and MiniCut models within a short time,” says Thorsten Brandes, Product Manager Cable Trunking Systems at PFLITSCH. He also confirms that the new machine portfolio has triggered another positive effect: “We’ve been able to win over a number of new customers for the complete package of cable trunking and machine, because they were so impressed by the ideal combination of the two and the resulting value added.”

DIY cable routing

Wherever machinery and plant are in operation, there are inevitably cables and wires. In a sense, they are their lifelines, supplying them with data and power and keeping them running. To ensure that the installation is clearly laid out and that access is not obstructed during maintenance and repair work, it is important that cables are run in an orderly and space-saving manner. Many PFLITSCH customers cut their cable trunking to length and install it themselves in order to be able to react flexibly to customer requirements and manage costs. “More and more users are looking at the total cost of installation, that is, the cost of the trunking itself plus the cost of the cutting and installing it. Thanks to the perfect coordination of PFLITSCH cable trunking and machines, these customers can benefit from fast and simple processing,” Brandes sums up, adding, “Specifically, up to 75% of the otherwise standard processing time – and the associated costs – can be saved.” However, the reduced processing times not only offer enormous savings potential, they also ease employees’ workload and free up resources for other tasks.

Trunking and machine

THE PERFECT COMBINATION

PFLITSCH’s strategy to run with a perfectly combined package of cable trunking and machines is paying off. To this end, the company always has the optimum solution in its product range in the form of its own Industrial-, VARIOX- or PIK-Trunking product lines, regardless of whether you want to lay cables quickly and easily or implement a highly customised trunking layout.

Planned efficiency

The new machine portfolio from PFLITSCH offers and impresses customers with a range of benefits that are both efficiency- and safety-related and apply to all models. In addition to the above-mentioned time and cost savings during installation, these benefits also include a high degree of flexibility. For instance, customers can choose between a manual drive, an electrohydraulic drive and a hydraulic unit. This allows “stationary” use at a single fixed location (such as in a workshop) as well as “mobile” use at, say, several installation locations around the respective customer’s premises. Even cable trunking that has already been installed can be easily and safely modified at a later date. And thanks to the high quality of the machines, which produce clean and low-burr cuts, there’s no need for reworking. What’s more, the quality and reproducibility of the work results are ensured and the amount of material wastage is cut. Two more strong arguments that underpin the proverbial PFLITSCH quality.

Smart, systematic safety

Despite this great focus on efficiency, we never lose sight of the need for and obligation to ensure safety. The conventional method of cutting cable trunking using an angle grinder and bandsaw leads to sparks flying around, swarf and dust. These can have a negative impact on the production process. At the same time, this method involves a lot of noise – and an increased risk of injury to employees. This explains why metal-cutting and machining steps nowadays have to be carried out outside the production shop in order to prevent accidents. In large plants, this can result in correspondingly long distances that have to be covered, which can be time-consuming and have a negative impact on work efficiency. That’s over now. The new machine portfolio stands for simple, fast, convenient and above all safe cutting of cable trunking and covers, which is carried out at low noise levels and at the same time ensures an ergonomic workflow that protects the health of employees.

PFLITSCH machines

THE IDEAL SOLUTION FOR EVERY REQUIREMENT



In addition to the universal advantages shared by all of our machines, each model has its own specific strengths that allow customers to optimally adapt them to their own application area.

1 MiniCut

For stationary or mobile use, this machine can be combined with the manual drive, the manual hydraulic drive or the mains-operated hydraulic unit. Even with the effort-saving mechanical drive, the entry-level model ensures simple and precise cutting of PIK-Trunking. The cutting plates are extremely long-lasting and can also be reground. An optional infeed aid can be used to ensure efficient and clean cutting of cable trunking and greater safety.

2 MultiCut

This all-rounder impresses by offering maximum flexibility and a wide range of applications, as the cutting contours can be freely selected. In addition, a unique custom configuration can be set up: The ability to incorporate different cutting contours on one cutting plate for working with Industrial-, PIK- and VARIOX-Trunking means that it's no longer necessary to swap the plate during the work process. The machine can be used for both stationary and mobile applications as it can be combined with the manual drive, the manual hydraulic drive or the mains-operated hydraulic unit.

3 MaxiCut

This power pack, with its integrated, mains-operated hydraulic unit, has all the prerequisites for maximum productivity. Optimised cutting plates give it a longer service life and make it better to work with, while the height-adjustable work table guarantees easier and more comfortable handling. The MaxiCut is designed for cutting PFLITSCH's Industrial-, PIK- and VARIOX-Trunking.

That good we're extending it!

INTRODUCTORY CAMPAIGN FOR PFLITSCH MACHINES

"In view of the positive response to our new machine portfolio, we have decided to extend the introductory phase," says a delighted Carsten Wohlrath, Sales Manager at PFLITSCH. "This means that the reduced introductory price for the MiniCut and 10% discount on accessories for the MultiCut will continue to apply until 31 September 2021." PFLITSCH has set up what it calls the "value calculator" for anyone who wants to know whether investing in a PFLITSCH machine is worthwhile for them or which machine will pay for itself the fastest. Your PFLITSCH account manager can use it to calculate your savings potential on the basis of the actual amount of work involved in installing the trunking you need.

When it has to be a CUSTOM SOLUTION!

Industrial-Trunking from PFLITSCH.

Cable routing as you need it:
www.pflitsch.de

 **PFLITSCH**

PFLITSCH GETS A REINER!

The new blueglobe CLEAN Plus PA has been awarded this prestigious prize for clean technology. Clean technology plays an essential role especially in industries with high hygienic requirements, such as the food and pharmaceutical industries, but also in the production of sophisticated electronic products as well as micro and nano products.

Microchips, flat screens, active pharmaceutical ingredients, numerous foodstuffs and many other products would be unthinkable without an ultra-clean manufacturing environment. The demand for solutions that make production processes viable even under extremely stringent safety and hygiene requirements is increasing rapidly with each passing year. Developments that stand out in this growth market are honoured every two years by the independent Fraunhofer Institute for Manufacturing Engineering and Automation IPA with the REINER! Clean Technology Award.

A great honour

PFLITSCH has been awarded the REINER! 2021 for its new blueglobe CLEAN Plus PA cable gland. (The German word "reiner" means "cleaner".) "This is the culmination of many years of development work in the field of Hygienic Design. We became aware very early on of the great demand for hygienic applications, espe-

cially in the food and pharmaceutical industries. Our developers have not let up and have continued to develop and improve our Hygienic Design solutions. Our latest innovation is the world's first Hygienic Design cable gland made of polyamide. To be awarded the REINER! for this product is a great acknowledgement," exclaims a delighted Carsten Wohlrath, Director Sales.

Clear competitive advantage

In fact, PFLITSCH was at the forefront of developments from a very early stage, has been driving forwards Hygienic Design for years and has clearly kick-started the market. "The blueglobe CLEAN Plus was the first cable gland ever to be certified in accordance with the strict EHEDG (European Hygienic Engineering & Design Group) guidelines. With our new blueglobe CLEAN Plus PA made of polyamide, we're going a step further and offering a cost-sensitive solution that makes hygienic installation accessible to an even wider market,"



says Wohlrath, summing up the advantages of this product innovation. PFLITSCH has systematically pushed the expansion of its Hygienic Design portfolio – by assigning more personnel to the field, undertaking special marketing measures and collaborating with the leading trade associations. And the effort has paid off.

The inventor gene

Winning REINER! 2021 truly affirms PFLITSCH's development work in Hygienic Design. The inventive genius, perseverance and consistent approach are reminiscent of the company's beginnings more than 100 years ago. "We didn't let ourselves be put off and were sure of our solution right from the first moment. All the more satisfying is this latest success. Our efforts have been absolutely spot on, and again and again, we're able to position ourselves at the forefront thanks to our innovative drive. In short, we made the right decisions at the right time," Wohlrath continues.

Great need

Demand for hygienic installations is high, in part because the requirements and regulations in the food and pharmaceutical industries, for instance, are continuously being ramped up. Moreover, more and more suppliers are having to comply with the high standards imposed in order to remain even remotely competitive. EHEDG certification – as in the case of our blueglobe CLEAN Plus cable glands made of stainless steel and plastic – offers a welcome and necessary degree of security. Its purpose is to facilitate an EU-wide, uniform approach in compliance with international and national regulations. "We are certain that the entire Hygienic Design segment will pick up significantly over the next few years," says Wohlrath. For PFLITSCH, this was just the beginning – a good beginning mind you.

When 100%
CLEANLINESS
is paramount!

Wire-tray Trunking from PFLITSCH

Hygienic cable routing:
www.pflitsch.de

PFLITSCH

Customer meetings go online

IT'S PERFECTLY NORMAL

A product experience is enormously important when it comes to deciding what to purchase. But how can we present and demonstrate our products to you when it's currently not possible to make appointments for an actual in-person sales meeting on your premises? It's simple: an online meeting.

This may sound complicated, but it isn't. Let's take a look at an example: Mr Miller, a potential customer, would like us to demonstrate the PFLITSCH ProTect cable protection system to him. To enable him to hold an actual product in his hands and to try it out, we sent him a small sample box containing a number of popular components prior to the date set for the meeting.



A question of technology

For the video chat itself, we use Microsoft Teams, Zoom or some other popular digital communication program. After welcoming Mr Miller to the chat, we give him a general introduction to ProTect using our digital sales presentation. We then move on to the practical part, in which we demonstrate how the fitting is assembled to the corrugated conduit.

We switch to the ProTect studio

To actually demonstrate component assembly to Mr Miller, we turn to the ProTect components we have ready and waiting for this purpose. We can now show him in detail how the parts are assembled – just as if we were on site with him. While we assemble a ProTect fitting to a corrugated pipe in front of the camera, Mr Miller can follow the assembly procedure with the aid of the sample box we sent him. With the help of this online live demonstration, he is able to try out the ProTect system for himself, get to know the qualities of the product and, of course, ask specific questions about it as well.

Online is the new normal

The big advantage of online customer meetings is that they actually work the same way as normal in-person meetings do at your own place. The difference being that we are connected via computer or tablet. Otherwise, there are no restrictions to how we communicate and the digital equipment is exceedingly user-friendly. We can even give you the necessary haptic product experience you rightfully demand by sending you the desired product samples in advance. And since there's no need for any time-consuming preparations or for our salesperson to travel to you, the appointment can also be set up at short notice. So there's no longer any reason to put off planned purchases just because you think you can't get the pre-purchase advice you need right now. Our online customer meetings leave nothing to be desired – so go ahead and arrange one now.

Welcome to your online customer meeting

Would you like to make an appointment for an online demonstration of PFLITSCH's cable entry, cable routing and cable protection solutions? Then don't hang about! Call or e-mail your PFLITSCH sales partner and make an appointment for a demonstration.

**ARRANGE AN ONLINE
CUSTOMER MEETING
NOW.**

YOU CAN FIND YOUR SALES PARTNER AT:
[https://www.pflitsch.de/en/company/
sales-partner-search/](https://www.pflitsch.de/en/company/sales-partner-search/)

TAKING RESPONSIBILITY TOGETHER

PFLITSCH is very aware of its function as a role model and is strongly committed to environmental protection.

There's scarcely another issue that affects all areas of life as directly as climate change. PFLITSCH has been committed to a responsible approach to the environment and to the use of resources for many years. "We are well aware that as a company, we bear a special responsibility because we can have a direct influence and fulfil an important role model function," explains Managing Director Roland Lenzing.

Ideally prepared

Environmental protection is firmly embedded in the company's DNA. Sustainable budgeting has been an integral part of our corporate policy from the very beginning. Since 2018, we have been operating an energy management system in accordance with EN ISO 50001. And the recycling of recyclable materials and the use of lead-free materials also take high priority at PFLITSCH. "We have often implemented relevant regulations such as the RoHS 2 Directive well before they have actually come into force. This makes us one of those companies for whom new environmental regulations are of little concern," says Managing Director Mathias Stendtker, summarising PFLITSCH's motivation. The company stands for solutions that offer great customer benefit and which are produced more and more efficiently and in a resource-saving way.

Prepared for tomorrow

But it's not only political pressure but also customers' expectations regarding transparency that influence our strategic decisions. For Roland Lenzing, there's another decisive factor, too: "We see climate protection as a key factor for future growth. More and more, our sustainable strategy is evolving into a competitive advantage. Customers simply prefer products that pose fewer climate risks and lower climate-related costs while conserving resources. We are actively addressing all of these issues with our solutions, living up to our responsibility to go about our business in a manner that protects the climate and environment."

"The greatest threat to our planet is the belief that someone else will save it."

Robert Swan



THE LATEST GUIDELINES ON ENVIRONMENTAL PROTECTION AND SUSTAINABILITY

RoHS Directive 2011/65/EU (RoHS 2)

The RoHS Directive, which is valid throughout the EU, serves to restrict the use of hazardous substances in electrical and electronic equipment. Currently, cable glands made of brass may still contain up to 4% lead by weight. Following the scheduled expiry of Exemption 6(c) as laid down in the Directive, products made of copper alloys may then contain a maximum of only 0.1% lead by weight. PFLITSCH has been offering cable glands made of lead-free brass for years. All lead-free variants have the marking "LF" appended to their product number to make them easier to identify for customers.

REACH Regulation (EC) No 1907/2006

European Union Regulation (EC) No 1907/2006 regulates the Registration, Evaluation, Authorisation and Restriction of Chemicals (REACH) inside the EU. REACH also classifies lead as a "substance of very high concern" or SVHC for short. Acknowledging this situation, all PFLITSCH product lines are available as lead-free versions.

WEEE Directive 2012/19/EU

The WEEE Directive 2012/19/EU aims to prevent waste from electrical and electronic equipment and to reduce such waste through re-use, recycling and other forms of recovery. PFLITSCH marks all products covered by the WEEE Directive with the crossed-out wheelee bin symbol and takes them back at no charge in order to dispose of or to recycle them in accordance with the Directive.

**CUTTING COSTS –
INCREASING PRO-
DUCTIVITY.**

Cost down – efficiency up

PFLITSCH PRESENTS ITS ONLINE TRADE FAIR CONCEPT

Markets change, the quest for efficiency remains. Efficiency brings competitive advantages and helps secure the long-term success of a company. Efficiency is also the crucial byword in connection with PFLITSCH's product range. The high-quality and innovative solutions bring ease of application, ease of installation and safety into perfect harmony. In keeping with this, PFLITSCH will be exhibiting at this year's HANNOVER MESSE Digital Edition under the slogan "Cost down – efficiency up".

With a clearly structured range of components, lightweight yet dimensionally stable VARIOX-Trunking makes it possible to implement individual cable routes quickly and easily. The really clever thing about this trunking system is its multi-functional VARIOX quick connector, which also serves as a tool and facilitates assembly. VARIOX-Trunking is ideal for all standard applications in the field of mechanical and plant engineering, and in electrical engineering, too.

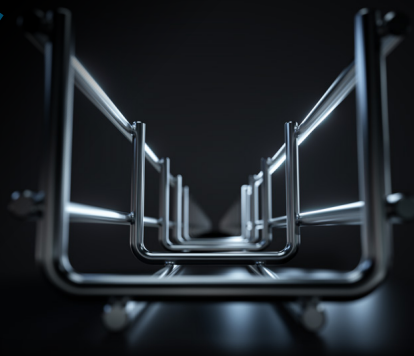


EMC UNDER CONTROL – YOUR COSTS TOO.



The blueglobe TRI cable gland offers maximum EMC shielding for systems and components. It impresses only with its above-average screening attenuation properties, high current-carrying capacity and its simple, quick and reliable assembly that saves time and money.

CLEAN SOLUTIONS – ENSURING PRODUCTIVITY.



For open and clearly arranged cable routing in demanding sectors such as the food and pharmaceutical industries, our range includes a wire-tray trunking series. Its strong and corrosion-resistant structure built of steel and stainless steel wires provides good ventilation, is easy to clean and is resistant to all common cleaning agents. Various shapes of trunking, a variety of attachment methods and clip-on covers round off the system.

REDUCE EFFORT – WITH ONE SOLUTION.



The ProTect EMC fitting with multiple contacts is the highlight of the ProTect EMC cable protection range. It is the only solution on the market that enables multiple cables to be fed into one enclosure and that shields each cable separately. Even cables of differing diameters can be fed in without any problems and installed in a space-saving manner in the smallest of spaces.

TIME FOR ALTERNATIVES

PFLITSCH made a real impression with its catchy slogan and direct reference to its product range. But those responsible are far from ecstatic about the organisation of the virtual trade fairs and how they were sold. "There's definitely room for improvement with the formats of the virtual trade fairs. We had hoped that both the automation industry exhibition SPS Connect held in November 2020 and the digital edition of the HANNOVER MESSE in April 2021 would attract more visitors than they did and that the exhibition organisers would offer a much more coherent product. Particularly with regard to the generation of leads, contact initiation and ultimately the bringing together of prospective customers and providers, the concepts developed are still far from perfect. Despite this, we're in no way questioning the validity of these events or our own participation. As an innovation leader, it's important that we be seen, keep ourselves in the spotlight and participate in new formats. What's more, helping to shape these new virtual trade fairs reflects how we see ourselves. Of course, they are no substitute for person-to-person contact, nor are they a substitute for the intensive consultations or elaborate product presentations that have characterised our trade fair appearances in the past," says Carsten Wohlrath, Head of Sales.

It is understandable that, in addition to the virtual industry events, those responsible are specifically focusing on digital consulting or training appointments in order to maintain contact with existing customers and establish new contacts within the scope of the current possibilities. Product Manager Thorsten Brandes demonstrated just how well this works at the HANNOVER MESSE with his 25-minute live stream of the new portfolio of machines for customised cutting of cable trunking. One participant obtained a quote directly after the trade fair, booked a product demo and purchased a MiniCut.

For more info about
efficient cable routing:
www.pflitsch.de

When you need to
make fast and easy



HEADWAY

VARiOX-Trunking from PFLITSCH.

SAFETY FOR THE RAILWAY INDUSTRY – SIGNED, SEALED, DELIVERED

PFLITSCH railway solutions are regularly certified. This means that users can be sure they meet all safety standards and can cope with all requirements – regardless of whether they are installed actually in the train or as components of a system.

Safety in all parts of the train – and beyond

Everyone who travels by train travels in the certainty that the train is one of the most reliable and, above all, safest means of transport on the planet. On the one hand, this has to do with the fact that the rail industry uses highly sophisticated technology – not only in the trains themselves, but in the entire infrastructure. On the other hand, the high safety standards of the railways are based on the extremely strict legal requirements, especially with regard to fire protection. Irrespective of whether the components being installed are large and complex or very small, each and every one of them must fulfil the stringent fire protection standards.

We have something against fire

The primary objective is that every part and all materials used contribute to preventing a fire or limiting its spread and the consequences. In view of the increasing depth of automation in railway technology, top priority is given not only to certified fire protection but also to high levels of resistance to vibration and weather. Certain applications also require dependable EMC shielding. PFLITSCH offers a coordinated portfolio of certified solutions for cable entry, cable routing and cable protection – to guarantee maximum reliability and safety.

State-of-the-art fire protection

To ensure that PFLITSCH products comply with the harmonised specifications and can be deployed around the globe to provide unrestricted interoperability without requiring additional testing, PFLITSCH has them continuously tested and certified to the latest standards. Recent tests have seen them gain re-certification. What's more, they have proven their true quality in other tests, too, produc-

ing performance values that in some cases are significantly higher than the test requirements. For example, they must pass the material test as specified by EN 45545-2 and the fire resistance of fire barriers test per EN 45545-3. These tests verify that PFLITSCH's products meet the highest requirements with regard to fire protection in the relevant areas, namely hazard levels HL2 and HL3. This means that manufacturers of railway vehicles, systems and components can rest assured that PFLITSCH fire protection cable glands are in line with the latest state of the art and suitable for use in all trains – be they metro carriages, sleeping cars or high-speed trains.



CERTIFICATIONS AND TESTS PFLITSCH SOLUTIONS HAVE SUCCESSFULLY PASSED:

EN 45545-2 for – Material testing

The material testing of plastic sealing inserts is concerned with compliance with the limit values for oxygen concentration, smoke density and toxicity.

EN 45545-3 – Fire resistance of fire barriers test

Complete cable glands undergo the "Integrity" fire resistance test.

Bombardier standard SMP 800

The French Bombardier standard SMP 800 is designed to test the emission of toxic vapours by the sealing inserts of cable glands in the event of fire.

NFPA standard

The tests specified by the American NFPA standard cover, among other things, heat development and visible smoke release rates.

When things get really
TIGHT!

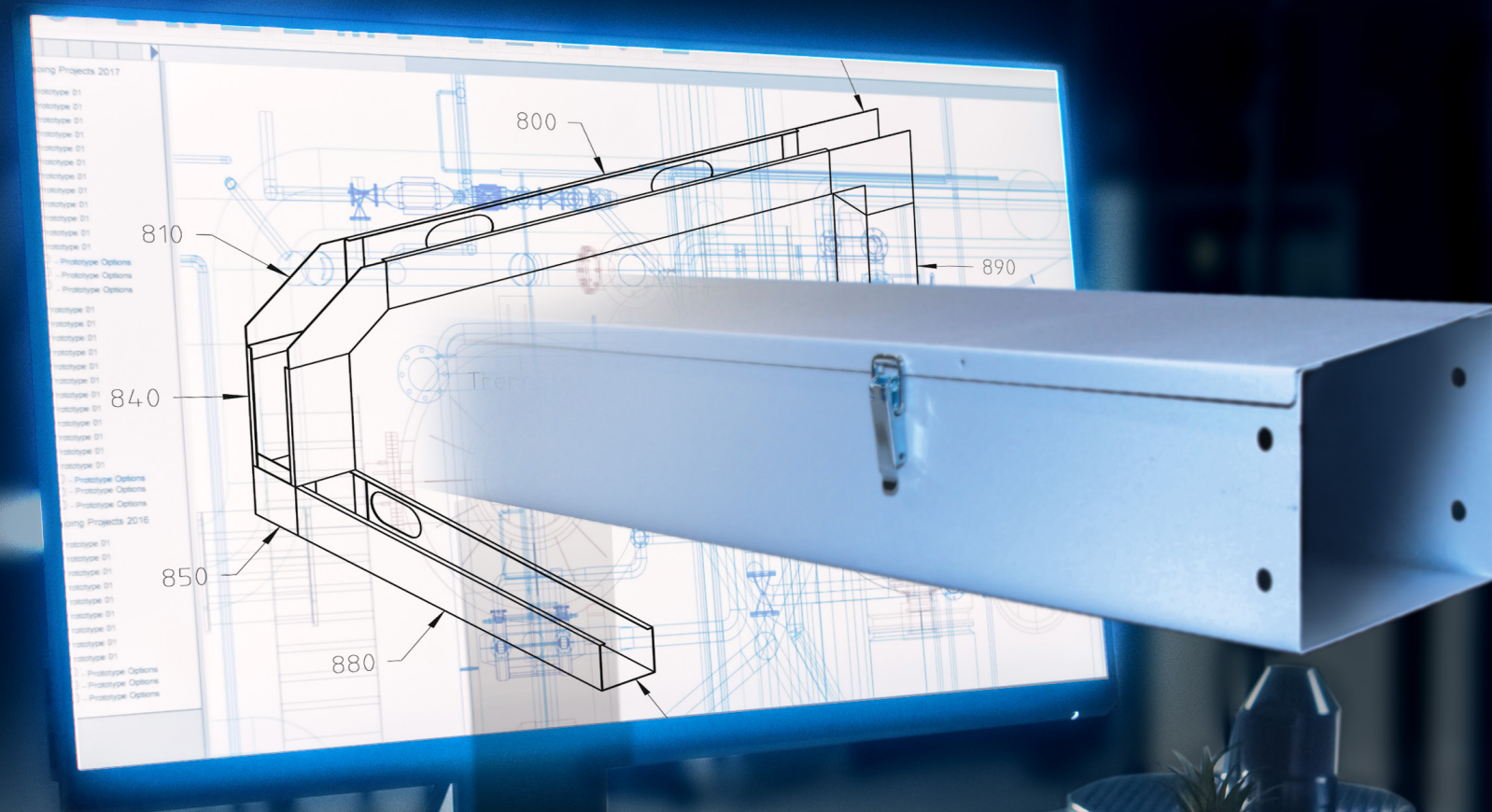
PIK-Trunk-
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Expand your cable
routing options:
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PFLITSCH trunking

A SYSTEM WITH GREAT POTENTIAL

When PFLITSCH started manufacturing cable trunking as a second mainstay back in 1980, no one could have imagined how expansive this product range would become. Over time, the range of cable trunking and complementary services offered has been systematically expanded, exactly in line with users' requirements. Today, PFLITSCH is the only supplier in the marketplace with a complete and perfectly coordinated cable routing system – comprising products, cutting machines and services – that always has the right solution ready to hand.



GLOBAL LEADER IN CABLE ROUTING

Industrial-Trunking

PFLITSCH's Industrial-Trunking is the high-quality, all-round protection trunking for cables that have to be laid between the control cabinet and the peripherals of mechanical and plant engineering systems. With more than 100 accessory fittings and 13 different cross-sections, highly individual cable routes can be realised. The extensive range is supplemented by accessories such as edge protectors, cover locks, mounts, separating walls and variable components. Thanks to this variability, Industrial-Trunking guarantees users maximum flexibility when configuring routes. On request, the trunking sections made of coated sheet steel or stainless steel can also be painted in customer-specific colours.

Automobile-Trunking

As a special variant of Industrial-Trunking, Automotive-Trunking is available for floor installation. It can be walked on and easily withstands footfall loads of up to 1,200 N. Channelled sheet covering ensures anti-slip protection and surefootedness.

PIK-Trunking

PIK-Trunking has been designed for routing smaller numbers of cables and for use in limited installation space. It is made of thicker stainless steel or steel sheet and features creased side walls that give PIK-Trunking very good dimensional stability. Its cover is simply clipped on, which allows the trunking to be opened along its entire length for easy cable laying.

VARiOX-Trunking

The big strength of VARiOX-Trunking is that it enables individual cable routes to be realised quickly and cost-effectively. As a standard solution, it is predestined for applications in the fields of mechanical, plant and electrical engineering. The simple and modular VARiOX component system offers maximum efficiency and is compatible with

components from the Industrial-Trunking range. Thanks to the innovative VARiOX quick connector, you get a connecting element and, at the same time, a tool for setting up any route quickly and easily.

Wire-tray Trunking

When it comes to laying cables in a clear and orderly fashion, PFLITSCH's strong and corrosion-resistant Wire-tray Trunking is the preferred solution. Thanks to its open, that is, non-enclosed design, which enables easy cleaning and ensures good ventilation, it is used particularly in demanding industries such as the food and pharmaceutical industries as well as in chemical, mechanical and plant engineering. But also whenever the cables laid need to be constantly accessible, Wire-tray Trunking is the perfect solution. The special feature of Wire-tray Trunking is its simple and custom assembly. In just a few steps, sections of wire that are not required are cut away, the trunking bent into the required shape and the individual segments screwed together with connectors so that the trunking forms a strong cable routing system.

Machine portfolio

The new PFLITSCH machine portfolio, comprising the MiniCut, MultiCut and MaxiCut machines, impresses with a whole series of advantages that make it the first choice for cutting cable trunking. They have been specially designed for cutting PFLITSCH's PIK-, Industrial- and VARiOX-Trunking and they enable users to achieve professional results with maximum efficiency. Thanks to the variety of drive types available, the machines can be easily and optimally adapted to the particular application. This means that you can cut trunking not only at a single fixed location (stationary), but also at multiple locations (mobile) around your premises, right where the trunking is to be installed. This means no more toing and froing between your workshop and the installation locations.

Since the work processes involved become significantly faster, easier and safer, you save time and money. The high quality of the work results, with clean and low-burr edges, means there's no longer any need for reworking and it guarantees 100% reproducibility. This minimises waste and ensures efficient use of materials. At the same time, the stricter occupational safety requirements are met: the work process is extremely quiet and there are no flying sparks or metallic dust like there is when working with a bandsaw and angle grinder. Detailed information on the various models can be found in the article entitled "The PFLITSCH machine portfolio" in this magazine, starting on page 12.

Component assembly service

The planning and installation of a cable routing system is a demanding and complex task. In addition to the best cable trunking solutions, PFLITSCH also offers a service for ready-to-install component assemblies that supports the customer throughout all phases of the project. This ensures clear, safe, reliable and cost-optimised laying of cables – and at the same time significantly shortens the work process. Compared to do-it-yourself installation, personnel, time and material savings of up to 50% are possible. For this purpose, experts plan the trunking using the very latest CAD technology, manufacture the components to a very high quality standard, and install the trunking on site on your machine. Alternatively, customers can also realise their desired routing with the aid of the planning tool easyRoute, which PFLITSCH provides free of charge. In the end, the finished assembly is delivered on the agreed date. Even special solutions – such as custom cut-outs, fastenings or special paintwork – can be implemented by the assembly service.

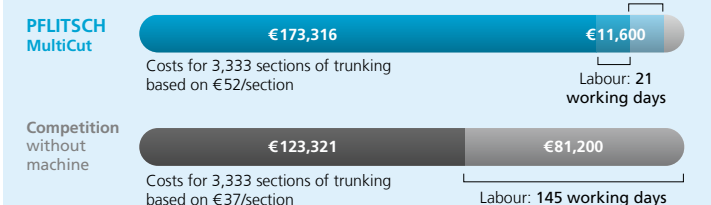
Do you have any questions about PFLITSCH cable trunking, machines or the assembly service? Or are you planning a specific project and would like some detailed expert advice? Then we look forward to hearing from you.

Value calculator

PFLITSCH machines lead the field with their excellent price-performance ratio and enable customers to significantly increase their productivity. To enable customers to be sure they are getting the right machine for their needs – in an economic sense, too – PFLITSCH has developed what it calls the "value calculator". Based on the actual amount of work involved in cutting and installing the trunking required in their production facility, it is possible to calculate how quickly a particular machine will pay for itself.

Example for cable trunking bodies incl. covers*

Calculated based on €70/hour and 10,000 cuts (with 3,333 sections of trunking)



* Example configuration, incl. static hydraulic unit



You need **CLEAN** solutions so that your **CUSTOM** cable routing doesn't fall by the **HEADWAY** when things get **TIGHT?**

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Passion for the best solution

Customer magazine of PFLITSCH GmbH & Co. KG

Publisher: Roland Lenzing and Mathias Stendtko
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