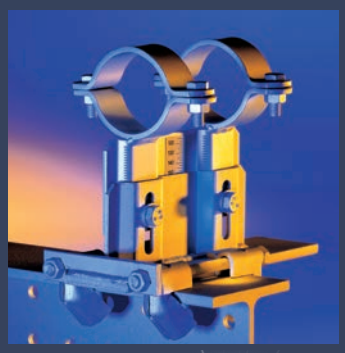
sikla

THE MAGAZINE

ANNIVERSARY EDITION 2017/18



50 YEARS
sikla · 1967-2017

A new addition to the family in Portugal

We would like to welcome Sikla Portugal who on March 1, 2017 became the 16th company to join the Sikla Group. This highly committed team, under the leadership of CEO Antonio Remédio, ensures that Sikla customers in Portugal receive the same efficient and competent services as our other customers worldwide and benefit from the fast availability of our products.

Your contact at Sikla Portugal: www.sikla.pt

Sikla Oceania Consultants

In April 2017 Sikla UK opened new engineering offices in Australia, Sikla Oceania (Consultants). This subsidiary will provide project processing assistance to our sales partners in Australia and New Zealand.

Sikla Oceania Consultants
100 Harris Street
AUSTRALIA – Pyrmont NSW 2009
Phone: +61 2 8073 4660

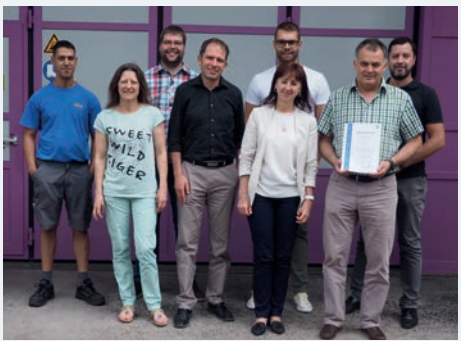
New sales office in Croatia

In May this year Sikla (Slovenia) d.o.o. based in Črenšovci opened a sales office in Samobor to strengthen its long-term market presence in Croatia.
CEO Ignac Jantelj explains, "To ensure customer proximity and quality, we need to be present on site for our customers in the industry. We believe it is important for planners and customers to get to know Sikla system products better and learn about their economic and time-savings benefits in training courses."

Sikla Koordinacijski biro u Hrvatskoj
Ulica Ljudovita Gaja 1 · 10430 Samobor
Phone +385 1 4400 008
www.sikla.hr

ISO certification for Sikla (Switzerland)

Sikla (Switzerland) AG is the latest company to join the list of certified companies belonging to the Sikla Group. This result marked the successful completion of a six-month project to launch the management system according to ISO 9001:2008 standards.



CEO Alois Feichtinger and Head of QM Achim Münch with the Sikla (Switzerland) team

Dear readers,

Sikla is celebrating its 50th year anniversary as a family-owned company. We marked the occasion by organising a summer party attended by 750 employees and guests from around the world.

Our success story dates back to 1967 when Sighart Klauß founded the company. An appropriate occasion to take a brief look at what we have achieved. To quote the words of Albert Einstein “More than the past, it is the future that interests me, since that’s where I intend to live”, we deliberately want to focus on the future – on current issues and new innovations.

According to company owner Dieter Klauß, business success in the future will be dominated by “digitization” and “demographic development”. The world of planning is currently being redefined and revolutionised; read more in our article “Professional approach to complex industry projects” on pages 6 and 7.

In the words of company owner Reiner Klauß during his ceremonial speech, “The future is shaped by our children and we are doing our best to prepare them for life, our society and a better world”. Sikla is welcoming a new generation to underpin its future as a family-owned company.

We would like to take the opportunity to thank you for believing in our pioneering spirit, our products and services over the last 50 years.

We look forward to shaping
the future together with you.

Kind regards
Manuela Maurer
Marketing Communications Manager

IMPRINT sikla

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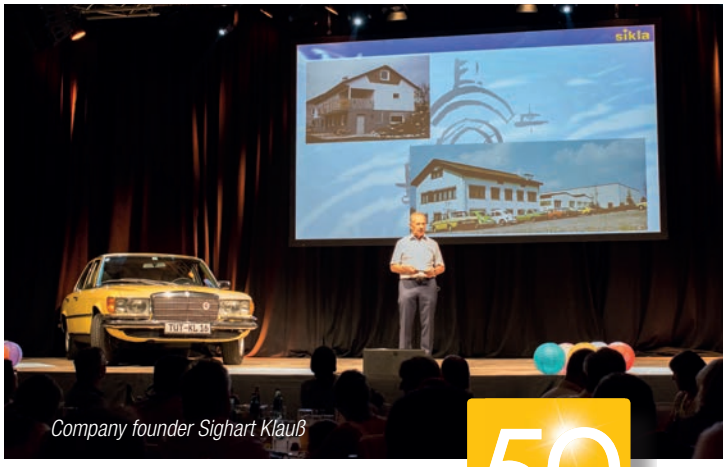
Sikla 2017 summer party

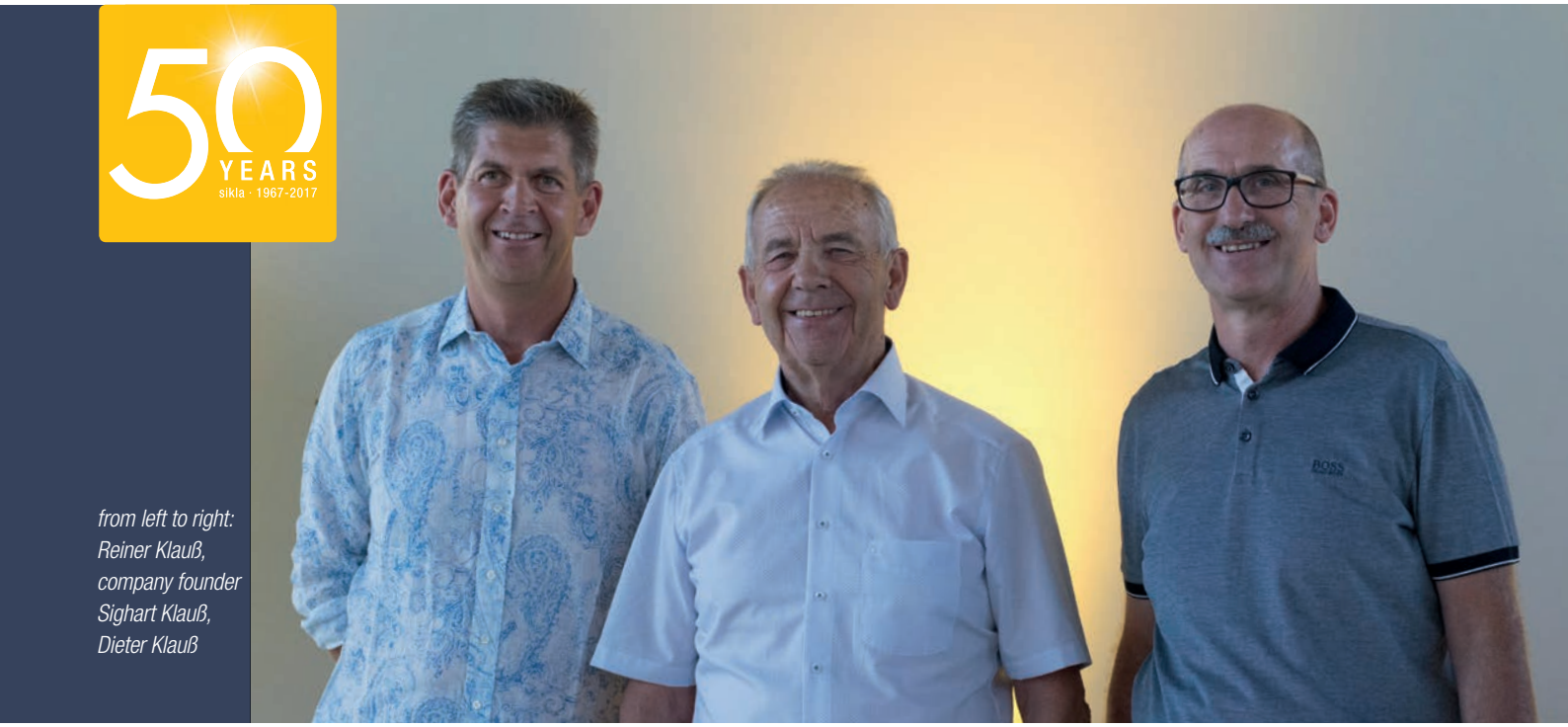


Company founder Sighart Klauß

Dieter and Reiner Klauß

50 years of fastening technology made by Sikla

What began life in a garage has now developed into an international company group with more than 500 employees in 16 different countries.



from left to right: Reiner Klauß, company founder Sighart Klauß, Dieter Klauß

Sighart Klauß originally founded Sikla as a one-man enterprise back in 1967; his product range was limited to two simple products. In those days pipe fixings used to be manufactured by the skilled trade businesses themselves. The founding of Sikla marked the birth of a new industry.

What started life as a mission set by the company owner: “Is there a simpler, quicker, better or different way of doing things?” resulted in exceptional, ground breaking solutions. From day one, Sikla has always adopted a business model of no in-house production. Often in collaboration with its customers and suppliers, Sikla develops products and services which are then distributed to customers using efficient direct distribution structure and today using authorised dealers.

The Fall of the Berlin Wall in 1989 was a landmark moment not only for Germany but for the company as well. It represented freedom for millions of people, both politically and economically. Sikla took advantage of the opportunity available; literally overnight, many Sikla employees in Germany were sent out as pioneers to the newly created states in former East Germany.

#internationalisation

Sikla International was founded in 1994 with the mission of expanding the company by opening its own sales and distribution companies. In 23 years, Sikla has launched a total of 16 successful distribution companies. Another important pillar in our company's growth are our international sales and distribution partners and dealers. Today we are present in 28 countries on all continents.

Our global presence makes us an attractive partner for companies to work with; we are able to offer our spectrum of services in every country where we are represented by a Sikla company or a sales partner. We speak the language of our customers, we understand their needs and we are passionate about Sikla.

#diversification

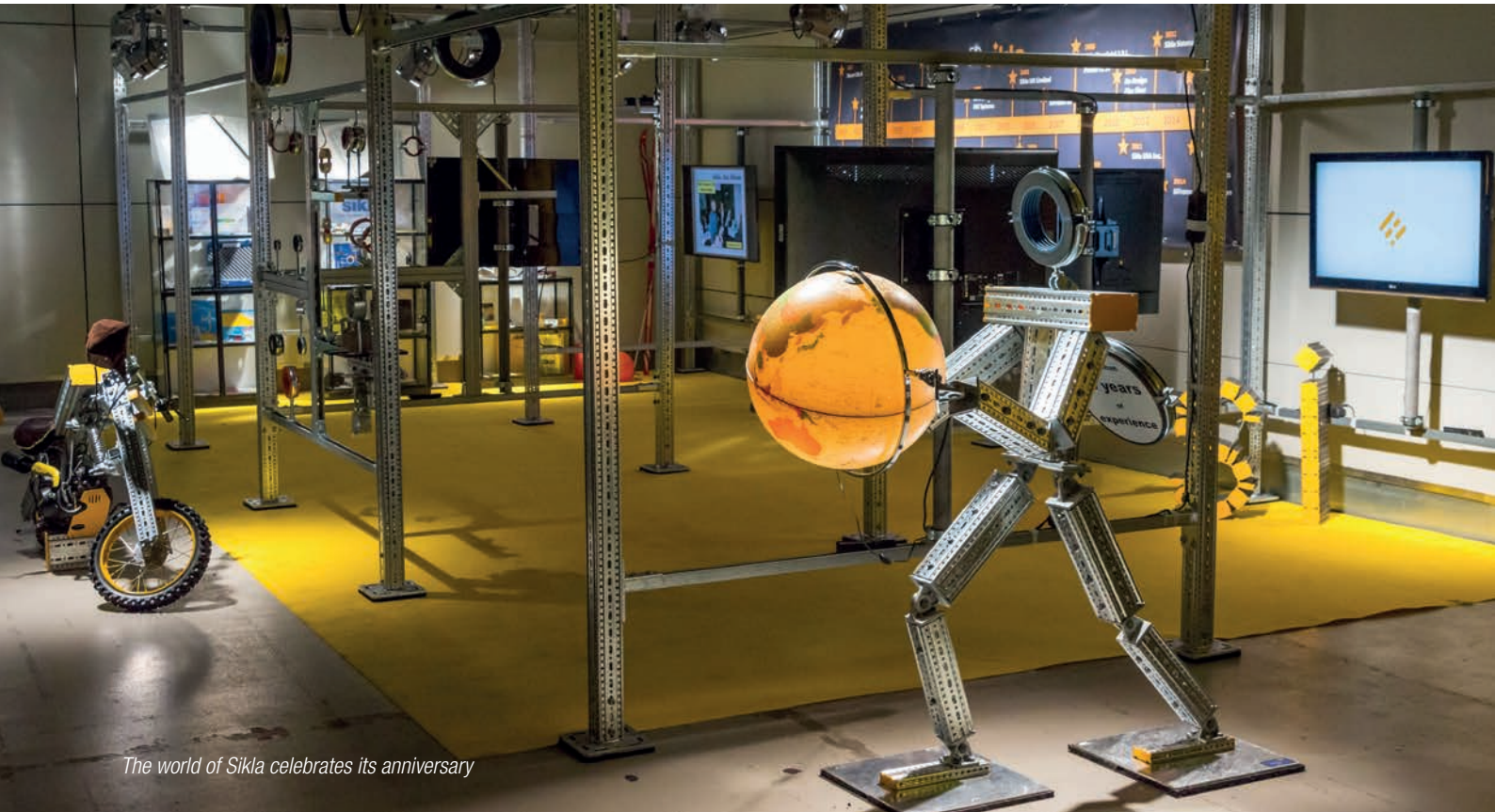
Our constant ambition to diversify into new sales areas is an important legacy of our company. The takeover of Sicombi in the mid 1990s represented a milestone in pre-production and the invention of the first rapid assembly system "Pressix" revolutionised rail assembly. The launch of Simotec twenty years ago heralded a modular framing system for industrial and plant construction. We have continued this series of market breakthrough innovations with the launch of siFramo – a support system for virtually all types of applications.

#demography

Sikla is a global business player and employs people from many different countries and cultures. We unite various religions and world views under one roof, pursuing joint company values together. This diversity is what holds our company together and this close relationship is one of our exceptional strengths. We are proud of our employees and this open-minded culture.

#future

There are several approaches to tackle the future. We ask ourselves: what is relevant for our company and which challenges are we faced with? To ensure that we continue to be a reliable partner and problem solver for our customers in the future.



The world of Sikla celebrates its anniversary

Professional approach to complex industry projects

We have been active in process industry and plant construction, energy and ship building for more than 15 years. To what is this success attributed with regard to customer benefits and efficient solutions?

In discussion with Thomas Bernard,
Head of Industrial and Plant Construction

Manuela Maurer and Thomas Bernard

Mr. Bernard, which target groups do you assist in the industrial and plant construction division and what are their specific requirements and needs?

T. Bernard: Our target groups are investors, plant engineers, specialist planners and EPCs (Engineering, Procurement and Construction). The principle of time-to-market plays a decisive role for us. The most important project planning and realisation criteria are time, cost, quality and safety along the entire process chain from the planning to the installation and completion of the plant. We aim at developing a holistic concept for the entire value-added chain.

Our customers are in international competition and our mission is to increase their competitiveness by supplying efficient solutions for projects in Europe, South and North America and Asia as well as South Africa.

What benefit does Sikla offer in the customer's value-added chain?

T. Bernard: Our job is to increase productivity in the planning and installation. Depending on the project's complexity, we assist by providing a project manager and a technical team. An all-round project support service starts at the conceptual and basic phase with initial proposals and concepts for main routes and supporting structures.

It is important to incorporate all trades involved in the project, such as ventilation, industrial services and process etc. to optimise all intersections and to clarify complex building process questions together. Initial main route and supporting structure proposals discussed with the customer can be important to set standards.

Particular requirements such as statics, seismic safety and fire protection can be taken into account in advance. If important standards are set out before the start of the design phase, digitization is considerably more efficient using intelligent planning tools.

Which role does safety play in terms of the products used?

T. Bernard: To prevent any nasty surprises at the end of the project, only externally certified systems and products, complying with the Eurocode 3 / DIN EN 13480 and DIN EN 1090, are used in the relevant areas. A part of our service package is the technical documentation of all Sikla product systems, taking into account the legal specifications and guidelines. This service helps our customers to save time and ensure system documentation safety for investors and plant engineers.

How is Sikla prepared for digitization and the topic of BIM?

T. Bernard: We see digitization as an important part of the future at the Sikla company group.

Building Information Modelling, known in short as BIM, is accelerating digitization in the construction industry. The goal of forward-looking BIM methods is to manage complex systems. A coordination method is needed to exchange large volumes of data on a daily basis. BIM data is used by all manufacturers and suppliers for the real-time production and supply of pre-assembled modules.

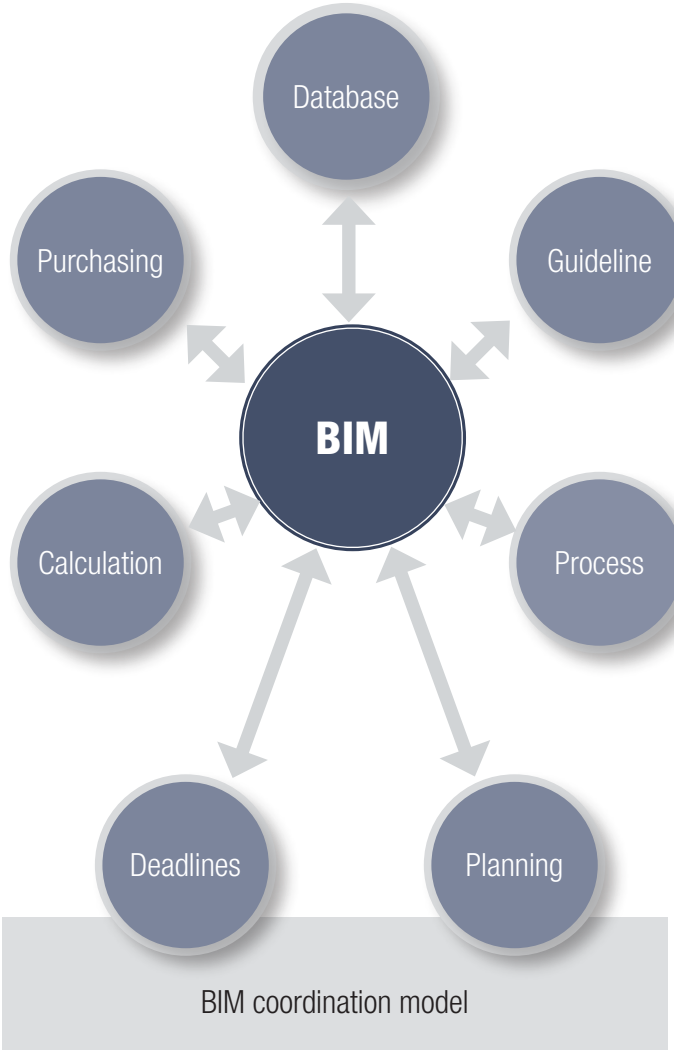
This procedure can offer enormous time and financial benefits especially during the critical transition from the planning to the installation phase. Depending on the project's size and complexity, potential changes made in the planning phase can be reduced considerably in the construction phase and therefore prevent delaying deadlines.

Can you explain this theory using a practical example?

T. Bernard: We are currently working on three large-scale projects using BIM methods. For pharmaceutical plants in particular, which involve process trades and a high quantity of technical building equipment, various disciplines need to be networked with specialist planners and companies. BIM enables us to generate a digital structure data model and coordinate other procedures in regular coordination meetings or recognise critical issues early on.

Communication via a joint, digital platform offers valuable benefits. Simulations in a virtual reality can be created directly in the 3D model. If standards have been set out at an early stage, many modular units can be defined.

The 3D model contains important part data such as function, geometry and ID number. The customer can also add other attributes such as physical properties. The model therefore offers cross-industry, digital collision testing as the major benefit for a trade. Any faults can be efficiently troubleshot during the planning phase which ensure more efficient installation planning.



The Sikla spectrum of services for the process industry and plant construction offers the customer value-added solutions from the planning to the completion of the plant. A final look into the future. What are the next steps?

T. Bernard: We continuously want to develop and expand our spectrum of services systematically. The focus is on reducing the number of interfaces and work processes with digital, automated applications. Smart logistics solutions, digital platforms for the exchange of information and communication with our customers as well as the optimisation of ordering/processing and accounting are topics with which we are concerned.

Third generation in the company

The appointment of Isabel Mörtl, born Klauß, in January 2017 was another step in the strategic restructuring of Sikla and sets the course for a secure future for the small to medium-sized family-owned company.

Isabel Mörtl will support the international company group as the corporate HR Manager. After her graduation, she managed recruiting projects at the Boston Consulting Group and was responsible for human resources at Brainlab AG. Dieter Klauß is pleased that the company will continue to represent his values and remain a modern-thinking and responsible family-owned company.

Sikla focuses on a strategic expansion of its attractiveness as an employer and on promoting young professionals. The company offers highly modern workplaces and uses the latest tools and resources.

Champions in innovation

Sikla is one of Germany's 50 most innovative small to medium-sized companies

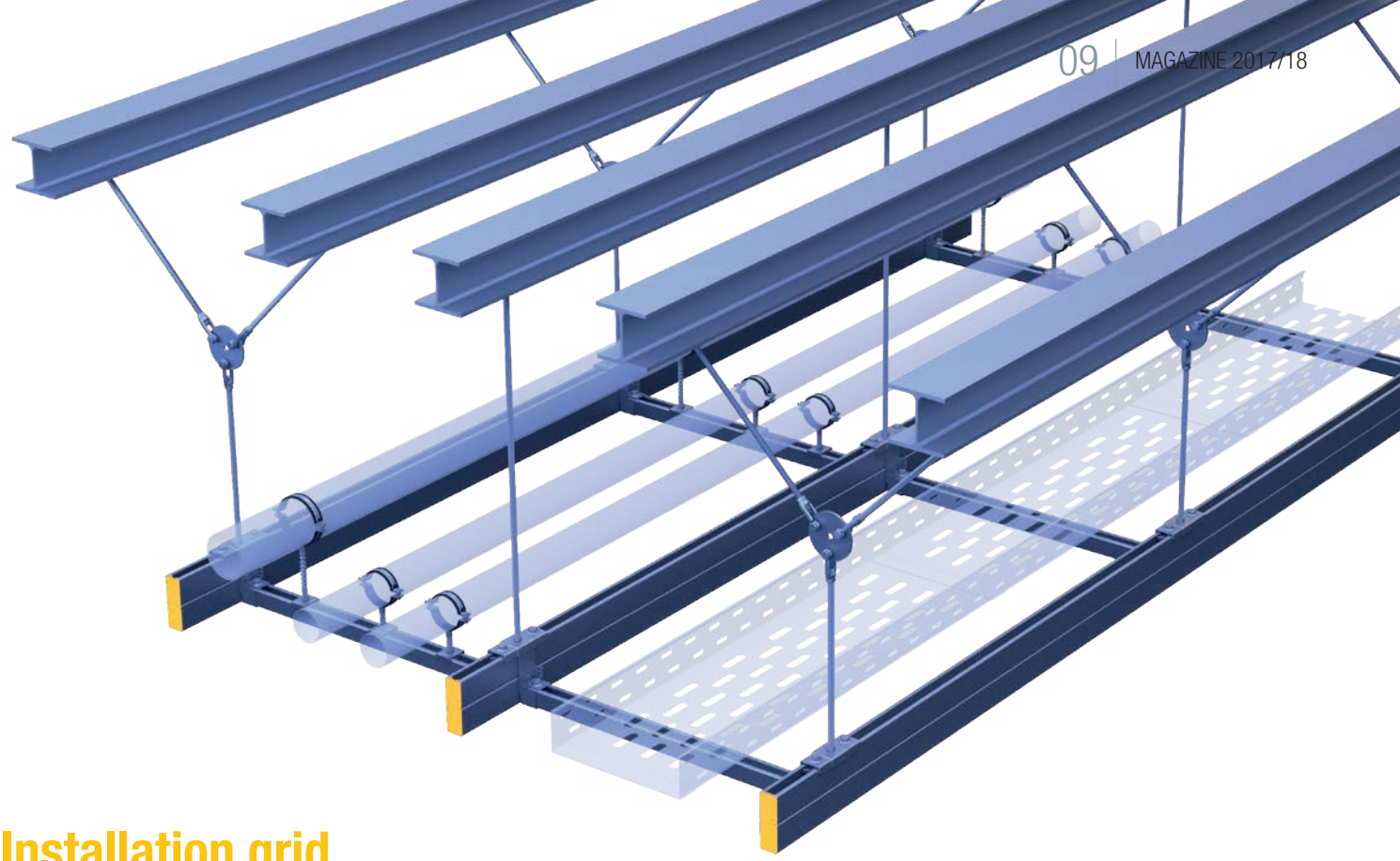
In cooperation with the German business news magazine *Wirtschaftswoche,* the Munich Strategy Group (MSG) has named the 50 most innovative small to medium-sized businesses in Germany. The innovative behaviour of around 3,500 companies was examined across various industries in a multi-stage selection process.

According to the Munich Strategy Group, the innovators are able to dominate their market segments and set new trends by providing continually innovative services, and pursuing transparent strategies and firmly established innovative processes.

We are proud to be among these 50 top innovators and see it as an endorsement of our corporate philosophy of "developing faster and efficient fastening solutions always with a focus on innovation and practical solutions to ensure simple and more effective daily business operations for our customers".

The ranking of innovation champions was published on November 11, 2016 in the Wirtschaftswoche business magazine (issue 47).

Isabel Mörtl and Dieter Klauß



Installation grid

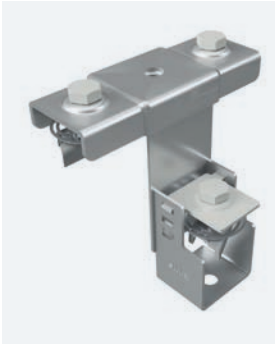
Flexible and time-saving fixtures for utility supply

Production companies are faced with increasingly more complex and ever-changing conditions and are continually faced with new challenges. For this reason, economic and time-saving utility supply fastening solutions represent competitive advantages for businesses.

Changes to the supply of utilities due to adaptations in the production process or the integration of new machinery must be dealt with quickly and flexibly. A lack of flexibility and long lead times present an enormous cost factor. These can be saved easily using the Sikla installation grid: you can design a complete installation level without a great deal of time and installation effort above the production level to respond flexibly to all changes.

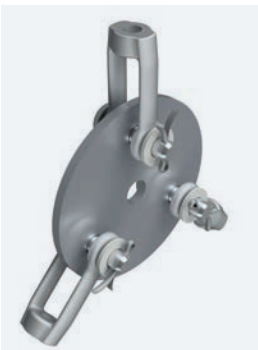
Depending on the surface load involved, a suspended grid is designed with the appropriate assembly rails. Utility lines are then installed on the grid, for example with the Pressix CC rapid assembly system so that complex individual fasteners are no longer required on the structure.

The products



End nodes

Centre nodes



Grid suspension

Benefit from these advantages:

- Time and cost savings
- Fast and efficient installation
- High level of flexibility when changes are made to the production process
- Optimised use of materials for assembly rails
- Small number of components required
- Visually attractive fastening solutions

SPA 5P AU Beam Clip: certified safety by the general building inspectorate approval from the DIBt

Dominik Zanker (M.Eng)
Product Developer at Sikla

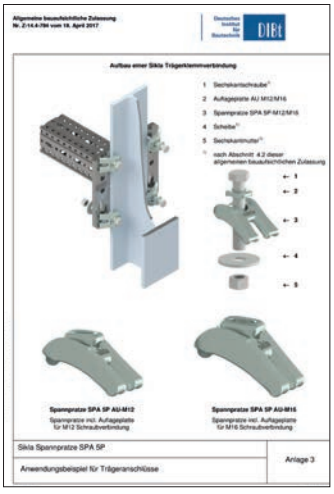
“The new 5P clamping connections meet the national construction standard requirements, offer an extremely high performance and are flexible forvarious flange sizes and thickness.”

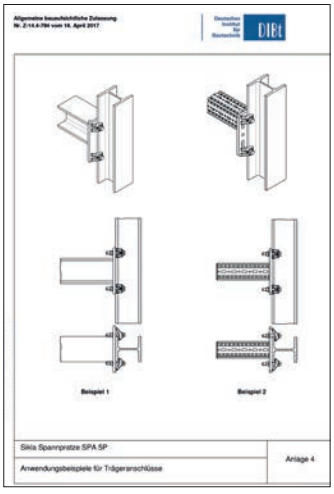
A national technical approval in accordance with building regulations is essential if the accepted rules of engineering are not applied. This applies, for example, to slip-resistant clamping elements such as beam clips. In cooperation with the German Institute for Structural Engineering (DIBt) Sikla was able to have the SPA 5P AU beam clip certified.

The beam clip is to be expanded in combination with a planned pre-tension HR set (EN 14399-3) for the new MS 5P installation set. The SPA 5P AU beam clip is the first product which allows a certified flexible clamping connection for variable support flange thicknesses without using any additional spacers which means a complex calculation of the spacers required is no longer necessary.

Flange thicknesses of 1 - 30 mm can be clamped with the MS 5P installation set and 4 - 40 mm with the M16 model. The pre-tension forces and permissible load values can be improved significantly with the MS 5P MA installation set with a stop plate.

The following products are covered by the approval:
SPA 5P AU beam claw, MS 5P installation set,
MS 5P MA installation set.

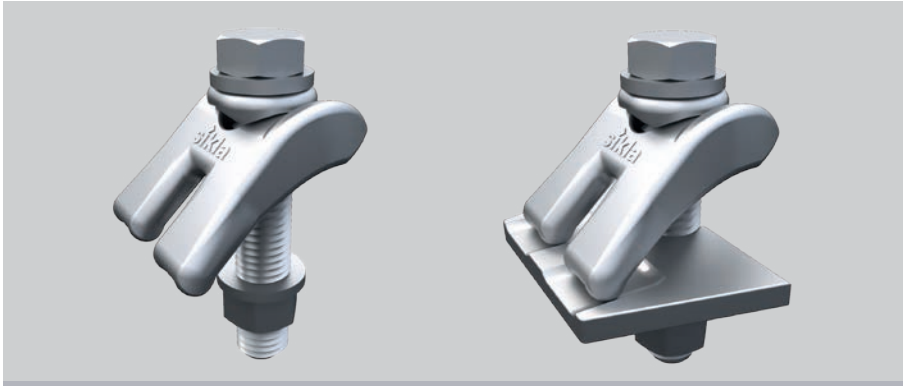




5P installation sets – a new generation of clamping connections

The heart of the new installation sets is the innovative 5P beam claw designed with optimised material properties. The supporting plate and HR set in compliance with EN 14399-3 complete the set. A stop plate is also provided with the 5P MA model.

By using the HR sets, which are used in steel construction and are in compliance with EN 14399-3, specified pre-tension forces can be supported by predefining the tightening torques. This is achieved by a specified static friction coefficient between the screw and nut. The molybdenum sulphide-coated nut is easy to tighten.
The supporting plate ensures an equal distribution/induction of the pre-tension force of the HR set which ensures its efficient and optimum use. A stop plate is also used to improve the load values.



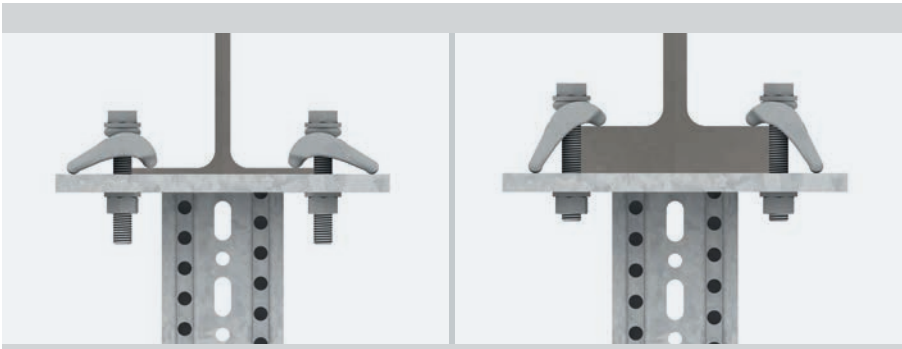
MS 5P installation set | MS 5P MA installation set

Type	Clamp range [mm]	F_y permissible for each beam clip [kN]	Transverse supporting load $F_{v,z}$ of each set = 4 beam clips [kN]
M12 S	1 - 30	26.3	12.0 *
M16 S	4 - 40	32.0	13.6 *
M12 MA S	1 - 30	32.9	15.1 *
M16 MA S	4 - 40	39.1	16.7 *

** The data is based on the worst case scenario of flange thicknesses of 30 mm (M12) and 40 mm (M16) and a static friction coefficient of $\mu = 0.20$.*
A potential external tensile force F_y was not considered.

Benefit from these advantages:

- Simple, flexible and diverse use
- High performance and load values
- General building inspectorate approval by the DIBt
- Pre-tension HR sets in compliance with EN 14399-3



The supporting plate guarantees a systematic support of the screw set between the screw head and beam clip.

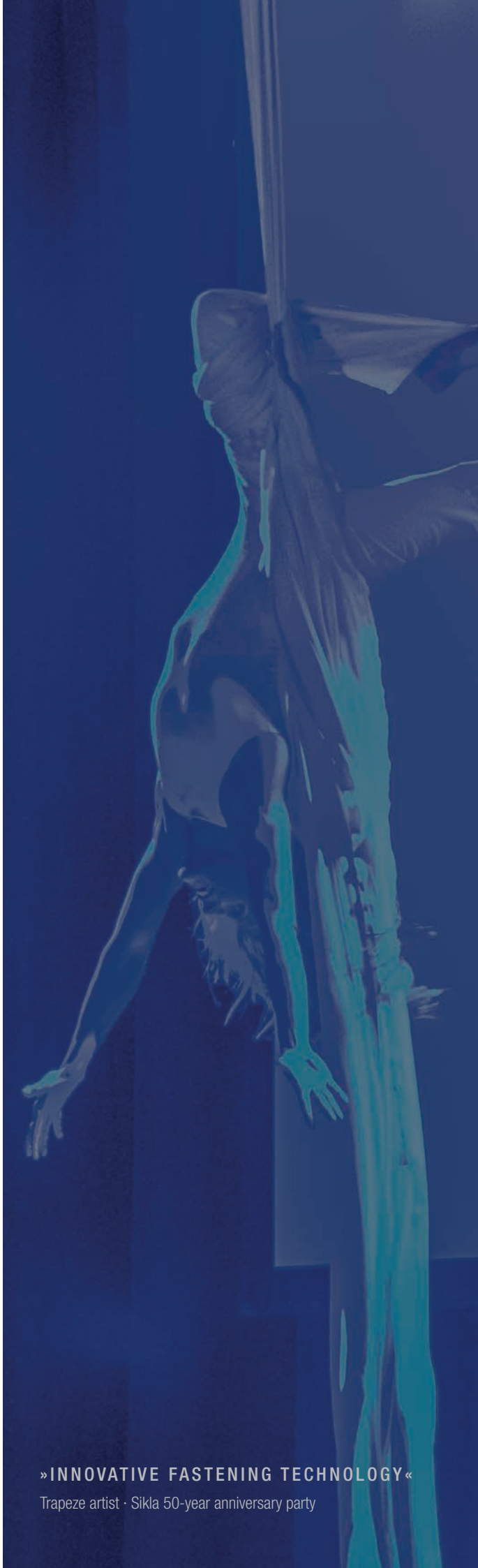
Framo becomes siFramo

Framo – our patented, certified support system for supporting constructions in compliance with EN 1090 and flexible framework constructions – has been used with success in a variety of international projects and applications. Today more than 1 million metres of Framo beam sections have been installed.

To mark this success story, we are taking the product system to a new level and including it in our strategic product system brands. Framo becomes siFramo.

siFramo

Be inspired by our "siFramo – Everything is Possible" product video.



»INNOVATIVE FASTENING TECHNOLOGY«

Trapeze artist · Sikla 50-year anniversary party