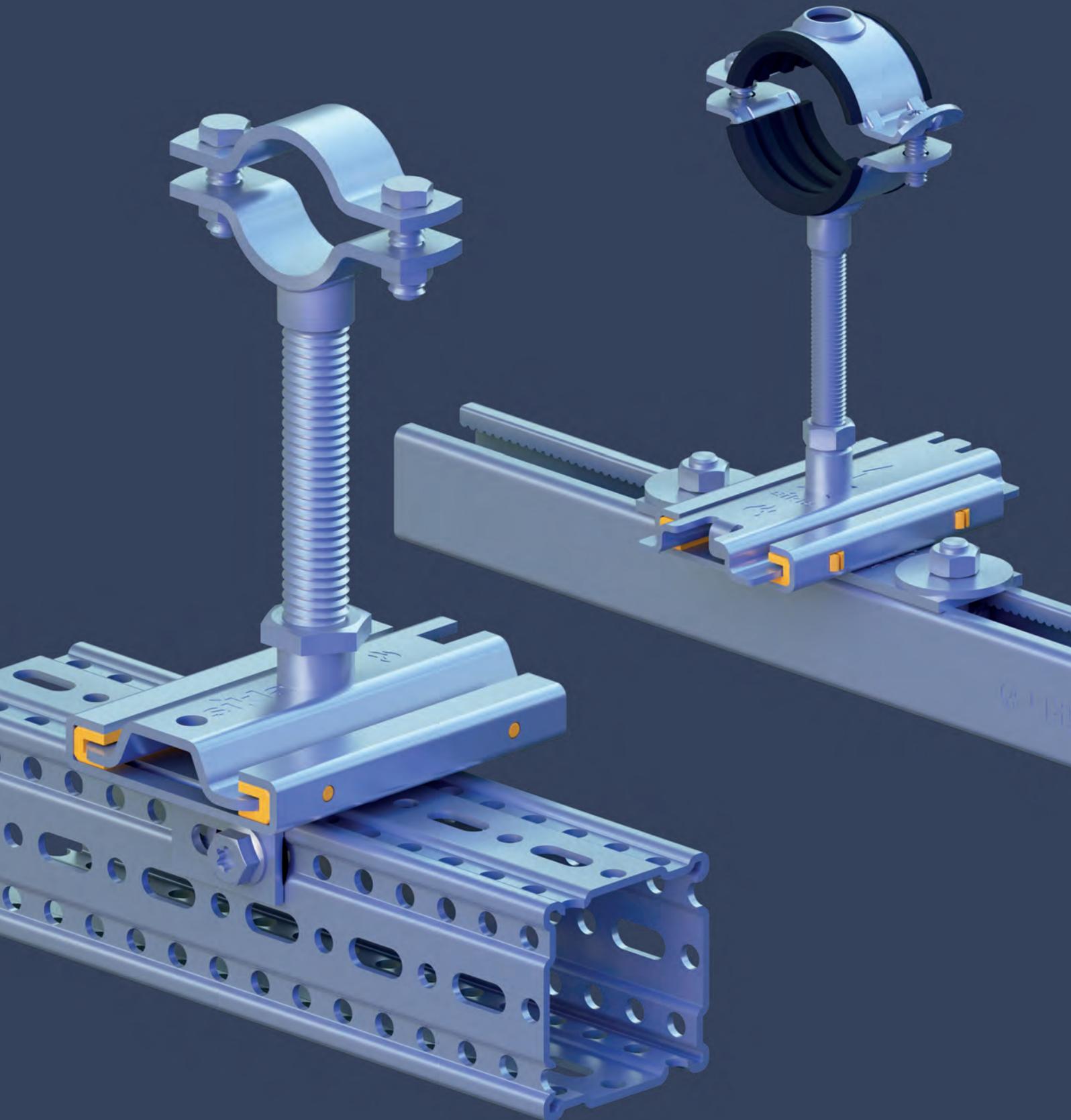


sikla

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Sikla lays the foundation for future sales

Sikla GmbH in Germany has laid the foundation for the future orientation of the company with the reorganisation of the sales department. A functional internal sales organisation combined with two instead of four sales divisions will pool competencies and further increase specialisation with a view to customer needs in the various sectors (technical building services, process industry and shipbuilding & offshore). In future, this will enable us to react quicker to changing market conditions and customer requirements.



Right to left: Sales Director Thomas Bernard and his team: Thomas Schühle, Alexander Schätzle and Daniel Siotto

Sikla Bohemia celebrates 25 years

Founded in Prague in 1995, the Czech subsidiary has developed into a versatile company. Prestige projects such as the Skoda factory were part of the reference list from early on. Long-standing employees support the company in successfully mastering upcoming challenges.

Jan Rohlik and his team ensure that the Czech customers also benefit from Sikla's extensive services and that our products are always available.

Situated in the Impera Park in Hovorčovice, the office is conveniently close to the motorway and just 16 km east of Prague's city centre.



Dear Readers,

in today's climate of change, many companies and industries are faced with the challenge of reinventing and repositioning themselves. For more than 50 years, flexibility, creativity, expertise and speed have been and will remain our success factors.

On the occasion of his 80th birthday, I had the great pleasure of conducting a very special interview with our company founder, Sighart Klauß. Sighart Klauß – a pioneer in the field of fastening technology – not only shaped the values of the family business during his 38 years of entrepreneurial activity, but also introduced many innovative solutions and services to the market. It was under his leadership that the first rapid assembly system, "Pressix", was invented in 1995. These days, rapid assembly systems are well established and indispensable thanks to their enormous time-savings and simplified warehousing. Read more on the following pages.

We want to shape the future together with you and support you in all matters concerning fastening technology by providing innovative system solutions and practical services. With this in mind, we give our very best every day and have once again compiled some interesting topics for you.

Enjoy reading this issue!

With kind regards

Manuela Maurer
Marketing Communications Manager



STATUTORY INFORMATION **sikla**

Editorial department and responsible for the content:
Sikla GmbH · In der Lache 17 · D-78056 VS-Schwenningen
Telephone +49 7720 948 0
www.sikla.de

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We are here to help you. Contact us now!

Export & Overseas Department

Sikla GmbH
In der Lache 17
D-78056 VS-Schwenningen
Phone +49 7720 948 453

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Pioneer and company founder Sighart Klaufß turns 80

The vision “Can’t it be easier, faster, better or different?” led to extraordinary solutions and a success story that continues to this day. The involvement of the employees with their ideas, initiatives and qualifications, including the transfer of corporate responsibility, characterised the work of Sighart Klaufß.



Sighart Klaufß
interviewed by
Manuela Maurer

When you founded Sikla in 1967 at just 27 years of age, the company did not have its own product range or fastening solutions as we know them today. What made you become an entrepreneur?

S. Klaufß: I didn't start the company with a specific vision in mind. The vision came a few years later. I was born in the middle of World War II and, in comparison to today, it was a time of real poverty and uncertainty. At the age of 14, I had already finished a commercial apprenticeship in Stuttgart. From the very beginning, my aim was to become independent and self-sufficient. When I turned

twenty, my wife and I started a family and were blessed with four children by 1966. The decision to start my own company came when I was awarded the marketing rights for a simple pipe fastening. I employed sales staff and my wife and neighbours organised the distribution. Other recruitments soon followed for administration positions. New trade products were continually added to the range. The first foreign subsidiary was founded 1968 in Austria. The business start-up was therefore successful. At that time, Germany, in fact the whole of Europe, was striving as hard as possible to continually improve living conditions. And we were part of this progress.

In the 1990s, Sikla invented the first-ever rapid assembly system, Pressix. There is a funny story to accompany this invention, in which toilet paper played a major role.

S. Klauß: A pipe fastening consists of several single components and often working under the ceiling – mostly standing on a ladder is hard work: Single components fall down, which means getting down from the ladder, finding the pieces and then climbing back up again. We tackled this problem head on and came up with Pressix. However, the threaded pin had to be cut to size and then the thread had to be bevelled. During a trip to Austria, I talked to my wife about this issue. She commentated the problem as follows: The solution would be like on a roll of toilet paper, you tear it off at the defined breaking point and that's it! Yes, a defined breaking point! I spoke to our technicians at the next possible opportunity. The result was the threaded stud with groove, the so-called Sikla grooved rod, which meant a significant ease of work. How do you put it so nicely: Look at the familiar and transfer it to the new.

Today, just like in the early days, it's the people that define the success of Sikla. How did you manage to bridge the gap between a successful and empathic leadership style and the continual development of the company?

S. Klauß: We are a family-owned company and want to stay that way. My motto for life is: Treat others how you'd like to be treated yourself. This "golden rule" is also the foundation of our corporate guidelines, which have applied virtually unchanged since 1980 with respect to our behaviour both inside and outside the company. On this basis, we have built up a style of reliability and trust. In the face of the current corona crisis, this philosophy is reflected in the fact that the owner-family, despite growing business risks, has secured the full months' wages of all its employees around the world. Of course, nobody knows how long this crisis will last, but we believe that the earnings we have generated together as a company create an obligation for correct business behaviour. Employees thank us with their trust, performance and commitment.

In 1985, I launched the EKS bottleneck strategy and held many workshops on this theme. The four principles of success can be condensed as follows: 1. Specialisation brings top-class performance. 2. Lateral instead of linear thinking. 3. Focus on the most urgent problem of your



Magdalena and
Sighart Klauß

target group. 4. Maximising benefits takes precedence over maximising profits.

Success and empathy are not mutually exclusive – you can have both. They are the key to the continuous development of the company.

Behind every crisis is an opportunity, or in other words, a crisis challenges us to do things better. In your role as businessman, you have experienced major changes to the economy and its environment. In your opinion, is there a recipe to manage a crisis successfully and emerge stronger?

S. Klauß: Crises are part of life. They sometimes occur randomly with no fault of our own, but sometimes we are partly responsible or even cause them. I say this with full awareness, because I have experienced both. I've also made mistakes along the way. After the recovery period in Germany, the demand in the construction sector dropped radically within 10 years. This obviously led to a collapse in turnover. One solution to increase demand is to drop prices. Another is to focus your attention on other target groups. We tried doing both. The price reduction strategies cost us a lot of money. I wouldn't do that again if faced with the same problem. Our success only returned after consequently tapping new markets. This requires a high level of investment, which has to be earned. In 1979, we developed products for the sprinkler market. Product systems for the construction of protection rooms followed later. This enormously strengthened the technical skills and expertise in the company. For plant construction, we launched the first bolted mounting system, Simotec, on the market. Some years later, we added the siFramo multi-purpose assembly system. So

the long crisis in the building construction sector was our motivation to look for new business possibilities. Today, we are at home in many areas, from project planning, industrial and plant construction to ship construction and in the energy sector. Potential customers are everywhere where pipes are fitted. By expanding our company with subsidiaries in Europe and beyond, we managed to tap into further growth markets. Despite our wide company network, we offer concentrated services. This is what makes us strong.

Today, the global corporate group is managed by your sons Dieter and Reiner, and the third generation is also actively involved in the company. What makes you particularly proud when you look back on your life's work?

S. Klaub: I wouldn't say proud, but I'm extremely thankful. Thankful to my sons, who have managed to embody this "family culture" and continue it in these modern times. I'm also thankful to all the managers and executives who have implemented the strategies and contributed to the company's overall success. I'm thankful that at Sikla – as far as I can see – all the employees care about the overall success of the company and support us with their valuable work. And, of course, I'm pleased about this "third generation". Which company founder can claim the same? I have complete trust in this third generation. I'm certain that they will set new standards and impulses and show an understanding and appreciation for the people at Sikla. Being able to listen, preserving what is good and proven, learning from others, pursuing new paths – that is all part of managerial responsibility.

One last question, how does a company founder spend his time in retirement?

S. Klaub: I watch the development of the group with delight and happiness, keep in contact with some Sikla employees and still help to plan the company's future. I've got lots of time for travelling with our mobile home, for cycling, skiing, ski mountaineering and, last but not least, spending time with my beloved wife. We are both actively involved in our large family and we enjoy being part of their everyday lives.

Sikla invests 4 million in the VS-Schwenningen location for an automated storage warehouse for long goods

The siFramo and channel product ranges are constantly growing in importance, thus increasing the logistics requirements for the efficient storage and supply of long goods. We have therefore decided to invest in an automated honeycomb storage system for long goods in our in VS-Schwenningen location.



For this storage system we are building a warehouse, 15 m in height and 70 m in length. The system offers 1,500 storage bays. The long goods are stored in boxes, which are automatically transported to the pick-up station by a storage and retrieval machine. Each box can hold a load of up to 1.5 t. The walking distance of employees will be shortened considerably thanks to the principle of "goods to man" instead of the previous "man to goods" principle. This is also improving the occupational safety of our employees.

The storage and retrieval machine reaches speeds of up to 80 m/min and can work in dual operation. Approximately 50 orders can be processed every hour. Thanks to the weight control function and storage rack order defined by the system, we are also expecting a reduction in order-picking errors.

The new warehouse is expected to go into operation in April 2021.



siFramo inspires our customers

© Jürgen Schmidt Fotografie

The CIO – Centre for Integrated Oncology is one of Germany's largest outpatient centres for cancer patients.

Geothermal plant at CIO in Cologne is being built with siFramo

BAM Deutschland AG is the general contractor responsible for the turnkey construction of the Centre for Integrated Oncology at the University Hospital of Cologne. The new building, designed by medfacilities GmbH, will be a hospital for outpatients only, and will be home to various oncological disciplines. It has a floor area of approximately 14,000 m².

The complex and extensive facilities within the building are supplemented by a cross-campus geothermal energy concept. For this purpose, a large portion of the PE pipe network had to be installed, freely supported, in the existing underground transport tunnels. Since building within existing structures requires maximum flexibility, also with regard to the support systems, siFramo was the ideal solution.

Right from the start, BAM's project management team was impressed by the efficiency and flexibility of the siFramo support system and the associated pipe supports. Factors that speak in favour of siFramo from the general contractor's point of view are its quick availability, high flexibility, lower weight compared to steel construction, good price/performance ratio, and safe and easy installation without any hot work.

The support systems have to safely absorb the linear expansion and bearing forces calculated in the expansion joint concept and static analysis. Sikla designed special fixed point constructions to absorb axial forces of up to 31 kN. These space-saving and

easy-to-assemble constructions were fixed entirely with adhesive anchors.

Constructions made of siFramo 80 with bracing struts for absorbing longitudinal and transverse forces



The geothermal ring pipeline is 1,500 m long, with nominal pipe sizes from DN 100 to DN 500 mm, and Sikla delivered more than 25,000 kg of material to secure it. The materials included 1,100 m of TP F 80 beam sections, 400 m of TP F 100 beam sections, 14,000 FLS F self-locking screws and 350 Simotec pipe shoes.

>>> FWS Kunststoffschweißtechnik GmbH is specialised in underground pipelines and, until now, has had very little experience in pipework construction and fastening technology in buildings. Sikla immediately accepted us as a partner and all discussions were conducted in a targeted and cooperative manner.

Sikla convinced us of the ease of assembly and flexibility of the siFramo system, using a sample construction. Intensive guidance qualified us to install it. We were very pleased with the high standard of technical support right from the beginning. The delivery performance and excellent cooperation are good reasons for us to continue working in partnership with Sikla.

In short: A comprehensive, stress-free package! <<<



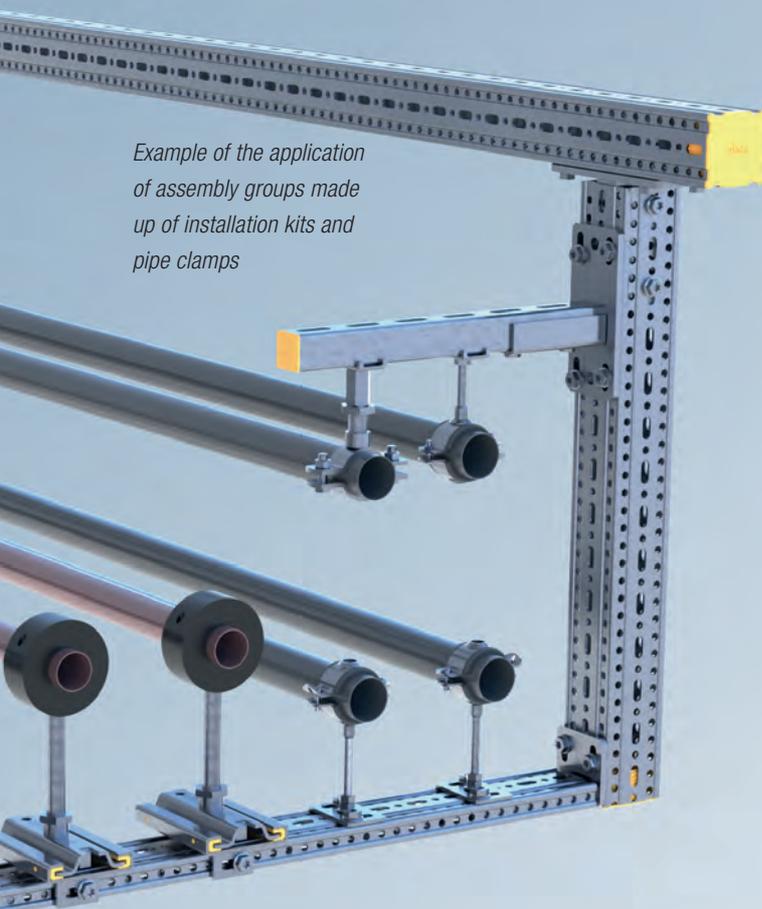
Stephan Büttgen

Managing Director of
FWS Kunststoffschweißtechnik GmbH,
Vettelschoß

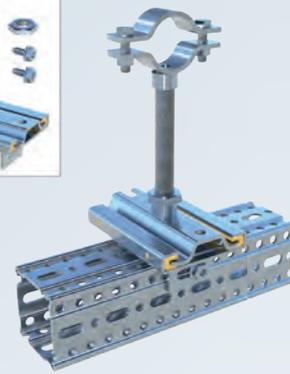


Application-specific and future-orientated applications with the Sikla installation kits

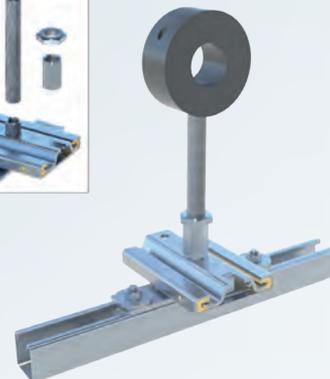
As an innovative solutions provider, we aim to optimise existing solutions by putting them to the test on a regular basis. The introduction of the assembly groups considerably reduced the complexity of the ordering process for pipe fastening systems. The required type of fastening can be quickly and easily selected from the comprehensive range of application-specific assembly groups. This means that there is no need to laboriously list all of the numerous individual products.



Example of the application of assembly groups made up of installation kits and pipe clamps



Assembly group as a guided support on siFramo
Left: The installation kit for this assembly group



Assembly group as a guided support on a channel system
Left: The installation kit for this assembly group



Until now, the delivery of the assembly groups has been sorted and summed.

The new installation kits now take things one step further by providing pre-picked sets for implementing various solutions. Each kit consists of a connection to Sikla fastening systems and a pipe clamp connector. Standard and guided supports are both possible.

In addition, new application possibilities also arise. Customers from the industrial and maintenance sectors, for example, can keep the kits in stock and thus flexibly implement numerous everyday applications at short notice. A mounting kit always offers the possibility of combination with different pipe clamps, such as standard pipe clamps for light to medium-weight fixings, heavy industrial clamps, or chilled-water clamps.

The existing assembly groups have also been modified accordingly. In future, an assembly group will consist of an installation kit plus a matching pipe clamp. This saves even more time, because in the past the pipe clamp connectors had to be picked out from a bulk order and sawn off as required. Now the threaded rods and tubes are already cut to length.

The advantages of using installation kits:

- ◆ High flexibility – one installation kit can be used for various types of applications
- ◆ Time-savings in warehousing and assembly
- ◆ No laborious storage of numerous individual parts
- ◆ Delivery in labelled polybags

In order to support you right from the initial planning phase, we have integrated the installation kits into our digital planning tools.

You can find detailed product information in our e-catalogues at www.sikla.de or www.industrie.sikla.com.

The **Sikla project management team** supports **BASF** in the construction of a new acetylene plant

The state-of-the-art world-scale production plant for acetylene, with a capacity of 90,000 t per year on an area of 55,000 m², is one of BASF's largest investment projects at its integrated chemical complex in Ludwigshafen. The columns rise up to a colossal height of 95 metres.



Sikla has supplied 8,750 modular support constructions and more than 9,100 pipe shoes for this project. In a trusting and cooperative partnership, time and cost savings were successfully implemented while at the same time meeting high security requirements.



*Klaus Schmitz
Senior Construction
Manager, BASF SE*

Mr Schmitz, what challenges did this project present to BASF?

The sheer size of the acetylene project in itself was a challenge for the project team. 35,000 m³ of concrete and approximately 8,500 t of steel construction were used. 440 machines and devices, more than 5,000 pipelines and about 7,500 E&I tags had to be installed. The logistical challenges were correspondingly complex.

As the person responsible for the assembly phase, you had already investigated modular secondary steel construction long before the planning phase began. What prompted this?

In my experience, classic secondary steel constructions made of welded profiles with subsequent on-site galvanising, prove to be very inflexible when deviations occur. Modifications are always time-consuming and costly. This is where the modular secondary steel construction plays out its strengths, because changes or corrections of deviations can be implemented promptly. I wanted to sound out and use these advantages in our future projects.

BASF decided to use the siFramo rapid assembly system. What were the requirements that the system had to meet?

The decisive factor for us was a secondary steel construction planning tool that was fully integrated into the CAD system PDMS. Sikla successfully implemented this planning tool in cooperation with BASF. The topic of safety was also extremely important, especially the fulfilment of the regulations by means of static proofs according to EC 3 and the factory production control according to EN 1090.

What role does “time-to-market” play for you and how was Sikla able to support you in this?

A short time span from planning the secondary steel construction to delivery to the construction site was very important to me. Sikla checked the design drawings for plausibility and feasibility and the material for the secondary steel construction was pre-sorted and delivered promptly.

Plant construction is becoming increasingly complex and time-consuming and deadlines are often extremely tight. Sikla offers integrated project management services for the entire project phase. How did you find this service?

The integrated project management made a noticeable contribution to the success of the project. The single point of contact, unbureaucratic management of material calls and material flow provided considerable support to our acetylene project team.

By adding the siFramo 100 system, it was possible to significantly reduce the number of conventionally welded constructions, particularly for high loads. What advantages did this solution have for BASF?

The shorter delivery time for system steel constructions is a big advantage compared to welded constructions. It is particularly worth mentioning that despite the high loads we were able to take advantage of the flexibility in combination with the fast availability of the rapid assembly system. Furthermore, interfaces between the steel construction contractor and the mechanical contractor were reduced. The secondary steel construction using siFramo was installed by the mechanical contractor.

The average diameter of the pipelines was 160 mm. The average construction weight of the secondary steel construction, however, was only 27 kg. What advantages did this bring?

The secondary steel structure could be assembled horizontally at many points on the construction site with relatively little effort and with manageable use of lifting gear.

How would you evaluate the system with regard to the life cycle of the plant?

Modular, bolted secondary steel construction systems certainly have advantages over welded secondary steel constructions throughout the life cycle of the plant. Especially when it comes to plant modifications and turnarounds, system steel construction offers benefits regarding deadlines and costs.



Archive photo: Modular bolted siFramo system for rapid assembly of secondary steel constructions



Further information on the construction of the new acetylene plants can be found via the following BASF link:
<http://www.intermediates.basf.com/chemicals/kundenreportage/acetylene>

New Pressix CC connector range

The Pressix family is growing with the addition of new connectors for 3D constructions. In addition to the existing EV CC 41-1 angle connector, there are now four further connectors, which cover all the rail connections that occur in practice.

The CC connection technology locks automatically when pressure is applied to the screw head. At the same time, it secures the dead weight of the component and prevents slipping. The serrated threaded plate in combination with the teeth row of the mounting rail creates a secure, form- and force-locked connection. The embossing in the shape of the Sikla diamond provides additional stiffening and ensures an optimised stress curve in the area of the fixing points.

Benefit from these advantages:

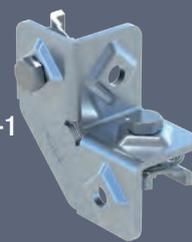
- ◆ Fast and efficient assembly
- ◆ Completely pre-assembled connecting elements
- ◆ Flexible alignment of the rail openings
- ◆ High rigidity thanks to high-strength material and special design
- ◆ HCP version to meet higher corrosion standards (e.g. outdoors)

You can find detailed product information in the chapter entitled "Pressix CC 41 – Assembly System" in our Siconnect e-catalogue.



Assembly video

Angle connector EV CC 41-1



Angle connector EV CC 41-2



Angle connector EV CC 41-3



Angle connector EV CC 41-4



Angle connector EV CC 41-5

