

eMPower

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Are we ready to take
the next steps?

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Gates.
We never stop

P. 12

Embrace technology,
advancing the industry

P. 32

ARTIFICIAL INTELLIGENCE



TAKE YOUR EVENT EXPERIENCE TO THE NEXT LEVEL



Brella



Digital Partner

Networking Partners





ANNUAL BUSINESS CONVENTION

AMSTERDAM 27 — 29
09/2023

Practical Partners



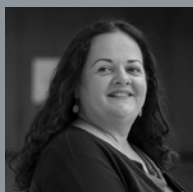
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represented by
Koen Lauryssen
Manager
www.haremgmt.com

Editorial



Valentina Tudosa
Drafts Engineering Manager



Ana Iacovici
Quality Control & Persuasion Manager

Graphic Design



Lucian Linte
Shape Shifting Creator

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developments together



KEEPING TRACK OF WHAT WE DO

EPTDA is celebrating its 25th anniversary this year – a grateful thank you to those of you who stood with the organization since its beginning, but also to all of you who joined the community along the way, including our newest members.

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GATES. WE NEVER STOP

At Gates we understand how damaging downtime can be on impacting profitability. Any time there is an unexpected disruption in the supply chain ecosystem, there are clear ramifications that affect the flow and put additional pressure on both suppliers and buyers.

P. 12



KTR SYSTEMS: MADE FOR THE WORLD. MADE FOR TOMORROW. MADE FOR MOTION

KTR Systems GmbH is a leading manufacturer of couplings, braking systems and hydraulic components and a high-performance producer of cooling systems and steel constructions around the world.

P. 24



EMBRACE TECHNOLOGY, ADVANCING THE INDUSTRY

While it may be a disrupter of old ways, there's no doubt technology—and especially artificial intelligence (AI)—will continue to revolutionize the way business works.

P. 32



SKF: ACCELERATING SUSTAINABLE DEVELOPMENTS TOGETHER

Science tells us, that climate change caused by human activity presents an existential threat to life on this planet. Greenhouse gas emissions caused by humans need to be reduced rapidly to net-zero by 2050, at the very latest.

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ARE WE READY TO TAKE THE NEXT STEPS?

***Luca Martelli
EPTDA President***



I am happy and excited to meet you all again, after a year since the last successful convention in Warsaw. This year, here in Amsterdam, we have an important thing to celebrate: the EPTDA's 25th anniversary. Be ready for it!

- ➔ Let me first address a special welcome to all the First Timers – we have an impressive number of people attending the EPTDA's Annual Business Convention for the very first time and, on behalf of the EPTDA's leadership, we are very much looking forward to welcoming you within our community. We have prepared a special Welcome Reception for you this year, and I do hope that you will make the most of the next few days here in Amsterdam, taking advantage of all the networking opportunities that come your way.

Another special welcome is for all the female delegates – this year's convention has gathered a record number of women from our industry attending the EPTDA event. I wish you a pleasant and fruitful experience – the EPTDA Bureau has prepared some special dedicated moments for you, like the networking hour on Thursday evening and an exclusive workshop on Friday afternoon. Be ready to take the most from every single initiative dedicated to you! These moments are just the first steps of what we hope to further develop into a real, prosperous, and inclusive networking platform for the Women in the Industry. I can personally assure you my utmost support, and I invite you to enjoy every moment and every networking occasion that you are going to have during this EPTDA Annual Business Convention.

Speaking of networking opportunities – the EPTDA leadership has followed the feedback received from convention's delegates over the past few years, focusing more on the networking moments you can have during the event. We all know that the MD-IDEX meetings are the core of the business networking opportunities within EPTDA. Therefore, to increase the number of meetings and business opportunities for your companies, we have partnered with a mobile

app service provider whose product can facilitate the 1-to-1 meetings. Instead of concentrating on group-to-group meetings, a company can benefit of more points of contact, if their representatives are having individual meetings. Please let us know at the end of the event if you would like to keep going with this format – we want to continue to listen to your voice, and the EPTDA leadership with the Bureau are committed to continuously striving to improve your experience as EPTDA member. Be ready to share your opinions!

Constant and open dialogue among all of us, and particularly with the EPTDA Bureau, ensures a smooth transition to the next steps and the future of the EPTDA. It is extremely important to know what we wish to achieve as an association, to set clear and measurable goals, both individually, as companies, and together, as the leading organization of distributors and manufacturers in the Power Transmission industry. This summer we ran a "Membership Benefits" professional survey – a special thanks to all of you who took their time to be part of this survey and shared their honest feedback with us. Its results will be used in setting up the upcoming EPTDA strategic plan, to highlight how important is your feedback for EPTDA.

The general idea of being ready, leads me to think about the future ahead, and the main theme of this year's convention: *Artificial Intelligence*. Back in 2022, when the theme was approved by the EPTDA's Board of Directors, these words were not part of our daily discussions yet, but now we find ourselves talking about and wanting to better understand how artificial intelligence an active part of the Power Transmission industry can be. How can we create a productive and efficient work environment for human beings, using technology, and with technology? I invite you to take part at this year's presentations, because I am sure that they will stir lots of interesting discussions. If your agenda allows it, I suggest you also to take advantage of the EPTDA Leadership Academy workshop on Wednesday afternoon, as it will present you an interactive experience about leadership in a digital era.

Last but not the least, I wish to invite you to simply enjoy the EPTDA 2023 Annual Business Convention, to have as many networking interactions as possible, and to leave Amsterdam, after this convention, eager to see each other again in 2024, to meet new people and old friends!

I am looking forward to welcoming you and sharing good networking experiences together while possibly also preparing ourselves to take the next steps! •

PROGRAM & SPEAKERS

HIGHLIGHTS

WED, 27.09

14:00 – 17:30

EPTDA LEADERSHIP ACADEMY WORKSHOP

Leading change in a Digital Era

► James Culver

WED, 27.09

19:30 – 22:30

WELCOME RECEPTION & DINNER

• Passenger Terminal Amsterdam

THU, 28.09

09:00 – 10:15

OPENING PRESENTATION + Q&A

Prepare for 2024

► Connor Lokar

THU, 28.09

10:30 – 11:15

OPENING KEYNOTE + PANEL DISCUSSION

Bust myths about AI

► Elin Hauge

THU, 28.09

19:30 – 23:00

COCKTAILS & BUFFET DINNER

• Intelligence Bar

THU, 28.09

12:30 – 16:00

FRI, 29.09

09:30 – 13:30

MD-IDEX

6 sessions on Thursday
9 sessions on Friday.

• Passenger Terminal Amsterdam

FRI, 29.09

15:00 – 16:00

WOMEN IN THE INDUSTRY WORKSHOP

For female delegates only

► Evie Roos

FRI, 29.09

19:00 – 00:00

CLOSING EVENT

Buffet dinner and entertainment

• Passenger Terminal Amsterdam

***Check out the
full program on
the convention
website and app.***

➔ eptdaconvention.org/2023-program



▶ **ELIN HAUGE**
AI & Business Strategist

Speaker Elin Hauge is a futurist, artificial intelligence expert, and business strategist. With her background from physics, mathematics, and business, she brings new and thought-provoking perspectives to familiar problems and connects the dots between the pragmatic here-and-now and the bigger picture of the future.



▶ **CONNOR LOKAR**
Senior Forecaster

Connor has been giving economic keynotes, workshops, and webinars across North America since he joined ITR Economics in 2014. With his quick wit and knack for storytelling, he successfully educates his audiences while simultaneously captivating them.



▶ **JAMES CULVER**
*Training Manager,
Trainer & Coach*

James Culver M.Ed, is a training manager, trainer and coach from the USA. He has lived in Europe for nearly twenty years and has worked with a wide range of organizations. James has trained and performed internationally in finance, logistics, manufacturing, academic, military, and healthcare organizations.



▶ **EVIE ROOS**
*Independent Non-Executive
Director & Strategic HR Leader*

From 2013 until July 2022, Evie Roos held various senior HR functions at SES Satellites, the leader in global content connectivity solutions. Since 2017, she was Chief Human Resources Officer, a member of the Executive Committee, and responsible for developing and implementing the Human Capital strategy.

KEEPING TRACK OF WHAT WE DO

Koen Lauryssen
EPTDA Head of Operations

- ➔ One of the best ways to truly understand the speed at which time flies is through the experience of organizing events. I'm fortunate to be involved in event planning, and it never ceases to amaze me how quickly time passes. It feels like just last week when we met in-person in Warsaw, and now, on behalf of the EPTDA leadership and the EPTDA Bureau teams, I'm thrilled to welcome you to Amsterdam for the EPTDA 2023 Annual Business Convention.

EPTDA is celebrating its 25th anniversary this year – a grateful thank you to those of you who stood with the organization since its beginning, but also to all of you who joined the community along the way, including our newest members. At the beginning of the year the EPTDA celebrated its loyal members, and recognised their efforts to creating EPTDA what it is today.

It's certainly been a year when we all were busier than in the last couple of years – and this can be considered a good sign for the industry. At EPTDA we managed to test new initiatives – in May we had a in-person EPTDA Regional Meeting in Bologna, fully hosted in Italian only. With no language barriers whatsoever and providing concrete, relevant information about the Global and local market compiled in a professional presentation, participants were also actively involved in the panel discussions that followed the presentation. Based on the positive outcome and feedback received from participants, the EPTDA leadership has decided that the Regional Meetings project should continue in 2024 as well. So, stay close and see where we are going to meet soon.

At the beginning of the year, we ran a survey trying to identify and centralize important details about the “Women in the Industry”, and now, in Amsterdam, we are warmly welcoming the highest number of female delegates that EPTDA has ever had at its conventions. They will also enjoy an exclusive networking hour and a dedicated workshop, and we hope that this is only the beginning of a valuable process: developing a solid network platform for the women working in the Power Transmission industry.

For the third year in a row, we are delighted to have been continued the EPTDA Leadership Academy program – with some updates regarding the curricula and schedule. As I said, we all are busier and busier, and this also means that now it is a challenge finding a timeslot that can work for the majority of participants. And yet, we are happy to encounter a good number of participants interested in further developing their professional and personal skills. In Amsterdam, participants can be part of an interactive EPTDA Leadership Academy workshop, focused on “Leadership in a Digital era”.





***We can
acknowledge
what a
tremendous
influence
this industry
holds in the
wellbeing of
the world:
keeping
the world
in motion.***

Talking about Digital era – this year's edition of the EPTDA convention brings into the spotlight two important topics: the business and industry trends for 2024, and the Artificial Intelligence. Connor Lokar from ITR Economics and Elin Hauge, AI & Business strategist will be on stage this year, with two interesting presentations from which I hope we will all take out some valuable pieces of information.

Furthermore, we cannot overlook the fact that the theme of sustainability is destined to occupy a prominent place on the agenda for the PT/MC industry in the coming decade (if not already). Therefore, it is with pride that we announce the establishment of a new working group dedicated to this theme, which will convene during the convention.

Further, it's important to stay abreast of trends and technology developments, but it is also important to find a balance between us, our work, and the way we let technology impact our lives. Let's not stay behind, but also, let's keep an eye on how the industry is transforming with the help of technology. After all, EPTDA is an association of distributors and manufacturers companies from the power transmissions industry. By simply analyzing these words – “power” and “transmissions” – we can acknowledge what a tremendous influence this industry holds in the wellbeing of the world: keeping the world in motion. So, keep the world in motion, but do not forget to keep the transformation in control. •



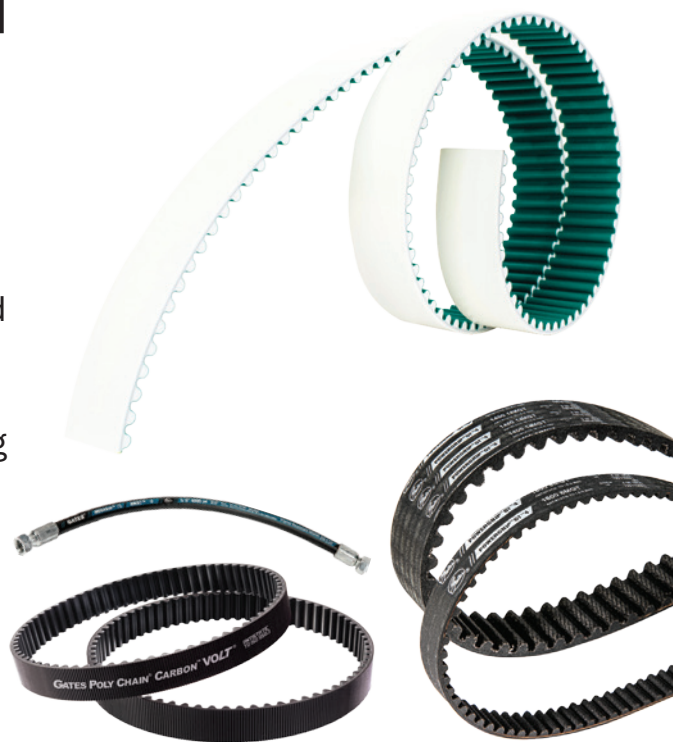
DRIVEN BY POSSIBILITY™

WE NEVER STOP

STREAMLINE SUPPLY CHAIN EFFICIENCY AND MEET EVER-CHANGING CHALLENGES WITH GATES.

As the demand for eCommerce, instant delivery and speed increase, Gates is continually evolving to deliver advanced product solutions and end-to-end logistics support to help you meet the ever-changing challenges within your business.

From high-performance applications in automated warehouse systems, to future-proofing quality assurance right across the production line, our Power Transmission, Thermoplastic Polyurethane (TPU) and Fluid Power products optimise your operations from start to finish.



GATES.COM
20322



➤ MATERIAL HANDLING FOR TODAY AND TOMORROW

At Gates we understand how damaging downtime can be on impacting profitability. Any time there is an unexpected disruption in the supply chain ecosystem, there are clear ramifications that affect the flow and put additional pressure on both suppliers and buyers. The recent pandemic revealed areas in need of change as a result of this disruption – with many businesses lacking the operational agility to drive e-commerce adoption on a larger scale and maintain brand resilience in the face of growing consumer expectations.

As with all challenges, however, comes the creation of vast opportunities for markets to capitalize. This new era has paved the way for ground-breaking innovation. By recalibrating industrial operations and supporting new manufacturing technologies, the material handling and logistics industry can gain a competitive advantage with next-generation solutions that solve the diverse challenges of today and anticipate those of tomorrow. Today, digitalization extends far beyond

the rapid requirements of automation in warehouse systems. Advanced technologies like self-driving, blockchain, and AI are all being implemented across manufacturing plants and distribution centers to increase efficiency upkeep for a better bottom line throughout. But these high-performance applications require the right equipment, engineering, tools, and technical support to operate smoothly and safely.

That is why Gates never stops. Our expertise and high-performance Power Transmission, Thermoplastic Polyurethane (TPU) and Fluid Power products ensure you are equipped with everything you need to reduce maintenance and downtime, generate greater power and load capacity, create safer drive solutions to mitigate health and safety risks, as well as enhance machine efficiency with less energy consumption to meet sustainability regulations and contribute to the global CO₂ emissions reduction target.



EXPERT INSIGHT INTO THE PAST, PRESENT, AND FUTURE OF MATERIAL HANDLING AND LOGISTICS

Gates' continual investment in material science accelerates our ability to innovate and deliver new products that are lighter in weight, easier to install within applications and introduce efficiencies into operations without compromising on performance. These new products are helping original equipment manufacturers overcome some of the challenges faced within the Material Handling segment today.

Here, two of Gates' leading organization members share invaluable insight into the segment and its challenges. Mehmet H. Aslan, Segment Sales Leader for Europe, the Middle East, and Africa (EMEA), suggests that the energy crisis is one of the biggest challenges faced in the industry today. He believes that sustainable energy savings – specifically improvements in energy efficiency – are more important than ever because of this. Gates demonstrates a commitment to their customers with a range of highly efficient products that support energy reduction targets, which is important when energy costs increase at unprecedented levels.

Gates is continually observing the world and asking, "What's next?" pursuing the answers that support customers' ever-changing needs. Alongside unpredictable markets and the need for energy efficiency, innovations in automation and digitalization, accelerated by the rising popularity of eCommerce, are proving to be a challenge for the industry. Heinz Watzinger, Global Product Line Manager, TPU, notes that 'lighter, smaller products for more compact equipment, and higher performance belts for higher output, offer a range of extremely efficient product solutions to address these challenges.' Notably, the 'Linear' line, in particular, offers 'less energy consumption, lowered CO₂ emissions, longer lasting products all culminating in less waste and lower total cost of ownership with increased system output and reduced maintenance.'



MEHMET H. ASLAN

Diversified Industrial
Segment Sales
Leader, EMEA



HEINZ WATZINGER

Global Product Line
Manager for TPU

Customers are always at the forefront of our mind and that's why our strategies and solutions revolve around supporting their ever-changing needs. It's the challenges they face that fuel our drive for innovation and encourage us to continually push the boundaries of material science. Another example of our strategies delivering exceptional value to our customers is our 'in-region for region' manufacturing which provides more agility to respond to global supply chain challenges. We treat our customers like partners rather than clients. The open communication mentality and ongoing knowledge exchange internally and externally we maintain leads us to be considered a valuable and trustworthy partner that never stops innovating, challenging, and thinking ahead.

As you navigate the material handling market of the future, it is important, now more than ever, to partner with Gates for your innovative development projects in the early stages. Gates will help you develop solutions to increase the efficiency of your equipment by applying superior products and creating alternative solutions to current drive systems to increase uptime, save energy, lower the cost of ownership, and reduce environmental impact. For truly pioneering innovation, you can trust Gates.



SYNCHRONOUS BELT WITH SUPERIOR PERFORMANCE

As the world changes, synchronous belt technology is changing with it. We are offering improvements in manufacturing efficiency and productivity and helping to increase the co-ordination of different plant functions – an ideal solution for the dominating automation market. Faster, smaller, quicker, safer, and more sustainable – Gates products guarantee 100% reliability for intralogistics conveyor systems, take-off devices, shuttles, stacker cranes, material lifts and warehouse management systems. Advancing synchronous belt performance that was previously deemed impossible.

Improved technology for industry specifications – Improved cords and fabric offers a reduced size and weight to increase the pace of belt change and meet required industry specifications and regulations.

Precise synchronization for automation applications – Wide TPU timing belts offer synchronous conveying for processes that require additional width.

Higher uptime, lower maintenance – Innovative carbon tensile technology and extended-length polyurethane belting offer longevity and less operating costs with various sizes and tooth designs for perfectly tensioned belts every time.

More power, less emissions – PowerGrip™ GT4™ delivers exceptional design flexibility for plant and equipment manufacturers to increase power capabilities while simultaneously meeting strict emissions control regulations.

The perfect fit for automatic mini-load warehouse systems – Gates high tensile strength open-ended linear belts are intricately designed for high-load and dynamic linear movements.

Tailored solutions for shuttle systems – Gates power transmission belts drive the shuttles. Endless and open-ended TPU belts work in telescope take-off systems in shuttles and Gates high-load open-end belts lift the boxes quietly and precisely to the conveyor systems.

MEET POWERTRAIN SOLUTIONS

Stop seeing individual parts.
Start seeing unlimited possibilities.

IT'S TIME TO SEE THE BIGGER PICTURE

Regardless of your objectives or the challenges with your application, Powertrain Solutions can help you achieve your unique goals. No matter what your application looks like, it relies on many components, all working together. But not all components are made to work together reliably and efficiently. Powertrain Solutions has the insight, experience and expertise to engineer your collection of components into a fully optimized system — giving you solutions that boost efficiency, improve reliability and performance, lower costs and simplify ordering and logistics.

UNLOCK PERFORMANCE WITH AN OPTIMIZED SYSTEM

Your Powertrain System is the unique collection of components that drives your operation. It's all the elements that support your application, from start to finish. By partnering with Powertrain Solutions, you can build a Powertrain System that's even greater than the sum of its parts.

EXPERTISE + EXPERIENCE = IDEAS + INSIGHTS

Our extensive industry experience and knowledge of the Regal Rexnord product line lets Powertrain Solutions troubleshoot issues, share insights, generate innovative ideas, identify optimization opportunities and deliver custom solutions. We know your industry, we understand your application, and we know what it takes to achieve your objectives. From design, to sourcing, to installation, to implementation, to monitoring—our team of experts and engineers can help you see the “big picture” and unlock unlimited performance.

No matter what you need, we have a solution.

Our product line offers end-to-end functionality.



Our multidisciplinary team provides innovative insights.



Our experienced engineers have seen and solved every kind of puzzle.

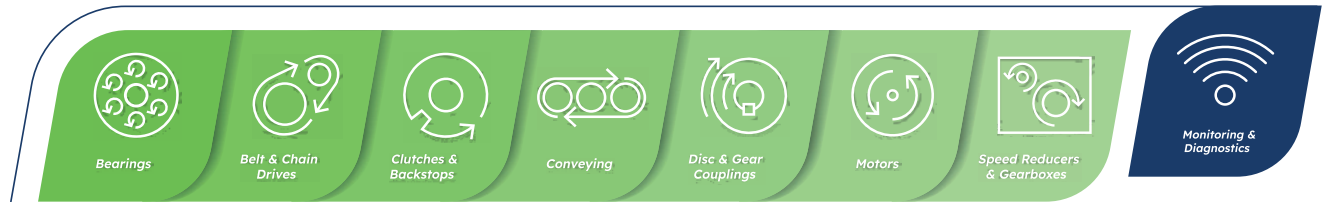


When you partner with Powertrain Solutions, we help you boost efficiency, performance and reliability.



Where others see parts, we see a *system*.

Whether your Powertrain System uses two components or 200, our team can help you optimize it at every step.



With an optimized Powertrain System, the possibilities are endless.

- Bundle your purchasing and shipping, for lower costs, less complexity and easier ordering.
- Eliminate the need for in-house engineering for product selection.
- Get ideas and insights from an expert who's well-versed in your industry and your application.
- Increase energy efficiency, boost performance and streamline your operation.
- Incorporate intelligent solutions that automate monitoring and provide real-time operational data.

ANY CHALLENGE. ANY INDUSTRY.

When it comes to electromechanical applications, the Powertrain Solutions team has seen it all. We have the product knowledge and industry expertise to build solutions for any industry.

- Mining & Construction
- Metals & Industry
- Food & Beverage
- Power Generation
- Oil & Gas Turbines
- Renewable Energies
- Material Handling
- Warehouse & Distribution

Regal Rexnord

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 Technical Service: 800-626-2093
powertrain@regalrexnord.com
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Ready to optimize performance? It's time to reimagine your Powertrain System.

Get started at [RegalRexnord.com/Powertrain](https://www.RegalRexnord.com/Powertrain)

RegalRexnord™
 Powertrain Solutions



Stop seeing individual parts. Start seeing unlimited possibilities.

Regardless of your objectives or the challenges with your application, Powertrain Solutions can help you achieve your unique goals. No matter what your application looks like, it relies on many components, all working together. But not all components are made to work together reliably and efficiently. Powertrain Solutions has the insight, experience and expertise to engineer your collection of components into a fully optimized system — giving you solutions that boost efficiency, improve reliability and performance, lower costs and simplify ordering and logistics.

WHERE OTHERS SEE PARTS, WE SEE A SYSTEM



Bearings



Belt & Chain
Drives



Clutches &
Backstops



Conveying



Disc & Gear
Couplings



Motors



Speed Reducers
& Gearboxes



Monitoring &
Diagnostics

It's time to see the bigger picture.
Get started at [RegalRexnord.com/Powertrain](https://www.RegalRexnord.com/Powertrain)

Created by **EPTDA**

Powered by **RegalRexnord**



GENCEN BAR - N - T - E - L

COSY NETWORKING
WITH A **TWIST** OF...

Wednesday – Friday
08:00 – 00:00
Passenger Terminal Amsterdam
Promenade Deck

DONGHUA INTERNATIONAL

➔ Donghua Chain Group is the leading global expert in chain drives, offering a very extensive range and production capacities. With state-of-the-art production centers and regional distribution centers in China, The Netherlands, France, Germany, Thailand, the United Kingdom, and the USA. Donghua's international operations are led from our headquarters in Alkmaar, the Netherlands.

Service and distribution to end users are exclusively provided by selected MRO partners in predetermined geographical regions. The two production facilities of Donghua Chain Group in China cover more than 347,000 square meters and employ over 3,000 people. This national business technology center has been recognized by the Chinese government as a National High-tech Enterprise.



PRECISION ENGINEERING, TAILORED SOLUTIONS

What makes Donghua's chains special is not just their manufacturing process, but the philosophy that drives their creation. Each chain made under the Donghua brand undergoes rigorous testing and is designed to meet specific requirements. Donghua International in Alkmaar realizes that each application has unique needs, and therefore, every chain should be specially crafted to serve that purpose. Whether it's a high-temperature environment, heavy-duty operations, or intricate machinery setups, Donghua has a chain solution tailored to perfection for every industry.

The chains that Donghua international supplies to these different industries are:

Drive chains

These are commonly used in machinery to transmit mechanical power from one place to another. They are found in many industrial machines.

Conveyor chains

Used primarily in conveyor systems to move materials or products from one location to another. They can be found in assembly lines, factories, and various material handling processes.

Chains for technical applications

This is a more general category. Chains designed for specific technical applications can range from small precision chains for delicate machinery to heavy-duty chains for industrial applications.

Link and lifting chains

These are robust chains designed for lifting heavy loads. They are often used in conjunction with cranes or hoists. Each link is carefully designed to bear a significant amount of weight.

Chains for agricultural applications

Used in various farming and agricultural machinery. For example, they can be found in combine harvesters, bailers, and other farming equipment to perform a variety of tasks.

Stainless steel chains

Made of stainless steel, these chains resist rust and corrosion, making them ideal for environments where they might be exposed to moisture or aggressive chemicals like food production.

Chain system components

This refers to the various parts that make up a chain system. It can include attachment links, pins, bushings, sprockets, tools, and other components that ensure the chain functions correctly.

VALUABLE PARTNERSHIPS: A MUTUAL GROWTH STORY

Donghua Alkmaar's clientele and partners span various industries — from food processing and agriculture to industry. Such diverse partnerships signify the company's adaptability and its ability to deliver customization, reliability and precision. For Donghua Alkmaar, partners are not just clients. They are collaborators in the mutual journey of business development and innovation. "Donghua doesn't just deliver products; it offers solutions. Through deep consultations, understanding the intricacies of different industrial applications, and catering to niche requirements, the company ensures that its partners always get the best, aiding in their efficiency and growth", according to Erik Diepenhost CEO of Donghua International.

For these different industries, you should take into account that:



The **food industry** requires high sanitation standards, and machinery must often operate in challenging environments. Chains in this industry need to resist corrosion, be easy to clean, and operate smoothly to avoid disrupting delicate processes.



The **agricultural sector** uses machinery in various capacities, from harvesting machinery to conveyor systems. Chains here must be robust, resistant to dirt, moisture, and other external factors.



Automotive production lines rely heavily on conveyor systems. These chains need to handle heavy loads, resist wear and tear, and provide seamless operations to ensure efficient vehicle assembly.

THE LEGACY CONNECTION: DONGHUA INTERNATIONAL AND THE DONGHUA GROUP

Donghua's process in Europe is not an isolated phenomenon. It's backed by the formidable legacy of the Chinese Donghua Group. With roots dating back to 1972, the Donghua Group has been a global leader in chain manufacturing, proving its ability in over 60 countries. Donghua International leverages this legacy. By integrating the fast experience and technological advancements of the parent company, it ensures that European customers receive basic and customized products that are globally competitive and locally relevant.

With a team of skilled engineers and technicians, Donghua International provides reliable and sustainable chain solutions for various industries. Customers rely on Donghua for their unmatched expertise and excellent customer service. For superior chains offering performance and durability, Donghua Brand is the ideal choice. •

THE DONGHUA USPS THAT MAKE A DIFFERENCE

When choosing a chain solution, why should one opt for Donghua International? The reasons are manifold:

Global expertise and local presence: Donghua International in Alkmaar brings the best of both worlds. With the extensive research and development process of the Donghua Group and an understanding of the European market, clients receive products that are globally acclaimed and tailored to local needs.

Customization: Donghua International doesn't believe in one-size-fits-all. Every industry has its peculiarities, and Donghua ensures that the chain solutions respect and cater to those unique demands.

Uncompromised Quality: With state-of-the-art testing facilities, every Donghua chain is a testament to quality. From raw material sourcing to the final product, quality is an unyielding constant.

End-to-End Solutions: Donghua International goes beyond just manufacturing. With services spanning consultancy, installation, and post-sales support, clients receive an all-encompassing solution for their needs.





Premium Donghua X³ for high performance



New roller chain with unique
pin coating, high precision and
optimised plate geometry



Hans Hagedoorn
General Manager
KTR Benelux BV
Hengelo, The Netherlands



KTR Systems

MADE FOR THE WORLD

MADE FOR TOMORROW

MADE FOR MOTION

KTR Systems GmbH is a leading manufacturer of couplings, braking systems and hydraulic components and a high-performance producer of cooling systems and steel constructions around the world. With subsidiaries and its own global sales network worldwide KTR now ensure that things always run smoothly for KTR customers. KTR is financially independent and a role model and pioneer in technology in its fields of expertise. Its commitment and enthusiasm to innovate have made KTR what it is today.

What sets KTR apart

It all began back in the 1950s. BoWex®, the first curved tooth coupling to combine steel and plastic, was developed at KTR's headquarters in Rheine, Germany. This was shortly followed by ROTEX®, the first brand coupling to become a DIN standard. These successes fuel the imagination. And you can build on them – which is exactly what KTR does.

Where is KTR going

This brings us back to the present day. In addition to numerous standard products, every year KTR makes over 20,000 new developments and product versions on behalf of clients. To maintain this high standard, KTR always keeps things moving: a new R&D Center and a new Competence Center for Brake Systems have done much to set the course for KTR's future.

KTR at a glance

This course also happens to run around the whole world. KTR is at home in industrial markets on all continents with more than 480 employees at its headquarters in Germany and more than 1,100 employees worldwide. A total of 24 subsidiaries and over 90 other sales partners worldwide now ensure that things always run smoothly for KTR customers.

KTR products

KTR manufactures millions of standard products and develops 20,000 customised products and components to client specifications. All products serve as proof that well-engineered, high-grade components result in improved characteristics for entire systems. Put us to the test. After all, that is what we do with our products.

KTR has been certified to ISO 9001:2015 since 1993 and to ISO 14001:2015 since June 2008.



The KTR360° online magazine tells about extraordinary projects we accompanied – visually stunning, lively, up-to-date.



Production



Quality Management



Research & Development



KTR & Wind Power

Couplings, brakes and Coolers for Wind Power Technology.



KTR & Off Highway Machines

Couplings, Cooler and brake systems for construction machines.



KTR & Agriculture

Stronger and stronger, faster and faster: High productivity pressure in agricultural engineering.



KTR & Pumps and Compressors

Targeting company standards and special ambient conditions.



KTR & Hydraulics

There is a growing competition with other technologies, specifically electromechanical drive technology.



KTR & Automation

We provide for all ranges in automation specific series of couplings and overload systems.



KTR & General Drive Technology

Compact drives with high energy efficiency: This is an essential trend in mechanical engineering.



KTR & Marine

The sustained concentration in shipbuilding resulted in establishing very large shipyards acting internationally.

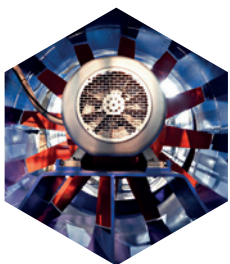
Made for Motion



KTR Systems

We move the World.

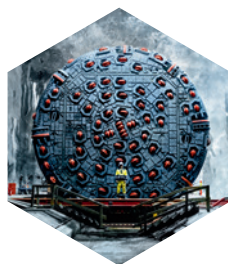
www.ktr.com/nl



Cooling systems



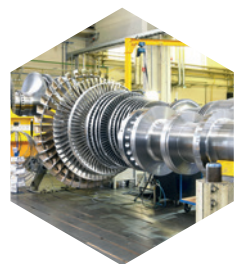
Wind technology



Hydraulic components



Brake systems



Shaft connections

DRIVING THE WORLD... AND THE FUTURE

***Becoming a company that
contributes to the creation
of sustainable society***

➔ TSUBAKI'S ACCOMPLISHMENTS



The Tsubaki Group celebrated the 105th anniversary of its founding in 2022. Centered on its four businesses of chains, motion control, mobility, and materials handling, the Group has contributed to the development of society as a leading player in the provision of machinery parts, units, modules, and systems that are indispensable to motion.

With an unwavering commitment to creating quality products since our founding, we have refined our winding transmission and conveyance technologies, optimizing technology, and mass production technology to create leading global products of industrial-use steel chains and timing chain systems for automobile engines and numerous leading niche products. These products have helped solve social issues.

The Tsubaki Group does not only stress the importance of the added value of its products and services. As a monozukuri (manufacturing) company, we have also proactively promoted activities to develop our human resources and pass on technology and skills. In addition, we have also driven forward production reforms to efficiently create high-value-added products that mitigate environmental impacts.

WHERE TSUBAKI WANTS TO BE

The Tsubaki Group has established the technological domain of Linked Automation, which is essential to high functionality and high automation, by combining its own core technologies with the Internet of Things (IoT), artificial intelligence (AI), 5G, sensing, and other cutting-edge technologies.

Anticipating the social issues that our customers will face in the future, we will use these technologies to accelerate the development of innovative products and the creation of next-generation businesses.

The Tsubaki Group aims to become a corporate group that can contribute to solving the three social issues of creating a people-friendly society, building a safe and secure infrastructure for living, and creating an Earth-friendly society. We will strive to increase both economic value and social value while integrating these growth strategies with our environmental, social, and governance (ESG)-related strategies. The Tsubaki Group will steadily fulfill its social mission of advancing the “art of moving” beyond expectations. •

THE BEST CHOICE FOR INDUSTRIAL APPLICATIONS

TSUBAKI offers innovative products for the most diverse and demanding applications. TSUBAKI differentiates itself by providing technical support, sustainability and cost-saving solutions.



DRIVE CHAIN



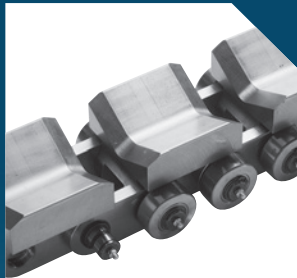
ANTI CORROSION CHAIN



LUBE FREE CHAIN



ATTACHMENT CHAIN



LARGE SIZE
CONVEYOR CHAIN



SPROCKETS



CAM CLUTCH/
FREEWHEELS



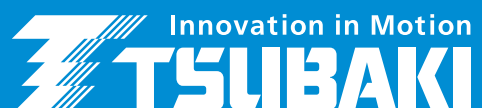
ZIP CHAIN ACTUATOR



Wednesday, 27 September 2023
Mövenpick Hotel Amsterdam City Centre

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EMBRACE TECHNOLOGY, ADVANCING THE INDUSTRY

- ➔ While it may be a disrupter of old ways, there's no doubt technology—and especially artificial intelligence (AI)—will continue to revolutionize the way business works. Technological advancements transform communication between channel partners, creating efficiencies and boosting productivity and profitability. Channel partners must be pragmatic in using technology when it aligns business goals and objectives. But where's the sweet spot between adopting technology's innovations and letting people do what people do best?



LEVERAGING THE HUMAN ELEMENT

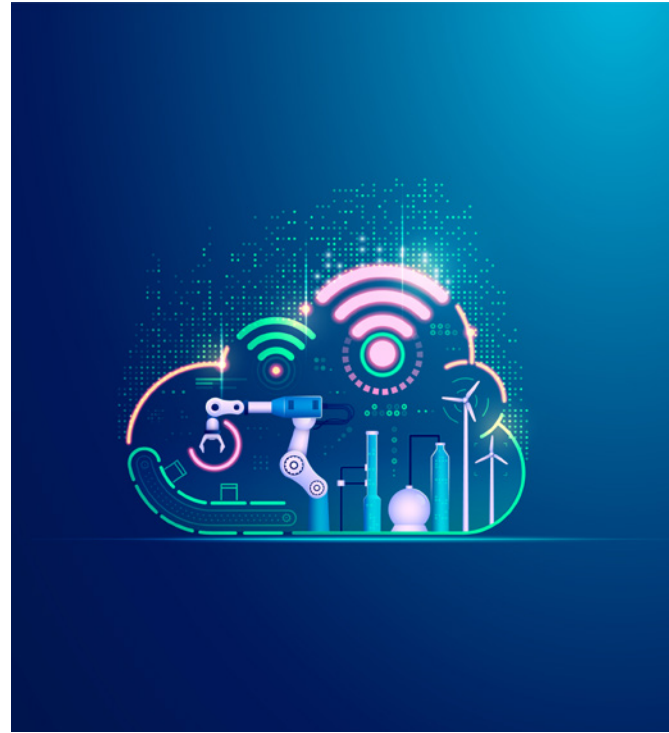
“People still buy from people, and I think they always will,” says Dent Lambert, director of sales, Consolidated Bearings Company (CBC). “There is a lot of trust on both sides and that’s won through many sincere, face-to-face conversations on both business and personal matters.” Mike Pulley, VP sales and operations, Bartlett Bearing Co., Inc., shares Lambert’s sentiment. “Things have changed, but at the end of the day people still buy from people they like and trust.”

Research from PTDA’s 2023 Voice of the Customer Report affirms sales and service representatives remain essential in the customer journey, with half of survey respondents indicating they still look to a person for assistance when shopping or in need of emergency service.

“Technology allows the sales or service rep to react quicker and with more accuracy to their customers’ needs,” says Kristian Campbell, industrial sales manager, Dayco Products LLC. “The representative provides the human touch showing empathy, concern, commitment, and gaining trust from their customer—all thanks to the technology enhancement supporting them.”

Removing mundane and time-consuming tasks that weigh down your staff leaves more time for establishing new customer relationships or promoting new ones.

“Online technical support and the ability check product availability and pricing have reduced much of the basic information typically acquired by contacting the customer service rep,” says Lambert. “Overall, this leaves more time selling and follow up for the customer sales and service at the distributor level, particularly when assistance is needed for more crucial and specific application issues.”



CREATING EFFICIENCIES

Gartner, Inc. predicts that by 2025, 80% of B2B sales interactions between suppliers and buyers will occur in digital channels. Now is the time for manufacturers and distributors to tighten up processes. Platforms like the Product & Price Information Format (PPIF) and Product Information Exchange® (PIE) are designed not only to create data exchange efficiencies, strengthen collaboration and increase e-commerce sales, but also to reduce manual entry errors.

“Both PPIF and PIE are industry driven and provide a standardized form to transmit data to our distributor partners,” says Campbell. “Dayco currently uses PPIF which allows the distributor to upload any additions, obsolesctions or changes with ease. The PIE® (Product Information Exchange) offers the same time-saving features on the product data information side, allowing manufacturers the easiest way to provide data for their authorized distributors to use on their technology platforms, like ERP.”

Lambert says Consolidated Bearings is seeing the benefits of technology on both the customer-facing side and on the back end: “Through the CBC online store, our distributor partners can check inventory—including pricing and brand—at any of our nine locations. They can input the order themselves which reduces the chance of an error. This includes ship-to addresses that can be saved. Order tracking information can be obtained from the online store, too.”



EXPANDING SALES OPPORTUNITIES

“AI and supporting technologies can offer effortless ways to track customer buying habits to better understand and prepare for their demand,” says Pulley.

This may include smart algorithms and tools like chatbots or recommendation engines which leverage predictive analytics to help companies anticipate their customers' wants and needs. Customers spend 43% of their time researching and shopping online before making a purchase, according to the 2023 Voice of Customer Report. That translates into a key opportunity for cross- and up-selling of products.

“Many distributors e-commerce sites are already using AI-fueled tools to educate customers and influence buying habits by making product recommendations based on current and previous purchases,” continues Pulley. “These recommendations can range from what other consumers previously purchased with the same components to application-driven proposals to suggesting like parts used in each application. The limits continue to grow.”

Customers are more likely to shop with companies that recognize, remember and provide relevant offers and recommendations. That’s something to consider, especially given the prediction that by 2027, chatbots will become the primary customer service channel for a quarter of organizations, according to Gartner, Inc.

Lambert agrees, saying in recent years websites have expanded from only featuring the basics to allowing PT/MC companies to mine leads. Some info may not be pertinent so matrices must be tweaked and monitored fluidly and often.

“Sites are becoming robust in using AI to identify your customer matrix as well as prospective customers,” says Lambert. “You can identify trends and patterns in various parts of the country and even the world. AI can collect data and pull it into your database to be manipulated as you please. For example, a multi-branch company can identify customers who logged in and viewed the catalog and send the information directly to the particular branch so customer service may follow up with an email referencing the online activity and provide additional product information.”

Customer Relationship Management (CRM) software and customer feedback systems can be used to track these types of interactions and the data can generate a better understanding OEMs and end customers' after-sales needs and preferences.



“Think about how technology has improved the sales communication and reporting processes from the field over the years—from handheld devices to CRM packages that reduce and streamline the amount of work,” says Pulley. “This all can be done on the fly. I would rather not have my sales staff sitting at a desk spending more time reporting and analyzing than they do executing.”

Campbell agrees. “Just look at our current smart phones and how most people could not get through a day without access to the tools and apps they have on this device. Salespeople who use them to create efficiency, build on their own skill set, and improve their response time to customers’ demands are geniuses.”



Relationships between channel partners are a driving force in sales success. By leveraging the proper technology, manufacturers and distributors can communicate more effectively, increase efficiency, streamline processes, enhance customer service and improve data analysis—all with the intent to strengthen profitability, customer satisfaction and relationships.

“For a distributor, there is no doubt that technology can enhance speed-to-market by improving response time from manufacturing partners as well as the distributor’s responses to their customers,” adds Pulley. “I don’t see this as eliminating the importance of sales and service rep roles but assisting company representatives to better help their customers and heighten their overall value proposition. Better service, better buying, better planning and better communication lead to better sales, even if it is fed through technology.” •

HENKEL ADHESIVE TECHNOLOGIES IS DRIVING PROGRESS TOWARDS CLIMATE-POSITIVE OPERATIONS

- ➔ Henkel has a longstanding track-record as a leader in sustainability for decades and constantly drives transformational change to create value for its stakeholders.

Adhesive Technologies is operating 124 sites around the globe, the vast majority of Henkel's facilities. To execute its Sustainability Ambition 2030 the business unit is investing in a broad variety of sustainability projects in operations. The focus is on increasing the use of electricity generated from renewable sources, implementing state-of-the-art technologies to generate thermal energy without fossil fuels and increasing the circularity of water and production material usage.

CARBON NEUTRAL PRODUCTION

To achieve carbon neutral production Adhesive Technologies constantly invests in technologies enabling the local use of 100% electric and thermal energy. Once installed, manufacturing sites start changing the supply of sources to renewable alternatives such as biomass or biogas. By combining on-site renewable energy and green energy procurement the aerospace manufacturing plant in Montornès already has become a lighthouse project for Adhesive Technologies. This year, the adhesives manufacturing sites in Chennai, India, Tuzla, Turkey, and Bileca, Bosnia and Herzegovina, have become carbon neutral as well. The three plants have reached this goal by drawing electricity from on- and offsite renewable energy sources, along with the deployment of energy efficient solutions such as LED lighting, smart motion sensors and natural lighting. All fossil fuel users such as hot water boilers and heating have been replaced by electrical systems.

The aerospace manufacturing plant in Montornès, Spain, has been a lighthouse project for Adhesive Technologies



Henkel Adhesive Technologies has achieved carbon neutrality in production of its first manufacturing sites by sourcing 100% renewable energy.

ELECTRICITY GENERATED FROM RENEWABLE SOURCES

By the end of 2022, about 60% of all sites operated by Adhesive Technologies already used electricity generated from renewable sources. In Mexico, for example, all manufacturing facilities have been equipped with technologies that enable 100% usage of electricity from renewable sources. In Australia, the business unit has invested into its plants in Seven Hills, New South Wales, and Kilsyth, Victoria. With this, all adhesive manufacturing sites in the country are powered by 100% renewable electricity. When building new sites Henkel implements sustainability already into the design phase. For example, the Songdo plant in Korea, which opened in 2022, incorporates a broad range of sustainability features, including solar panels, a rainwater recycling system and energy-efficient equipment.

When building new sites Henkel implements sustainability already into the design phase, for example in its Songdo plant in Korea opened in 2022.



The sites in Chennai (picture), India, Tuzla, Turkey, and Bileca, Bosnia and Herzegovina have become carbon neutral in production in 2023.

INCREASING CIRCULARITY

The use of circular water as well as the circular use of production waste material is another key priority of Adhesive Technologies. By optimizing the hot water cleaning process in one of its adhesive production facilities in Düsseldorf, Germany, the business unit will be able to save up to 50% freshwater for each cleaning and disinfection cycle and 50% of energy. The Cannon Falls site has implemented a facility chiller estimated to save 18,000 m³ of water annually. The new chiller system replaced individual units which require city water with a centralized, continuous circulating system of water and glycol mixture.

CONTINUOUS EFFORTS TO INCREASE ENERGY EFFICIENCY

Investments in technologies that help replace fossil fuels for the generation of thermal energy is another important building block to significantly reduce the CO₂-footprint in productions. In its Cannon Falls plant in Minnesota, US, Adhesive Technologies has implemented a regenerative thermal oxidizer technology which provides higher efficiency and reduces gas consumption. The process thermally treats volatile organic compounds instead of releasing them into the atmosphere. As a result, the site reduces direct emissions and on average can save more than 11,000MWh of gas annually.

In addition, Adhesive Technologies is constantly improving the disposal methods of its waste streams. 85% of all adhesive manufacturing sites have achieved zero waste to landfill status (ZWTL). The Chivilcoy plant in Argentina has implemented a novel biological waste treatment process with earthworms that transform materials into organic matter. This process allows the annual re-use of around 2,500m³ of wastewater and the generation of 50m³ of compost that donated to local agricultural producers and for environmental awareness events. •

ACCELERATING SUSTAINABLE DEVELOPMENTS TOGETHER

- ➔ Science tells us, that climate change caused by human activity presents an existential threat to life on this planet. Greenhouse gas emissions caused by humans need to be reduced rapidly to net-zero by 2050, at the very latest. Consequently, the global economy needs to transform from being fossil fuel dependent to being carbon free, hyper efficient, circular, and clean.

At SKF, we see it as a moral obligation to our customers, shareholders, employees, and future generations to do everything to help realize this transformation. SKF's largest contribution to this transformation lies in what we can do with, and for, our customers. With our strategic focus on clean technology industries, we are developing products, solutions and services that help enable these technologies, making them competitive and supporting the need for rapid growth.

We can enable significant energy and carbon savings for our customers by optimizing the design of our products. We are making them lighter, more efficient, longer lasting and repairable, as well as improving the performance of our customers' products by optimizing system designs, e.g., through advanced modeling and simulation. Our service offering, incl. condition monitoring, reliability services and asset optimization, is fundamentally about the removal of waste from customer processes and value chains. Such contracts eliminate energy, material and transportation waste – leading to reduced emissions.



SKF remanufacturing rebuilds the bearing to its original specifications using reused, repaired and new parts. For our customers we reduce the amount of new material, reuse old parts, recycle scrap material and document CO₂ emissions reduction.





Hear about [Rotation for a better tomorrow](#) from SKF CEO, Rickard Gustafson, and see more examples on how we sustainably work with customers and in our own operations.



SKF has been installing solar PV generation at many of its locations around the world as well as securing local PPA's for some years. In 2022, we generated around 46 GWh in total from these factories.

SKF RecondOil closes the loop on the use of industrial lubrication oil. By combining our patented Double Separation Technology (DST) with high-performing SKF oil, we can extend the lifespan of the oil almost endlessly.



With all mentioned, we have the potential to make a profound contribution to the transition to a carbon free world and, at the same time, drive innovation and growth for SKF, partners and customers. But our moral and business obligations do not stop with our ability to enable transformations with customers. We must also address the carbon emissions of our own operations and activities, as well as those in our extended supply chain. It's true that the scale of these impacts may be comparatively small, but they are still significant. By addressing them, we also set a positive example and create long-term competitive advantages by reducing costs and risks.

SKF has been acting on carbon emissions from our own production activities for more than 20 years. We have achieved sustained economic growth, while reducing our CO₂e impact in real terms. We have also been working to reduce the carbon impact of our suppliers, our logistics and business travel. In recent years, there has been a clear increase in global understanding of – and action on – climate change.

In 2021, we announced our target to achieve net-zero emissions throughout SKF's value chain. We intend to achieve this overall objective before 2050. We will reach some goals much sooner. We will, for instance, decarbonize SKF's own operations by 2030. In 2021, SKF joined the Science Based Target initiative. The SBTi has approved the Group's goals and confirms that they are in line with the Paris Agreement (the 1.5 degree scenario). This means achieving net zero global emissions by 2050, at the latest, to limit global warming to 1.5°C.

We have set a credible, transparent and bold path to reach net-zero emissions in 2050. This is broken down into five-year interim targets for each category. This enables us to adapt our targets, as new technology and government policy evolve. Even if the pathway to zero for a specific sub-target is not fully defined, we must find viable options to achieve them through direct means, advocacy or a combination of both. The transition of global steel production to carbon neutrality is a massive undertaking and there are limitations to how much change SKF can affect unilaterally. Therefore, we have joined with other industrial steel consumers to advocate for the necessary structural changes by joining the SteelZero and ResponsibleSteel initiatives. •

Level 1 leadership



**INTERACTIVE
LEARNING**



**ENHANCING
LEADERSHIP SKILLS**



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up your ship skills



UPDATED
TRENDS



TALENT
DEVELOPMENT



SUPPORTING AMBITIOUS ORGANIZATIONS IN ALL TRANSPARENCY.

- Associations & Federations Management
- Legal advice, Governance, Policy & Advocacy
- Membership Growth & Administration
- Conferences, Meetings & Events
- Branding, Marketing Communication & PR

HARE MANAGEMENT WESTERN EUROPE

Grensstraat 7
1831 Diegem
Belgium

HARE MANAGEMENT EASTERN EUROPE

Calea Mosilor 158
020856 Bucharest
Romania

CONTACT US

+32 476 377 860
talkto@haremgt.com
www.haremgt.com