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DEAR READERS,

we set things in motion all over the world. In cranes, wind turbines, construction machinery and ships – HANSA-FLEX products are hard at work everywhere. With Cargotec, for example, the world's market leader in freight handling. A visit to the Cargotec headquarters in Langenhagen, Lower Saxony, provides ample evidence of the creativity with which group addresses the requirements of its market.

There was also a great deal of movement at the annual HANSA-FLEX football world championship, which was held in Dresden this year. Twenty-two teams from all over Europe took part. The tournament report of the exciting group matches, close games, and a thriller final such as only football can write, appears on pages 6 and 7 of this issue of HYDRAULIKPRESSE.

The story in the section "People at HANSA-FLEX" is also moving. This sketch of our employee Frank Oetting recounts how he donated bone marrow to help a young woman beat blood cancer. On pages 14 and 15, you can read how easily any one of us can save a life.

The second central warehouse in Geisenfeld is moving our employees forward. HANSA-FLEX employees from practically all of the branches in Germany converged on Geisenfeld and helped to stock the warehouse, ensuring that it could begin full operations on time on July 5th. Our report of this extraordinary demonstration of team spirit and the physical details of the second central warehouse appears on pages 16 and 17.

The invention of the ISO container has brought about movement in freight handling. Turn to page 18 to learn how the standardised box set a revolution in motion and the other uses to which containers are put these days.

Carl-Friedrich Gauss was not particularly interested in movement. Arguably the greatest mathematician of all time, he hated travelling. Rather than journey to far-off lands, Gauss calculated the world from his study. A glimpse of the honours and contributions of the man who was depicted on the 10 mark note so many years ago is featured on page 22 of HYDRAULIKPRESSE.

We wish you much reading pleasure

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THE EXECUTIVE MANAGEMENT



Photo: Julia Ahlers

Thomas Armerding



Photo: Julia Ahlers

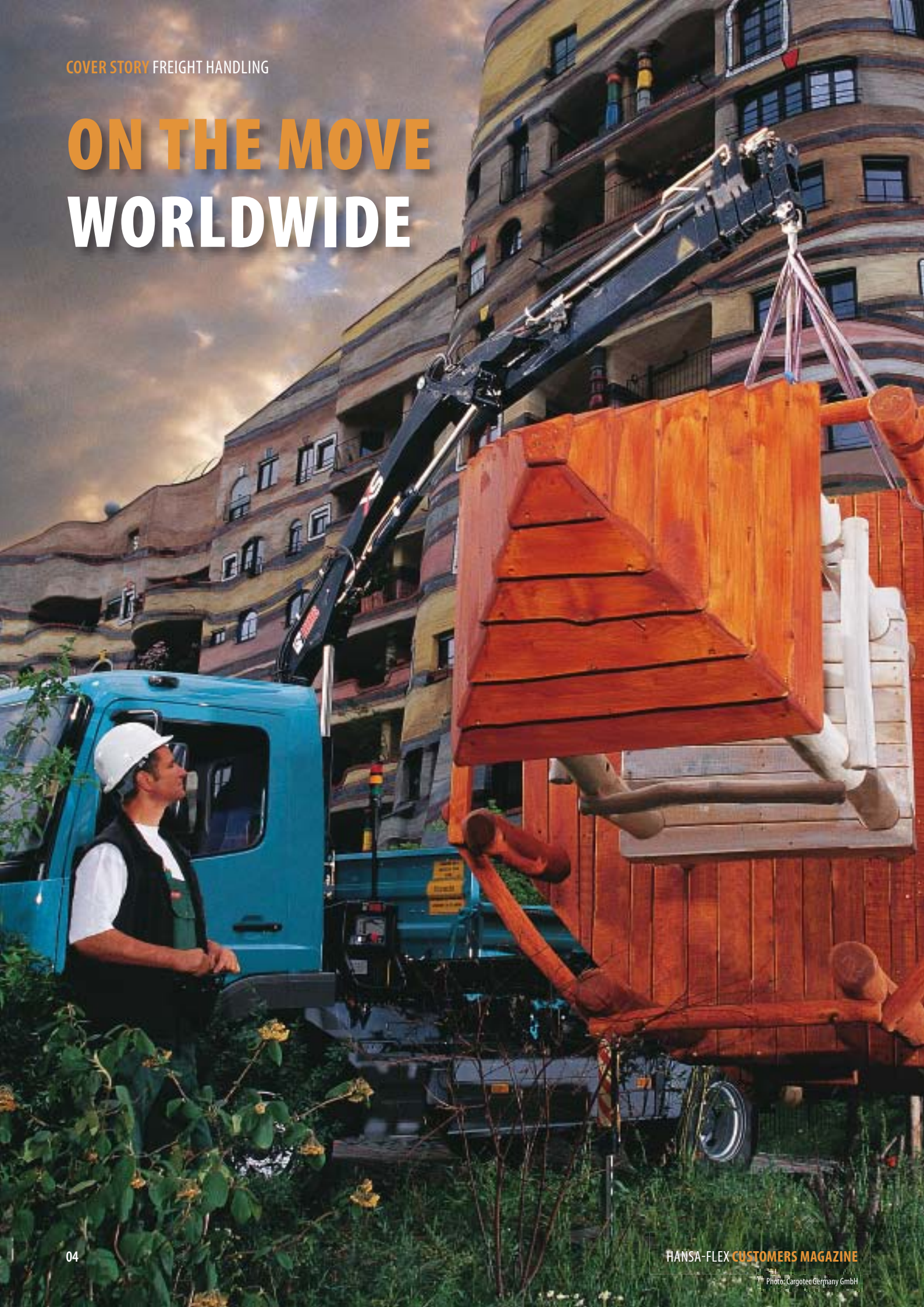
Uwe Buschmann



Photo: Julia Ahlers

Dieter H. Seidler

ON THE MOVE WORLDWIDE



Hannibal crossed the Alps with them. They are often a main attraction at zoos all over the world, and in some Asian countries elephants are still used to this day to carry heavy loads. The elephant is a symbol of strength and endurance, and also of intelligence. So it is not surprising that an elephant's head features in the logo of the Cargotec Group. These are precisely the qualities that have turned Cargotec into the world market leader in freight handling.

When container ships are loaded or unloaded in Hamburg Harbour, as often as not this involves the use of cranes from MacGregor, which are mounted on the ships or the quay. When the containers are stacked in their temporary storage location at the harbour, this task falls with a probability bordering on certainty to the straddle carriers built by Kalmar. When the containers are deposited on the back of the lorries, there is a good chance that a loading crane by Hiab is responsible. And if the lorry driver decides to unload his cargo himself at its destination, he is more than likely to climb into the cab of a Moffett truck-mounted forklift. Throughout the process, four different machines are used to ensure that that cargo is transferred smoothly and efficiently. The interesting thing is that all these machines are produced by various member companies of the Cargotec Corporation. At the same time Cargotec's major brands, Hiab (lorry-mounted loading gear), Kalmar (heavy duty handling vehicles) and MacGregor (harbour and shipboard cranes) are world market leaders in their own right. The corporation with 9,500 employees generated sales worth 2.6 billion euro in 2009.

WORLDWIDE PRESENCE

One of the corporation's many sites all over the world is in Langenhagen, Lower Saxony, just outside of Hannover. This is where Hiab loading cranes and Moffett truck-mounted forklifts have been sold and repaired for 39 years. In turn, Multilift transfer systems, Loglift timber cranes, Jonsered forestry and recycling cranes, and Zepro tail lifts are all part of the Hiab brand in Langenhagen. The average "life expectancy" or service time with the original owner for mobile cargo transfer equipment is between five and 15 years. Therefore, Cargotec offers its customers not only the equipment itself, but also a range of maintenance, repair and spare parts services to keep the systems at peak productivity throughout their service life. And it does not matter where the Cargotec machinery is being operated, because with service partners in 400 physical locations, they are never far from their customers.

Indeed, Cargotec's customers are from highly diverse fields. They include shipowners, distribution centres and transport fleet operators as well as construction companies, timber merchants and research institutions. For example, a Hiab 085 crane played a major part in building the "Neumayer III" research station in

Antarctica. Down there, where the average temperature is about minus 55 Celsius, this crane provided ample proof of its exceptional resilience. Ultimately, a bespoke solution is produced for every firm and each customer requirement. Early in 2008, Cargotec began to establish a network connecting the Hiab and Kalmar companies. The process was completed in October 2009, when the two subsidiaries were merged. Since then, they have functioned together under the name Cargotec. "The purpose of this step by Cargotec was to integrate both units with the corporation more completely, so that one is talking about one company group, not three, that is to say Cargotec", explains Thomas Koskimaa, managing director of Cargotec Germany GmbH. It also makes the best possible use of synergies, for example in component procurement. "But the two companies Hiab and Kalmar are also undergoing progressive integration in terms of production sites as we speak", adds Koskimaa.

The innovative strength of Cargotec as a pioneer for consistently providing its customers with economic advantages is evident in its unceasing development of new products and advanced technical solutions. Early this year, for example, Hiab unveiled its Variable Stability Limit, or VSL for short. VSL continuously adapts the lifting force to the bracing moment based on the slewing direction of the machine. This ensures that the vehicle remains perfectly stable at all times. "The crane knows precisely what lifting force can be applied at any given slewing angle, so optimum lifting capacity is assured", explains Joachim Kovanda, Northern Region Manager at Cargotec.

ON-SITE HYDRAULIC SERVICE

Cargotec has relied on the nearby HANSA-FLEX branch for years, whenever hydraulic hoses or components are needed in Langenhagen. "At one time, our sites were on the same road. Our initial cooperation was born because we were so close to one another", explains HANSA-FLEX field service technician, Bernd Kaebler. The fact that this cooperation is still alive and well after so many years is due not only to the reliability of the HANSA-FLEX services but also to our global availability, through more than 350 branches. Because when a Cargotec product is being used to ensure safe, efficient freight handling anywhere in the world, there is always a HANSA-FLEX branch close by to replace a faulty hose when the need arises. A classic win-win situation.

Photo: Cargotec Germany GmbH



Photo: Cargotec Germany GmbH



Photo: Cargotec Germany GmbH

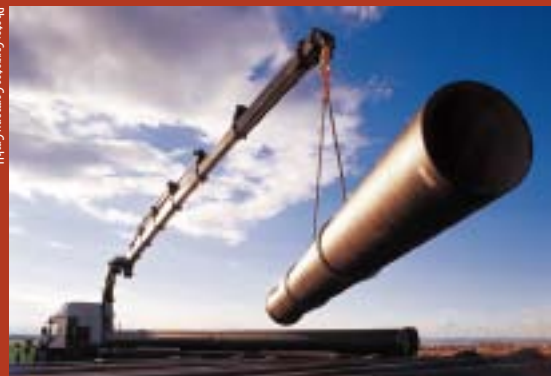


Photo: Jilja Allers





A KNOCKABOUT IN THE PARK

THE 2010 HANSA-FLEX FOOTBALL WORLD CHAMPIONSHIP

Wing runs, stepovers, long passes and one-two passes, diving headers and spectacular saves. The 8th HANSA-FLEX Football World Championship, which was held on the last weekend in May at the Großharthau sports complex in Dresden, had it all. A total of 22 teams came together from eight countries to decide who would be the new HANSA-FLEX world champions.

Besides a healthy contingent from the German HANSA-FLEX branches, this year's event attracted teams from the Czech Republic, Belgium, Poland, Lithuania, Slovakia, Austria, and Rumania. The team from Belgium defended its title on home turf last year, which is why this year the tournament was held in Dresden, home to last year's losing finalists. And the Großharthau sports complex on the outskirts of Dresden proved to be an excellent venue. With ideal pitch and weather conditions, the stage was set for a highly successful competition.

COMPETITION ORGANISATION

The HANSA-FLEX footballers faced a tight schedule, and some group matches kicked off shortly after the teams arrived on Friday. The 22 teams were organised into two groups, and each team played all the others once. Seven-man teams played their many group matches on two short pitches. Matches lasted ten minutes each.

HOTLY CONTESTED GROUP PLAY

Without exception, all the encounters in this phase were fair but hotly contested. This was not surprising, because only the top two teams in each group would advance to the semi-finals. The contest was extremely close in the first group. The teams from Oldenburg and Weixdorf finished their group matches at the head of the table with exactly the same number of points. The men from Bremen Headquarters were right behind them, but with one less point they had to content themselves with an unsung third place.

In the second group, the title holders and joint favourites from Belgium succumbed to a classic false start. The Belgians were forced to field a severely weakened side, because the tournament coincided with the SAP GoLife rollout at home. To add injury to insult, one of their key players was hurt in the first match, which they lost 1:0 to the team from the Czech Republic. Colleagues from Hamburg helped out by playing for the Belgian side, but for the rest of the tournament they never really recovered the unstoppable form that had inspired their victories in the previous two years. They were eliminated from the competition after the group matches, having recorded three wins and nine points. As winners of the second group, the sides from Schönebeck and Weiterstadt completed the semi-final lineup, beating Poland into third place.

EXCITING SEMI-FINALS

The first semi-final match pitted Weiterstadt against Oldenburg. The Northerners put out a superb team effort to claim this match as their own with an emphatic 4:0 victory, and were ready to meet the other finalists. In a closely contested match, the second semi-final, between Weixdorf and Schönebeck, ended in a 2:0 victory for Weixdorf.

THRILLER FINAL

Thus, the two teams that faced each other in the final of the 8th HANSA-FLEX Football World Championship were the two teams that led Group 1 together. In the group play phase, their encounter had ended in a 0:0 draw. It promised to be a tense final. And the spectators were not disappointed. At the end of regulation time, both teams had had good scoring opportunities, but failed to capitalise. The competition had to be decided on penalties. Here too, neither side was about to give anything away, and one shot after another found the back of the net. It was not until the 16th penalty shot that the deadlock was broken. Ultimately, Weixdorf emerged victorious, finally wearing the Oldenburg side down and winning 8:7 on penalties.

Since the home team captured the title again this year, the 9th HANSA-FLEX Football World Championship will be hosted by the losing finalists, in Oldenburg. It should be noted that – with one exception – the entire tournament passed off without serious injury. And in stark contrast to the FIFA World Cup Competition in South Africa – even the referees were congratulated on their performances. All in all, another highly successful event, enthusiastically attended by more than 400 HANSA-FLEX employees.

The team from Weixdorf dedicated their victory to one of their colleagues, Uwe Coors, who died in May last year after a short illness. Dipl.-Ing. Uwe Coors was a HANSA-FLEX employee who worked for many years as a design engineer at EAB in Dresden, and was a keen footballer himself. The entire HANSA-FLEX family extends its heartfelt condolences to his family and friends.

Photo: Julia Ahlers



Photo: Julia Ahlers



Photo: Julia Ahlers



Photo: Julia Ahlers



TOURNAMENT WINNER was the team from Weixdorf – they gained the advantage on penalties in the final.

GOOD, FARM-FRESH FOOD

THE BRÜNS FAMILY SELLS DELICIOUS PRODUCE TO THE PUBLIC

As recently as a few decades ago, most farmers played the field. They grew fruit and cereals, supplied large companies with milk, and kept cattle, pigs and poultry. Today, more and more farmers are specialising in a single product line, and they offer their produce for sale in small farmhouse shops. They do not become rich that way. Many farmers even have a second job so they can provide for their families. In the community of Kirchlinteln in Lower Saxony, on the edge of the western reach of the Lüneburger Heide, eight farms have banded together to form the "DirektGenuss" (Enjoy Direct) cooperative. Each of them has its own speciality and enormous dedication to the undertaking. In the next few issues, these eight direct marketers will be introduced in HYDRAULIKPRESSE and will open a window onto the world of species-appropriate animal husbandry, farmhouse shops and holiday apartments. This first article presents "Ramakers lütje Hofladen", which is owned and operated by the Brüns family in Klein Sehlingen.

OLD FARM, NEW IDEA

Almost as soon as you take the exit from Autobahn 27, one thing is clear: The country here is flat. There are no hills in the community of Kirchlinteln. Instead, tree-lined country roads meander between fields and meadows, passing through the occasional hamlet. One such hamlet is Klein Sehlingen. The Brüns family farm is just a few hundred metres after the sign for the village limit. This is home for Thomas, Birte, and their three sons. The couple has been running the farm since 2000. Before that it belonged to Birte Brüns' parents, who lived here into the 1990s. "When I was a child, we were still farming in the traditional way, but we did it less and less as time went on. In those days, three generations lived under the same roof", recalls the mistress of the house. When the Brüns family took over the property in 2000, at first they just kept a few free-range chickens. These birds were immediately snapped up for cooking by friends and workmates – Thomas Brüns works part-time for Daimler Benz in Bremen. Over the next few years, the farm's poultry stock increased steadily, but was kept under tight control. Today, moderate numbers of guinea fowl, chickens, turkeys, geese and ducks waddle, strut and flutter in open-air enclosures. Since last year, a few pigs also wallow in another outdoor pen. "The open-air enclosures must at least meet the standards for free-range husbandry. Our enclosures are in fact a little bit larger than the standard requires", declares Thomas Brüns. The animals like that.

AVOIDING TRANSPORT

To avoid stressing the poultry too much when it is time for slaughtering, an old pigsty is being converted into a slaughter room. After Christmas, Thomas

Brüns will do the slaughtering himself on his own farm. "This way, the animals don't have to make the uncomfortable journey to a slaughterhouse", says the father of three. For this to work, the slaughter room must comply with a whole series of requirements by the Veterinary Office. Thomas Brüns must also obtain a certificate stating that he is permitted to slaughter poultry. He will qualify for this certification in the next few months. Pigs are a different story: they must be slaughtered by a qualified butcher, so the Brüns family cannot get round the need to transport these animals. But here too, they have found a suitable solution. "We take the pigs to the slaughterer the day before. Then they spend one more night there before they are killed", explains Birte Brüns. The last time they took their pigs to the slaughterer, he showed the couple just how different their pigs are from the animals that are raised on factory farms. "The flesh of the other pigs was really white, our pigs' flesh had a healthy colour. It really does make a difference if the animals spend their entire lives in a pen, or if they are allowed to run around outside", asserts Birte Brüns.

VARIED RANGE

The flesh from the pigs and poultry is turned into sausages, schnitzel, and countless other products, which are then sold in the farm shop. The labels on the packages declare: This meat is fresh from the slaughterer, and is no more than three days old. The best sellers are marinated turkey steaks. But besides the meat products, the farmhouse shop also sells eggs, decorative items, and aperitif-vinegar. This last item is not produced on the farm, but the various kinds are delicious. Starting next summer, people seeking tranquillity will be able to spend their holidays at the Ramaker farmhouse. The Brüns family is in the process of converting the attic in the main building. The intention is to generate another stream of income. The Brüns family farmhouse is just one example of countless such smallholdings that sell their produce directly through their own farm shops. Often in places like this, you discover small culinary delights, and practically always warm, welcoming people. It is worth taking the time just to stop and investigate the tasty treats on offer at farmhouse stores. You will be surprised – that's a promise.

CULINARY TREASURES straight from the farm. The animals are kept here in moderate numbers in open-air enclosures. This is not only more comfortable for the animals, it also improves the quality of the meat. The produce can be bought directly from the farmer at the farm shop – sausage, schnitzel, eggs, and all other products are literally farmhouse fresh.



Photo: Julia Ahlers



Photo: Julia Ahlers



Photo: Julia Ahlers



Photo: Julia Ahlers

Ramakers lütje Hofladen

Those interested in trying this delicious produce can visit the Brüns family farm shop at the following address:

Sehlinger Dorfster. 6a | 27308 Kirchlinteln

Opening hours:

Thurs. and Fri. 9 am to 6 pm | Sat. 9 am to 1 pm or make an appointment by phoning: 04237 – 94 39 03



WHITE GOLD FROM OCHSENFURT

SÜDZUCKER AG IS THE EUROPEAN MARKET LEADER

For years available only to the rich and powerful, sugar had the status of “white gold” well into the 19th century. It did not become affordable for all levels of society until the introduction of industrial scale sugar extraction plants. The European market leader, Südzucker AG, has been making our lives a little sweeter for 150 years. Processes that were previously carried out by hand are now the province of hydraulic systems.

In Ochsenfurt, on the banks of the River Main, stands one of the nine sugar factories owned by Südzucker AG in Germany. The plant in Ochsenfurt was founded in 1951, the first new factory built after 1945. Some buildings and system parts from that time are still in place, some are even still in use. But most of the equipment used to produce the sugar is ultramodern, because the latest technology is essential to ensure that the enormous demand for sugar can be satisfied. Sugar is extracted from sugar beets. Since the beets can only be harvested once a year, sugar production is a seasonal business. For 100 days a year – from September to January – the campaign runs at full capacity. This is the name given to the period when sugar is produced. During this time, 15,000 tons of beets a day are processed to obtain sugar in Ochsenfurt. During the campaign, 600 lorries loaded with beets roll into the plant.

IT'S ALL ABOUT THE SUGAR CONTENT

4,400 farmers grow sugar beets for the plant on 25,200 hectares (about 62,270 acres) of land. The factory's catchment area extends from the River Rhön in the North to the greater Nuremberg district in the South, and from the Steigerwald Park in the East to the Spessart in the West. Samples are taken from each delivery of sugar beets, and these are analysed for sugar content and other important substances. It is also determined how much soil is still clinging to the beets. This analysis also serves as the basis for setting the price of the beets and growing advice. The beets are unloaded by tipping, and after thorough washing they are transported straight to processing or the warehouse.

FROM THE BEET TO THE COFFEE CUP

The beets are sliced into thin strips, preheated in a

cossette scalded and are then sent to the extraction tower. Water at 70° Celsius is poured through the device to extract the sugar from the beet cells and produce raw juice. The used beet strips are dried by means of hydraulic screw presses and hot air. Natural lime and carbon dioxide are recovered in the lime kiln and added to the raw juice one after the other. In this way, non-sugar substances are bound and precipitated out. What remains is a clear, thin liquor containing about 16 percent sugar. The thin liquor is concentrated in several heating stages until a thick, golden-brown juice remains. The sugar content is now 72 percent.

In the next step, the thick juice is "boiled" until crystals form. The crystals are centrifuged to separate the syrup from the crystals. The last remains of the syrup are rinsed away with hot water. At the end of this process, the remaining sugar crystals are clear as glass, but they refract the light to appear snow-white. This sugar is then dissolved and recrystallised to yield refined sugar – sugar of the highest purity.

FURTHER PROCESSING AND SUSTAINABILITY

The finished sugar is dried, cooled, and stored in sugar silos. More than 80 percent of the sugar is shipped to the converting industry for use in producing confectionery, drinks, or baked goods. Almost 20 percent is converted to the various types of domestic sugar and packaged. All by-products of the process are returned to the natural cycle: The pressed sugar beet slices are used as animal feed; molasses are used in the yeast or mixed feed industry. The carbolic lime that is a by-product of purifying the juice is an excellent biological fertiliser. The soil that is washed off at the beginning of the process is treated and spread back on the fields.

THE FULL RANGE AT WORK

You can be quite sure that the employees at Südzucker are not idle between campaigns. Quite the contrary. This time is used for servicing and maintaining the machinery and systems, and for planning and making investments. For the employees of the HANSA-FLEX branch in Würzburg, this is the time when every single hydraulic system, hose and component can be inspected, replaced if necessary, without interrupting production operations. Südzucker uses HANSA-FLEX components throughout its production chain. From the feed press and soil presses to the centrifuge and farming machinery, not forgetting the forklift trucks – there are gaskets, hoses, hydraulic components and metal hoses from HANSA-FLEX everywhere.

SUGAR IN RECORD TIME

With modern technology and the expertise of the employees at Südzucker AG, it does not take long to make sugar. If you were to measure the time it takes to produce shimmering white sugar crystals from a beet that had just been delivered from the field to the factory, you would be surprised: On average, it takes less than eight hours. In 2009, the combined sugar production of the 29 sugar factories and three refineries in Europe was 4.8 million tons. To make it, almost 30 million tons of sugar beet are processed. Accordingly, the corporation's 17,500 employees generated income of 5.7 billion euros for the year. With figures like these, it is clear how disastrous a machine failure would be during the campaign. So non-campaign time is used for extremely thorough maintenance. And if a machine does develop a fault during the campaign, the workshop managers at Südzucker know that FLEXPRESS will be there in double-quick time.



Photo: Julia Ahlers



Photo: Südzucker AG

GOOD COOPERATION between the Südzucker and the HANSA-FLEX fast response hydraulics service FLEXPRESS.

THE SUGAR BEET – the raw material for sugar production.



Making friends with networks

SOCIAL NETWORKS OFFER OPPORTUNITIES, BUT DANGERS ALSO LURK

Facebook, Mein-VZ, Studi-VZ, Schüler-VZ, Xing, Lokalisten, Twitter... The list of "social networks" is practically endless. The platforms of "Web 2.0" offer their users opportunities and options for expanding their networks. But they also harbour dangers that are perhaps not immediately apparent to the normal "user". Our editor carried out an experiment on himself to shed some light on some of the shadows.

It has almost achieved the status of urban legend: A young applicant is invited to a job interview. Everything is going well until the Human Resources manager produces a photo showing the applicant in an unseemly pose during his recent holiday in Majorca. The interview is terminated a few minutes later – the applicant has already been informed of his rejection. The applicant's only mistake: He was careless with the personal information he posted on his profile with Facebook or some other social networking website.

AN EXPERIMENT WITH MYSELF

Generally, I would describe myself as an enthusiastic fan of digital technology and the Internet. I found my first computer – a "Commodore Plus4" – under the Christmas tree in 1986. In the 90s, I built computer networks with my friends. Admittedly more for fun than from any desire to learn. As the new millennium dawned, I qualified as an Information Technology specialist. The net result is, I can reasonably claim that I am not a DAU (dumbest assumable user). It is not astonishing, then, that I have maintained profiles on the usual social networks for years.

FIRST STEPS

A brief explanatory note: On networks like Facebook, you create a profile. It is entirely up to you what information about yourself you want to share, and whether your Profile page should also include a photograph. Once you have set your profile up, you can begin. A whirl of "friending" invitations to and from work colleagues, acquaintances and friends follows. With every acceptance, the circle of your virtual friends grows. And since this on its own would be rather boring, these social networks offer a host of trivial amusements. You can post photos, send hearts, find out your IQ, post your favourite pop group, and so on. Gradually, your circle of Facebook friends expands, with you at its centre. In and of itself, this is no bad thing, after all these are your friends, and you have no qualms telling them about the last concert you went to.

YOUR FRIENDS AND THEIR FRIENDS

Unfortunately, it rarely stays that simple. In many cases, the security settings for these social networks are unclear. Unless you look very closely, it is possible for photos that were intended only for your friends to be accessible by their friends as well. The setting for this is called "Friends of Friends". Occasionally, "Friends of Friends" may mean hundreds of people, none of whom you know personally. Since I do not want the photos of my trip to Ecuador to be available for viewing by the whole world, I only allow my

friends to see them. With this, I thought I was being safe – a mistake. But more about that later. To be quite honest, I like Facebook. Through this platform I have been able to re-establish contact with an ex-girlfriend whom I have not seen in twelve years. A few months ago, I found an old schoolfriend who had emigrated to the United States with his parents 25 years ago, through Facebook. Today, Sascha lives in Florida, is married and has two children. We write regularly – we are planning a visit. These are the good aspects. But there are also things that are not so good.

DIGITAL IS DIFFERENT

139. That is how many Facebook friends I have. Of course no one really has 139 friends in real life. This already shows that the very definition of the word "Friend" has a completely different meaning in social networks than it does in real life. Normally, a friend

"In many cases, the security settings for these social networks are unclear!"

is someone you can rely on and trust. Someone who will give you hand when you move, or who will relieve you of your carkey, call a taxi, and make sure you actually get in after a night on the town. Not so on Facebook. To be a friend on Facebook, you merely need to have picked strawberries in the same field, and the invitation to become friends arrives shortly afterwards. You quickly become "friends" with people you have only met once, or who you are really rather glad not to have seen for years. This can get uncomfortable, because: A key component of Facebook is

the News Feed. In this section, members tell their circle of friends what they are doing at the time. Latest example: Martin W. "has just put a pizza in the oven". A life-sustaining event, but entirely devoid of interest. There are certain people with regard to whom it is a matter of sublime indifference to me if and when they are putting a pizza in the oven. So Martin W. is blocked. He is still my (digital) friend, but I no longer receive updates on his extraordinary adventures. Incidentally, it is perhaps not advisable to post News Feeds on the day you have called in sick at work. In cases of doubt, this can lead to dismissal.

BETWEEN YOU AND ME...

I thought I was fairly familiar with Facebook. In general, I don't use the games or other programs that are offered on the platform, because I know that they can access the user's personal data. All of my entries are visible exclusively to my friends. Other people cannot see my profile, or so I thought. A few weeks ago, in an idle moment, I entered my name in a search engine. The expected postings appeared. A link to my Xing profile, a few entries for people with the same name as me, and so on. But I was extremely irritated when a link to my Facebook page turned up. I found out, with a single click, that anyone who wanted to could see my entire list of friends, what kind of music I like, and what books I read. With all due respect, that is nobody else's business, especially since there are web-bots out there that collect this kind of information and then bombard you with unsolicited advertising material. Admittedly, it is a little vain to enter your own name in a search engine. But it can be quite surprising what a search of this kind may unearth. My web search on my own name was what prompted this article. Immediately afterwards, I went through my security settings much more carefully. Now they are secure. I hope.



Photo: Julia Ahlers

CHECK YOUR SECURITY SETTINGS to make sure that postings, pictures and news feeds can only be seen by "friends".

Show some backbone, save a life

A SHORT STORY ABOUT BONE MARROW DONATION

For many people, newspapers are an immutable part of the breakfast ritual. But after that, they are consigned to the wastepaper basket or used to swat flies. But sometimes, a newspaper article can also save a life. In this case, it was an article from 1996 that led directly to a young woman's recovery from leukaemia twelve years later.

In March 1996, Frank Oetting, who now works for HANSA-FLEX, read a newspaper article. It was about a girl who was suffering from leukaemia. The only thing that could possibly cure her was a donation of bone marrow. The article prompted the reader to register with the German Bone Marrow Donor Center (DKMS) in the hope of increasing the chances of finding a suitable donor for the young lady. "After I read the article, I thought: You donate blood already, you can do this as well", recounts Frank Oetting, now Deputy Dispatch Manager with HANSA-FLEX. So he rang DKMS up, and a few days later he received a small parcel.

AN ORAL SWAB IS ALL IT TAKES

In those days, potential donors had to take this parcel to their family doctor and give a blood sample, which would then be sent to the DKMS for typing. Today, 14 years later, the procedure is much simpler. Anyone who wants to save a life can simply register on the Internet, and will receive a letter in the post. The letter contains two cotton buds. The applicant uses these to take a swab from the inside of his or her own cheek, packs the cotton buds in the receptacle provided, and sends them back to the DKMS.

The DKMS is a centralised database in which tissue typing data for bone marrow donors all over the world is stored. If a patient afflicted with leukaemia needs a donation, the patient's data is matched with the information stored in the database. This enables compatible donors to be found wherever they are in the world. In the last 19 years, the method has saved 21,666 lives. A start, but nowhere near enough.

For some time after he sent his swabs to the DKMS for typing, Frank Oetting heard nothing. But a year later, he received a letter. "I was informed that my name had come up in an expanded donor search", recalls the 43-year-old. At that time, he went to his doctor, who took another blood sample, and this in turn was sent to the DKMS. Nowadays, the cotton

*"I stayed in hospital
for a day – it was
nothing really!"*

buds mentioned earlier would be used. In this event, the doctors selected a candidate whose values were more compatible with those of the patient.

THEN THINGS HAPPENED VERY FAST

Ten years passed. In the summer of 2007 the father of two children received another letter from the DKMS. This time too, another donor was selected. Then, in 2008, Frank Oetting received a phone call. He was one of just three possible donors. "They asked me if I was still prepared to make a donation. There was no question about that. You can withdraw at any time up to two weeks before the operation date, but of course I was willing", he says. Samples were sent off again, again the doctors decided to use a different donor. "But then things happened very fast", says Mr. Oetting, who has donated blood regularly over the years. On 19 June, 2008, the phone in the

Oetting residence rang again. It was the DKMS. The other donor had withdrawn, and the patient in question was in desperate need of a donation. They asked Frank again if he would be willing. He answered, "But of course!" They told him when the operation was to take place in the same phone call.

SUPPORT FROM HANSA-FLEX

"I had only just started with HANSA-FLEX back then. So I went to Christine Linz, the manager of the central warehouse in Bremen, and asked her if I could do this", he recalls now. Her reply came without hesitation: "But of course!" Two days later, Frank Oetting was lying in a hospital bed in Hameln, where he was given a complete physical examination. "I thought to myself: That can't be bad, you get a complete physical checkup for free as well", the HANSA-FLEX employee recalls with a smile. The result was unequivocal. Frank was as healthy as a horse. The donation could go ahead. Bone marrow donations are conducted with the donor under general anaesthetic. Then, the doctors puncture the pelvic bone and withdraw bone marrow. Of course, this procedure is not without its own risks. The typical risk of anaesthesia exists as for any operation. Although in this case, a short-duration anaesthetic is used, which also reduces the risk. There is no risk of paraplegia to the donor, because it is not spinal marrow that is being removed from the spine. Doctors are taking bone marrow from the pelvic bone.

The operation on Frank Oetting passed off with no complications. The incision was sewn shut with a stitch, and after a few months was not even visible.

"I stayed in hospital for another day, and then I took a week's sick leave. For the first few days after the operation I had some circulation problems", says the hero. For the next two weeks, he reports, he continued to feel a twinge of back pain, as if he had pulled a muscle. "But it was nothing really", says Frank Oetting now. Important information for all employers: The DKMS will assume all costs incurred, which means they also pay the sickness allowance.

HAPPY ENDING

The day after the operation, our donor was told that the recipient of his bone marrow was a 17-year-old German female, and that her operation had also been

successful. Although it is hard, the donor and the patient are not allowed to have any direct contact with each other for two years after the operation. They are permitted to write letters to each other before then. These are forwarded in both directions by the DKMS. Frank Oetting received one of these letters six months later. "It was extremely moving. I must admit", says the father of two. The patient had been suffering from leukaemia for seven years and had undergone several chemotherapy sessions and received a number of bone marrow donations. Since Frank's donation, she has been restored to full health. She has completed her school studies, and will begin professional training in August.

They plan to meet in the autumn.

That is when the two years are up. There will probably be tears, but that's as it should be. After all, a life was saved here.

Frank still has one important thing to add:

Information about bone marrow donation

Every year, 12,000 people in Germany alone are diagnosed with leukaemia. Many can be cured with just a donation of bone marrow. The 2,211,433 registered donors have saved 21,666 lives in the last 19 years. A relatively small number. That is why the DKMS is constantly looking for new donors. It took our editor just 3 minutes and 17 seconds to register online (timed by hand). For detailed information on registering, the bone marrow donor programme, and answers to your most urgent questions, please visit: www.dkms.de

"If it is possible to save a life with a such a minor operation, the question of whether one should do it or not really does not come up. I can only recommend the entire experience. A lot more people should have their tissue typed. Especially now, because it is so easy to register. Blood samples are not needed any more. An oral swab is all it takes."Think about that.

*"Saving a life
with such a minor operation –
a lot more people should do it!"*



Photo: Julia Ahlers

MANY HELPING HANDS IN GEISENFELD

THE SECOND CENTRAL WAREHOUSE BEGINS OPERATIONS



*"Building the second central warehouse was the next
logical step in our growth concept!"*

The new central warehouse has been a hive of activity in the last few weeks. Enormous quantities of products had to be moved into the new facility at Geisenfeld, and to manage this gigantic undertaking the HANSA-FLEX colleagues on site needed a lot of help. This is why warehouse logistics specialists from Bremen were deployed to Geisenfeld for several weeks. In addition, HANSA-FLEX also put out a call to employees throughout Germany to help with the move – provided their branch commitments would allow it.



Photo: Julia Ahlers



Photo: Julia Ahlers

Employees from all over Germany heeded the call. Thanks to their hard work, the second central warehouse began full operations on schedule on 5 July 2010. Now, 138 branches in Southern Germany and Southern Europe are supplied with the full range of HANSA-FLEX products from Geisenfeld. "It was really heartwarming to see the commitment that prompted our employees to travel to Geisenfeld to help. We extend our sincerest thanks to every one of our colleagues who helped", says Christine Linz, manager of central warehouses.

It is planned to expand operations to three full shifts within eight years. By then, 55 employees will be working in Geisenfeld. HANSA-FLEX did not choose the site at random. A study by a specialist logistics consulting company concluded that the Ingolstadt-Nuremberg region is perfectly positioned to meet all current and future requirements of a world leading system provider for fluid technology.

LOGICAL STEP

HANSA-FLEX has been growing steadily for years. The number of its branches has almost doubled since 2002 – worldwide the group counts 350 agencies. And the markets of the world are growing closer and closer. Our customers are exploring opportunities in new countries and regions at an unrelenting pace. HANSA-FLEX is keeping step with these changes, and establishing branches exactly where our customers have a presence or plan to open one. As a consequence, the only central warehouse we had in Europe before, in Bremen, is approaching the limits of its capacity. Building the second central warehouse was one more logical step in our growth concept for the group.

INDUSTRIAL HOSES NOW IN GEISENFELD

The 8500 m² second central warehouse houses the automated small parts warehouse (AKL), consisting of 24,000 containers, the hose warehouse with spaces for 4,000 pallets, the warehouse for industrial hoses, and Industrial Hose Production, which is headed by Norbert Wagner. To make logistics easier, industrial hoses were relocated from Telfs to Geisenfeld. They will now be shipped to all branches and customers from Geisenfeld.

EVERYTHING ACCORDING TO PLAN

"We are extremely satisfied with the way the building work was carried out, the installation of warehouse equipment and software, and the commitment of our employees. Everything truly went exactly according to plan", reports managing director Uwe Buschmann. HANSA-FLEX has invested more than ten million euros in the new complex. At the moment, the eight full-time workers at the new warehouse are working a single shift and are supported by five employees on temporary assignment.

Even though this meant investing more than ten million euros, HANSA-FLEX held firm even through the financially troubled year of 2009. With unruffled pragmatism in the best tradition of Hanseatic merchants, HANSA-FLEX planned for the future and kept faith with its own growth of recent years. "We watch the market very closely, decide on strategies for the long term, and do not react to temporary market fluctuations. Therefore, the question of whether to suspend construction of the second central warehouse never even arose", declares Uwe Buschmann.



Photo: Julia Ahlers



Photo: Julia Ahlers

THE AUTOMATED SMALL PARTS WAREHOUSE (AKL) houses 24,000 containers, which are stocked completely automatically.

THE WHEELS OF PROGRESS

ISO CONTAINERS BRING REVOLUTION IN CARGO HANDLING

When textiles are shipped from India to Europe, they travel in containers. Before it is consumed in dimly lit bars up and down the country, tequila from Mexico has also crossed the ocean in a metal box. Hydraulic hoses and components too, are delivered to the major building sites of the world in containers. About 90 percent of all traded goods is transported in containers. At any given time – now, for example – 15 million of them are in transit by water, over land, or in the air. Without these geometrically simple boxes, logistics in our globalised world would be quite unmanageable. In other words, standardised ISO containers are key elements in global trade.

20 FEET BY 8 FEET BY 8 FEET

Hamburg Harbour around midday. The gantry cranes grab containers off the backs of lorries and lower them into the maw of a huge container ship at the rate of one a minute. Just a few years ago, the size record was held by ships with a loading capacity of 7,500 TEU. TEU stands for twenty-foot-equivalent unit, and it is the unit of measurement for a standard container. A box is 2.44 metres wide, 6.06 metres long, and 2.59 metres high. The unloading terminal is an overwhelming cacophony of cranes at work, heavy boxes being deposited, and wheeled platforms. Strong men, looking like toy figurines among the towering stacks of containers, take care of loading a container ship with practised dispatch. Work goes on here round the clock. The stevedores at the cargo terminal call this “turning boxes”. They can empty the belly of a 7,500 TEU ship and have it ready for reloading in 30 hours.

BIGGER AND BIGGER

In 2008, about 9.7 million TEU were “turned” in Hamburg Harbour alone. This makes the harbour on the Elbe the eleventh largest container dock in the world. But for the latest generation of container ships, with



*“Standardised ISO containers
are key elements in global trade!”*



Photo: Julia Ahlers



cargo capacities up to 12,000 TEU, it is already too small. So building was begun on the "JadeWeserPort" some years ago. It is to be the only deep water port in Germany capable of handling the largest container ships currently planned, with full cargo, without regard for tides. The shipping companies are already dreaming of "Ultra Large Container Ships", which will be able to carry as many as 21,000 containers across the world's oceans. Meanwhile, most harbours are already too small for ships with capacities of 12,000 TEU. The only harbour in Europe that is currently able to handle ships of this size is Rotterdam, with a harbour depth of 16.6 metres.

The container is the basic unit of international cargo traffic. Without it, the global economy would become unstable. More than 100 million containers are transported by sea every year. The rapid economic growth of the last 50 years is underpinned by this crate. No other single item is as responsible for the convergence of global markets, because it provides two critical advantages: Firstly, it can be transferred from one vehicle to another easily, flexibly and with minimal space requirement, thus reducing handling times enormously – from days and weeks to a few hours. Secondly, the standardised dimensions of the containers mean that warehouse facilities and cargo ships can be used and organised more efficiently. At the same time, these boxes are so sturdy that they can be piled one on top of the other in stacks up to nine levels high.

INSPIRED BY CIGARETTES

The modern container with the crucial property of stackability was invented by an American, Malcolm McLean. In 1937, the trucker had the idea of not loading goods singly any more, but stowing them in boxes so that they could be transported from one place to another more efficiently. Where he got the idea from is unknown. According to one account, it hit him as he was taking a pack of cigarettes out of

a vending machine. Like the cigarette boxes in the machine, in future cargo should be stacked in ships' holds in standardised steel boxes 20 and 40 feet long. Almost 20 years later, McLean founded the company "Sealand", whose containers began the global dominance of this shipping method. "Containerisation" arrived in Germany in 1966, when the container ship "Fairland" docked in Bremen for the first time, laden with hundreds of "Sealand" containers. But the container's victory lap around the globe is certainly not limited to the seaports of the world. The containers are also used as building site offices, refugee accommodation, and have even been converted into art objects. They are used as sleeping cubicles in the Third World or as a research station on the Matterhorn in Switzerland. And of course as the spare parts warehouse and workshop for hydraulic hoses in the HANSA-FLEX hydraulic workshop. The range of its possible uses is practically boundless. Sometimes, it can even save lives. For example, in Sarajevo in 1993, a wall of containers was erected as protection from snipers. The container is a symbol of our modern world and is emblematic of the spirit of the age – standardised, versatile, mobile.

Photo: Julia Ahlers



A WORKSHOP IN AN ISO CONTAINER – the HANSA-FLEX hydraulic workshop can go wherever it is needed.



30 CLUBS, 30 WINNERS

HANSA-FLEX SPORTS CLUB SPONSORSHIP 2010

Photo: Julia Ahlers

In our “30 clubs” initiative in April, HANSA-FLEX invited sports clubs all over the world to apply to receive one of 30 sets of club shirts, worth up to 1,000 euros. In the intervening months, Bremen Headquarters has been inundated with applications. Applications were received from sports clubs all over

Germany, several European countries, and even from North and South America.

“The number of applications dwarfed our expectations. Because there were so many, we were finally forced to decide the lucky winners in a lot-

tery”, says Enrico Kieschnick, the project manager at HANSA-FLEX. Our warmest congratulations to those clubs that were selected!

The winners were:

Applicant/Club	Sport
VfR Altenmünster	Football
DJK Sparta Noris Nürnberg e.V.	Football
SV Hastenbeck e.V.	Women's football
SV Medizin Eberswalde e.V.	Women's football
SV Rot-Schwarz Edlau e.V.	Football
1. FC Haßfurt 1917 e.V.	Football
PSV 05 Köthen	Football
HSG Vegesack/Hammersbeck	Handball
TuS Heidkrug	Football
SV St. Tönis	Football

Applicant/Club	Sport
SV Angerberg	Football
Sportfreunde Bockum	Women's football
TSV Uesen e.V. von 1924	Football
FC Blau Weiss Neckargemünd	Football
SV Kubschütz	Football
TV Asberg 1897 e.V.	Football
DJK Stappenbach	Football
BSV Achim e.V. von 1955	Wheelchair basketball
TBS Saarbrücken	Football
FC Geisenfeld	Football

Applicant/Club	Sport
SV Ottbergen-Bruchhausen	Football
TSV Großsteinberg e.V.	Football
GVO Oldenburg	Football
SSV Grün Weiß Plessa	Football
FC Germania 09 Forst	Women's football
SG Wickenrode/Helsa	Senior men's football
SpVgg Hebertshausen	Women's football
Ajax Soccer Club	Football
SV Hesepe/Sögeln	Football
Droyßiger SG e.V.	Football

VACANCIES

"OUR EMPLOYEES ARE THE KEY TO OUR SUCCESS"

Photo: Julia Ahlers

Technical in-house sales clerk (workshop/warehouse) m/f

for our branch in Konz (job ref. 611)

Your duties:

- Advising customers with technical hydraulic questions
- Counter sales and processing orders including packaging hose lines/mech. working of connection fittings
- Order picking of goods for shipping
- Monitoring warehouse stock levels using computer equipment.

What do we expect from you?

- Completed vocational training in a metal-working profession
- You recognise technical relationships quickly and can solve problems confidently
- Ideally you are already working in the hydraulics industry
- Commitment to customer service and teamwork are second nature to you
- Class B (3) driving licence

Please send your application stating salary requirements and job ref. no. to:

HANSA-FLEX Hydraulik GmbH
Ms. Nina Orywal
Zum Panrepel 44 | 28307 Bremen, Germany
pa@hansa-flex.com

HANSA/FLEX

Field service hydraulic fitter m/f for our fast response hydraulics service FLEXPRESS

Greater Manching (job ref. 606), Garching (job ref. 607) and Regensburg (job ref. 608)

You will travel to our customers' locations and ensure that equipment downtimes are as short as possible. You will maintain, service and deliver new hydraulic hose lines, pipelines and accessories. With team support, you will manage and expand our customer base. A workshop vehicle will be provided.

What do we expect from you?

- Technical training (agricultural machinery mechanic, industrial mechanic)
- Knowledge of mobile hydraulics is absolutely essential
- Driving licence (class C1 or C1E)
- Experience with construction and agric. machinery, working platforms, commercial vehicles
- Ability to work well under pressure
- Emergency call-outs

Please send your application stating salary requirements and job ref. no. to:

HANSA-FLEX Hydraulik GmbH
Ms. Nina Orywal
Zum Panrepel 44 | 28307 Bremen, Germany
pa@hansa-flex.com

HANSA/FLEX

Industrial assembly supervisor m/f

for our branch in Garching (job ref. 610)

Your duties:

- Establishing and coordinating operations
- Supervising industrial assembly with corresponding leadership responsibility
- Product and project consulting, also managing individual projects
- Preparing customer-specific solutions

What do we expect from you?

- Tech. training with business experience
- Very good knowledge of hydraulics
- Ability to read/design hydraulic circuits
- You have performed management duties in the past
- Experience in dealing with customers
- Knowledge of the market and market trends
- Knowledge of SAP desirable
- Team spirit, good communication skills, initiative

Please send your application stating salary requirements and job ref. no. to:

HANSA-FLEX Hydraulik GmbH
Ms. Nina Orywal
Zum Panrepel 44 | 28307 Bremen, Germany
pa@hansa-flex.com

HANSA/FLEX

Further information on vacancies advertised and the company can be found at www.hansa-flex.com

IHA www.hydraulik-akademie.de

Advertisement

Training seminar schedule August – September

16. – 20.08.2010	Principles of fluid technology part 1	Dresden-Weixdorf
27.08.2010	Introduction to hydraulic couplings	Bremen
31.08. – 01.09.2010	Qualified staff member, Line equipment	Dresden-Weixdorf
30.08. – 03.09.2010	Principles of fluid technology, part 2	Dresden-Weixdorf
02. – 03.09.2010	Fluid service workshop for Sales	Dresden-Weixdorf
13. – 17.09.2010	Mobile hydraulics	Dresden-Weixdorf
23.09.2010	Principles of line equipment	Bremen
27.09. – 01.10.2010	Principles of fluid technology, part 1	Dresden-Weixdorf
05. – 06.10.2010	Qualified staff member, Line equipment	Hennigsdorf/Berlin
04. – 07.10.2010	Measuring equipment	Dresden-Weixdorf
04. – 08.10.2010	Principles of fluid technology, part 2	Dresden-Weixdorf

NEWS TICKER

Photo: Lukas Heilmann



More room for the future

As part of its move to a newer, larger building the HANSA-FLEX Rostock branch made a donation in kind to the Michaelshof Centre. The workshop of the Evangelical Centre for the Care and Support of People with Mental Disabilities received 100 large and 100 small warehouse storage containers. With effect from 19 July 2010, all products and services by HANSA-FLEX Hydraulik GmbH must be requisitioned from the new branch in Bentwisch.



Find out which way the wind is blowing

HANSA-FLEX will be represented this year as well at the most important trade fair event for the international wind energy industry – "HUSUM WindEnergy 2010". We will be presenting our products and services to the technical community at stand 06 in hall 5 from 21-25 September 2010. HANSA-FLEX will also be in attendance with a stand at SMM (7-10 September), the premier trade fair for representatives of shipbuilding industry.

Photo: Stock photo



First among leaders

Warmest congratulations to our employee Maik Müller. At the German Athletics Championship for the Deaf in Cologne, he came first in the 1,500 m and second in the 5,000 m races. He is now hoping to be invited to join the national team reserve squad.



Photo: iStock photo

THE MAN ON THE TEN-MARK NOTE

CALCULATING THE WORLD FROM HIS STUDY

He is revered as the greatest mathematician of his time. Possibly even the greatest mathematician of all times. Even in childhood, the mathematical talent of the young Carl Friedrich Gauss was evident. He said of himself that he could calculate before he could read. According to one unproven anecdote, he is said to have corrected an error his father made in a financial calculation at the age of three.

Carl Friedrich Gauss was born in Braunschweig in 1777. Unlike many of the leading figures of his age, Gauss was not born into an aristocratic or otherwise well-to-do family. His father was a labourer. The young Gauss did not begin primary school until he was nine. One day, his teacher J.G. Büttner asked the class to add together all of the integers from 1 to 100. In a few seconds, Carl Friedrich Gauss was at the master's desk with the correct solution. Instead of adding the numbers sequentially, Gauss made 50 pairs totalling 101 (1+100; 2+99; 3+98...) to arrive at the correct result (5050). The teacher immediately recognised his pupil's academic gift and procured an advanced arithmetic book for him from Hamburg. Five years later, Gauss was introduced to the Duke Carl Wilhelm Ferdinand of Braunschweig, who supported him financially from that time on, thus enabling Gauss to continue his studies. In October 1795 – aged 18 – he transferred to the University of Göttingen, where he attended lectures on classical philology, experimental physics, astronomy and mathematics. A year later, he proved that an equilateral 17-sided polygon could be constructed using just a compass and a ruler. This was the first significant advance in this field for 2,000 years.

It would be impossible even to list all of the achievements of this great mathematician in the space of this article. In his lifetime, Gauss discovered normal distribution, which now bears his name, developed a heliotrope for taking precise land measurements, calculated the orbit of planetoids before they were observed with a telescope, and invented the magnetometer. He was appointed director of the University of Göttingen Observatory, set up a global network of observation stations to measure the magnetic field of the Earth, and created the most precise map of the Kingdom of Hannover hitherto produced. These are merely small snippets from the incredible corpus of the life's work of Gauss. One of the most remarkable things, though, is that – except for his survey of the Kingdom – he did all of this without ever leaving Göttingen. The longest journey he ever undertook was to Berlin. He was persuaded to attend a convention there by the unwavering insistence of Alexander von Humboldt. Unlike Humboldt, Gauss hated travelling. A second part of this sketch will be included in the next issue of HYDRAULIKPRESSE.

Photo: Deutsche Bundesbank



WIN AN PROFESSIONEL LED FLASHLIGHT

SIMPLY ANSWER THE FOLLOWING QUESTION



Photo: Zweibüder Optoelectronics GmbH

In this issue, 5 lucky winners of the prize drawing will each receive an LED LENSER® P7. Please send us your answer to the prize question, by email to ma@hansa-flex.com or by normal mail. Don't forget to include your name and address. The deadline for

receipt of entries is 13 September 2010. Only one entry per participant will be accepted. Judges' decision is final, no liability accepted unless permitted by law. The prize cannot be substituted with cash. Good luck!

LED LENSER® P7 – Professional flashlight, 3-4 times more powerful than heavy rod torches and bulbs, colour: black, 3 brightness levels, beam range: 220 metres, luminous flux: 200 lumens, length: 133 mm, diameter: 37 mm, Speed Focus System, max. operating time: 120 hours (in energy-saving mode), weight: 192 g, incl. protective sleeve and set of batteries.

QUESTION:

How many kg of sugar beets are processed to obtain 1 kg of sugar?

- A: 6-7 kg
- B: 0.6-0.7 kg
- C: 60-70 kg

ANSWER EDITION 06|2010

Answer B: Scottish Highland Cows

Winner: E. Rolf – Wermelskirchen/Germany

FACTS & FIGURES

ANNIVERSARY

September:

HANSA-FLEX AN Tilburg, The Netherlands	Sep. 2010	10 years
HANSA-FLEX Moscow, Russia	Sep. 2010	10 years

NEW BRANCHES

May:

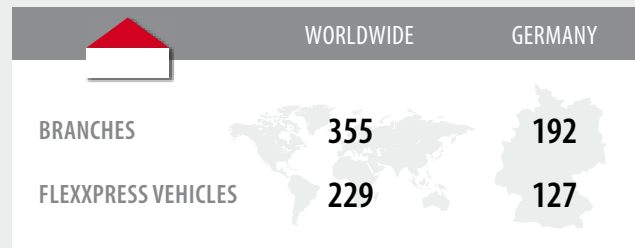
HANSA-FLEX Sp. z o.o	ul. Karmelkowa 29 paw.nr.8	52 - 437 Wrocław	Poland
HANSA-FLEX Sp. z o.o	ul. Lacina 1	61 - 132 Poznań	Poland

June:

S.C. HANSA-FLEX Romania S.R.L. – Reparatii cilindri, Cluj-Napoca	Calea Turzii nr.192	400495 Cluj Napoca	Rumania
S.C. HANSA-FLEX Romania S.R.L. – PCT.LUCRU BRASOV	Bd. Grivitei nr.A96,corp 2	500198 Braşov	Rumania

July:

HANSA-FLEX Hydraulik GmbH	An der Heide 1 (Central Bus Station)	03130 Spremberg / Schwarze Pumpe	Germany
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PREVIEW 10|2010

THE FOLLOWING TOPICS WILL APPEAR IN THE NEXT EDITION

COVER STORY

TRADE FAIRS & EVENTS

PRACTICAL

WORK & LIVE

FASCINATION TECHNOLOGY

DID YOU KNOW...?

NEWS

PRACTICAL

Sky Sails – how freighters use the force of the wind to save fuel

HANSA-FLEX at the SMM (Shipbuilding, Machinery & Marine Technology) Trade Fair in Hamburg

Hydraulics in the “Hamburger-Spremberg” paper mill

The seatbelt – development, statistics, and insurance questions in the event of an accident

Hydraulic technology and space travel

Two completely different personalities: Alexander von Humboldt and Carl Friedrich Gauss – Part 2

IHA- An interview with a graduate of the “Hydraulics Specialist” advanced training course

Water and river engineering at Reinhold Meister GmbH

Thank you
from the home
of the Vuvuzela



#HANSA-FLEX Cape Town



#HANSA-FLEX Middelburg



#HANSA-FLEX Johannesburg



#HANSA-FLEX Durban



#HANSA-FLEX Port Elizabeth

The workforce of our branches in South Africa would like to thank all visitors, teams and football fans for the fantastic football World Cup