

Uniflex in Uruguay – Marketing and Service for Latin America

Known worldwide for secure return on investment, represented worldwide: By establishing a new subsidiary in Uruguay, Karben-based UNIFLEX Hydraulik GmbH covers another (sub)continent on its global marketing and service map. From now on, the growing markets in Latin America are supported from the capital Montevideo.

Karben, March 2013: Following Europe, Asia and the USA, the system provider UNIFLEX now also has an own representation in Latin America. Latin America has a population of 577 million people and GDP growth of over 5%. Especially in the particularly emerging areas such as mining and forestry, or the oil and gas industry, the demand for UNIFLEX products and services in the field of hydraulic hose production and repair is extremely high.

"With just over 3.5 million inhabitants, Uruguay may be one of the smallest countries on the continent, but it has an ideal geographical position sitting between Argentina and Brazil", commented UNIFLEX chief executive Patrick Sticker on the decision to choose this location.



The new branch has distinguished office premises in an attractive location within the port of Montevideo. The branch also has its own warehouse with standard machines at the "Zonamerica" free-trade zone in Montevideo as well as a showroom with a small workshop. Andres Sofer, General Manager, and Alvaro Rodriguez Rodo, Area Sales Manager, in cooperation with Mauricio Monzoni, who is in charge of the Brazilian market, are going to develop existing contacts further and put marketing and service in Latin America on a new, sound basis.

"We are looking forward to being able to meet our customers' expectations in this region even better in the future" is Patrick Sticker's résumé.

The UNIFLEX-Hydraulik GmbH company, with its headquarters in Karben near Frankfurt am Main, has for over 40 years been one of the leading manufacturers of hose production and processing systems in the area of hydraulic hose crimpers and peripheral equipment for industrial and service enterprises.

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LOOKING BACK AT THE HIGHLIGHTS OF THE HANOVER TRADE FAIR 2013

The doors of the trade fair have closed for another year and Uniflex looks back at this year's event. The trade fair lived up to expectations and was a great success in terms of the product diversity. As one of the 6000 exhibitors from 70 nations, Germany's leader Uniflex can look back on constructive technical discussions with customers and new contacts.

We would like to take this opportunity to thank everyone for the extremely pleasant and stimulating conversations. At this point we would also like to welcome all new contacts who are receiving the newsletter for the first time and thank everyone for visiting our booth at the Hanover trade fair this year.

Many thanks also for your interest in our products and the loyalty shown toward our company. We would like to ask for your patience; our sales staff will be contacting you in the coming days.

Please don't hesitate to contact us if you have any questions or require further information.

Here we have put together an overview of the new products and features which were presented at the trade fair. For further information about operating modes, accessories and areas of application, please ask your salesperson.



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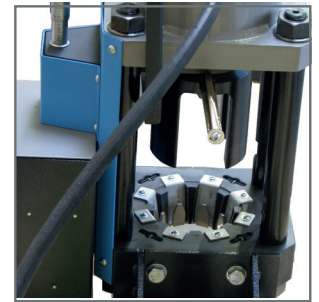
Available from August 2013

UA4 Mobile service crimper with power unit

Open compression die for simple crimping even of 90° fittings Uniflex crimping micrometer for precise crimping measures

Split crimping die kit for easy and rapid exchange Lubrication-free slide bearing technology

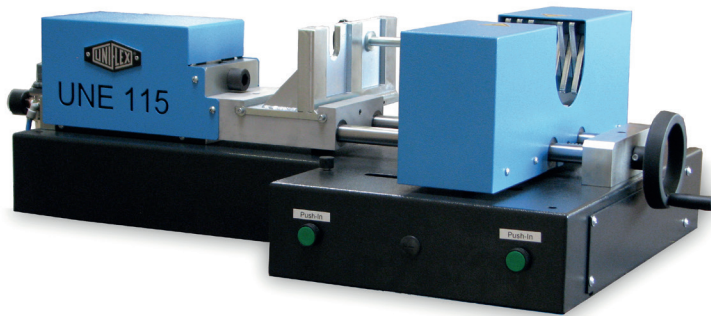
Optional voltage variants available:
100 - 120 V/ 50-60 Hz /1ph (UA4_08_11)
220 - 240 V/ 50-60 Hz /1ph (UA4_MVC)



Available from August 2013

UNE 115 - Powerful accessories for professional workshops up to 3"

- Model with multi-purpose dies
- No complicated die exchange anymore
- Dual fork inserts for quick and precise insertion
- New two-handed operation & foot pedal
- Length-adjustable clamping unit
- Maintenance and wear-free for rapid amortization



Available now

EM3DC - Your benchmark in hose cutting

Bending pins for optimum hose bending to ensure straight cutting Low vibration through solid design enabling one-handed guidance

Improved motor

Quality steel blade for high-quality production

Optional accessories such as workbench, pneumatic feed, UVC adapter, exhaust unit or hose rail can be added



Available from August 2013

HM3xx (HM3xx.3 PFC_MV_C) Innovative, long-life production solutions

- New chassis design equipped with high-level components
- Fixed 6 o'clock die and lubrication-free slide bearing technology
- Crimping of all fitting types
- New Control C and new software
- Double foot pedal and bottom stop
- Voltage selection by switch

Multi-voltage variants
200/400V-50/60Hz-3Ph (HM 3xx.3 PFC_MV_C)

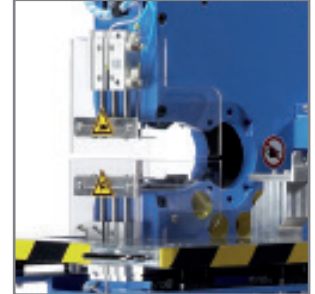


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Available now

HM245.3 Crimper for automotive hoses

- Radial workpiece feeding
- New: Crimp force increased from 60 to 75 t
- Lubrication-free slide bearing technology
- Voltage selection by switch
- Optional voltage variants available:
230/400V-50/60Hz-3Ph (HM 245.3_C_MVA)



Available from December 2013

S8iC/ S10iC - ompacter, with increased voltage range and updated software.

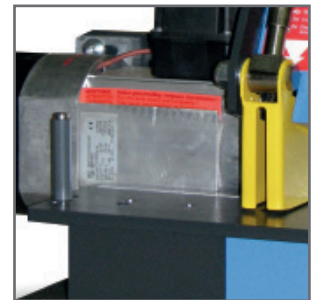
- New chassis design
- New Control C and customisable software
- Lubrication-free slide bearing technology
- Voltage selection by switch on multi-voltage variant
- Accessories such as bottom stop, QDS storage system or UTS are optional
- Multi-voltage variant only with Control C:
230/400V-50/60Hz-3Ph (S 8 i C, S 10 i C)



Available now

EM3 - Clean, solid and safe

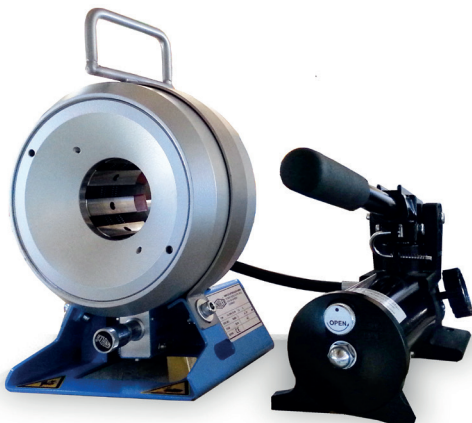
- Low-vibration tabletop cutting machine
- Bending pins for optimum hose bending to ensure straight cutting
- Low vibration through solid design enabling one-handed guidance
- Improved motor and quality steel blade for high-quality production
- Optional accessories such as workbench, pneumatic feeding, UVC adapter, exhaust unit or hose rail can be added



Available now

S2M - Increased mobility, flexibility and speed

- Flexible and mobile workshop crimper for on-site service
- Low vibration through solid design
- One-handed guidance possible
- Lubrication-free slide bearing technology
- 2-stage hand pump
- Optical signalling device when crimp measure is reached



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THE PEOPLE BEHIND UNIFLEX "CONTROL TOWER LATIN AMERICA"

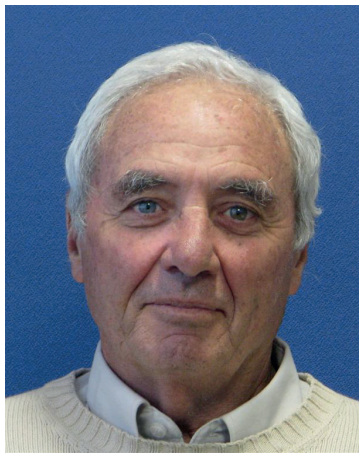
he people behind the machines: They are the key factor in the success of the UNIFLEX brand. Today we introduce the team from the new "Control Tower Latin America":

General Manager Andres Sofer and Area Sales Manager Alvaro Rodriguez Rodo are responsible for both internal and external matters at the Montevideo branch.

Together with the sales partner Mauricio Monzoni, they are tasked with opening up the market. They also serve as competent contact partners for questions relating to marketing and service. We would like to take this opportunity to welcome them to the group of companies of Freiherren Waitz enterprises.



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