

Betriebs Technik

6/7-2023

Druckluftverbrauch:
Neues Air-Management-System

Automation:
Partnerschaftlich
in die Zukunft

Werkzeug-
maschinen:
Eine Maschine mit
Stammbaum

Null-Fehler-
Produktion:
Innovativ und
nachhaltig

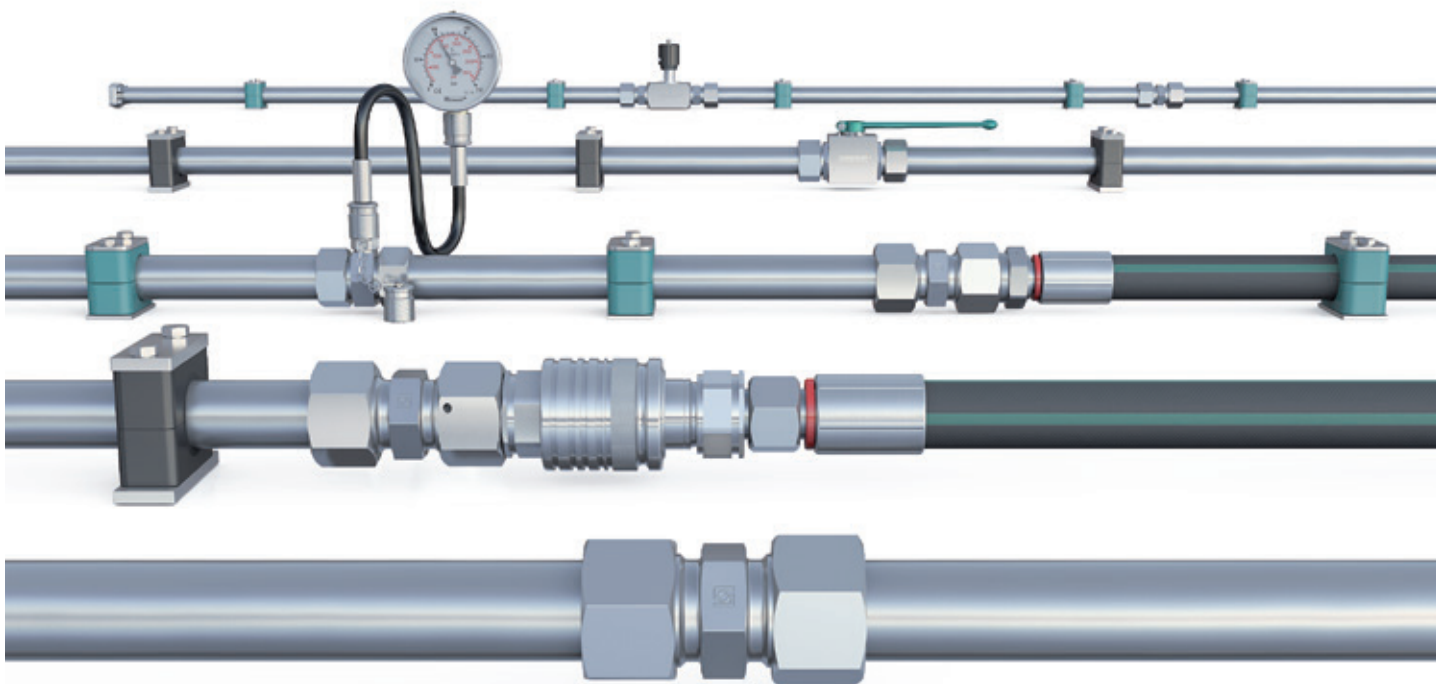
Schwingungs-
dämpfer:
Gegen Vibrationen
geschützt

The international Stauff Group, headquartered in the state of Westphalia in Germany, is also impressing the Austrian market with its complete range of components for hydraulic line systems.



Connect with Stauff

Full-liner and solution provider for hydraulic line systems



“Connect with Stauff”

The international Stauff Group, headquartered in the state of Westphalia in Germany, is also impressing the Austrian market with its complete range of components for hydraulic line systems. A network of selected specialist retailers looks after OEMs in many fields of mobile hydraulics, such as construction machinery, agricultural and forestry machinery, fire service, commercial and municipal vehicles. Customers also include the manufacturers of stationary plant and machinery, and specifically alpine equipment, such as cable cars or snow groomers.

Austria was one of the first European markets to be ‘conquered’ by Stauff clamps in the 1960s. As a revolutionary fastener for hydraulic tubes, the clamp stood out on account of its unique performance. Arnold Menschen, founder of Stauff and father of the Stauff clamp, recognised its benefits for end customers at an early stage. Motivated by the company’s

great success in Germany, he stepped up his operations in Austria and quickly gained the trust of the first retailers.

Starting with the clamp, the family-run company continued to expand its product range gradually over the following decades. In 2015, Stauff took the bold step to become a supplier of all hydraulic tube system components with its propri-

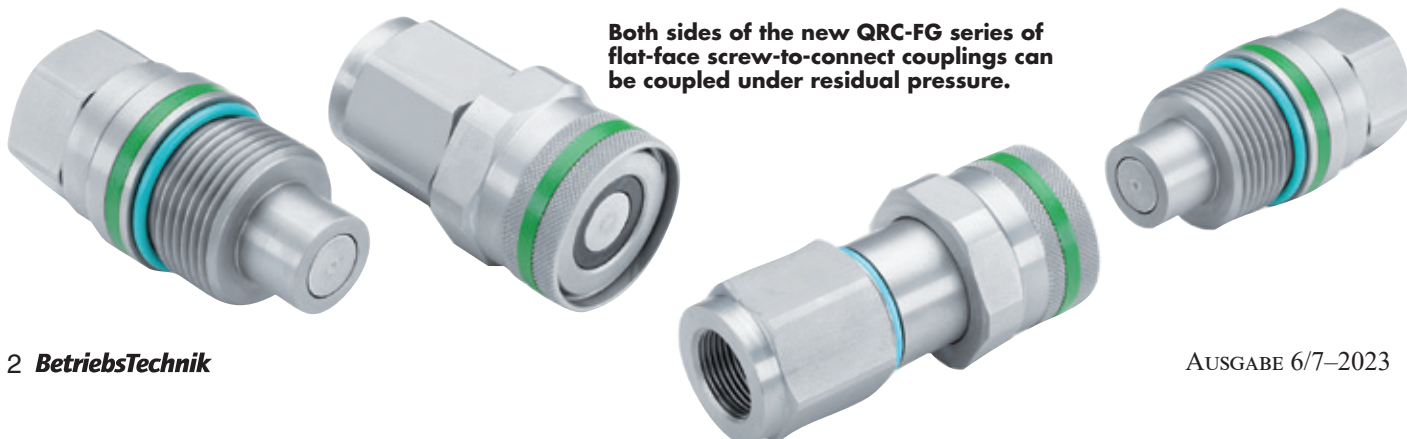
etary “Stauff Connect” tube connection range. As a result, the company has gained a significant share of the international hydraulic market in just eight years.

Responsibility from port to port

The Stauff product range includes all the in-house developed and produced components that

are needed to safely connect pumps, tanks, cylinders and other line elements leak-free. “Thanks to our technical expertise and in-house production capacities, we totally understand how Stauff products behave in operation,” explains Dr. Dominik F. P. Joachim.

He was appointed Managing Director of Stauff Germany as well as its Spokesperson at



Both sides of the new QRC-FG series of flat-face screw-to-connect couplings can be coupled under residual pressure.

the start of 2023, and is also a member of the Management Board of the international Stauff Group. *“We can offer our customers a leak-tightness guarantee because all the components are perfectly matched to each other.”*

It was on this basis that the Stauff Line range was developed: on request, Stauff can be brought in as a contact and solution provider for all aspects that need to be considered in the design and realisation of hydraulic line systems. The benefits of this cooperation go far beyond the benefits of single sourcing for OEMs.

“Connect with Stauff”

Machinery and plant – mobile or stationary – is being tailored in much more detail to very specific applications. The requirements governing the hydraulics and hydraulic line system differ correspondingly. *“This dialogue with our customers and resellers is a key pillar of how we see ourselves as a solution provider: Ideally, we will be involved in the development process of a hydraulic system right from the start.”* In Dr. Joachim’s view, this is also behind the **“Connect with Stauff”** slogan that the company first launched at the Hanover Trade Fair in 2023.

“We are innovation leaders because we address our customers’ challenges and work with them to find new solutions or further develop existing concepts.”

New range of flat-face screw-to-connect couplings

At the express request of manufacturers of large demolition excavators, a new series of flat-face screw-to-connect couplings was developed to connect hydraulic hoses. Due to their robustness, their use is also recommended for other construction and agricultural machinery.

The concept, based on which the predecessor model was also designed, has already proved itself in the market for over ten years: hose lines that need to withstand extreme vibrations and pressure peaks are connected with screw couplings instead of push-to-connect couplings. This results in a more uniform distribution of all the forces involved.

Users now also wanted the ability to connect both sides of couplings under residual pressure as well as higher flow rates and lower coupling forces. The new QRC-FG range meets all these criteria.

Thinking economically, exploiting potential savings

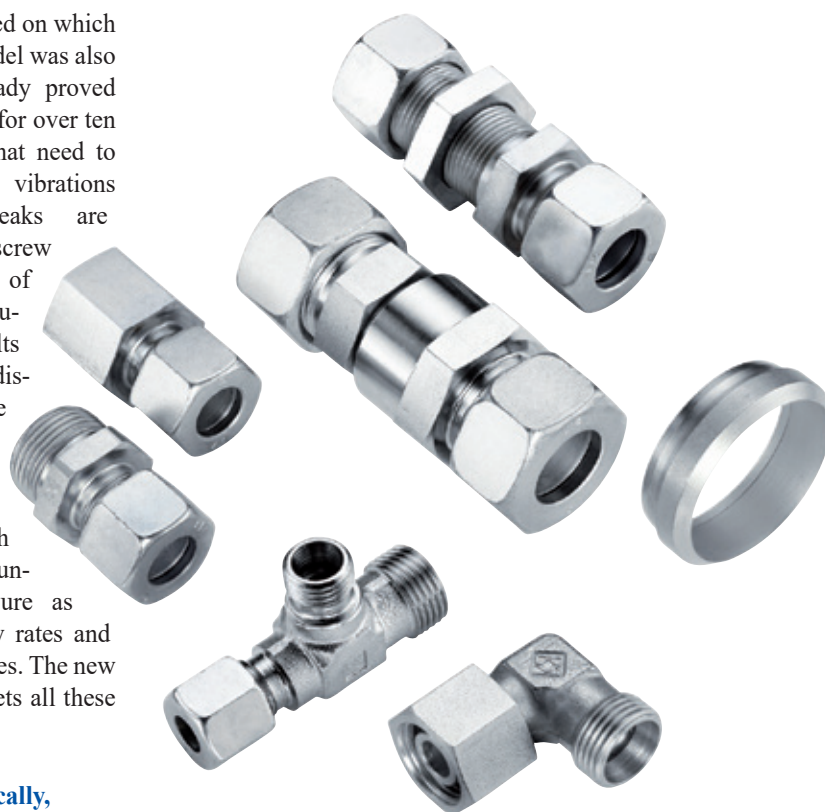
Stauff products are technically flawless and guarantee leak-free line connections that can withstand extreme loads, yet are also produced and sold at a cost-effective price.

Dr. Joachim stresses: *“Engineering is not an end in itself. If a customer approaches Stauff with their special requirements or specifications, we can react quickly and assess whether there is a meaningful solution, whether it will have an impact on the price or will be more expensive, and what alternatives we can offer.”*

The standard range is also constantly reviewed for the potential to save manufacturing costs, but not at any price. *“In all cases, we need to maintain the performance of the product.”*

Stauff Form Evo

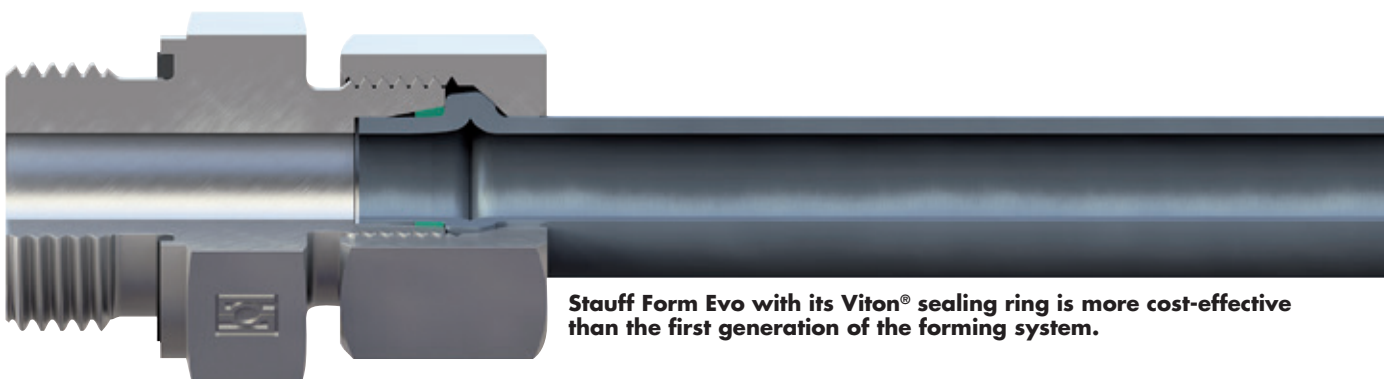
An example of this is the re-launch of the forming system to connect tubes under extreme conditions. Stauff Form has enjoyed international success since it was launched in 2015. The first generation was fitted



All steel components have the special Stauff zinc/nickel surface coating for exceptional corrosion protection.



Stauff offers OEMs a leak-tightness guarantee as all components come from its in-house development and production and are perfectly matched to each other.



Stauff Form Evo with its Viton® sealing ring is more cost-effective than the first generation of the forming system.

with a sealing ring consisting of two materials, namely the metallic adapter ring and a fixed elastomeric seal.

In the new Stauff Form Evo version launched in 2021, this is replaced by a Viton® sealing ring, which is significantly less expensive as it consists of only one material.



**Managing Director of Stauff Germany
Dr. Dominik F. P. Joachim**

“We pass this cost reduction on to our customers”, says Dr. Joachim. “The savings are considerable particularly for manufacturers of cranes and lifting gear or hydraulic presses, or service providers who assemble large numbers of tube connections.”

Stauff is also now offering forming machines that customers can rent. Their acquisition is a major investment that some OEMs and service providers shy away from. If you rent machines for a project or pay for each forming process (“**pay per use**”), it means that you can also use the forming system if the order volume is small or difficult to calculate.

International support

Dr. Joachim stresses: *“Austria is an important and very attractive market for Stauff due to its diversity of industries.*

We have a lot to offer the ‘traditional’ sectors, such as agriculture, forestry and the construction industry, which are represented in Austria by strong manufacturers and are wonderfully supported by selected specialist retailers. Even more specific applications, such as ‘alpine’ applications, benefit from our system-based approach, the longevity of Stauff products and our engineering expertise.”

Even an Austrian manufacturer of fire protection systems uses Stauff Form Evo for its pipework in this safety-critical application.

For their part, international OEMs can rely on excellent delivery performance and professional service on site. Stauff has its own subsidiaries and branches worldwide and supports customers in regions where it has no subsidiaries of

its own through close cooperation with selected specialist retailers.

Digital networking

Alongside personal care, digital connectivity ensures even greater service. For example, the forming machine is connected by a SIM card directly to the Stauff Technology Centre in Werdohl. General or customer-specific software updates are transmitted online.

The machine takes over the complete reporting process and, if necessary, provides evidence of correct forming, to name just a few benefits. A major step in customer service is also the option of analysing machine parameters and intervening remotely from the headquarters in Werdohl.

Dr. Joachim: *“I regard digitalisation as a great opportunity to network even more closely with our customers, suppliers and partners and to offer the ideal collaboration for every need.”*



Its online platform and shop for existing and new customers is just one aspect of Stauff's digitalisation. It's also about cooperation and support in overcoming technical challenges.

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