

EDITION 1/2021



# VIEWPOINT.

THE TTV MAGAZINE FOR CUSTOMERS AND FRIENDS OF THE COMPANY.



**TECHNOLOGY. LIFESTYLE. INNOVATION.**

## REALIGNMENT OF THE MANAGEMENT LEVEL.

# HARALD NITZSCHKE TAKES ON MORE MANAGERIAL RESPONSIBILITY.

Harald Nitzschke has expanded the company's management level in a targeted manner in light of the imminent move to the NEUEHEIMAT site as well as ambitious strategic growth targets and comprehensive organisational optimisations.

Harald Nitzschke also sees this as sending a strong signal to the entire team that the very best career opportunities can be found in-house at ttv and that these are actively promoted.

Claudia Rath, Bernd Stäuble and Massimiliano Casini-Cherici are all delighted to have been trusted in their new roles as COO, CQO and Automotive Manager respectively and are looking forward to the additional responsibilities these will bring. We would like to introduce the new management team to you today.

**We wish everyone joining the management level every success in their roles.**

**"I'm really pleased to have been able to form my new management team with experienced and loyal employees from within the company".**

Harald K. A. Nitzschke, CEO



**Harald K. A. Nitzschke, CEO**

Since 2003, managing partner Harald Nitzschke has been responsible for the management and future strategy of the company founded by his father over 30 years ago. And with the expansion of the company's management level and the NEUEHEIMAT project, he is bringing in a whole new era.



**Claudia Rath, COO**

Harald Nitzschke's long-standing assistant has taken on the role of COO and has been given general commercial power of representation. As Chief Operating Officer, Claudia Rath will be taking care of the operational implementation of the strategy and targets within the company. Her main focus will be on optimising all of the internal processes. In light of the move in September 2021 and the associated new infrastructure, this task is of key importance for ttv.



**Bernd Stäuble, CQO**

Bernd Stäuble is a real institution at ttv, and knows all about the challenges faced by the sector with regard to technology and quality. As Chief Quality Officer, authorised representative and QMB Manager, Bernd Stäuble will be responsible for the IT, QM and QA departments. These departments represent the heart of ttv, as it's the company's quality and highly efficient IT systems that define its success both today and - now more than ever - in the future as well.



**Massimiliano Casini-Cherici,  
ttv automotive Senior Management**

For Harald Nitzschke, Massimiliano Casini-Cherici's move to the ttv automotive Senior Management team is a logical and consistent step. With many years' experience working in Key Accounting, he will be focussing increasingly on the strategic development of the Automotive business area in the future. He will be supported in his day-to-day activities by his dedicated team, freeing up his time to take on his new challenges.



## TTV – OUTSTANDING PERFORMANCE FOR ANY REQUIREMENTS! THE LORD OF THE RINGS.

The classic O-ring is probably one of the most commonly processed technical products there is, and is used millions of times across countless applications.

Invisible from the outside, ttv O-rings stand out thanks to their inner values. After all, O-rings from ttv are made in compliance with current standard DIN 3601-1 and meet the most stringent quality standards.

The O-rings are predominantly made from elastomer materials with different compositions which are often customer-specific. Static seals are used in stationary machine components, whereas dynamic seals are used in rotating components.

### Compression and extension

When a sealing ring is installed, it should not be compressed by more than 4% in order to prevent distortion in the groove. The extension of the inner diameter should not exceed 5% when installed. Otherwise, there could be a disproportionate reduction in the cross-section. A 1% extension of the inner diameter brings about a reduction in cord thickness of approx. 0.5%.

### Compression

Compression refers to any percentage of the cord thickness  $d_2$  by which the O-ring is compressed when installed. There is therefore a direct correlation between the compression and the groove depth. With the same compression percentage, the deformation forces increase as the cord thickness  $d_2$  increases. To compensate for this, the compression percentage is reduced as the cross-section diameter increases.

### Materials

The following table contains an overview of the various materials with regard to temperature differences and application area.

MAIN MATERIALS	TEMPERATURE RANGE FROM – TO		APPLICATION AREA
Nitril NBR	-30°C	+100°C (120°C temporarily)	Hydraulic oil, lubricating grease, hydrocarbon, oil, grease, vegetable oil, water, compressed air
HNBR	-30°C	+130°C (150°C temporarily)	Ozone, UV, warm water, sulphur, internal oils
Chloroprene CR	-30°C	+100°C (120°C temporarily)	Air, ozone, water up to 80°C, vegetable oil, oxygen, soda chlorine, fatty alcohol, cooling gas, food industry CO <sub>2</sub>
Ethylene/propylene EPDM	-40°C	+110°C (130°C temporarily)	Food-safe (if crosslinked with peroxides): Water, drinks; use with flammable liquids, steam, various acids, soda, glycol, ozone, warm water
Silicone VMQ	-50°C	+200°C	Low and high temperatures, air, oxygen, inert gas, weak acids and alkalis, ozone
Fluorinated rubber FKM	-20°C	+200°C	Good oil resistance, hydraulic fluids, solvents, flammable, oils and chemicals ozone
PTFE	-150°C	+260°C	Very good chemical resistance, good electrical insulation, low, coefficient of friction

TTV TRAINING OFFENSIVE.

„TAKE A CHANCE AND TAKE YOUR FUTURE INTO YOUR OWN HANDS!“



With a long-term training offensive, we are relying more than ever before on qualified experts whom we train within our company to become specialists in their fields. There are currently eight apprentices in commercial and technical fields.

Not only do apprentices at ttv receive training of a high technical quality, they also benefit from a business culture focused on teamwork, trust and strong future prospects. What's more, there are always unexpected events being arranged such as the environmental scavenger hunt where the young trainees learnt about social competence in a playful way.

### OFFICE MANAGEMENT AGENT

#### 1ST YEAR:

- Gabriela Silvana Wabeke Pujal
- Amina Müller
- Lara Thanner

#### 3RD YEAR:

- Petar Vujanic
- Kilian Müller
- Eveline Zimmermann

### WAREHOUSE LOGISTICS SPECIALIST

#### 1ST YEAR:

- Christian Rauhaus

#### 2ND YEAR:

- Leon Feist



## KRÄNZLE HIGH-PRESSURE CLEANERS.

# PERFECTION FROM A PASSION FOR QUALITY!

High-pressure cleaners, industrial vacuum cleaners and manual sweepers – that’s the world of Illertissen-based company Kränzle. Founded by Josef Kränzle in 1974, the company has become the world-leading manufacturer of high-pressure cleaners with regard to quality. And that’s not without good reason. After all, Kränzle attached great importance to excellent quality and a huge production depth right from the start. Whether selecting the forged special brass for the high-pressure pumps or the ceramic coating for the pump pistons – perfection arising from a passion for quality is the clear intention of the brand.

Being the best rather than the cheapest is the goal that applies to all products and solutions from the Kränzle brand. The company’s research and development department is continually working on innovations that offer the perfect solutions to the global requirements of the cleaning sector. Whether for agriculture and animal farming, industry and

craft, the automotive industry, transport vehicles and commercial vehicles, municipal technology or house and home, Kränzle products are truly excellent with regard to application, functional reliability and quality.

The company’s portfolio now consists of multiple product lines of high-pressure cleaners in cold and hot-water versions, with petrol and electric engines and with mobile and stationary designs. Powerful industrial vacuum cleaners and manual sweepers as well as high-quality accessories all add to the Kränzle product range, with all products produced exclusively in house.

The family company is now managed by managing partners Josef Kränzle and his son Ludwig Kränzle, supported by Manfred Bauer as a member of the company management.

### Ludwig Kränzle,

Managing Director, sums up the benefits of collaboration with ttv as follows:

„We are delighted with ttv’s technical competence and experience, but also with its ability to quickly offer solutions in a targeted manner during new projects. Our team is looking forward to strengthening our collaboration even further.”

### ttv supporting Kränzle as a supplier specialising in sealing technology since 2008

The demand for absolute top quality in every last detail also extends to all of Kränzle’s suppliers.

The collaboration started with an initial informal visit from Josef Kränzle. He had had occasional discussions with ttv, the local specialist in sealing and sliding bearing technology, regarding optimisations and technical solutions. This resulted in sampling for test phases, which were always provided quickly and with outstanding results.

Impressed by the quality of ttv solutions, Kränzle enquired about and then agreed upon its annual requirements, which ttv still provides to this day, proving its technical competence and competitive edge. For both companies, loyalty, quality and trust form the basis of their successful long-term partnership.

ttv provides the company with product solutions such as O-rings, shaft sealing rings and lip seals that are specifically tailored to the customer’s requirements.

The shaft sealing rings are fitted in the pump on the oil side, where they carry out a central task with regard to leak-tightness and functional reliability. The O-rings are also used in the rotary brushes and the lip seals in the high-pressure cleaners in series K1050.

For ttv Managing Director Harald Nitzschke, this successful partnership serves as both a confirmation and an incentive, motivating him to continue driving forward ttv’s philosophy, which is clearly aimed at performance and complete customer orientation.



Mietflächen. Büro. Logistik. Werkstatt.



NEUEHEIMAT



THE FACE OF NEUEHEIMAT.

# WE'RE LOOKING FORWARD TO THE MOVE IN SUMMER 2021!

The work at the NEUEHEIMAT site is running to schedule, and we are delighted by the construction progress every day. The feeling of anticipation for the move in summer 2021 is mounting within our team, who are looking forward to new workplaces and an environment categorised by innovation and Zeitgeist.

After a long clearance phase, the office spaces are currently being prepared for our team. Everything has been thoroughly cleared and the entire infrastructure has been installed, with power supply, state-of-the-art light technology and high-speed Internet.

But in the logistics area, signs of the move are clearly visible. The 16,500 m<sup>3</sup> of logistics space is almost ready, and the foreman's office is already under construction. We reckon that this important area for ttv will be complete within the next few weeks.

Another source of excitement is the 200 m<sup>2</sup> lounge area, which has also been completely cleared. With a bit of imagination, this makes it easy to see how we will soon be filling the foyer with a fun and happy working environment.



INTERVIEW WITH HARALD NITZSCHKE.

## SOLUTIONS TO THE CURRENT PROCUREMENT SITUATION.

**German industrial companies have unfortunately been suffering from unprecedented delivery delays of raw materials and supplied parts since the start of the year. We spoke to Managing Director Harald Nitzschke about the current situation.**

**Mr Nitzschke, this type of situation with huge supply bottlenecks and being in the middle of the Corona pandemic is pretty unusual, isn't it?**

Yes, you're absolutely right. The driving forces behind the situation include the significant increase in demand combined with shortages due to limited freight capacity as well as a lack of shipping containers.

**Does this mean that ships and containers have become scarce commodities?**

Yes, due to the huge increase in the movement of goods, cargo ships and containers have indeed become scarce commodities. In fact, shipping companies have commissioned over 60 new cargo ships with a capacity of 750,000 standard containers, but this won't be available for at least two years.

**What does this mean for your customers?**

This situation results in interruptions to supply chains, whether for raw materials, primary materials, semi-conductors or parts such as sealing rings and sliding bearings.

And we are also seeing bottlenecks in European ports. At the moment, cargo ships are often having to wait several days for

cargo to be unloaded, meaning that only 34% of all ships are currently running to schedule. Of course, we are offering air-freight delivery to our customers wherever feasible, but air-freight costs are increasing to such an exorbitant level that the cost of this method frequently exceeds the value of the goods being delivered.

**What does this situation mean for purchase prices?**

This situation on the global market has led to a significant increase in purchasing costs in the raw materials sector as well as labour costs in Asian countries. This has been contributing to huge price increases of up to 25% on the procurement market for a long time now.

**How will the current market situation affect delivery times?**

For any new orders, a lead time of 6-8 months should be anticipated.

**How are you and your team dealing with this?**

Sliding bearings and seals are our key competencies, and we have been working with first-class manufacturers in Asia since as far back as the late 1980s. Over the last few months, we and our team have been in constant contact with our production sites day and night. Our excellent stockpiling strategy and forward-looking procurement planning are also paying off during these times. Every approach is immediately agreed upon with our customers here in Europe so that each and every customer can be offered the very best solution for their specific situation.

75 YEARS OF UDO LINDENBERG.

## ACHIEVING WORLD FAME WITH THE PANIKORCHESTER.

Born in 1946, Udo's excellent sense of rhythm was clear right from early childhood, when he would take every possible opportunity to play the drums. Alongside his apprenticeship as a waiter, he also played as a percussionist at old-town bars and started his career right from the very bottom. He quickly rejected the idea of working as a waiter on cruise ships, and after many diversions, his path finally took him to Hamburg in 1968, where he became the drummer for the band "Die City Preachers". He then played gigs together with Peter Herbolzheimer and Klaus Doldinger, which showcased his passion for jazz.

Udo Lindenberg's big break came in 1973 with the album Andrea Dorea, quickly making him the first German rock musician to win a million-dollar contract. He found his own formative niche somewhere between internationally oriented "Krautrock" and pop songs.

From then on, Udo went on tour with the legendary Panik-Orchester and won over audiences with his own unique style characterised by fictional characters and hits such as Rudi Ratlos, Elli Pyrelli and Bodo Ballermann.

He played stadium concerts with audiences of over 45,000 people, as well as MTV Unplugged concerts and concerts on "Rockliner" cruise ships, where he performed along with other musicians.

Lindenberg's song lyrics often contain social and interpersonal themes, and demonstrate his political opposition to environmental destruction or military build-up.

Around three years ago, Udo Lindenberg opened the permanent exhibition Panik City at Spielbudenplatz near the Reeperbahn in Hamburg. The exhibition rooms are home to the "Udo Lindenberg Experience", an interactive exhibition about Lindenberg's life.

This year, Udo Lindenberg celebrated his 75th birthday, and we wish him many happy returns.

A LOOK BACK



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**RESPONSIBLE FOR CONTENT:**

Harald Nitzschke, Senior Management

**DESIGN, LAYOUT, TEXT:**

[www.vma-werbeagentur.de](http://www.vma-werbeagentur.de)