

HCU Case Study



About HCU

Established in 2005 by Aad van der Mark and Jaap de Vries, HCU is a stock keeping company that specializes in the field of hydraulics.

Since its inception, the company has quickly grown into a contracting business that has an excellent reputation for quality, service and reliability within the areas of on- and offshore, harbour and salvage equipment, shipbuilding and (marine) cranes. As a contractor that offers the total one-stop shopping solution for its customers, the company has over 20,000 items spread across various product groups either from its own stock or from a resource that can be accessed on very short notice. HCU serves these industries but also provides complete hydraulic piping for both new builds and renovations.

Because HCU quickly fostered its strong commitment to high performance and consistency, well-recognized clients such as Mammoet and NOV have trusted their business needs to them. This trust has validated HCU's presence as a strong contracting contender in the field of hydraulic components such as hose assemblies, adapters, valves, piping, etc.

HCU's team delivers the type of top performance that its customers have come to know and expect. The team provides the entire service, from conducting the initial survey, making the drawings and prefabrication, to delivering and installing the hydraulic pipes and hoses that are manufactured to customer specifications. This performance incorporates maximum service and personal attention through collaboration and customized logistics solutions to support customers' inventory management needs.

HCU contact information:
info@hcu.nu or info@hydrauliekslangen.nl

PANDUIT®



Company
HCU

Country
Netherlands

Industry
On- and offshore, Harbour and
Salvage Equipment, Shipbuilding
and (marine) Cranes

Business Challenges
To apply effective, long-lasting
identification on hydraulic hoses that
is easy to generate and manage.

Panduit Solution
The Panduit portable embossing
system with Panduit's stainless
steel marker plates provides
maximum visibility in harsh
environments through raised
characters and improved productivity
with features such as a quick print
legend and exact preview.

Business Benefit
A durable and reliable identification
system that allows HCU to
accommodate customer needs
while maintaining excellence in the
area of on- and offshore, harbour and
salvage equipment, shipbuilding and
(marine) cranes solutions.

Providing a Sustainable Identification System that Withstands the Elements

Panduit Provides HCU with a Portable Embossing System for Increased Productivity, Durability and Reliability – Identification Made to Last

Business Challenges

HCU, a company that built its reputation on high quality and an extremely reliable supply system within the areas of on- and offshore, harbour and salvage equipment, shipbuilding and (marine) cranes, needed to be able to apply permanent identification on hydraulic hoses for its customers' industrial applications. HCU discovered quickly that polyester labels were not the best labels for their identification purposes because information on polyester labels faded away over time; therefore, customers of HCU needed a better solution to address this problem.

The challenge was to find a stainless steel solution that would provide permanent identification of pipes, conduit, valves, cables and equipment in harsh environments. In addition to proper identification that would endure harsh environments, HCU needed a system that would provide custom embossing of the required identification plates with a quick turnaround to avoid expensive downtime.

The system also needed to be able to import data from Excel. Ordering pre-printed marker plates from a local value-added supplier was not the best solution because it was time consuming, inflexible and quite costly.

Furthermore, the system needed to comply with NORSOK requirements which involve stringent testing such as salt mist, tensile, accelerated aging and vibration.

HCU's customer requested the Panduit solution based on Panduit's reputation as having the best embossing system on the market. This is a result of the extensive testing that Panduit performs as part of its quality assurance procedures, which also complies with NORSOK requirements.

According to Jaap de Vries, Managing Director, "HCU wanted to be able to continue to provide their customers with the high-end innovations that they have come to expect and knew they needed a company that could deliver high-quality results."

"One of the benefits we found in working with Panduit was their commitment to customer service and their reputation for providing quality products. We were not disappointed with the end result," said de Vries."

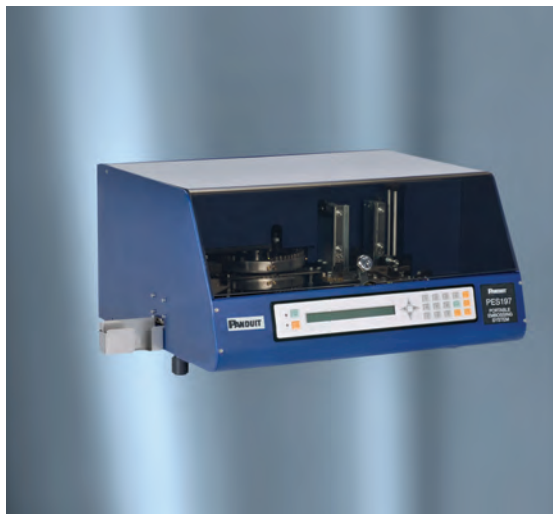
Jaap de Vries, Managing Director, HCU

Strategic Objectives

HCU wanted a reliable identification system that would provide sustainability and traceability. HCU also wanted to demonstrate its commitment to the market through leading edge technology that would continue to meet its customers' high expectations. In order to do this, the company needed to deliver a solution that would meet customer demands while positioning HCU for success on future projects with this customer and others.

"We wanted an identification system that offered the best overall value while being able to withstand extreme temperatures and the harsh elements that ships are exposed to at sea," said de Vries.

The solution needed to provide strength, long life and resistance to chemicals, vibration, radiation, weathering and extreme temperatures which are a constant, especially in offshore applications.



Panduit Solution

Panduit is a global leader in reliable and innovative solutions for identification and safety and offers the widest range of permanent identification solutions in the industry to withstand the test of time and provide legibility in harsh environments.

Safe, quick, and easy to install, Panduit permanent identification solutions include stainless steel and aluminium marker plates, tags, marking tools and cable ties to deliver improved productivity and workplace safety. The strength, safety features and reliability of Panduit permanent identification solutions deliver long service life and lowest installed cost in harsh environments. All Panduit labeling and identification products are TIA/EIA-606-A compliant and their raised panel labels are rated for 20-year outdoor exposure.

HCU utilizes the Panduit Portable Embossing System to improve productivity by providing a reliable system which integrates the embossing machine, the PC and Panduit Easy-Mark™ Software. This system allows HCU to manage critical infrastructure components by simplifying label creation, selecting and formatting the optimum label for a specific application and automatically generating standards (OSHA, TIA, ANSI, etc.) compliant legends on the labels. The embossing system also creates raised characters on stainless steel and aluminium marker plates, delivering maximum visibility for medium to high volume applications that are exposed to dirt and paint.

The customer was so pleased with the Panduit Easy-Mark™ Labeling Software that they now use this solution for their business needs. This software simplifies label creation for the specific needs of their applications and allows for a quick print legend and exact preview, saving time and reducing print costs.

In addition, the Pan-Steel® Self-Locking Cable Ties were selected to secure the marker plates to the cables and hoses and provide superior corrosion resistance, speedy installation and durability. These cable ties are engineered for safety and productivity by providing rounded edges and smooth surfaces, easy threading and the highest loop tensile strength in the industry.

To contact HCU, please visit www.hcu.nu or www.hydrauliekslangen.nl.

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Jaap de Vries, Managing Director

Business Benefits

HCU is quite pleased with the flexibility of the Panduit embosser, and its customer is very satisfied with the quality of the stainless steel marker plates as well as the permanent application on the hoses with the Panduit stainless steel cable ties. HCU found in Panduit a partner that shared the vision of maintaining its position as a leader in the industry by providing exceptional service and products to its customers.

Panduit also provides factory custom marking service to complement HCU's support to its customer by simplifying the identification process with high quality, made-to-order custom embossed marker plates and tags. HCU now has a reliable system that provides an effectively identified application, meets and exceeds industry standards and has the lowest installed cost. These factors reinforce Panduit's position as a world leader and give HCU the capability to provide a durable identification solution for its customer.

"One of the benefits we found in working with Panduit was the company's reputation for providing quality products and the commitment to customer service. We were very pleased with the end result," said de Vries.

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Jaap de Vries, Managing Director



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