



HecNews

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Hectronic Company Magazine

EDITORIAL



Dear Readers,

I am happy to update you again on the latest news from Hectronic in this issue of HecNews. We can look back on a successful Refuelling Sales Conference in Dubrovnik with many happy memories. One highlight was definitely the awards ceremony for the title of Partner of the Year, received this year by ght from Nuremberg, Germany.

Hectronic France recently received the GEHSE certificate in recognition of its adherence to safety and environmental standards, allowing the company to act as a service company for oil companies.

We installed the first fully redesigned Citea with a banknote reader in the USA and our subsidiary in Poland received the long-awaited contract from the Polish army to automate their filling stations.

And now we are approaching the end of the year again. We still have a few things to do and we are thankful for that.

I wish you a pleasant read.

With best regards,
Stefan Forster

Refuelling Sales Conference 2013



Like the Parking Sales Conference in June, this year's Refuelling Sales Conference was held in Dubrovnik, in beautiful Croatia, and it was a resounding success. Sales partners from a number of countries converged on the Adriatic Sea. On Friday 27 September 2013, Stefan Forster, the Managing Director of Hectronic, welcomed the 60 guests.

This was followed by presentations from external speakers. The first presentation concerned the new trade fair UNITI Expo in Stuttgart and was followed by the success story of the French railway (SNCF). There were also insights into the international fleetcard management of eurowag and the success of BayWa, followed in turn by a presentation from Petrotec and, finally, a presentation from the oil giant Honeywell. The first day of the conference was rounded off by the announcement of the Partner of the Year at a sunset dinner. This year's title went to the German company ght from Nuremberg, an outcome greatly welcomed by the managing director Herbert Werthner and the area manager Alexander Wilkens.

Many interesting workshops were held throughout the day on Saturday, before the guests rounded off the final day of the conference with an evening on the pirate ship Karaka. The guests were elated as the ship docked at the hotel harbour and they were invited on board to the sound of music from 'Pirates of the Caribbean'. On Sunday, the guests explored the old town of Dubrovnik, armed with an itinerary of points of cultural interest.

I was greatly interested in the new product news and found the conference a good platform for future projects! – Luca Caon, TGI - Tank Gauging Italia Srl

Hectronic France receives GEHSE certification

In July of this year, thanks to the services it provided, Hectronic France received the GEHSE certificate for its health, safety and environmental management during the execution of its technical measures at filling stations and during its installation of parking ticket machines.

In doing so, Hectronic France and all of its employees were committed to a process covering all aspects of health, safety and the environment.

This includes professionally training employees, safety conditions at the workplace and on building sites, recycling and tried-and-tested environmental protection practices. The recipients of the certification can be



seen proudly holding the official certificate awarded by the GEHSE organisation. Right: Carole Flaud, responsible for the office, centre: Sylvain Buet, responsible for coordinating health, safety and environment, left: Sylvain Duverger, Managing Director of Hectronic France, responsible for occupational safety within the company.

Citea meets a photographer

In Sweden, Hectronic's parking ticket machine Citea aroused the interest of a photographer. A real eye-catcher, we think.



OptiLevel project at Eni Deutschland GmbH

Hectronic is equipping the Eni Deutschland GmbH filling station network with OptiLevel ATG.

Hectronic, the market leader in tank fuel level measurement with capacitive measurement technology, recently signed an agreement with Eni Deutschland under which the oil company will use Hectronic's modern, capacitive measuring device OptiLevel in its tank content management.

A reliable and cost-effective system was sought after which, thanks to its flexibility, could connect to the filling station network without any trouble.

Hectronic has continued to develop its technology for tank fuel level measurement with capacitive measurement technology, allowing OptiLevel to produce optimal results. Many well-known national and international oil companies have been using Hectronic tank content management to great success for years and they value its high reliability.

Business trip at Hectronic India



For its annual excursion, the team of Hectronic's Indian subsidiary visited the state of Rajasthan. Rajasthan is known as 'the land of the kings'.

These varied cultural impressions have left the team full of energy and ready to face new corporate challenges.

Induction days as an introduction to apprenticeships

Seven new apprentices and students are starting work at Hectronic.

Induction days were held again this year to make it easier for the new apprentices to start their apprenticeships at Hectronic. These were held at the Loipenhütte ski lodge in St. Blasien.

With a wide range of ice-breaker games, adventure-based team training and time spent sitting together in comfort, the new apprentices easily became part of the group.

Seven new apprentices and students started their apprenticeships at Hectronic GmbH in Bonndorf on 01 September 2013.

During the induction days, Managing Director Stefan Forster, COO Eckhard Fechtig, HR Manager Eike Scherschmidt and Training Manager Alexander Ebi welcomed the new starts and wished them a successful start in their professional lives.



Ebay sale at Hectronic

Hectronic's principles include operating in a manner which makes sense both environmentally and economically. In keeping with this philosophy, we decided that instead of scrapping leftover stocks after product discontinuations we would make them available to a broad group of interested parties.

Ebay, with its industry categories, is exactly the right marketplace to find such potential customers who will put our leftover stocks to good use in a way which goes beyond the sales potential of the distribution partners. In order to achieve this environmental and economic objective, Hectronic has engaged an internal logistics team to handle this resource-conserving project.

Visit us: <http://myworld.ebay.de/hectronic-gmbh>

Hectronic

Smart solutions for
parking and refuelling

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