

IFFA 2004 Trade Fair Highlights

We would like to extend our sincere thanks to all those customers and prospective buyers who visited us at the IFFA2004. We are very pleased about the expert public and by the positive response shown towards our known and new pierce-proof articles.

The course of the trade fair was characterised by an optimistic atmosphere of departure not least due to the international guests and decision makers.

For our high-quality products we have noticed an interesting trend in the awareness and necessity for personal protective clothing such as pierce-proof gloves and pierce-proof aprons, particularly in the supposed poorer meat producing regions.

85% of our visitors were foreign guests. Asia, Eastern Europe, the Middle East as well as Central and South America were just as strongly represented here as the "Old" Europe. As experience shows, there are extreme barriers in some countries concerning import costs and import regulations. There is urgent need for action here with respect to equal opportunities and safety awareness.

Nevertheless, the demand for pierce-proof articles is not only focused on a price in conformity with the market; the main topics are quality, deliverability and repair service. This underlines our company philosophy and is valued by our long-standing customers.

Despite a larger product range it is our duty to live up to our reputation in the future as well.

Here, we would like to provide you with a brief overview again of our product range:

EUROFLEX comfort is the further development of a brand that has been tried and tested for many years, which is recently with the ergonomic fit (comfort). The positive response at the fair has been born out to this day by the current orders. Since the COMFORT does not cost more despite the higher cost of materials, we assume that our customers will change over completely to this model.

EUROFLEX xtrem is based on the same ergonomic fit with extreme wire (four times as resistant). This means that this glove has been designed for extreme stress and long durability. A small additional price that is absolutely worthwhile for the cases of use mentioned.

EUROFLEX pierce-proof aprons and Boleros according to DIN EN ISO 13998:2003

Even though this new EU standard has been in force since August 2003, we noticed during the numerous trade fair discussions that only a few people knew about this new regulation. All persons responsible here are requested to implement this standard accordingly for "personal protective equipment". You can find more information as a document for downloading at our homepage.



Ergosafe is a completely new model range that we presented at the IFFA. Just like with the ergonomic fit, ergosafe is a pierce-proof glove consisting completely of metal. Through meticulous groundwork during the development we wanted to find a solution that had no snags at all. Additionally, our objective was to also produce this model with the tried and tested wire (wire gauge 0.55mm, outer ring diameter 4mm). With a unique reversible snap fastener system, this pierce-proof glove is equally suitable for right-handed and left-handed persons. This is another innovation made in Germany, which we will supply from October 2004.

Ergosafe xtrem has the wire with increased resistance corresponding to the EUROFLEX xtrem. We provide a 3-year guarantee for extreme stress! With this new product we also give priority to safety, quality and long durability.

Ergosafe detect consists of a detectable wire. In the course of progressing automation in meat processing, detectability of the product during the final check will become necessary within the scope of product liability. Here, we paid particular attention to following a middle course between resistance and detectability when selecting the material for the wire. As soon as the initial field tests have been completed, this innovative pierce-proof glove will also be available for delivery.

The size of our product range now makes it much easier to meet the various needs and increasing demands of specialised dealers. In the future, we will also be relying on close communication with our customers in order to integrate trends and suggestions in our further developments. As far as safety regulations are concerned, we are actively exchanging ideas with the Employer's Liability Insurance Association and employees in the corresponding committees.

In the course of our quality assurance management system, we will soon be delivering all gloves and aprons with a serial number thereby enabling us to trace back every product to the production process and material batch. Furthermore, we are expecting easier handling with the repair service and more transparency in the channels of distribution.

We look forward to good cooperation in the future and successful cooperation with our customers throughout the world.

Your team from Heilemann Sicherheitstechnik GmbH

Siegfried Beyl, Sales Manager