

Hectronic

HecNews

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Editorial



Dear reader

What does one always do at the end of a year? Correct, one looks back and ahead. And yet Christmas tranquility, which is often regarded as unmeasurable, is past. And already the Christmas rest which is so often strained has past. What went wrong, what can be made better over the next year? What project went really well and how can this success be repeated or even surpassed? Questions about all issues.

It is exactly the same for me and I must really force myself to remain in the present. Now let me try: December 2007: for Hectronic that means a good economic situation, a renewed phase of being on the upturn, a motivated team with many ideas and successful cooperation with you, our customers and partners. That also means the desire to be able to complete all issues that remain open in this year, the reality that this will not be achieved and the comforting knowledge that this is not the end of the world. After all, there is always January.

Anyway, back to the present, it is of particular importance to me to give you a positive snapshot and of course to wish you a very harmonious Christmas and a really successful New Year.

COMPANY

A sharp rise

Hectronic is increasingly supplying filling station equipment for airports.

On land, water, rail and in the air. The products from Hectronic are used in the most diverse places. Wherever something moves, our products are there. Whether at the petrol station for cars, harbours, train stations or even airports, - the equipment of the refuelling specialist everywhere provides trouble-free fuel management. The most recent example: The project for 100 HECFLEET Autofuel Terminals from Air Total in France.

No question, that the road is still the most significant area that Hectronic dedicates itself to; ie: company, fleet and public petrol stations for cars, buses and HGVs. But installations outside of this terrain have gained in importance in recent years. Especially installations at airports, for instance, facilities in South Africa or Singapore. A recent example of this is the project in France with AIR TOTAL. 100 HECFLEET Autofuel Terminals pumps will regulate fuel delivery at a multitude of airports for amateur pilots. The contract was signed and sealed in 2005 and then the intensive work phase followed in which one assumed the specifics of these facilities. This included the implementation of the IFSF interface and the Monecam protocol. The task also included managing the technical requirements in order to receive all necessary licensing. „That also went really well“, rejoiced Sylvain Duverger, Managing Director of Hectronic France. „We have already fully equipped 38 stations, the remainder are on

the agenda for 2008“, reports Sylvain Duverger. HECFLEET manages the pumps for the kerosene for the jet aircraft and also the gasoline for the propeller aircraft. Hectronic pumps are



Airfield-fuelling station in Johannesburg/ South Africa, equipped with the TA 2331 from Hectronic.

very versatile. This is also true when it comes to languages. HECFLEET corresponds in French, German, English, Italian and Spanish. Misunderstandings are therefore out of the question.



Typical airfield fuelling station in France with the Autofuel Terminal HECFLEET (small picture)..

„Strategic view from the eyes of the product manager“

Frank Gampp is a new member of the executive board which now consists of six members.

Frank Gampp will become a new member of the executive board at the beginning of 2008. The 34 year old product manager has 17 years experience in the business and at present he is responsible for the entire refuelling division. In a conversation with HecNews, he outlines his professional career and the goals he has set himself. He also provides a complete personal insight.

HecNews: Mr Gampp, from next year, you will become a member of the then six-strong executive board. What significance has this appointment for you?

Frank Gampp: Well, I am delighted because I see this as acknowledgement of my work to date.

HecNews: Were you surprised?

Frank Gampp: It would be rather bold of me to assert that I expected it. But in view of my previous job in the refuelling division, this deci-

sion did not seem so far away from reality. The persons in charge have obviously given some thoughts to it (laughs).

HecNews: You have worked for Hectronic for several years.

Frank Gampp: What do you call several years, I have worked here half my life and that is not a cliché, it is reality. 17 years to be precise.

HecNews:... How has your professional career developed in the company?

Frank Gampp: Everything began in 1990 with training as an electronics technician. Then a complete overview of the repairs department followed, before I ended up in product management of parking.

HecNews: In parking, we thought you were a fuel man through and through - how does one put it – fuel is in the blood.

Frank Gampp: Not really, it was only for a year.

It did not last longer as I landed the job I have today: In product management refuelling.

HecNews: And today you are the manager of your entire department. What products belong to this area?

Frank Gampp: All self-service and attended Autofuel Terminals, pumps, POS Systems, fill level gauging systems, automatic vehicle recognition, our download solutions for digital tachographs and the service provider.

HecNews: A vast field, do you still have time for hobbies?

Frank Gampp: I wish I had more, in the past five years I have gained further qualifications as a technical expert and management expert and free time and family got a raw deal.

HecNews: How do you switch off from the stress of work?

Frank Gampp: Spending cosy hours with my wife and son is the first priority. I like taking breaks and also beekeeping is one of my hobbies. I make the best honey, as one or other of our partners already knows (laughs). I also play the saxophone in the Wellendingen Feuerwehrkapelle. A relaxing get-together after the rehearsal likewise provides a distraction.

HecNews: Where does your main focus lie in the executive board?

Frank Gampp: Now, almost all divisions are represented in this team and I will of course put forward my opinions on certain issues in the discussion. I am pleased to be able to contribute to the strategic development of Hectronic.

HecNews: After 17 years with Hectronic and Kienzle, how would you describe your time?

Frank Gampp: There have actually been four phases: Firstly, the change from being part of a group to an independent company, secondly, the disturbingly hectic early days, thirdly, consolidation and journey to calmer waters and lastly, as we are today, the hopefully long lasting era of growth.

HecNews: There's quite a variety of things going on in your professional life.

Frank Gampp: Indeed, I have always worked for the same company, but I have never been bored. And I am certain that this will also be the case in the future.



Frank Gampp, Director of Product Refuelling area and from 2008 Member of the Board.

New employees at Hectronic

Over the past few months, a whole series of new employees have been taken on in managerial roles. We will introduce them to you one by one in this and the next issues of HecNews.

Heinz Scheuerle, the new Support manager

Heinz Scheuerle is the new manager of the support team. He is from the region yet is well-travelled. His travels began with the Federal Armed Forces. He was in the German Navy for eight years and he used this time to continue his professional development. He left the ship with two apprenticeship diplomas that of communications equipment mechanic and information electronics engineer. Back ashore, he went back to school again and trained to be a state certified technician for industry electronics. At Hectronic, he is responsible for a vast task filed. It involves 2nd level support for the sales partners, the training area and carrying out product integration tests. He has settled in well. „After the mandatory induction training, I now



have the necessary insight“, says the 37 year old. Obviously that the father of two needs a physical distraction from his job because he has a very special hobby: chopping firewood. „I am able to relax mentally and physically let off some steam.

Oliver Schommer, the new Product manager refuelling

It was a job advert that drew Oliver Schommer's attention to Hectronic. On it, a man was seen with a paper bag over his head and it said on it: „Show us your face!“ It immediately made a

positive impression on him and he did not have to look at it a second time, but applied straight away. „It was the right decision“, emphasizes Oliver Schommer. The 35 year old works in refuelling product management and is responsible for the cashless payment transactions and card service sections. Oliver Schommer is a trained office administrator and graduated with a BA in business management with an emphasis on marketing. Born in Saarland, he moved to the Black Forest four years ago and now lives with his wife in Wehr. On 5th December the birth of his daughter Hedda completed the young family perfectly.



Norbert Siebold, the new Sales Manager refuelling

He is an experienced salesman and knows the region which he will now be working in for Hectronic. Thus Norbert Siebold fits the job profile of his new job excellently. He has worked in sales for the last 20 years, in the electrical industry and the cosmetics industry. Here his main focus was on the Arabic countries



which he will also be involved in for Hectronic alongside Great Britain and Turkey. „I noticed the good working atmosphere straight away at Hectronic“, explains the 45 year old who lives with his family in Bräunlingen approx 30 kilometres away from the company headquarters in Bonndorf. He enjoys his job, emphasizes the skilled businessman and management expert. „It is an exciting story which despite all his experience provides very surprising moments again and again“, he continues. In his free time Norbert Siebold looks for a sporty balance to his professional life with football or tennis. And if diary and travel permits, he also likes to go out with friends.

Michael Ziegelasch, the new Hardware designer

Whenever Hectronic Autofuel Terminals or parking ticket machines come on the market in the



future, they will carry the hall mark of Michael Ziegelasch. The 30 year old is taking over as hardware developer from Raimund Häfners who is retiring after 40 years in the business. Over the last few months, he has become accustomed to the job working alongside the outgoing expert. Evidently with success, because the predecessor is full of praise for his successor. „Michael Ziegelasch is a stroke of luck“, the praise resounds from the mouth of authority. „I will do my best to acknowledge the assessment of me“, laughs the skilled designer in plant construction and mechanical engineering, who feels at home at Hectronic. „The company profile suits me“, says Michael Ziegelasch. In his free time sport takes up most of his time, especially mountain biking. The region offers the best conditions for that. Career and free time fit, thus nothing else seems to stand in the way of a long career with Hectronic.

Prize for innovative concept

The city of Graz stands out due to its sensible management of car parking space and has 700 Hectronic parking ticket machines.

For years the city elders in Graz have broken the mould with their management of car parking space. Thus, for example „environmental car

has judged the Graz parking space concept as exemplary for comprehensive management of parking space. In the green designed par-



ks“ with a more favourable fee for low polluting cars brought positive headlines. There was even a prize for the „green zone“ concept and it originated from Germany.

In the context of the “sensitive parking in the city” competition publicised by the „vibrant city” charity, the Graz project was awarded with a special prize.

Prime minister of Schleswig-Holstein Peter Harry Carstensen and the Chair of the charity’s committee,

Alexander Otto, presented the certificate to the Graz delegation in Kiel under the leadership of the councillor Gerhard Rüsç. The top-class jury



Graz implements innovative parking ideas with the PA2 from Hectronic.

king zones which are positioned around the city centre, it is possible to park for a fee for an unlimited time period, whilst one must keep to the maximum parking duration (e.g. 180, 90, 60 minutes) in the short term parking zones. The green parking zones apply on weekdays, Monday to Friday from 9 am to 8 pm. Saturday is free of charge. Modern management of parking space in Graz is inextricably linked with Hectronic.

700 PA2 parking ticket machines form the back-



bone of the concept and thanks to their flexibility enable the implementation of the innovative ideas in Graz.

It also works with coins

Other countries, other customs. Whilst in Germany, the parking ticket machines are almost exclusively fed with coins, payment in Lithuania is made by card as a rule whereas in Lithuania payment is as a rule made with a card. A new law now demanded both options to be available in parking ticket machines. Time for products of Hectronic, which makes both options possible. The first five CITEA were installed in Kaunas. „The customers are very satisfied, the CITEA is proving its worth every day”, rejoices the sales manager Kleta Brugger.

Actually cooperation with the decision makers of the city and the Hectronic partners in Lithuania, Parkli is excellent.



City engineer Saulius Staskunas and colleague with CITEA Smart in Kaunas.

Second chance for the taxi driver

For the most part, the Hectronic TA 2331 can be found at petrol stations. That the Autofuel Terminals can also be used elsewhere is proven at Frankfurt airport. Here where the taxi drivers wait bumper to bumper for the next customer, it provides more justice

And so it goes: Every driver who finally reached the front of the queue hopes naturally to get as long a journey as possible to make the wait worthwhile. Of course, there are always



variations and short cheap journeys make you frustrated.

But if it does not turn out to be very long, the driver concerned takes a ticket from the TA 2331 if his passenger only wants to be transported to a relatively close by location. Then when he returns again, he can drive to the head of the queue and have another chance at a longer and therefore more lucrative journey. The TA 2331 makes it possible.

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