

## POST:

## COMPANY



Solar thermal energy to generate hot water at the new office premises in Kaltenkirchen

## NEW DEVELOPMENT: WISKA MAKES ROOM FOR NEW IDEAS

### New testing laboratory and additional storage capacities

In 2009 and 2010 WISKA was able to lay additional important foundations for corporate growth and investments for development contrary to the negative sentiment regarding the economy in 2009.

#### Completion by the end of 2010

Following the founding of WISKA India Pvt. Ltd. as a new sales office in India and the new office premises in Kaltenkirchen for product management and sales, WISKA was able to make additional investments for a new testing laboratory and a new, larger warehouse for injection moulding tools that will meet future security requirements. Both construction projects will be completed by the end of 2010 at the company's headquarters in Kaltenkirchen and will expand its current capacities for development, quality management

and production. An additional 76% of this year's investment will be used for more injection moulding machines and tools.

Thus, as a shipbuilding and industrial supplier, WISKA strengthens its offer particularly "from

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Construction of the new WISKA tool store

#### WELCOME TO WISKA POST!

A great deal is happening in 2010: The world economy shows first signs of recovery – the ship building crisis has passed its lowest point and even the industry appears to be investment-friendly again. WISKA has several good news regarding product development and an increase in capacity. You can read the most important news in the new edition of WISKA POST or you can contact us directly.

We look forward to hearing from you!

Ronald Hoppmann

General Manager of WISKA Hoppmann & Mulsow GmbH

#### SALES

##### WISKA UK celebrates its 10th anniversary

This year, the first WISKA overseas branch celebrates an anniversary that makes WISKA very proud.

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#### MARITIME E-INSTALLATION

##### Expanded product range

In 2010, WISKA again presents the latest product innovations in the area of maritime lighting solutions and CCTV at the SMM trade fair.

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#### CABLE GLANDS

##### New cable entries and junction boxes: Simple & Hygienic

Clix, HatGLAND and the COMBI 1210 show our current highlights relating to installation material.

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a single source": "We are proud to be able to offer a comprehensive service to our customers, ranging from construction and development to production and quality management. With all these competences that originally come from Hamburg and are concentrated at one location, we are the right contact for customer-specific solutions that are used worldwide.", says WISKA General Manager Ronald Hoppmann.

### Expansion of the workforce

In the first eight months of 2010, WISKA was able to welcome new employees in the area of construction, quality management, control and sales and expanded the number of apprentices with two additional young employees in August.



WISKA: World-wide presence – roots in Hamburg

## SALES



First product training at the new facility

WISKA UK supplies the new carrier "Queen Elizabeth" with SPRINT cable glands. This is a success that builds on the long-term cooperation with the Astute nuclear submarine project.

### The art of "feeling the market"

Matthias Haack, authorized representative and sales manager at WISKA, adds: "If it relates to installations according to the British Standard, with WISKA UK we are well versed in the art of "feeling the market" – this knowledge not only helps us in the UK, but also with new markets, as for instance India or the Middle East regions and, thus, are of great value to the entire company."

Just in time for the anniversary, WISKA UK moved into new and enhanced business premises and storage facilities in Cornwall. At the beginning of July there was still time left to celebrate the anniversary together with representatives of WISKA Germany and UK as well as loyal partners.

# WISKA UK CELEBRATES ITS 10TH ANNIVERSARY

## Growth in Great Britain

This year, the first WISKA foreign branch, WISKA UK Ltd., celebrates its 10th anniversary. An anniversary that makes WISKA very proud because only 10 years ago they were new to the market. The company was able to increase its annual turnover to more than two million pounds and became the second largest export market for WISKA cable glands and junction boxes. After 10 years, WISKA UK is now one of the leading suppliers in this segment in Great Britain.

"This success was made possible through the close cooperation with WISKA Germany and the remarkable on-site support. The continuing development of innovative products from Germany and the excellent service on site are the best foundation for our growth.", says WISKA UK General Manager Will Rich.

WISKA is particularly proud of one of this year's orders, which embellishes the anniversary:



Together we can reach far beyond



# INNOVATIVE PRODUCT NEWS

## Extended lighting programme in the focus

WISKA will present the latest product innovations in the field of maritime lighting solutions and CCTV camera surveillance at the SMM world trade fair for shipbuilding in 2010. The extended lighting programme is a main focus, by which WISKA is positioning themselves as a complete supplier for ship lighting with their new floodlights, multi-purpose luminaires and LED lighting. All products meet the high maritime quality requirements and will be continually developed in terms of energy efficiency and environmental friendliness. They are supplemented by the searchlight range with the typical WISKA octagonal stainless steel casing. A new searchlight with halogen bulb and a reflector diameter of merely 200 mm completes the size spectrum and also guarantees the usual easy maintenance.

The day signalling searchlight HML-ISO 35, with its ergonomic form, is particularly easy to use, for example by its comfortable aiming and signalling, the integrated SOS function and LED battery display. It electronically identifies the applied operating voltage and can be operated with 12V and 24V DC. Exchanging the halogen lamps and glass mirrors does not require any tools. The WISKA Suez Canal searchlight SKS 575 impresses with its 80% smaller design compared to its predecessor and has a reduced weight by 20% as well. When it is not being used, it is additionally protected by a protective cover on the front pane. It can be used on all ships, regardless of the ship's size.



Day signalling searchlight HML-ISO 35

### First explosion protected CCTV camera

In the field of explosion-proof products, WISKA is offering an explosion-proof CCTV camera for the first time. As with all CCTV products, the camera can be fully integrated with all components in the on-board network and will be ATEX approved shortly. The explosion-proof pan & tilt unit is also in preparation for market entry.

### Jointly controlled

WISKA offers another novelty with the searchlight/camera combination, which has already been successfully used on ships. This unit can be controlled over the CCTV system as well as the new remote control unit RCU200. The RCU already proved itself with smaller CCTV systems in the after-market business and is able to communicate with server-supported CCTV systems and searchlights. Speed adjustment, presets as well as scan mode are only a few of the comfortable bus-controlled functions that are particularly emphasized in the field of searchlights.



Explosion-proof CCTV camera

RCU200 remote control unit



Seawater-resistant multi-purpose luminaire



Suez Canal searchlight SKS 575

## PITAS

Since 2009 WISKA participates with its CCTV cameras and searchlights not least in the joint project "PITAS – piracy and terror defense on ocean-going vessels." The transnational project works on a modular system approach for the defense of terror and piracy attacks in international merchant shipping and unified – apart from WISKA – additional well-known project partners.

# NEW CABLE ENTRIES AND BOXES: PARTICULARLY EASY AND HYGIENIC

## CLIXX – Simply clip in, insert, done

The new CLIXX offers a simple cable entry through a membrane in addition to strain relief, which otherwise only a cable gland offers. CLIXX is clipped into the hole from the outside without any thread and saves up to 80% of the regular installation time. Particularly for hard-to-reach places and design fields of application, CLIXX is ideal with its space-saving and inconspicuous form. This applies particularly to the lighting and building services engineering, switching gear construction and solar energy.

The in-house Hygienic Design cable gland HatGLAND follows the high demands, for instance of the food and chemical industry as well as medical technology for the cleaning of components in plant construction. HatGLAND ensures clean draining of fluids and respec-

tively prevents dirt particles from accumulating, grooves and recesses with its 25% slope construction form and a gap-free sealing concept.

The product innovations are completed with the new and most spacious junction box COMBI 1210 that enables WISKA to attractively expand its assortment of junction boxes. With ten M20 entries and integral thread as well as membrane, the box simplifies cable installation and even makes an enlargement to M25 with a knock-out possible.

The expanded interior offers ideal installation conditions and the varied configurations of fixing holes enable additionally an easy installation of clamps and components.

## Certification

All cable glands of the WISKA SPRINT system were only recently entirely certified through the UL ([www.ul.com](http://www.ul.com)). With this new approval, all SPRINT cable glands can thus also be used on the American market.



CLIXX – Cable entry with strain relief



COMBI 1210 with ten M20/M25 thread and membrane entries



HatGLAND – Hygienic Design

## International trade fairs 2010/11

07.09. – 10.09.

SMM, Hamburg

26.10. – 29.10

Matelec, Madrid

23.11. – 25.11.

SPS/IPC/DRIVES, Nuremberg

30.11. – 03.12.

OSEA, Singapore

04.04. – 08.04

Hannover Messe, Hanover



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Germany  
[www.wiska.de](http://www.wiska.de)

### Responsible for the content (i.S.d.P.)

Anja Lange

### Design

Headquarters Hamburg GmbH  
[info@hqhh.de](mailto:info@hqhh.de)  
[www.headquarters-hamburg.de](http://www.headquarters-hamburg.de)

### Print

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