

ATEX CLASSIFICATION for pumps and motors

As from 1 February 2013, Sunfab can offer ATEX classification of its standard ranges of pumps (SCP) and motors (SCM). The products satisfy the requirements defined in accordance with ATEX Directive 94/9/EC on non-electrical equipment.

ATEX is an EU directive that deals with equipment in environments where there is a risk of potentially explosive compounds. ATEX is an abbreviation of the French name of the directive, Appareils destinés à être utilisés en ATmosphères EXplosibles. In accordance with ATEX, an investigation is conducted into the risk that the pump or motor constitutes a source of ignition in a potentially explosive environment.

High protection level

"ATEX differentiates between whether the equipment is to be used in a mine/quarry (group I) or in another explosive environment, e.g. oil platforms and filling stations (Group II)," explains Erika Berg, Design & quality manager at Sunfab. "Each group then contains various categories that specify the level of safety. Sunfab's standard ranges of pumps and motors have been classified with a high protection level in both Groups I and II. The products have a high protection level in environments containing potentially explosive gas and dust," concludes Erika Berg.

When placing an order, the customer specifies whether they want to buy an ATEX-classified pump or motor. The product will then be delivered labelled with ATEX classification and with an ATEX certificate attached.

CE Ex I M2 II 2GD c T4

The products' ATEX classification.



Lab test for temperature classification of pump and motor.



Erika Berg, Design & Quality Manager at Sunfab.

WORDS FROM CEO



Mats Sundin, CEO

As you're no doubt already aware, our former CEO Lars Mörk has left the company to move on to new challenges. This means that once more I'm stepping into the position of CEO at Sunfab Hydraulics AB.

A detailed summary of 2012 would be very wide-ranging, but it can be described briefly as an eventful year with a number of urgent matters that had to be dealt with.

One serious event was when Werner Westhoff, a dear colleague of mine and of many of you, passed away all too early. This resulted in a number of organisational changes in our German subsidiary. Not only did I take over the role of MD, but in December Werner's son, André Westhoff, decided to leave the company. We're working intensively to attract new resources with technical competence to the company.

The recruitment process is going very well, which means that we'll soon be securing replacements for the lost resources. This will enable us to continue to develop sales of our technical products from Sunfab Hydraulik GmbH, which is one of the most influential subsidiaries in the Sunfab Group.

EXTENDED RANGE of motors with speed sensors

In the course of the year, Sunfab will extend its range of motors with speed sensors. The new speed sensor was introduced just over a year ago to a very positive reception.

"So far it's mainly been customers in the German market who've been asking for our motors to have speed sensors," explains Anders Norberg, Sunfab, project manager for the speed sensor. "But we're seeing a constant rise in demand. For example, we had an enquiry from Poland where a customer needs to control the speed of the motor on a winch application. In this case the solution will be an M2 motor (cartridge) when it's launched later this year.

"I'm absolutely convinced that we'll be increasing sales of motors with speed sensors as we extend the range. The speed sensor is also now available in two versions, PNP and NPN, depending on how the customer wants to interpret the signal," concludes Anders Norberg.



Sunfab motor with revolution sensor.

Range of motors with speed sensors

Present

SAE B 12-34 cc
ISO 12-64 cc
SAE C 25-108 cc
DIN 12-130 cc

March 2013

SAE D 84-130 cc
ISO 84-130 cc

End of 2013

M2 25-108 cc
(Available as a prototype
if you wish to make a feasibility study.)

FACTS

Sunfab's new speed sensor is a two channel differential hall effect sensor, PNP and NPN.

The sensor has two frequency outputs, both of which produce signals in the form of square-wave, phased $\sim 90^\circ$. It can be used at high temperatures. As the sensor operates using two channels, the direction of rotation can be defined. The number of pulses is 30/revolution, regardless of displacement. Motors that are prepared for speed sensors can easily be fitted with a sensor at a later date.

Another serious matter is of course the drop in order input during 2012, which is also affecting so many others besides ourselves. Taking action to cut costs, involving measures such as redundancies, is always tough, but I see it as a strength that we can move quickly to improve conditions and continue our implementation of Sunfab's vision. We shall grow by creating satisfied customers every day.

It is pleasing that the order input trend once more headed in a positive direction in the final quarter of 2012. Despite these difficult times, we have continued purposefully with the implementation of and investments in our product development projects. We will be reporting back later with information on a number of successful projects.

My personal challenge is to guide the company towards achieving Sunfab's vision, which means that within the Sunfab Group we must work together towards our common objective. We shall grow by creating satisfied customers every day.

I wish you all the best for the New Year.

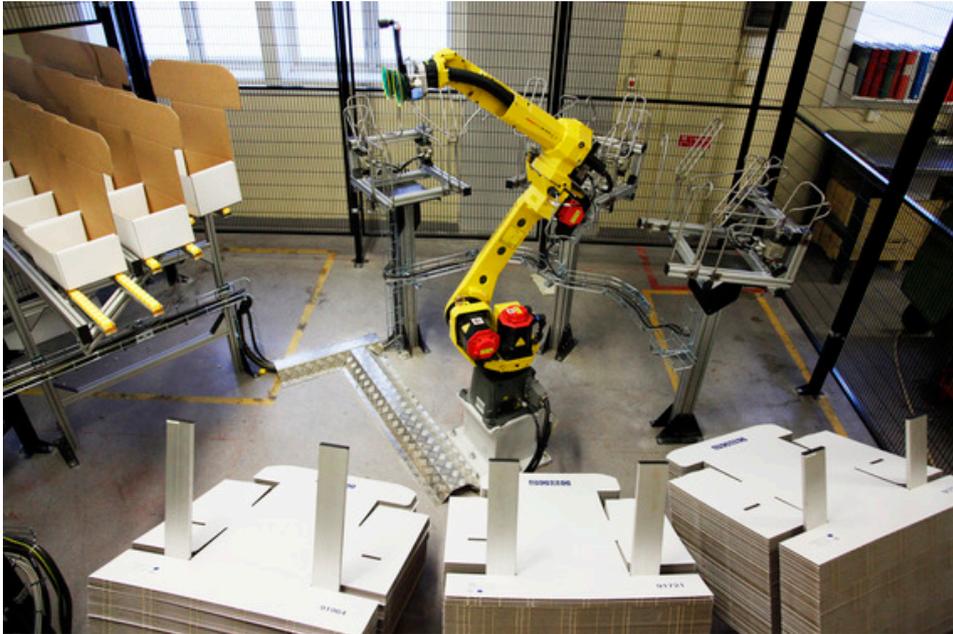
Best regards,
Mats Sundin

NOTIFICATIONS

New registrations of commercial vehicles, within the EU

Commercial vehicle registrations: -12.4% during 2012; -23.4% in December
Demand for new commercial vehicles continued to fall in December in all major markets in Europe, and the total number of new registrations was 125,825 units. Demand reached its lowest level since October 2009. If you want to study the whole report, read more [here](#):

NEW PACKAGING ROBOT



Sunfab has created its own unique solution for folding boxes. The job's now being done by a robot.

"The project started when we received an internal deviation report from one of our subsidiaries, saying that the packaging had certain faults and could sometimes come apart," explains Peter Backström, Production Engineer at Sunfab. "We tried re-designing the packaging and also tried a number of different suppliers. But the results were never as good as we'd hoped.

"Following a detailed evaluation, we decided instead to focus on our very own solution to the problem," explains Peter. "Namely, to invest in our own box-folding machine. Although it's not really a machine, it's actually a robot that folds the boxes with the aid of specially designed jigs. The solution was customised by Artech AB based entirely on our own specifications," explains Peter enthusiastically. "The robot lifts up the box, and using the jigs it then folds the sides and base of the box together. The robot then lifts it onto the right conveyor, depending on its size."

A cheap solution

"As we don't get through such large volumes of boxes, the robot was a much cheaper solution than a box-folding machine," continues Peter. "The advantages of the robot solution are that we can now use a thicker carton and double-fold it in the places where the packaging has the heaviest loading, and it's also an investment in the working environment as we're taking out a monotonous task.

"The robot can fold three different kinds of boxes and the maximum capacity is two boxes per minute. There's a sensor on the box conveyor that sends a signal to the robot to produce a new box as soon as one's been removed from the conveyor. If large volumes of one box size are needed, all it takes is a few presses of a button to change production to manufacture one model only. We've been running the robot since calendar week 51, and so far it's exceeded all expectations," concludes a satisfied Peter Backström.



Peter Backström, Production Engineer at Sunfab, is delighted with the new solution.

Extended product range

During 2012 Sunfab extended its product range in the form of an extended range of accessories as well as more models within its ranges of pumps and motors. For further information, take a look at the [data sheets](#) or contact us at Sunfab.

Sound levels

The sound levels of Sunfab's pumps and motors are now measured and available. Contact our [engineers](#) for further information.

Shelf lives of our range of motors

The minimum expected shelf lives of our range of motors have been calculated on the basis of the L10 model. Contact our [engineers](#) for further information.

Updated product sheets

During 2012 the product sheets for Sunfab's motors were updated with a new code key as well as general instructions, which include the maximum permitted axle load. Contact our [engineers](#) for further information.

PERSONNEL NEWS



We'd like to take this opportunity to welcome **Lars Häggroth** to Sunfab as new Pump Manager.

Lars returns to Sunfab after a few years with other companies, most recently Voith Turbo Safeset. He'll be able to contribute plenty of experience and a broad international network. He takes up his position **on 1 February**.