

DIRAK[®]

MAGAZINE

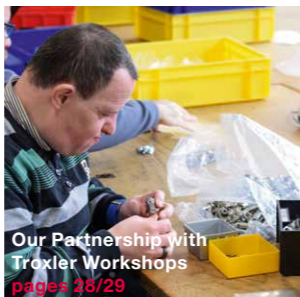
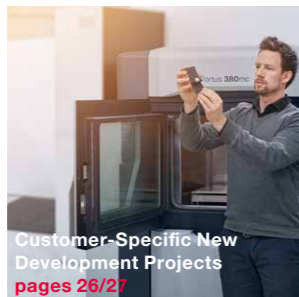
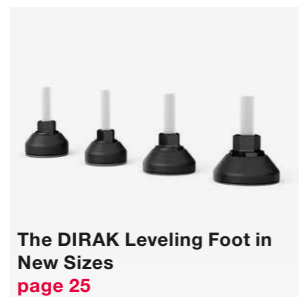
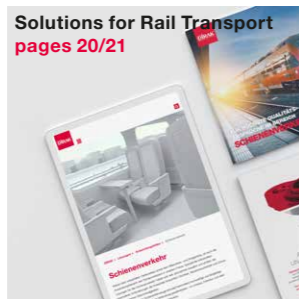
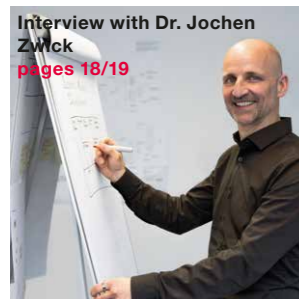
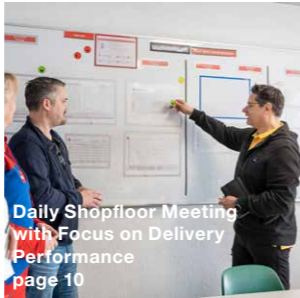
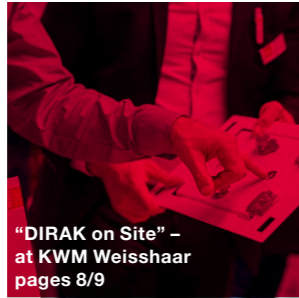
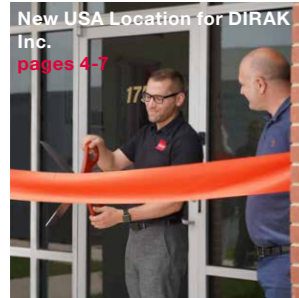
SPRING/SUMMER 23

New Location in Italy

Concentrated Solution Competence

Rail Transport Applications





Dear readers,

in this issue we give you some insight into our expertise in solutions and development. Along the way, we introduce you to Dr. Jochen Zwick, Head of Research & Development in an interview and report on our strength and approach to customer-specific solutions. In addition, we again bring you many news items from the DIRAK world – among them our new national subsidiary in Italy, the move of DIRAK Inc. USA as well as our cooperation with Troxler Workshops.

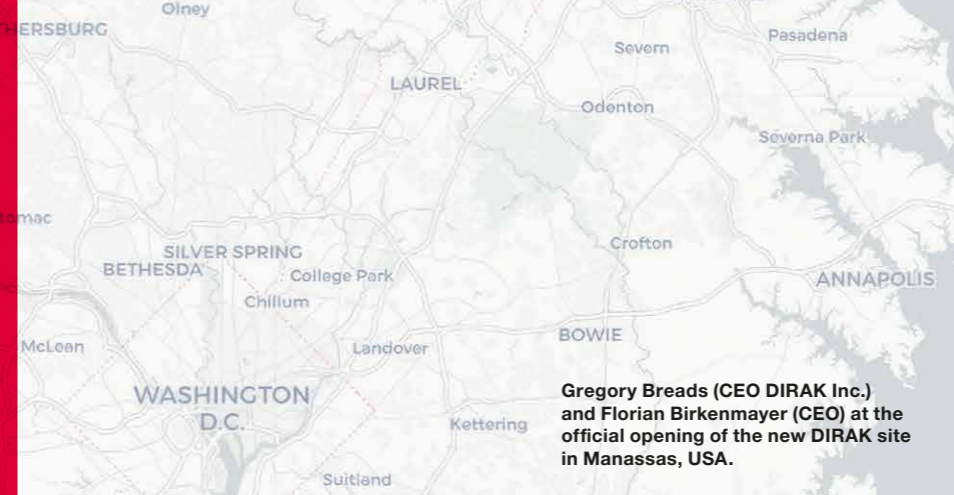
I wish you very enjoyable reading!

Kind regards
Florian Birkenmayer, CEO



You can also follow DIRAK on:
 @dirak-gmbh
 @dirakglobal5800

DIRAK Inc. – More Storage Capacity After Move to Manassas



Gregory Breads (CEO DIRAK Inc.) and Florian Birkenmayer (CEO) at the official opening of the new DIRAK site in Manassas, USA.

DIRAK Inc. has been at home in a new location since June 2022. Gregory Maurice, Operations Manager for two years, joined DIRAK Inc. in the United States in 2016. In an interview, he talks about the reasons why DIRAK Inc. took the step to relocate from Sterling to Manassas, about 20 miles away.



What was the reason for the move from Sterling to Manassas?

We outgrew our warehouse and needed a location with more storage space. Fittingly, the lease for the previous facility had expired, and we took this opportunity to reduce our cost per space by moving to a less expensive area.

What makes your new location stand out?

This is a brand new facility designed and built specifically for DIRAK Inc. We now have an open office concept and much more space for assembly and storage work.

How has this improved your processes?

Better organization of incoming, stored and outgoing parts: Incoming goods can be posted and stored more quickly, enabling us to ensure greater adherence to delivery schedules and completion of assembly orders.

What are your goals for this year?

We want to continue to build momentum and further optimize processes through better analysis and proactive planning of operational activities. Furthermore, we will introduce cyclical inventory.

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A Year in the USA: An Interview with Tobias Voshage



Tobias Voshage completed his training as an industrial management assistant at DIRAK GmbH and then worked in purchasing. Now he has moved to the USA for a year to support our Manassas location and get to know everyday American life.

At the end of January, you moved to Manassas for a year. How were your first few weeks at Manassas?

My first weeks here were great! I've already done a lot of things like rent an apartment and obtain a social security number. DIRAK people are very nice and help me no matter what it is.

What do you like most about the "American way of life"?

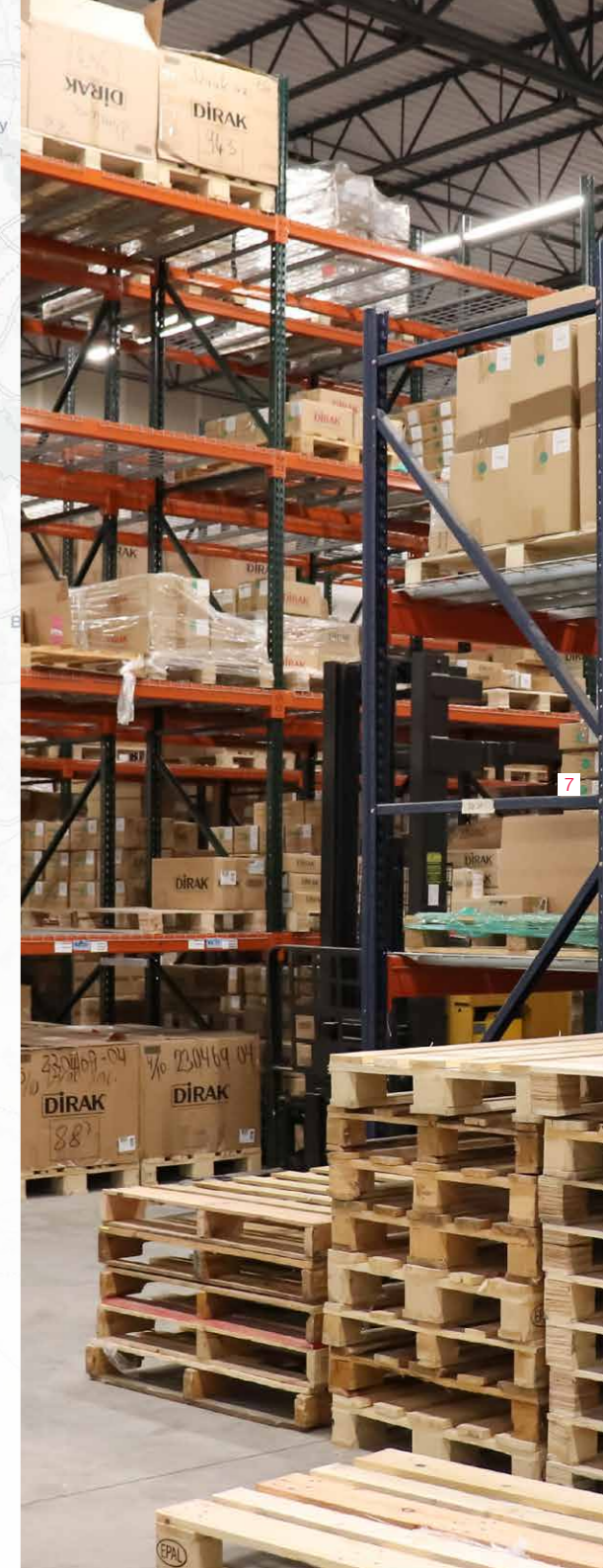
To be honest, I like the fast food and all the different sweet drinks here the most!

What are your tasks?

My tasks here are first to get settled in Manassas and in my new apartment. Specifically at Dirak Inc., my job is to understand the processes in place and try to help where I can.

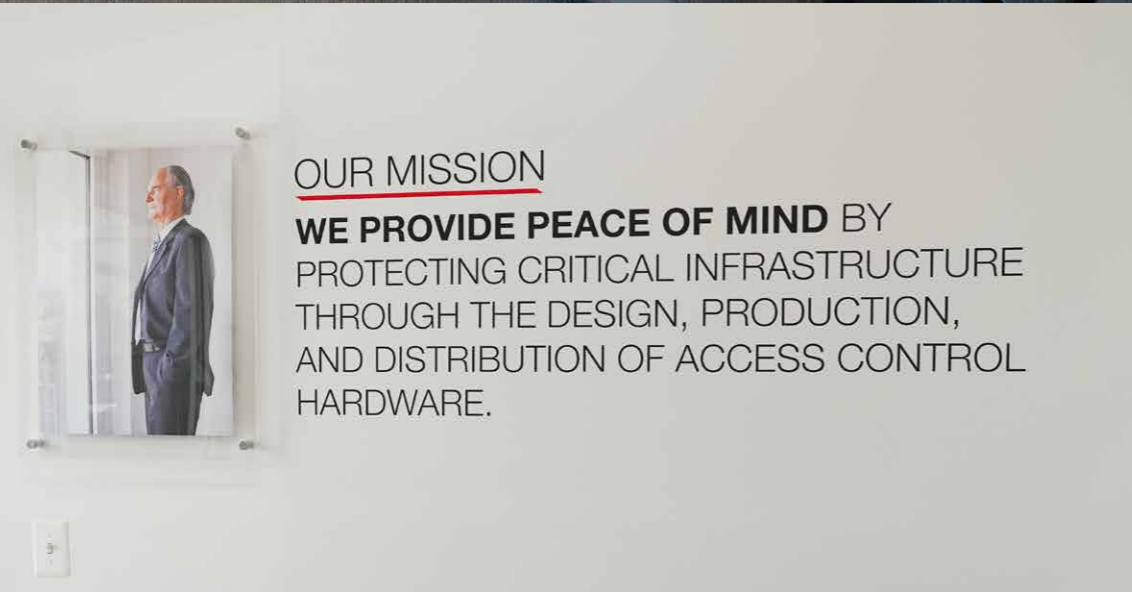
What are your goals for your time at DIRAK Inc.?

My goals are to build new supply chains with different suppliers. To do this, we will compare various offers from different providers and select the best option for our location in the USA. ■



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OUR MISSION

WE PROVIDE PEACE OF MIND BY PROTECTING CRITICAL INFRASTRUCTURE THROUGH THE DESIGN, PRODUCTION, AND DISTRIBUTION OF ACCESS CONTROL HARDWARE.

DIRAK at KWM Weisshaar:

Joint Exchange about Solutions and Products

Trade fairs are ideal for presenting new products and meeting customers in person. Therefore, for maximum convenience, we organize "DIRAK on site," a fair held directly at the customer's premises. This eliminates travel costs, workflow is not interrupted, and all of a customer's employees can attend the event. At the end of March, our experts Rainer Niggemann, Mario Sauerbier, Matthias Westbrock and Andreas Preuße visited our customer KWM Weisshaar, a specialist in metal and sheet metal processing.

The focus was on joint exchange

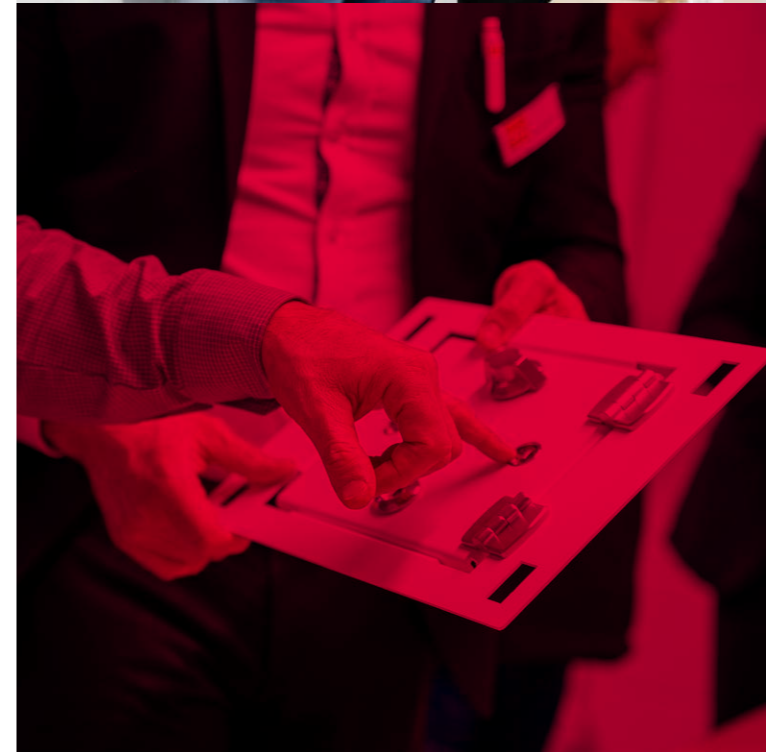
The interest in DIRAK on site at KWM Weisshaar was great across all departments, from purchasing, development, and quality to assembly and management assistance. During the course of the day, many of the customer's employees stopped by our stand to learn about especially relevant products from our catalog. This includes a broad cross-section of solutions as well as a focus on latch, hinge and fastening technology for rail transport. Andreas Preuße was able to contribute his expertise optimally in this latter area and explain important details about our product range to KWM employees.

Problem solving directly on site

The importance of a direct exchange between experts is illustrated by an example from KWM design. A certain locking system was used for a control cabinet. The problem: This system did not meet fire safety specifications. As a solution, we were able to recommend a stainless steel rod latch that met the needed requirements.

Close contact with customers as the basis for more success – a success story with KWM Weisshaar

The close exchange with KWM lays the foundation for successful projects, even when the demands are sometimes particularly high. A control cabinet in the driver's cab of a regional train, for example, presented KWM designers with a major challenge. Due to lack of space in the door depth, it was difficult to install a multi-point latch. DIRAK therefore assisted in the design and implementation so that EMC and



sealing could be achieved using a 4-point latch and the contact pressure was distributed evenly over the door seal.

Our customer's conclusion was clear: "DIRAK on site at KWM was impressive across the board. So much so that the event will now be repeated every two years. We are very pleased about this and hope that in the future we will be able to continue to live up to our claim of being a development consultant for our customers in the field of connection and latching technology," says Jörg Weisshaar, Managing Director at KWM Weisshaar.

You can also follow DIRAK on:



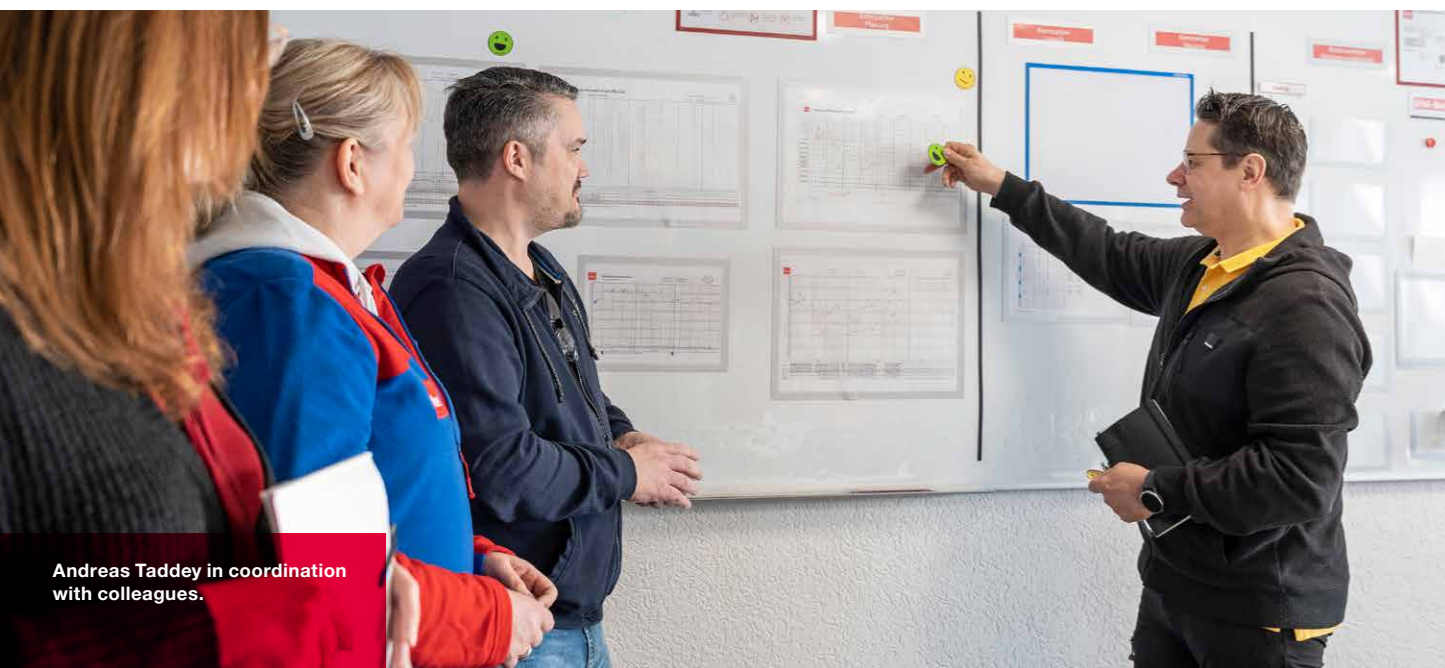
@dirak-gmbh

@dirakglobal5800

Daily Shopfloor Meeting with Focus on Delivery Performance

Good delivery performance is the key to satisfying our customers. But nowhere does everything always run smoothly. To ensure our delivery performance and to identify and solve challenges at an early stage, we meet at the Sprockhövel plant every morning at 8:45 for a shopfloor meeting. The main topics change from day to day so that all areas of the site are viewed from a helicopter perspective. These include production control, purchasing, logistics, work preparation and maintenance as well as quality assurance. Together with the various teams, Andreas Taddey, Head of Production and Logistics, portrays the current situation within the 15-minute meetings and thus gains insight into

current key figures on delivery performance, backlogs, the capacity utilization of the plant as well as the output of the shipping department. The teams can also submit current topics at any time. Andreas Taddey concludes: "Since we introduced this form of meeting, challenges can be identified much more quickly. This allows us to react promptly and ensure the best possible performance across all areas." A substitute arrangement has been created for all participants, so that there is a continuous flow of information and a daily helicopter view.



Andreas Taddey in coordination with colleagues.

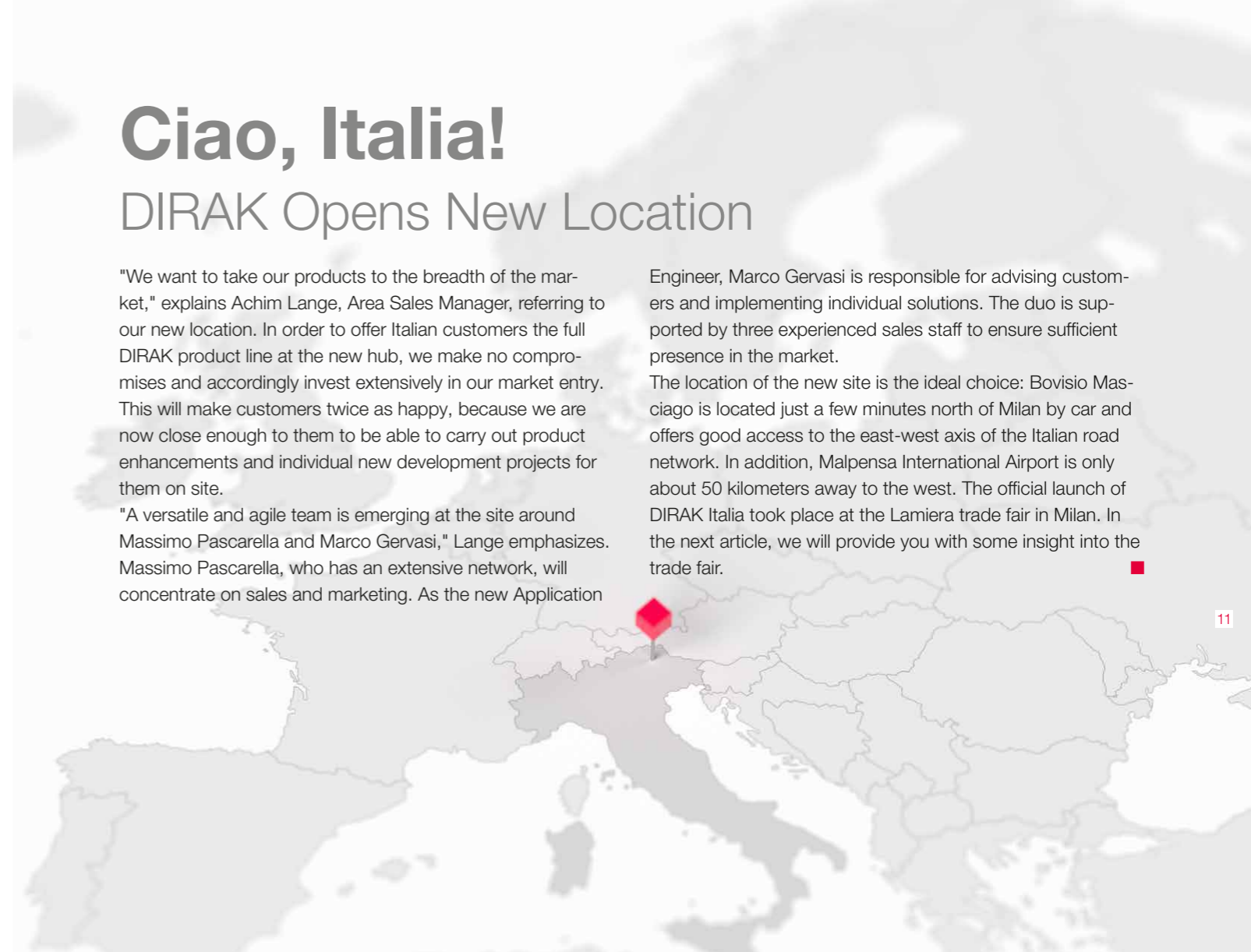
Ciao, Italia! DIRAK Opens New Location

"We want to take our products to the breadth of the market," explains Achim Lange, Area Sales Manager, referring to our new location. In order to offer Italian customers the full DIRAK product line at the new hub, we make no compromises and accordingly invest extensively in our market entry. This will make customers twice as happy, because we are now close enough to them to be able to carry out product enhancements and individual new development projects for them on site.

"A versatile and agile team is emerging at the site around Massimo Pascarella and Marco Gervasi," Lange emphasizes. Massimo Pascarella, who has an extensive network, will concentrate on sales and marketing. As the new Application

Engineer, Marco Gervasi is responsible for advising customers and implementing individual solutions. The duo is supported by three experienced sales staff to ensure sufficient presence in the market.

The location of the new site is the ideal choice: Bovisio Masciago is located just a few minutes north of Milan by car and offers good access to the east-west axis of the Italian road network. In addition, Malpensa International Airport is only about 50 kilometers away to the west. The official launch of DIRAK Italia took place at the Lamiera trade fair in Milan. In the next article, we will provide you with some insight into the trade fair.



Parlare e Mangiare - Our First Own Trade Fair Appearance in Italy

Just founded and already at Lamiera - that's what DIRAK Italia did, using the fair as the announcement and launch of our new national subsidiary. From May 10 to 13, the who's who of the Italian sheet metal processing industry met in Milan.

Our team, including Massimo Pascarella, Country Manager, as well as Marco Gervasi, Application Engineer, did not miss the opportunity to deepen already existing customer relationships and establish new contacts with our trade fair presence. In addition to an overview of our standard product range, visitors were also given a multimedia insight into our solution expertise in various fields of application. Away from the trade fair, our teams from Germany and Italy used the time together in Milan to get to



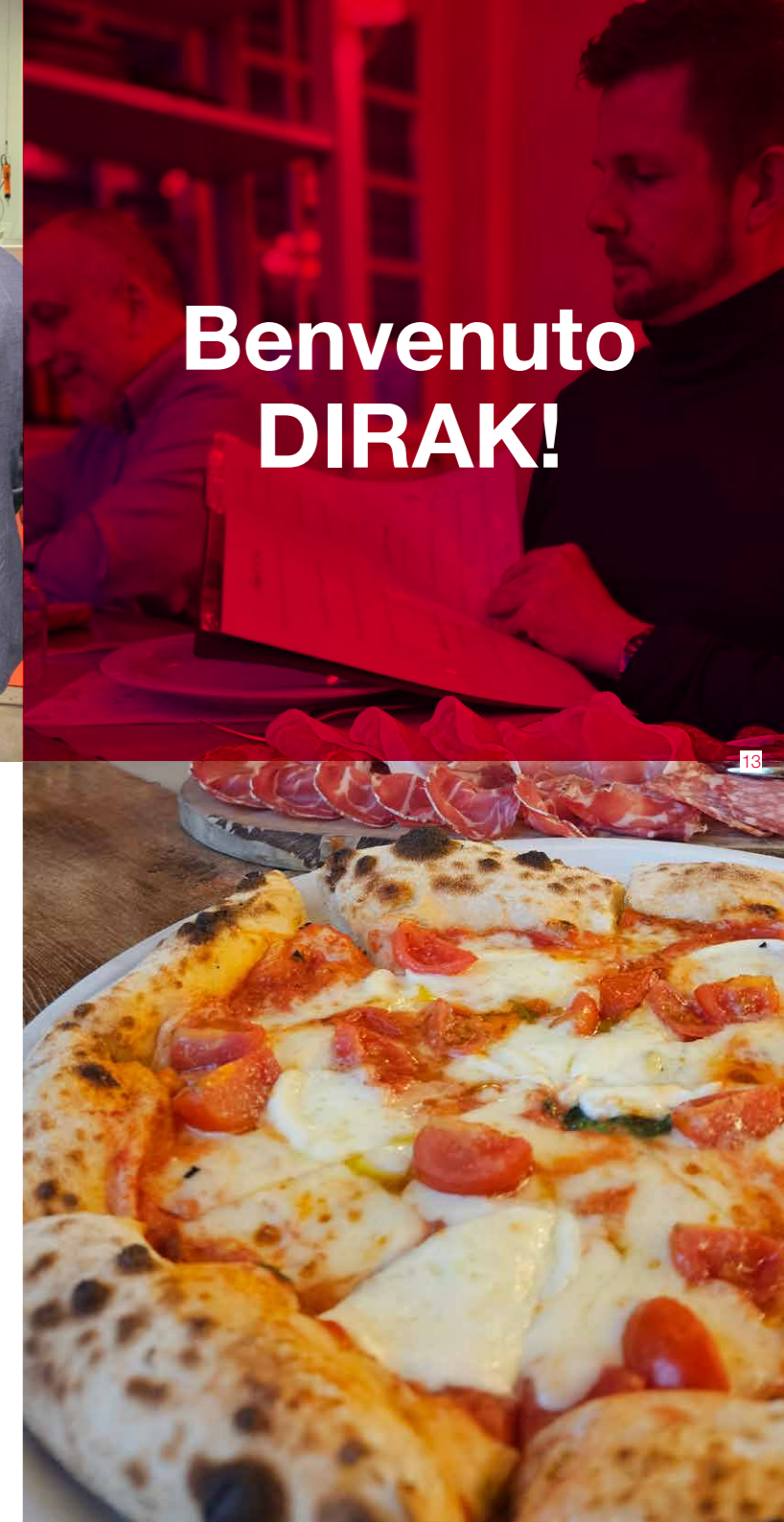
know each other better and celebrated the founding and launch of the new location with good Italian food and a few espressos.

Massimo Pascarella was visibly pleased with the successful trade fair days after the event: "Our stand was visited steadily and we were able to present DIRAK very well with all our competences and solutions, making a first big step in the Italian market." ■

Photo from left: Lorenzo Armati, Massimo Pascarella, Sebastian Koch, Marco Gervasi, Marco Baghin, Mario Sauerbier



Benvenuto DIRAK!



DIRAK on Tour

Our trade fair calendar is well filled again this year in Germany and Poland as well. At the beginning of March, we participated in the intec trade fair in Leipzig, thus cultivating customer contact primarily with regional customers. But new faces could also be seen at our stand and we were able to win some new customers and prospective customers. The discussions were of high quality and intensive on both sides. Rainer Niggemann, Head of Sales for Germany, Austria and Switzerland, reports: "We were again able to have a good exchange of ideas within the industry and establish the DIRAK brand even more strongly on the market. Our product solutions met with lively interest – this time especially our quarter-turns."

Preparations for the fall trade shows are already in full swing. Our Polish subsidiary will again exhibit at ENERGETAB in Bielsko-Biala and, for the first time, at TRAKO in Gdansk. As usual, DIRAK GmbH will be represented at the beginning of November with a 75 m² stand at Blechexpo in Stuttgart. Please feel free to come by – we look forward to seeing you!



Trade Shows in 2023

Germany
Blechexpo, Stuttgart
Nov. 07 – 10, 2023

Poland
ENERGETAB, Bielsko-Biala
Sept. 12 – 14, 2023

TRAKO, Gdansk
Sept. 19 – 22, 2023

Always an Eye Catcher

The New 2023 Advertising Campaign

Our understanding of our customers' requirements is second to none, and we do everything we can to find the perfect solution – whether from our extensive standard product range or in a customer-specific project. DIRAK's latest ad campaign perfectly encapsulates this commitment: We will invent exactly what you need. We are convinced that you will measure us by our word, and we are ready to meet this challenge. From start to finish, we will take care of your needs and make sure you get the best possible solution.



What Does the Research & Development Department Actually Do?



Dr. Jochen Zwick shows us his desk and gives us a glimpse of his daily routine. He heads the Research & Development department and joined DIRAK last year.



Smartphone

The business cell phone is an essential part of everyday life. It enables communication both internally and externally, for example with universities and agencies.

Cube

"Solving problems with methodology" is a recipe for success for the department head. It works not only with Rubik's Cube, but also in everyday work.

Papa Smurf

A small gift from the family, so that even in turbulent office life, it is not completely forgotten.

Headphones

They are used every day – especially to take part in meetings in our increasingly digitized working world, or sometimes to listen to music for better concentration.

Coffee cup

For Jochen Zwick, nothing works without coffee, because for him the hot beverage is virtually an elixir of survival. He enjoys a wide variety in terms of taste – the cup here contains a variety from Honduras.

Scientific publication

Development is also always based on sound knowledge. Therefore, the mechanical engineer, who holds a doctorate, informs himself about the current state of research and technology based on relevant publications.

Stage-gate process

We use the stage-gate method to represent the different development phases and manage development risk. This presentation describes the concrete cooperation with product and patent management.

Business Model Generation

The "bible" on business model development is an important reference book on the subject of innovation and development, which is always at hand for inspiration.

Pencil

Pencil and notepad are always ready for spontaneous ideas and notes. For Jochen Zwick, writing and sketching with a pencil is more flexible than with a ballpoint pen.

Laptop

Whether for a flexible work location or simply as an additional monitor at his own desk for e-mails and calendar – a laptop is an indispensable element here.

Keeping an Eye on Innovation Potential: Dr. Jochen Zwick Introduces Himself

Dr. Jochen Zwick has been a member of the DIRAK family for a year and heads the Research & Development department. In this interview, he talks about his tasks and goals and reports on why innovations are so crucial.

Why did you choose DIRAK?

Because it felt right! Three aspects played an important role for me: I was looking for an exciting challenge, a real creative opportunity and an open, respectful and collegial working atmosphere. While getting to know each other, DIRAK's interest in me as a person became particularly clear. This is an expression of a positive and appreciative corporate culture. In addition, DIRAK is currently in a very exciting situation, which at the same time brings challenges and creative leeway.

What are your main tasks?

My main task is to create general conditions so that DIRAK can maximize its innovation potential with its customers and business partners. The prerequisites and necessary success factors are manifold. For example, product optimization and new development must be brought into balance as fields of action.

This is about doing the right thing and doing it right. In our core business, we already fulfill these two aspects very well. Improvements and adjustments usually have to be made there due to changed conditions or customer requirements.

Since the existing product serves as a basis, we can work with established processes and minimize risks to a large extent. For new solutions, we have to deal with greater development risks and obtain customer feedback more frequently. So the question of whether we are doing the right thing and whether we are doing it right must be answered differently.

Our innovation strategy, technology scouting and the operational management of day-to-day business or knowledge management are also part of my area of responsibility.

How was your first year at DIRAK?

Oh, have I been at this for a year? That was fast! Actually, on the one hand, it went by really fast, but on the other hand, a lot happened in that time. Getting started at DIRAK was uncomplicated and I was lucky to be accepted into a very competent and experienced team. I got to know many colleagues from the different business units in an atmosphere of great openness, helpfulness and expertise. Thanks to our competent product management, I am now in the know when it comes to a compression quarter-turn, the 1333 wrench, or a C cutout. By working closely with my colleagues in assembly, I was able to get to know our products from a very insightful perspective. In addition, thanks to our experienced sales colleagues, through trade show visits and direct contact with our customers, I have developed an understanding of their needs.



As Head of Research & Development, you develop and improve our product solutions on a daily basis. What particularly fascinates you about our products?

If you look at how diverse the customer- and application-specific requirements for our products are and in which areas of daily life they are used, this is already extraordinary. In addition, there is an ingenuity of many DIRAK products, which often lies in the simplicity of the solution and is usually only revealed at second glance. We draw on a wealth of technical expertise during development. In order to act efficiently and effectively, we use modern technical tools and methods including implementation with competent partners. As a result, the range of technical solution options is enormous.

You deal with the topics of innovation and exploration. What are your goals in this regard at DIRAK?

Without innovation, a company cannot survive in a free market economy, and in a high-wage country like Germany, the pressure to innovate is particularly great. The overarching goal is thus to further strengthen and expand innovative power at DIRAK. It is important to note that small innovations and large innovative steps have very different requirements and require a correspondingly different approach. This includes general conditions such as processes and methods, the organizational structure, collaboration with internal and external partners, and a culture of communication and innovation.



Trendsetting.

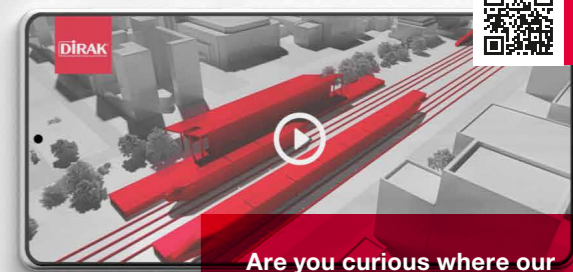
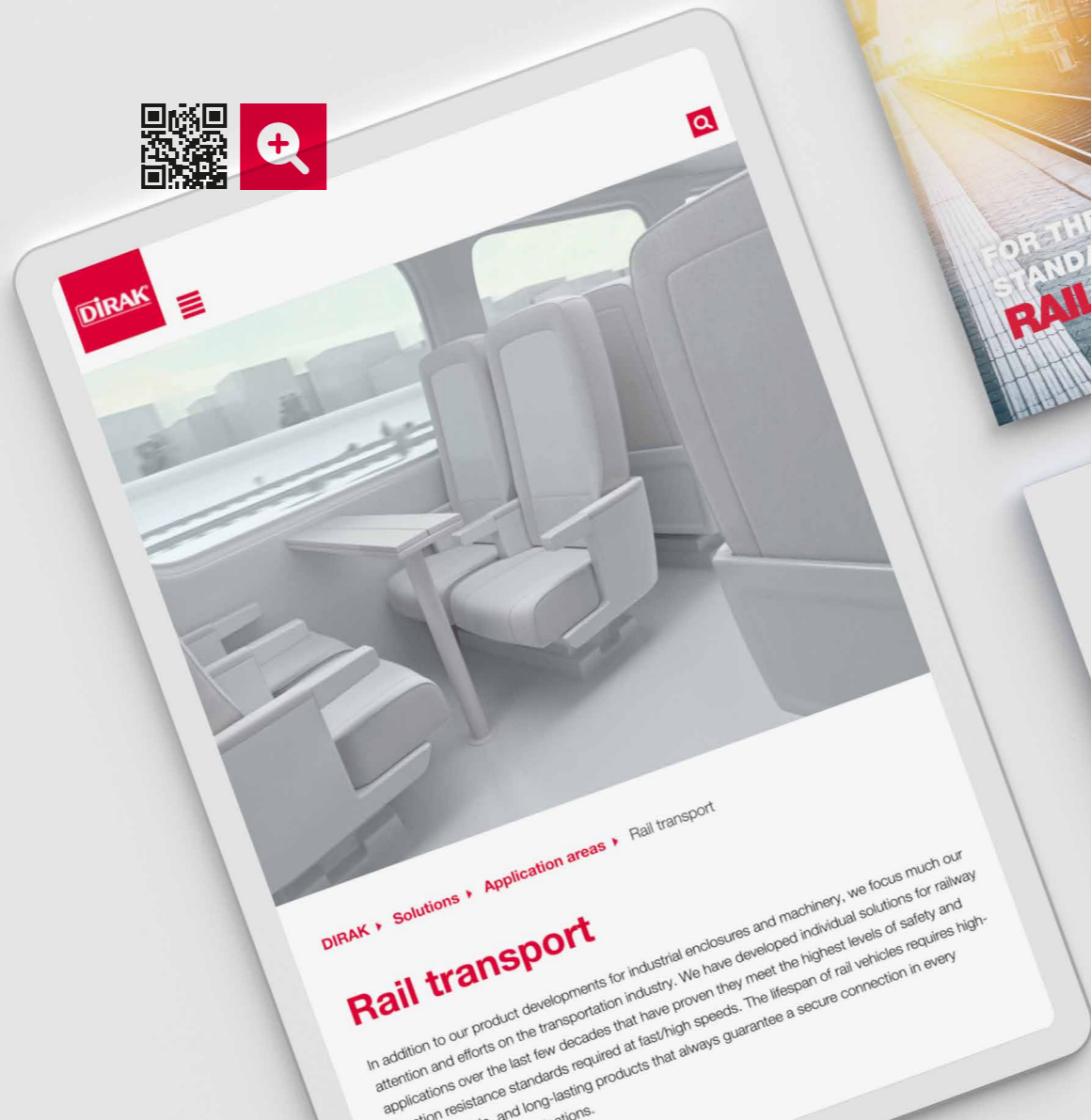
30 Years of Rail Transport Solutions.

Custom solutions for rail transport have been tried and tested for decades. They meet special application requirements in terms of impermeability, vibration resistance and protection, even at high speeds.

The service life of rail vehicles calls for particularly high-quality and durable products that ensure a consistently secure connection – in the interior, exterior and in all applications of the rail transport infrastructure. The important factors here are visibility, weather resistance, compression, and vibration and shock resistance.

The focus brochure "Rail Transport" provides detailed information on the benefits of DIRAK developments for this sector.

For further information, pictures and videos, the new landing page that has recently become available clearly presents all the important information.



Are you curious where our solutions can be used in rail transport? Then dive into the DIRAK world here.



Fireproof video evidence

The most common causes of fire in rail vehicles are intentional or negligent arson and defects in the electrical systems.

A test scenario was developed especially for this emergency, which divides the products into various applications and fire protection classes and thus exposes them to temperatures of up to 1000°C for different lengths of time.

Some of our products have been subjected to this test. They meet the requirements of classification E60 (equivalent to 60 minutes at up to 1000° C) – with certificate. Experience here in the video how our products were tested according to DIN EN 45545-3.

Secure Connection with a "SNAP"

Thanks to our patented DIRAK-SNAP-Technology (DST), we are able to produce connections of the highest strength that can compete with conventional bolted connections. The special feature of DST is that it is completely tool-less and extremely easy to install – even in hard-to-reach places.

The application possibilities for DST products are almost unlimited. Over 700 of our products from different application areas are available with DST. Here are some examples:



 1-041.06DST

This one-piece **DST fastener** is vibration and seismic-proof. It is connected by simply snapping it in by hand. It meets the requirements of Machinery Directive 2006/42EC and is captive. It can be disassembled with a screwdriver.



 4-260DST

This **DST hinge** for interior doors features patented manual DST assembly. For this purpose, it can be opened at an angle of 180°. Additionally, the hinge has been tested to be seismic-proof according to GR-63-CORE, Issue 4.



 6-1600DST

The **DST handle-tube** can be used in variable tube lengths. It features tool-less installation with a precise and tight fit. The robust tube ensures safe and firm access, is insensitive to dirt and is easy to clean.



 2-077DST

The **DST swinghandle RS PrC** can be snapped into the cutout by hand. Thanks to the rotating base, it can be used on the right and left. The swinghandle is protected to IP65 and tested according to DIN EN 60529 and is also vibration-proof.



A Look at ... Training in the Training Center

I have a large number of product samples at my disposal in our in-house training center for both national and international training. We show over **2500 products** on acrylic displays, sliding walls, metal panels, in sample cabinets and so on to make the experience as vivid as possible for the training participants.



Udo Platz has been a product trainer at DIRAK since the beginning of 2023 and is responsible for our training courses.



The DIRAK leveling foot in new sizes

An Efficient Addition

Due to numerous customer requests, we have developed new sizes for the DIRAK leveling feet of the 6-009 product system, which are based on the 6-008 leveling foot. These leveling feet fit screw sizes M10, M12, M16 and M20, thus offering our customers more application options. You can also define the H dimension yourself by using a DIN 933 / ISO 4017 hexagon head screw. This makes the leveling feet very flexible. ■



Go to product page DIRAK
Leveling foot M10/M12/M16/M20

➔ 6-009

Concentrated Solution Competence

Every Second Product is a
Customer-Specific New Development



Our figures speak for
themselves:

- Over 5000 catalog products
- Over 400 patents – and counting!
- Over 30 years of development competence

The international market for latch, hinge and fastening technology is under pressure. Customers' expectations regarding innovation potential and fast response times are rising. To meet these requirements, DIRAK combines the best of both worlds: We are large enough to operate globally, but have preserved our agile processes. This allows us to focus on what we do best: efficient and customized product development for our customers.

Focus on customer requirements

Material, function and design – each customer requirement brings with it a multitude of individual parameters. Therefore, these parameters must first be analyzed in order to develop a suitable solution. To do this, we contribute many years of experience in development as well as extensive industry knowledge, because many applications are subject to their own, very specific guidelines and legislative requirements.

Agile product development

To ensure that we respond as agilely as possible to individual customer requests, our fourteen-strong engineering team, with Dr. Jochen Zwick as the new Head of Research and Development, thinks through and designs our products on a modular basis. We can combine certain components as needed or replace them with newly developed ones, like building blocks. This allows us to develop flexibly and quickly without sacrificing precision. In addition, our design team increasingly draws on global resources and offers our customers significant innovation potential thanks to this international orientation.

Innovation is part of the routine for us

We are not satisfied with good solutions – we want more. That is why innovation has a long tradition with us. Thanks to this culture of innovation, we know how to carry out pioneering projects for an efficient workflow. In this way, we draw on established structures in the relevant area and thus minimize the development risk. We regularly obtain customer feedback in this context to ensure that the planned solution is precisely aligned with the applicable requirements. We also work closely with a network of development partners such as various universities, consulting service providers, start-ups and suppliers.

Prototypes and load tests

Our products, often tailor-made to specific customer requirements, are used in a wide variety of applications. They are thus exposed to various influences and stresses. To ensure that our solutions function reliably even under these sometimes demanding conditions, we subject them to extensive testing during the development phase and before market release. This includes corrosion and strength testing, IP rating testing, and vibration tests. In order to be able to carry out validation, working with prototypes in parallel to development is therefore a decisive success factor. To enable us to produce the prototypes efficiently and quickly, we use modern 3D printing processes. In this way, we ensure that our customers receive an application-specific optimized, robust and high-quality solution. ■

You can also follow DIRAK on:



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Active Support in Assembly:

Our partnership with the Troxler Workshops

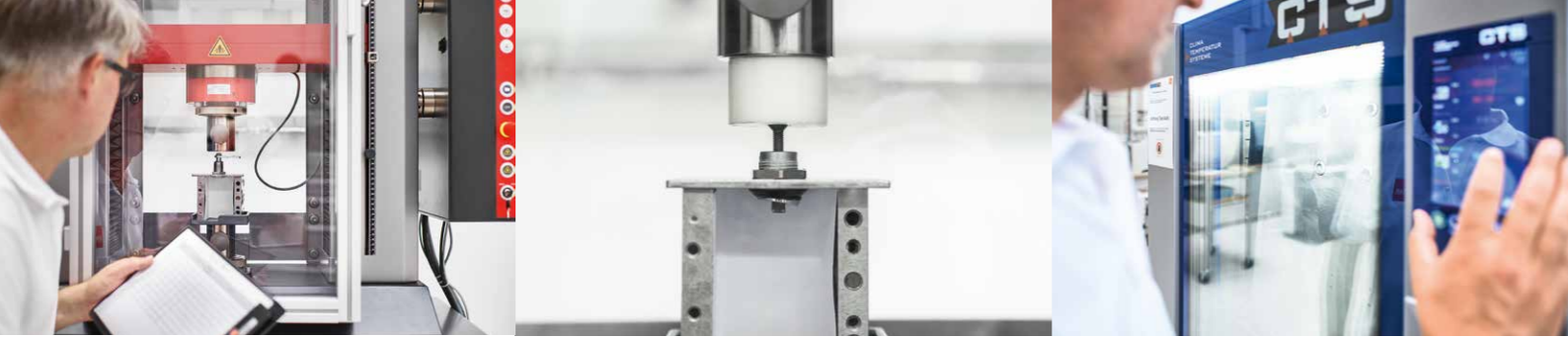
The development of people is the most important thing for us in all our activities.



Troxler-Haus Wuppertal e.V., with its variety of facilities and areas, offers a wide range of possibilities to support people with disabilities in their development in such a way that they can develop existing and new abilities and thus lead a meaningful and, as far as possible, self-determined life. In this way, Troxler workshops give people a task that structures everyday life, offers varied work and development opportunities, and promotes social as well as manual skills. The tasks vary between such work areas as crafts, services, industrial services and gardening or landscaping. For eleven years now, our assembly has been supported by the industrial service of Troxler workshops. It all started with an order for blind panels, followed by hinges, fasteners and, over time, more and more DIRAK products. Hartmut Scheffler, Head of Manufacturing at DIRAK, established the partnership: "The collaboration has now taken on a life of its own. A quick call is all it takes to start the next job at Troxler House."

In the workshops, people with disabilities are accompanied in their tasks by trained specialists. The working day begins with a morning circle, where current topics are discussed together. The working groups then go to their tables and find their tasks for the day. The specialized staff accompanies the work steps and performs the final inspections. Carsten Hellenbruck, an employee at Troxler workshops, emphasizes: "The development of people is the most important thing for us in everything we do. Through diverse tasks such as assembly, manual labor, work on pneumatic machines or hand presses, welding equipment, etc., people with disabilities are challenged and encouraged." The goal of the Troxler workshops is to prepare people for the job market so that they can eventually lead a self-determined life. We are happy to support this through our partnership and grateful for the dynamic installation services.





... and now?

DIRAK.com



If you can't wait until the next edition, please feel free to subscribe to our digital channels including LinkedIn and the newsletter, and to visit our website. You can also find your direct contact person there. Our website also has useful features including the hinge recommendation and an option for downloading CAD data.

We look forward to seeing you! ■



Did You Know

that our **product validation** ensures the properties of your products with over 25 different test methods and countless measuring devices?

Contacts



CAD Data



LinkedIn



Hinge Recommendation

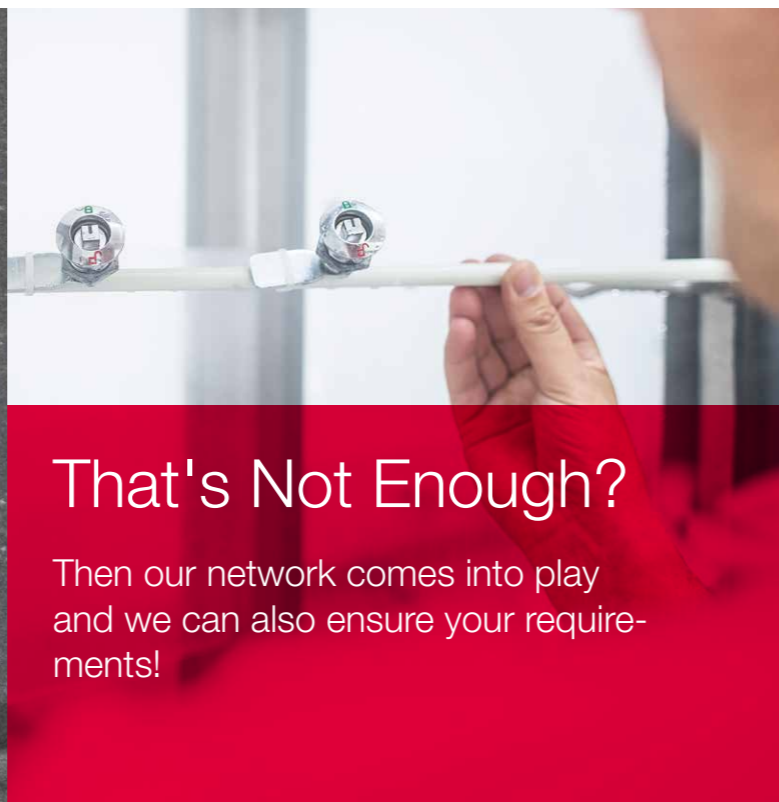
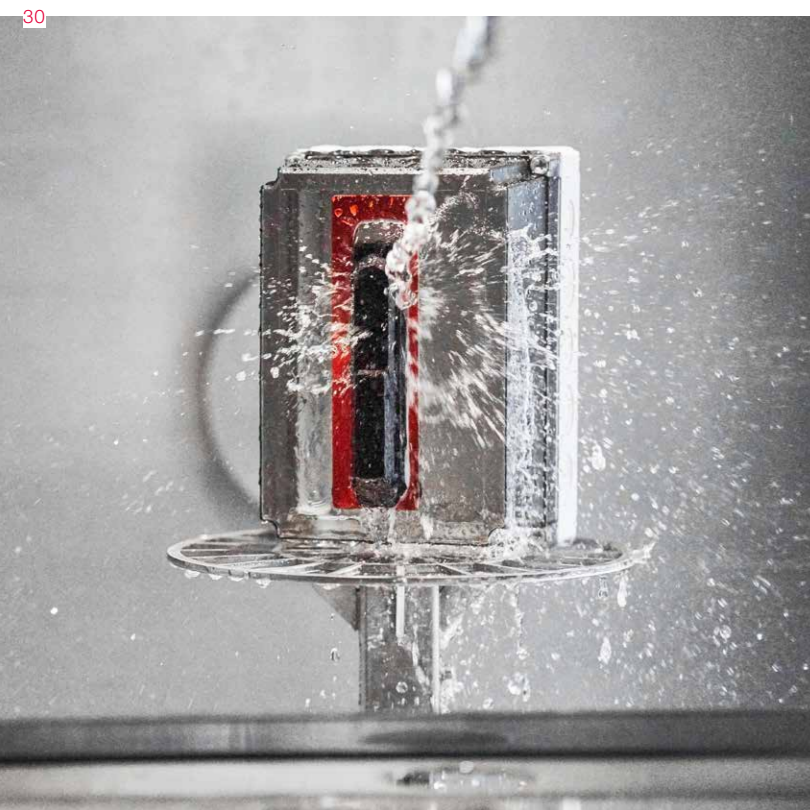


Newsletter



That's Not Enough?

Then our network comes into play and we can also ensure your requirements!





**DIRAK Dieter Ramsauer
Konstruktionselemente GmbH**

Königsfelder Straße 1
58256 Ennepetal, Germany
info@dirak.de
Tel.: +49 (0) 2333 / 837-0
Fax: +49 (0) 2333 / 837-103