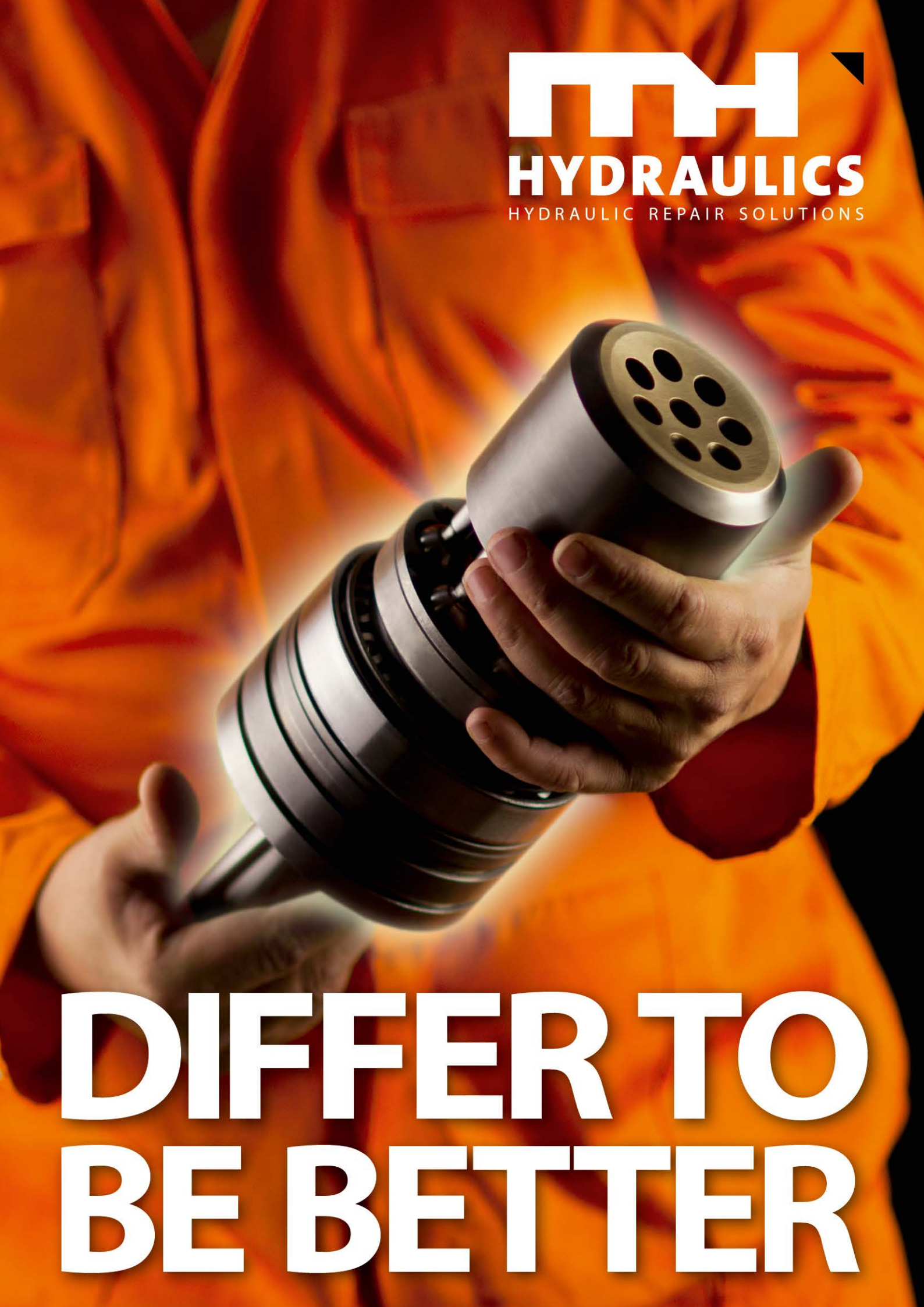
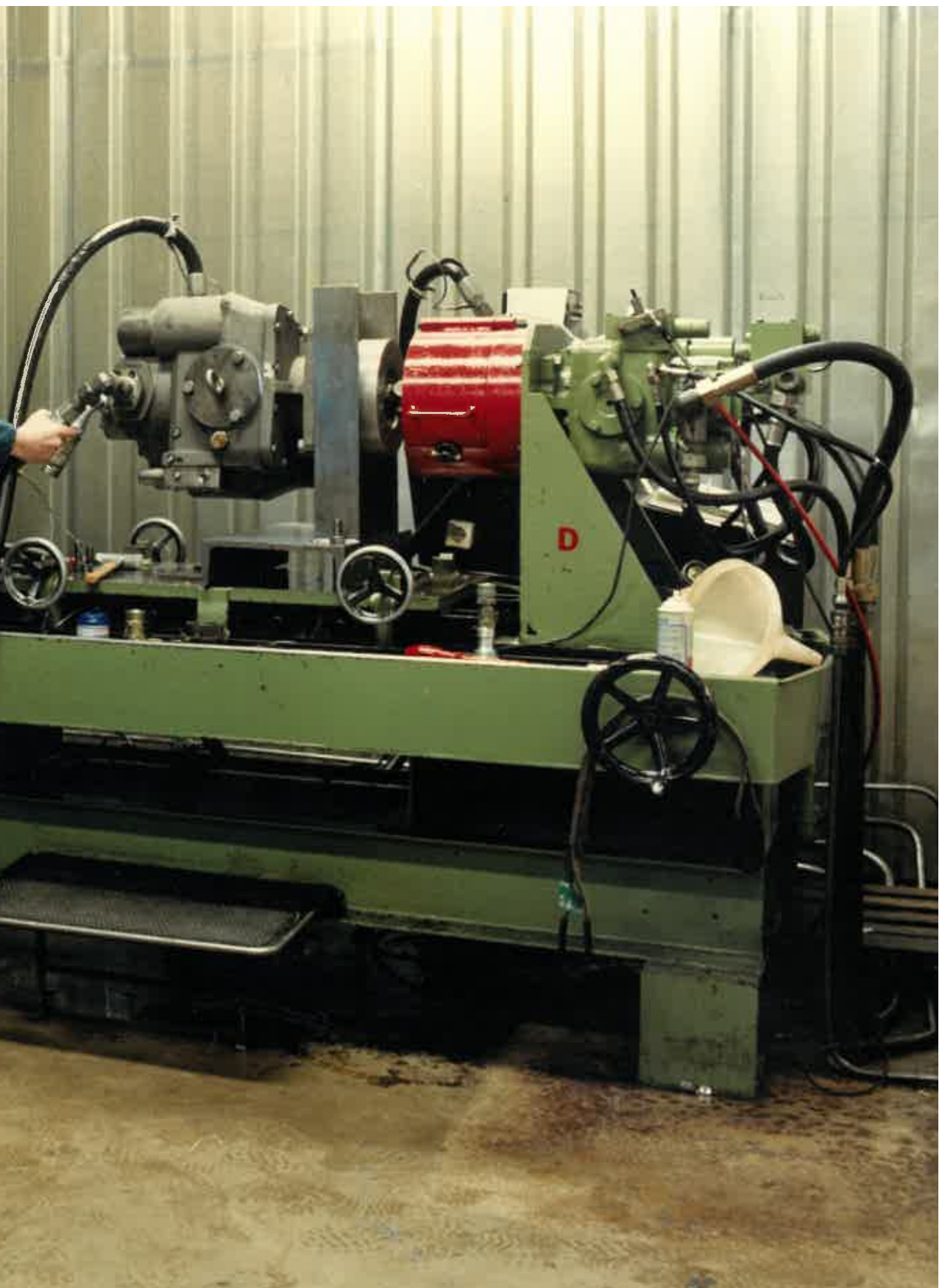


A person wearing an orange jumpsuit is holding a large, silver, cylindrical industrial hydraulic tool. The tool has a perforated top and a threaded section. The background is a bright, intense orange and yellow flame, suggesting a high-temperature or industrial environment. The overall image conveys a sense of power and durability.

TH
HYDRAULICS
HYDRAULIC REPAIR SOLUTIONS

**DIFFER TO
BE BETTER**





— PHOTO Bianca de Bie fotografie



Jaap Willem Vaandrager
directeur



Fifty years of MH Hydraulics

Wow, I'm so glad to see how 50 years of MH came together in this fantastic publication. For more than 50 years, MH is taking care of its customers mainly in the hydraulic repair field. This is done by having the right parts and components available in the shortest time. Hydraulic repair is done in the shortest time and we do this with complete transparency of repair costs. We could not have achieved 5 decades of hydraulic service without you: our customers, employees and suppliers. Our success goes hand in hand with y'all- together we have built this fantastic partnership.

We have seen up and downs in the last 50 years but with our team we know:

**WHEN THE VISION IS CLEAR,
STRATEGY IS EASY.**

OUR VISION IS:

**TAKING CARE OF OUR
CUSTOMER'S CUSTOMER.**

This drives our success as we don't want you, our customer, ending up in discussions with your customers because we have made a mistake.

With all of us together we are sure we can achieve our mission:

MH Hydraulics aims to be the leader in the supply of quality-engineered products and services by continually improving its relationship with its customers, employees and suppliers in the most innovative way. Promoting a healthy environment and providing its products and services with honesty and a smile.

A very big thank you goes out to our employees- without you we could never have reached this great moment in time.

We are extremely proud to have many employees working with us for many decades, we value your loyalty greatly. Without you, we would not have the same success. I hope you and MH can be an inspiration for Generation Z (1995-2012).

We, as MH, have also changed as we cannot do without the digital world anymore, we have to put all our resources available to attract the new generations and to excite them that technique and repair are necessary, also to achieve a circular economy. Repairing is green!

In our MH Group with its many locations, we must be able to excite the younger generations to come and work for us and to get appreciated in our great work force.

My letter is of course to highlight 50 years of Hydraulic Repair Solutions but with our group of Companies we are sure that we can deliver what we promise and we will do this for many more decades to come.

Wishing you all the Success and Happiness in your business and private lives.

All the best,



N.B.: I would also like to give special thanks to my family.

Wendy who is always ready even if plans have to be completely overturned.

Celine who helps us a lot at EuroTrade.

Charlotte, I know you are extremely busy but no one translates as well as you, much appreciated.

Jacob who helps out when the Sales team needs him, and helps us with marketing and websites in the group.

*And of course Willemijn, who helps us with event planning and catering.
It's a family affair!*

PHOTO Archive



What once started in a backyard shed is today a leading company in the world of hydraulics. MH Hydraulics: globally active, with state-of-the-art equipment, enthusiastic employees, and fast quality solutions for hydraulic issues. Half a century in a nutshell.

▾ Fifty years of MH Hydraulics

According to Google Street View, the entrance to MH Hydraulics at Laanweg 14 in Spijkenisse is undergoing major renovation work. The reality is that the building now has a brand new facade. The structural intervention last year was not only aesthetic. It also provided the connection with the building behind it at Puntweg 9. The space between the two buildings was covered and furnished as the new workshop. This gave MH Hydraulics a contemporary look and it has all the space it needs to further grow its activities. Jaap-Willem Vaandrager, director and owner of MH Hydraulics, immediately nuances any expectations by saying that MH will mainly focus on consolidation in 2023. “Last year was the year of connection. Not only from these two properties, but also from the companies we acquired. Now it is time to put that on hold and invest in our people and locations.”

Morssinkhof Hydraulics

Vaandrager has been at the helm of MH Hydraulics for more than eleven years. For the past two years, he has shared this responsibility with Remy Sluimers, managing director of the hydraulic company. Both Vaandrager and Sluimers did not experience the establishment of the company. “But I do know the company from the early years. In fact, I did business with them,” says Vaandrager, who was born with a love for hydraulics. Similar love made ‘Mister Morssinkhof’, as Remy Sluimers respectfully calls the founder of

the company, decide to start Morssinkhof Hydraulics. “He worked at Vege, in engine overhaul, but saw opportunities in overhauling hydraulic pumps. When Vege did not want to participate, he started his own business – in a shed behind his house.” That was in 1973.

Taking care of our customer’s customer

Morssinkhof’s vision became reality. There was a growing demand for parts and support for hydraulic overhaul. And Morssinkhof went to great lengths to help his customers. He scoured the country to deliver the necessary parts. At home and abroad. When that didn’t work, he made them himself. Vaandrager: “That enormous drive to serve the customer as quickly and as well as possible is still the foundation of our company. Taking care of your customer’s customer: ensuring that our customer’s customers are helped. Speed of delivery and availability of parts are key in this. Morssinkhof managed that well.”

In Belgian hands

The period in which Morssinkhof built up his company was a completely different time. There were hardly any PCs, the internet was little more than a promising future, and an iron curtain hung between Western and Eastern Europe. “Mr. Morssinkhof knew his way around the Czech Republic,” says Sluimers. “He knew where to get copy parts.” This enabled him to deliver to his customers what others



Jaap Willem Vaandrager & Remy Sluimers

PHOTO Bianca de Bie fotografie

could not. In the late 1980's, perestroika threw a spanner in the works. The Berlin Wall came down and the borders between East and West opened. It didn't take long for Czech hydraulic parts to find their way to the global market – which had a direct effect on Morssinkhof Hydraulics' business. The company ran into financial problems. Morssinkhof had to look for an investor. This investor was found in the Belgian Rem-B Hydraulics. The future of Morssinkhof Hydraulics was saved.

From stopover to a fixed stop

Jaap-Willem Vaandrager also personally experienced that life is sometimes erratic. At the time when Morssinkhof Hydraulics

was taken over, he was an entrepreneur in Saudi Arabia. He went to Saudi Arabia for Al Fahad Zegwaard in 1983, where he discovered the many possibilities in the field of hydraulics, especially hydraulics for dump trucks. His father, Jaap Vaandrager had just started HYVA (HYdraulic VAandrager) in 1979 and thought it would be a good idea for Jaap-Willem to get to know the Middle East better. Jaap-Willem built up – and not without success – a large supply company of technical products and services for the industry. Jaap-Willem says: "I am still grateful to my father for this. It was fantastic to be a good customer of my father." But in September 2011, Jaap-Willem lost everything to his Arab partner.

Because the property rights were not fixed. "It was a huge shock to me and my family. Everything I had built with my own hands in 27 years was gone in one moment." Appalled but not defeated, he was in the Netherlands a few months later to explore new ideas. Together with a friend, Alwin (who was from Algeria), he traveled to Belgium. On the way there, they made a stopover in Spijkenisse, at Morssinkhof Hydraulics, since Alwin wanted to buy some hydraulic parts there. "Just before I walked out the door, I asked on a whim: is the company for sale? 'We can't say anything about that,' was the answer I got. After that, I knew enough."

Speed of delivery

For Vaandrager, the visit to Morssinkhof Hydraulics was like seeing the begin-phase of his repair company in Saudi again. That same afternoon, he contacted the seller. A lightning strike led to the takeover, which became official in early 2012. After twelve years, Morssinkhof Hydraulics was back in Dutch hands.

One of the first achievements of the new owner was to shorten the name to MH Hydraulics. Vaandrager laughs: "By the time customers had typed in our e-mail address, they had already dropped out of the order." And time is precious in the world of hydraulics. Nothing has changed in that respect in all that time. "To guarantee that speed of delivery worldwide, we aimed to start new branches at strategic locations." That year, the first branch of MH opened in Singapore. A second followed a year later in Sharjah (United Arab Emirates). There were also plans to start in America. "We called it off at the last moment," says Vaandrager. "Because the roads in the country were already paved and there was no room for a new provider." The land of unlimited possibilities put him on a different track. And that turned out to be groundbreaking.

Ease of digitalization

In 2013, Remy Sluimers joined MH. After studying at Nyenrode and working in accountancy for a number of years, he wanted to use his knowledge and experience 'on the other side of the table'. He ended up at MH through an advertisement in the newspaper. He first saw Jaap-Willem Vaandrager, who was still living in Bahrain at the time, in a Zoom meeting with his manager at the time. "Video calling was still something that really surprised you." It showed the progressiveness of the director / owner. "That year, Jaap-Willem rocked the hydraulic boat by starting with an app", Sluimers looks back in time. The hydraulic market lagged hopelessly behind the developments of the internet. Until then, the fax, catalogs, and books full of technical drawings were indispensable for those who needed parts. That was until MH digitalized all drawings from supplier Bosch Rexroth and put them in an app. "Initially, this led to critical reactions from many suppliers. But when they saw the benefits it brought, especially in combination with our warehouse and international distribution network, they embraced the idea."



Jaap Willem Vaandrager – Hydraulic mechanic in 1984

Partnerships and acquisitions

Not much later, Kawasaki knocked on the door, asking whether MH could do the same for their engines. “In this way, we as MH quickly gained recognition in the hydraulic repair world,” says Vaandrager. “Via our website, partners and independent repair companies can easily see which parts are and are not available. This saves them time.”

In the same year, in 2014, MH became an official distribution partner of Kawasaki. A year later, MH Hydraulics took over Action-Hydro, making the range of parts even more complete. So, things went well for the company, which experienced growth in all areas in the first three years under the new owner. Something that the oil crisis of 2016-2017 put an end to. It is the first serious headwind that MH had to endure. 2018 and 2019 therefore went down in the books as recovery years. “At the end of 2019, we carefully looked ahead again,” says Sluimers. They had to be cautious, he remembers. “Since the roof was leaking, the test bench needed to be replaced and the floor had to be renewed.”

Only originals left

There were also organizational changes. One of the partners with whom Jaap-Willem Vaandrager started MH Hydraulics in 2012 had left the company. Remy Sluimers actually joined the top-level management of the company. This again consisted of a triumvirate. In addition to Vaandrager, ‘the man of ideas’, and Marco Kraak*, the ‘technical man’, Sluimers took care of the finances.

In 2020, that trio saw the collaboration between MH Hydraulics and Bosch Rexroth grow into a partnership. A crown on the

years of their relationship. Although, this crown also led to the loss of one of MH Hydraulics’ crown jewels. “As the exclusive repair partner of Bosch Rexroth, we then decided to phase out the production of copy parts and switch to original parts,” says Vaandrager. “Of course, that was quite a big decision. But it has also brought us peace of mind. If something happens to a ship or a crane, the copy parts are quickly looked at. That liability is too great. Working with original parts brought us more peace.”

Back to where it started

2020 was also all about renovation plans. While work persistently continued, Sluimers studied drawings and ideas to redevelop the building on the Laanweg. When the plans were finalized, the fees paid and the contractor was selected, something unexpected happened. “We received the message that the building at Puntweg 9 was for sale,” says Sluimers. “This was right at the time when we were going to sign the contract with the contractor. While Marco and I looked at each other in despair, Jaap Willem was already calling the real-estate agent outside.”

The building was bought and new plans were made. Those plans were aimed at connecting the building on Laanweg and Puntweg via one roof. “Did you know that Morssinkhof once started at Puntweg 11?” Vaandrager asks as his eyes begin to glisten knowingly. “Isn’t that nice?”





The last pump being tested on the old test bench

PHOTO Bianca de Bie fotografie

Looking for healthy growth

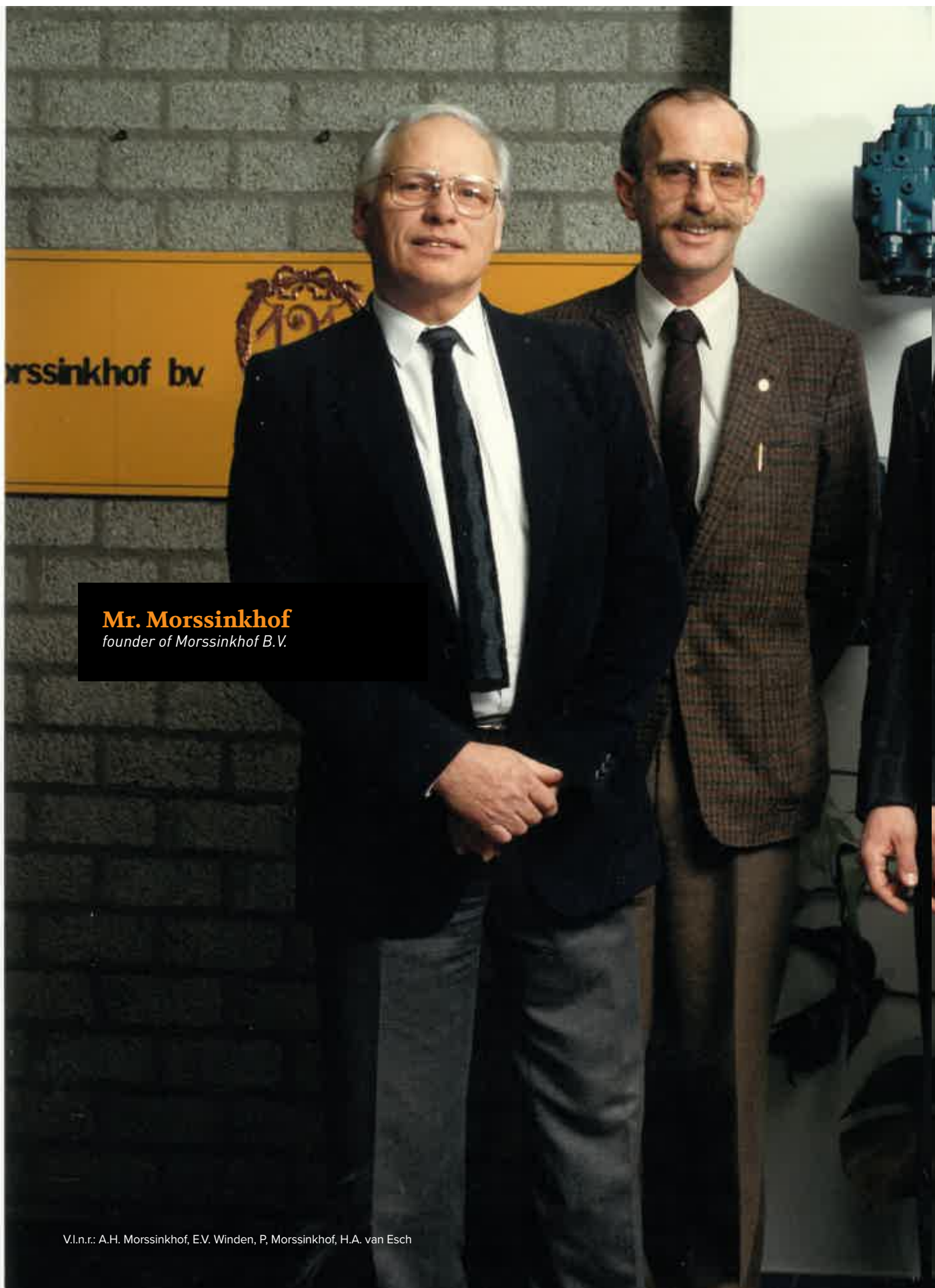
With the economic tide on their side, Vaandrager and Sluimers also went on a takeover path. "In principle, we are always looking for healthy growth," says Remy Sluimers. "In doing so, we are constantly searching for parties that can make use of our strength." For example, last year MH came across ABS Cylinders in Veendam, a specialist in hydraulic cylinders and maritime products. The company was not for sale - although the owner was quietly working on it. "A bull's eye", says Sluimers. "Both the activities of ABS and those of WDH Cylinders, which they previously acquired, fit in well with what we do. Moreover, there is a lot of growth to be achieved in the field of export, in which we as MH are strong."

Like one family

Growth potential is the decisive factor in everything that MH undertakes. This was also seen in the earlier acquisition

of EuroTrade- the 'odd man out' company that focuses on industrial tools. Today, the MH Group consists of six companies in the Netherlands and seven international branches that serve the hydraulic industry worldwide. Spijkenisse functions as a central hub within this. The renovation of the buildings has now been completed. In addition to the representative facades - in true MH style -, the building has beautiful office spaces and a spacious, modern workshop with a brand new test bench. A better location to celebrate the 50th anniversary is hard to imagine. It makes Remy Sluimers and Jaap-Willem Vaandrager proud. "Our employees are given a lot of freedom and responsibility. In recent years, which have been full of all kinds of developments, they have put their shoulders to the wheel of the company. Now, the whole MH family is together as one team. We are ready for the future at the place where it all once started."

* Marco Kraak died in 2022 after a short illness. Since then, the management of MH Hydraulics has been formed by Remy Sluimers and Jaap-Willem Vaandrager.



Mr. Morssinkhof
founder of Morssinkhof B.V.

V.l.n.r.: A.H. Morssinkhof, E.V. Winden, P. Morssinkhof, H.A. van Esch



A family affair

After the large-scale renovation, all departments of **MH Hydraulics** are under one roof. Just like one big family. Yet MH, which has existed for half a century this year, is not a classic family business. After all, there is no second or third generation of the founder at the helm. At most you could call it a family business in the making, now that the next generation of the current owner is taking their first steps in the business. However, the question is: do you have to be a classic family business to work together as one big family? In conversation with seven employees of MH Hydraulics and a sister company, family and **family-feeling** turn out to be multifaceted and play a role in many ways.

Shanna Prent, accountant

"I've been working at MH for a year and a half now. First I was helping out on the Sales department and then I went to Finance. My husband told me MH needed help when I couldn't find a job here in Holland.*** Because I didn't speak Dutch. Working at MH is very helpful to learn the language and interact and integrate with other colleagues. How good my Dutch is now? I speak baby Dutch as I call it. I understand a lot, but speaking is different from Afrikaans.

"It's very nice to see my husband and sons on breaks, but it is also good that they are working in different departments so that we can't get on each other's nerves. Beside my real family I see my colleagues as my aunts. Why? Because they give you a family feeling. They make a beautiful working environment. If you're having a bad day, they'll give you a hug. Yes, they are very openhearted people."

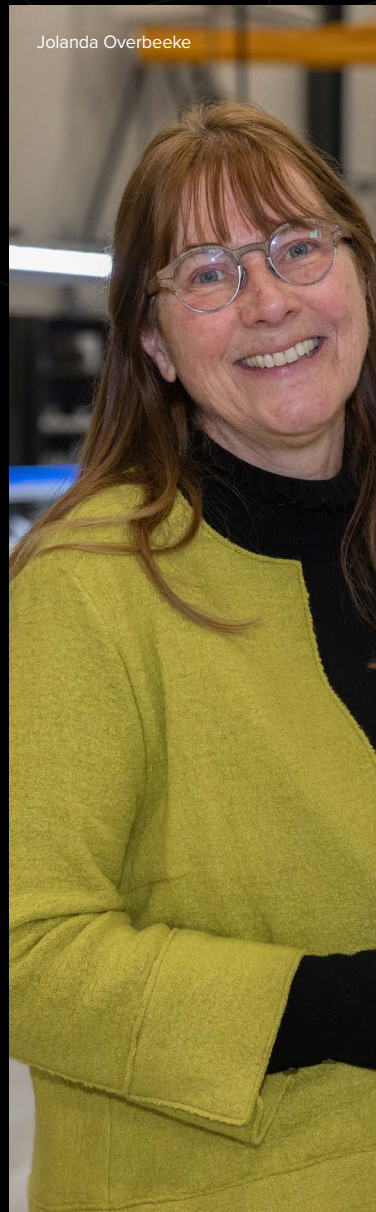
Johan Prins, IT-manager

"I did my internship here in 1992, followed by my graduation assignment in mechanical engineering and have never left. I still had to do my military service - unless you had a job. That was one of the reasons to stay. I've done all kinds of things: making technical drawings for the parts we made ourselves, but also logistics, purchasing, stock management and gradually I started to take on more and more IT-related matters.

"I worked briefly with the old Morssinkhof - he had already sold his business by then. Due to a reorganization, the atmosphere was not so good at the time. That is very different now. Everyone is now better in their place, the business results are good and that also creates a pleasant atmosphere.

"There are very loyal people working here, we know what we have in common - and what we don't. But calling them family? No, that's going a bit far. I myself come from a family of nine children. I

Jolanda Overbeeke





Links Johan Prins / Rechts Johan Prent



see them as family. But together with the companies that were purchased, we now form a nice club, a hydraulics family. Because hydraulics is what connects us.”

**Johan Prent,
assistant workshop manager**

“I am half Dutch, half South-African and came to the Netherlands in 2019. I had been doing business with Marco Kraak* for years. When things weren’t going so well in South Africa, he asked me to come and work for MH in the Netherlands. My wife Shanna and my sons Justin and Shane now also work at MH. Those boys are still studying. For them, it is more of a side job.

“What is it like to work with family in one company? (Laughing) It can go either way. The good way, and it can get weird too. I therefore try not to get involved in their work. Shanna and Justin work in different departments. That helps. Only Shane works at my workshop. I did say: Let each one report to their own manager.

Shane therefore falls directly under Anand. Working with family also has its advantages. You understand each other very well. That helps. Although that also grows if you work with the same people for a long time.”

**Jolanda Overbeeke,
administration employee**

“No, I am not the second employee of Technische Handelsbureau Morssinkhof. That was Mrs Morssinkhof. But I have been in permanent employment since 1979. Before that I already worked as a student on Saturdays and during holidays together with the mechanics in the workshop. I was thirteen and found it very interesting to learn how to lap, disassemble and build product knowledge. During the weekend, I independently painted the refurbished items for transport on Monday. It was a different time, not comparable to today. We sat at one table with seven people, had short lines for planning and appointments and knew everything about each other - just like family.

PHOTO Bianca de Bie fotografie



Herman van Esch

“My brother Rob also came to work here in 1986. He was employed by the RDM after completing his vocational training at the business school. The moment he finished, immediate action was taken: ‘just ask your brother if he will come and apply here’. Coming from the same nest gave me confidence.

“I was and am proud of MH. Being part of the organization, the trust I have received and the cooperation that was and still is good. That always came first, and I have not regretted it.”

Giuliano Germeno, MH representative agent

“I was born on 19th of November 1954 in Vico Equense near Naples, Italy. I graduated from the Istituto Tecnico Nautico Statale as Deck Officer of the Italian Merchant Navy. After completing national service in the navy in 1976, I moved to the Netherlands, where I resided until 1980.

“In 2006, I started to work as a freelance representative agent and had (until 2014), an individual company called Fulgor Marine which represented European companies mainly within the marine industry. Whilst working in this



Jacob Vaandrager

field, I retained an agency agreement with Morssinkhof Hydraulics, and later on with MH Hydraulics which is ongoing today.

“At present time, I am looking after indirect offer requests placed by existing and new potential customers based on enquiries and assistance to Italian hydraulics. Currently, we are preparing a market study to see if it is viable to start a brand-new full operative company here in Italy which will be named MH Hydraulics Italia.”

Herman van Esch, former employee from the beginning of MH

“Even after my retirement, I remained loyal to MH through part-time contracts until May 31, 2014. Forty years after I made the switch to Morssinkhof in April 1974. Before that, I was already developing parts with Mr. Morssinkhof in the evenings and weekends.

“In those early days I worked for a tank of petrol. The company had to be built up. What was my position? Collaborative foreman. Later, I became a manager. We did not have forty-hour work weeks. We also worked on the development of test benches, for example, in the evenings and on Saturdays. For our own use and later also for sale to companies that used to buy our products.

“When you start with the founder, you feel a sense of involvement with the company.

Sometimes they still call me for technical advice for older pumps or motors. I think MH is a wonderful company. Yes, I am proud of what it stands now after so much effort by many in recent years."

Celine Vaandrager, colleague at Euro Trade

"I have been working two or three days a week at Euro Trade, a sister company of MH, since September 2022. I'm finishing my Master's degree but I'm a little less busy at the moment. When I see how hard my father works and he indicates that he could use some support, it is very easy to say yes.

"I think Euro Trade is a super cool company that I should have discovered myself and not through my father. That might have been less difficult. Now I was seen as the 'daughter of'. That feeling has receded a bit more into the background – at least I think and hope.

"I look forward to staying involved with Euro Trade in the near future. I want to see how the company develops. After that, I don't know yet. I would like it if I could do something for the MH Group together with my sisters and brother**. One sister is interested in event management and my other sister is doing her Master's in Arbitration & Law. There are many places within the MH Group where you can go. I am so proud of what my grandfathers have achieved in technology and very proud of what my father founded. It would be nice if we could all contribute to that legacy in our own way."

Jacob Vaandrager, sales employee

"I was born in Bahrain and have always attended a British school – hence my English accent. Early on, my father showed me and my sisters the world of hydraulics. When I had to do an internship for my bachelor's degree, I went to MH

Singapore. Now, I work online a few hours a day in sales at MH from Maastricht, where I'm doing my Master's.

"At first, I didn't find hydraulic spare parts that interesting. But I've been working there for a year now and I really like it. It's nice to be in contact with customers and find solutions for them. And if that is not possible, there is always someone in a sister company who can help.

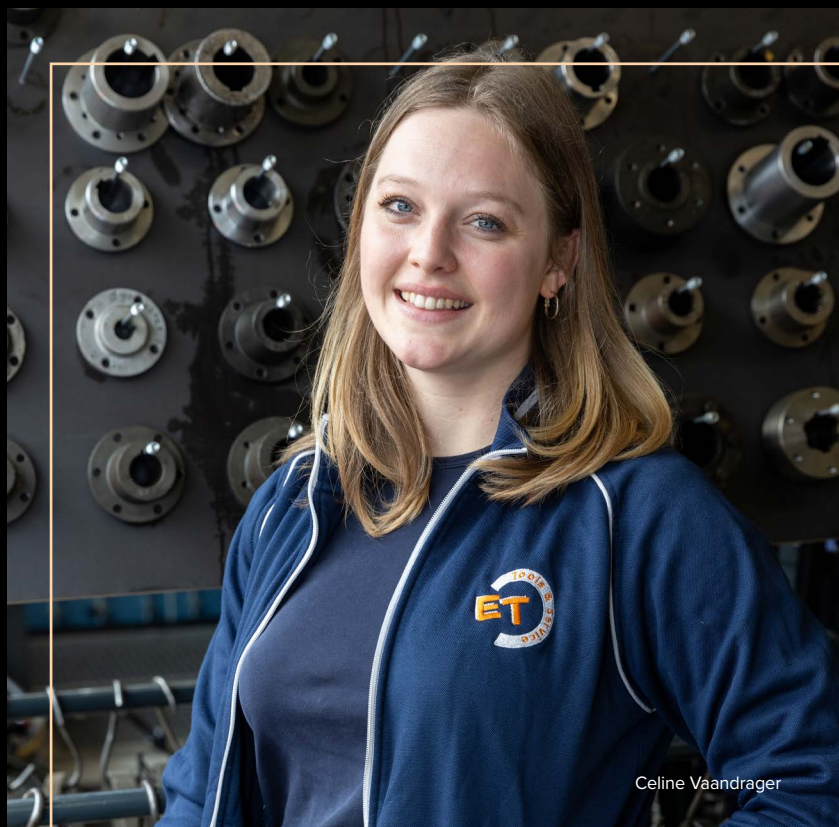
"Communication with colleagues is pleasant. Although it is not always easy to be the owner's family. But everyone is very friendly though. If you can't create value, you have no place in a company, even if your father owns it.

"I don't know yet if I want to stay with MH after my studies. Although my father does it all for the next generation, he is also okay with it if I go my own way. I do think it would be cool to participate with MH."

** Marco Kraak was director of MH but passed away in 2022.

**See piece about Jacob Vaandrager.

*** Shanna relocated from South Africa to the Netherlands in June 2020. See also the piece about Johan Prent.



Celine Vaandrager

The MH developed compact test bench guarantees that repairs are correctly carried out.

► The future is hydraulic!

With fifty years of hydraulic experience, a building and a workshop that meet all modern requirements, and five sister companies that act in line with each other, MH Hydraulics is ready for the future. But what does that future look like? What is the final point on the horizon that the company is moving towards? And what role does hydraulics play in this?

MH Hydraulics grew autonomously for forty years. The more recent history of MH Hydraulics is characterized by acquisitions and the establishment of foreign branches. In addition to Singapore and Sharjah, MH Hydraulics today has contact points in Germany (Munich) and Italy (Naples) from which, together with Spijkenisse, more than ninety countries are served worldwide. In addition, the company's proposition has broadened over the past ten years through the acquisitions of Action Hydro, ABS Cylinders, WDH Cylinders, Dutch Hydraulics and EuroTrade. As a result, the company has grown into one of the largest players worldwide when it comes to the sale, repair, and maintenance

of hydraulic pumps, motors, cylinders, valves, and components for the mobile, maritime, offshore, industrial, mining, and transport industries.

Final point on the horizon

Anyone who expects MH to add another pearl to their hydraulic necklace in the short-term will be disappointed. According to director / owner Jaap-Willem Vaandrager, 2023 will be a year of consolidation. "And also investing in people and optimizing locations and processes." After years of expansion, the company will focus in the near





future on strengthening the base- their foundation- and to take the next step from there; although the word ‘leap’ may better suit their ambitions. “My final point on the horizon is for MH Hydraulics to become the largest worldwide partner of repair companies on the one hand, and builders of hydraulic systems on the other.” Vaandrager does not think that many acquisitions are needed for this. “It is rather a matter of building on the foundations we have laid in recent years through our acquisitions, amongst other things.”

Transferring knowledge to CRCs

CRCs – Certified Repair Centers – play a central role in that vision. Vaandrager, also referred to as MH’s ‘ideas’ man, sees enormous potential in what he calls ‘emerging countries’: countries in the Middle East, East Africa, South America. “Many machines that have been discarded by the West go there.” It is therefore logical that the hunger for knowledge about repairing and maintaining hydraulic machines is growing there. “What we need are good people. Partners who commit to what MH stands for: taking care of our customer’s customer.” Ideally, these are local people who set up an independent CRC with support from the Netherlands and get their knowledge and parts from MH. “We have so much knowledge. Transferring that, and thus bringing our knowledge from MH to CRCs all over the world, that is my passion.”

Opportunities in unpaved lands

It sounds relatively simple. But finding good, committed people is difficult. Especially during this time. Difficulty is also brought on by the rule of law in emerging countries – or the absence thereof. Jaap-Willem Vaandrager, experienced in international business himself, does not see these kinds of hurdles as a threat. He prefers to phrase this as a ‘challenge’. “In a country where we were active, I

experienced that we had to deal with 45 percent import duties on our parts from one day to the next. In light of this, how can you still deliver?” It is a rhetorical question that is quickly followed by a “but”: “There are also opportunities. Especially in countries where the roads are not paved yet. They give life such a different color. I am convinced that this is where our growth will originate from in the upcoming years.”

Speed makes all the difference

Speed is inextricably linked to this. It is a theme that may become even more important in the future than it already is. And that has everything to do with customer focus. “You want your customer not to have to worry about his customer. At MH, we understand the consequences that occur if a part is not delivered on time to the person who has to carry out the work. That is why our motto is: taking care of your customer’s customer.”

For this, parts must be delivered properly and quickly. “Today, we are happy if a package is delivered within a day. If we want to make a real difference in the world, we have to deliver within the hour.”

Being sustainable

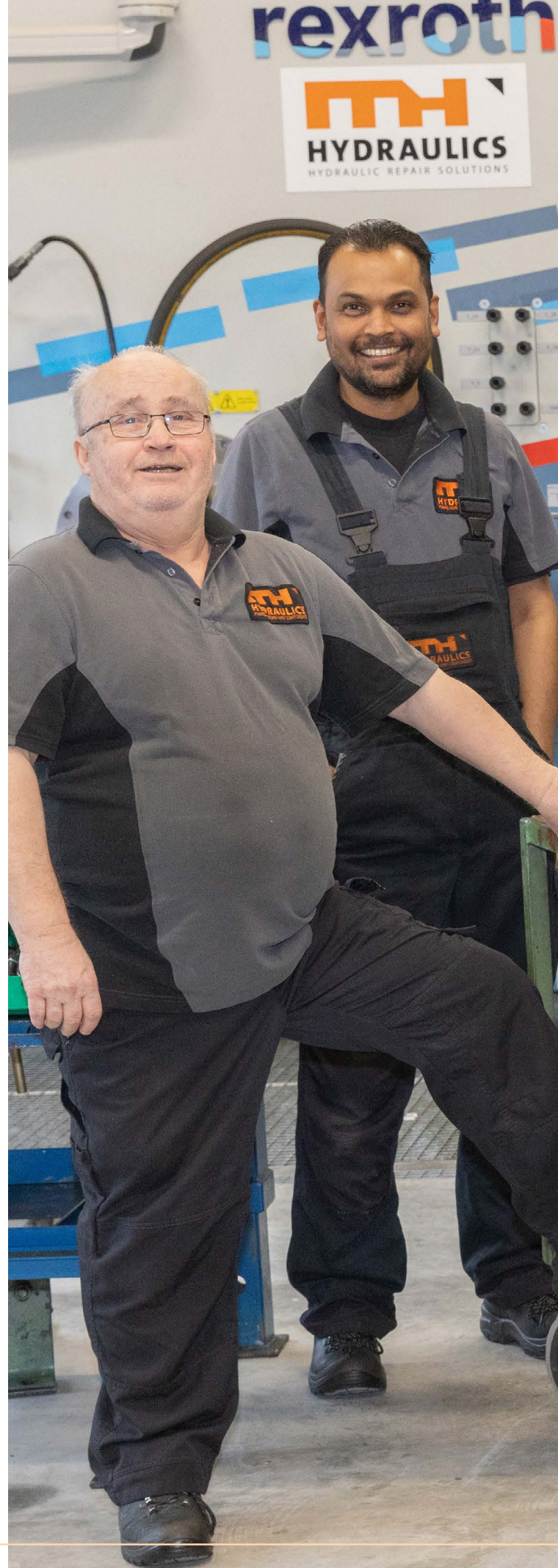
What about sustainability in the future of the hydraulic world? Will that play a significant role? Or is it already doing that? It all depends on how you look at it, says Vaandrager. “In emerging countries themselves, they are not so concerned with sustainability. But reusing and repairing happens a lot. And that is, in fact, being sustainable.” He also sees a role for MH in boosting reuse. Not so much by supplying parts. “When you know how many things there are on scrap heaps that can be given a new life by grinding and welding elements. People just don’t know how to do this. We do. We have that kind of knowledge to bring there.”

Repairing is 'green'

The Western world is also increasingly discovering the added value of repairs. They do this whilst coming from a 'green' perspective. In that light, Vaandrager cites an example from a few years ago. MH had received a request from a large machine builder, asking whether MH could overhaul all of their pumps. The assignment eventually passed them by. "We were too expensive. More expensive in any case than if the company were to buy new pumps." Four years later, the same company came back. This is because companies are becoming aware of the scarcity of raw materials and acting in a sustainable way contributes to their positive image. "Repairing is now becoming very 'green'."

Young technical talent

Parallel to these developments, the hydraulic world is going to become electrified. It is a development that is still in its infancy but will soon change, thinks Vaandrager. At least, in the West. "When our company celebrates its sixtieth birthday, perhaps half of the motors and pumps will be electric. If you look at earthmoving equipment, that will change drastically. We will prepare for that by, among other things, developing more electronics in-house." The door is therefore wide open for young technical talent. "We have to make young people enthusiastic about technology." At ABS and WDH, we offer students from the technical schools great internships. MH is not very good at that yet, says Vaandrager. "But we can learn that from them." And with MH's foreign branches, the company has a lot to offer young technical talent, he concludes. "Working at the largest partner in the hydraulic world, how cool is that?"





rexroth
MH
HYDRAULICS MH FUTURE
HYDRAULIC REPAIR SOLUTIONS



Kathleen Vilijn, Sales Manager MH Hydraulics:

***“We are known for
our speed and service”***

No business without sales. In the sales department of MH Hydraulics, they know that this is not a lie. 10 men/women strong, they form the engine of the company. A close-knit team that processes between 150 and 200 requests and orders every day. “We aim to process the applications received the same day. It really is great when that works out!”

Kathleen Vilijn is Sales Manager at MH Hydraulics. Officially for about four months. Although in terms of work, not much has changed since then. “Sales Manager sounds a bit much to me,” she says laughing with a genuine Rotterdam accent. “I’m more of the ‘act normal and then you already act crazy enough’. I will continue to do what I have been doing at MH for the past five years: buying and selling parts.”

Purchasing is fully automated. MH has a huge stock of Rexroth and Kawasaki parts to rebuild pumps and motors. That stock is automatically updated by the system. “I don’t have to focus on that. Sales are another story.”

Beating heart

Before she elaborates on the exact work of her and her team, she shows the office where approximately one million euros worth of parts are traded every month. “It all happens here,” she says proudly as she introduces her colleagues and explains their expertise. “That’s Gerlise, she does the orders and can fill in for transport. That’s Patrick, who takes orders and often deals with technical questions. Marjolein sits there, she does the orders. Jordy is working at home today and he makes quotations, but can also assist with order input, just like Jessica, who is also responsible for events. Diana makes quotes and Miranda does transport and can assist with order entry. Then we have Esther, she makes quotations, can assist with the order input and keeps track of the time registration of the sales and the warehouse.”

Many women in a man’s world

Even on a day when not everyone is present, it is striking how many women there are in the sales department. Quite exceptional in a man’s world. “And we

are very proud of that”, says Kathleen with a broad smile. “That should be in the magazine!” She has no explanation for the fact. As she climbs the stairs to the conference room, she says that she herself was eighteen when she started working as a receptionist-telephone operator for a company that produces deep well pumps. She actually wanted to become a ground stewardess at Zestienhoven. But you can’t work irregular shifts without a driver’s license if you come from Spijkenisse. A few years later, she moved with the buyer from the pump company to Morssinkhof, where she started working in sales. “I learned a lot then, especially a lot of product knowledge. This has been very important for my further career. I have always worked in the world of hydraulics. Technically speaking, I am still holding my own.”

Easy and difficult requests

That is also necessary in a company like MH Hydraulics, where requests for parts come from all over the world every day. About 25 to 30 percent of orders and requests are made online. As a sales manager, Kathleen distributes all incoming emails in the morning. I try to distribute the simpler and more complex applications as fairly as possible. What is an easy request? An application with an article number or a photo of a type plate. If that is missing, you have to look for it. For this we work a lot with the Rexroth portal, which is more or less our search engine. We also have customers who ask for more specific products. Then we search until we have found the right supplier so that we can also offer those products.”

In one location

Kathleen describes herself as a worker. She participates just as hard as the rest of her team. She does have

additional activities in addition to her sales activities, such as management meetings, customer visits and chairing sales meetings. “We do that about once a month. Then I update everyone, we go through the figures, everyone can vent their issues and we discuss the points for improvement. We are a very close team.”

After the recent renovation, the sales and warehouse team moved to the building on the Puntweg in Spijkenisse. Kathleen thinks this is a good development. “In the past you had the sales and warehouse in one location and the repair department in another location. Now we are one.”

Automated warehouse

The warehouse is located in line with the MH workshop, next to the sales department. The two business units are closely related. Orders processed by the sales department are collected in the warehouse and prepared for shipment. “When I started here in the 1990’s, we did the order picking ourselves and we had to take everything out of trays manually. Now the warehouse is automated and employs 6 people. “I’ll ask Maurice if he can show you how it works.” Kathleen walks into the warehouse where warehouse colleagues René and Nathan unpack and book in the incoming goods. Colleague Rob is busy packing valve blocks. “In addition to our orders, the men from the warehouse ensure that the orders from the workshop and

sister companies Action Hydro, MH Singapore and MH Sharjah are sent,” Kathleen explains, while looking around the corner at colleague Leo. He is engaged in carrying out quality-checks of products. “It’s something different between unpacking and booking in”, he laughs from behind a screen with impressive graphs. His colleague Marco does the drawing work and supervises the quality control.

Tower-high rows of Kardex cabinets

From the quality control, we go back to Maurice who is ready for an order picking demonstration. “Here I see the orders that I have to pick and ship,” he says, pointing to a computer screen in front of a huge row of Kardex cabinets full of parts. “When I click on an order, a pop-up screen appears with the ordered items.” At that moment, a Kardex cabinet opens, a drawer slides forward, and an infrared light indicates the ordered item. “So I know exactly what I need. When I have collected everything, I pack the order and the picking list goes back to transport, which prepares the order for shipment.”

Cooperation

It’s the sales process in a nutshell. “Every day, between thirty and forty orders go out here,” Kathleen concludes. “That is not possible without good mutual cooperation between sales and the warehouse. Because in our world, it’s all about speed and service orientation.”







Anand Phagoe, service & repair manager MH Hydraulics:

“There are not many like us”

The workshop of MH Hydraulics. It is the heart of the company. Since the renovation, this centrally located sea of space meets the most modern design with state-of-the-art equipment. With the double Bosch Rexroth test bench as a showpiece. “In terms of variety, I think we can do the most of all repairs at our repair center in the Netherlands.”

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Next up is Anand Phagoe. He has been working for the company for 25 years and is active as a service- & repair-manager. That puts him behind his desk in the office for most of the day, with a view of the workshop. For this conversation, he trades that spot for a chair in the conference room and his phone goes silent. “That thing goes off all day. I get so many calls. When I make a quote, it sometimes takes me half a day because I get calls all the time. By who? By customers who request a repair, request repair prices or have technical questions. About parts that they bought but that do not fully solve the problem. Then they

ask if I have an idea of what could be the reason.”

Expanded view

Anand takes a sip of his water and watches the caller's name quietly appear on his screen. He turns the phone over and laughs: “I used to have one problem when I worked in the workshop. Now I have many. But I like solving them. You have so many contacts: with customers, with suppliers. That broadens your view. No day is the same here. All types of things happen. Now I'm having this interview, and before this I was recently asked for a promotional video. I am now part of the Management Team with which I have meetings, and I also organize a repair meeting once every two months. Then we discuss the problems, malfunctions and other problems that people encounter.”

Wizards and Pirates

Not only his words, but also his hands tell that Anand nowadays leaves the

tinkering to the men in the workshop. That used to be different, he says. During his time at the Senior Technical School, he became acquainted with what was then still called Morssinkhof Hydraulics. First, he did an internship there for three months. He returned to the company after he had two years of work experience. "We repaired everything at that time. We were brand independent, which we still are, and tackled everything. So you had to know everything. You learned that by taking courses, but above all by doing, watching your colleagues, and building up experience. We were known as wizards because we could fix anything. People didn't know how, but we did. And if we couldn't fix it, we made the parts ourselves. MH copy parts they were called, and we were deemed a pirate club."

Workshop tour

Although the company has carried that nickname with honor, a lot has changed since then, Anand says as he stands up. "Shall we walk around the workshop? Then you can see it with your own eyes." Today, MH works exclusively with original parts and is a welcome partner of leading

players in the market, such as Bosch Rexroth, Kawasaki, Linde and Hengst. These are developments that match the transformation that the company has undergone over the past decade. "Before the renovation in 2020, the workshop ran up to here," says Anand, pointing out about a third of the current surface. "By purchasing the Puntweg and the roofing of the outside area, the workshop has become three times as large."

There are four workbenches in the middle of the workshop, each with two workstations. Each equipped with its own tools and two (shared) cranes. "Here, the pumps and motors are dismantled and my colleagues Peter, Ljubinko, Jack and Gerault look at what is wrong. They prepare a report to which a list of parts that need to be replaced is added. My colleagues and I use this information to make a quotation for the customer. That happens right there in the office."

Clean and tidy

Anand points to the bright room where his assistant Sandra, assistant workshop manager Johan, and service engineer Dick





Dilip Jakhari

are sitting at their computers. In addition to making quotations, work preparation also takes place here, orders are placed and those many daily telephone calls are made with customers and suppliers. "If a quote is approved, the pump or motor goes to the washing-cleaning station over there." Diagonally behind the workbenches is a series of five immersion baths where the pumps and motors are cleaned of dirt and grease using an ultrasonic method. "Hydraulics and dirt don't mix. That is why the room where we do the dirty work such as blasting, drilling, grinding, turning, cutting and welding, is equipped with a strong ventilation system and shielded with a special strip curtain. The same goes for the spray room around the corner. There, the units are painted in their original color when they are ready. Why? Because that looks neat and perfect."

Impressed

Watching Anand's colleague Michael put the finishing touches to the now painted white pump, by the way it is striking what a relative calm prevails in the workplace. No loud music, no loose parts laying

around. Everything looks orderly, clean and structured. "Everyone who comes in here is impressed," says Anand. "Not many companies in the Netherlands are set up the way we are. We are one of the largest in the field of repairs and can do the most in terms of variety, I think." He walks from the paint shop past his office to the room where two impressive test benches are located. Colleagues Dilip and Willem-Jan are building two pumps there. Anand says, not without pride: "That double there from Rexroth is the largest there is in the Netherlands. It has a maximum test pressure of 500 bar, the large drive 380 kW and the smaller one 140 kW. With that you can serve a very large part of the market."

Far beyond the border

That is exactly what Anand and his team do. They not only have the knowledge and tools, but also the most modern equipment to solve hydraulic problems far beyond our national borders. Customers know this – showing the many missed calls at the end of the tour. Anand turns the sound of his phone back on. The work has to continue.



Tribute to Marco



Sister Companies



ABS CYLINDERS
THE FACTORY WITH CYLINDER EXPERTS

ABS CYLINDERS

ABS Cylinders, located in Veendam, specializes in the engineering, production and overhaul of hydraulic cylinders with a bore of up to 320 mm and a stroke length of up to five meters. ABS stands for solid craftsmanship, combined with smart innovations and well thought-out 'custom built' adjustments. Our super efficient cylinder configurator, which allows you to design your own cylinders quickly and efficiently, can be offered and manufactured in the shortest time. Double-acting cylinders, telescopic cylinders, special cylinders for yacht building, rotary feed-throughs or revision to 'just as new' by our own service engineers, with ABS guarantee - and that is a real guarantee! The company has 45 employees and is known for its short delivery times, thinking along with the customer, and the deal-is-agreement mentality. ABS Cylinders has been part of the MH Group since 2022.



ACTION-HYDRO
HYDRAULIC PUMPS, MOTORS AND COMPONENTS

ACTION-HYDRO

Action-Hydro, with the tagline: Hydraulic Pumps, Motors and Components, is an importer of hydraulic motors, pumps and components for the industrial manufacturing sector. Five employees who have extensive hydraulic knowledge work at the Lelystad location. With the brands Kawasaki and Staffa, but also Mecabor-which is the proprietary brand of

Action-Hydro, Tokyo-Keiki, TDZ and Servi Hydranor, the range is a good addition to that of MH Hydraulics. Mecabor Manifold Blocks are designed and manufactured by Action-Hydro. Action-Hydro is strong in fast delivery, reliability and accuracy. On our Action-Hydro online website, you can choose complete pumps, motors and components to build your hydraulic system in the shortest and most efficient way. With targeted advice, our team can help you make the right selection.

DUTCH HYDRAULICS

Since August 2020, Dutch Hydraulics has focused on special hydraulic-related total solutions for industrial issues and projects. The one-man company is strong in devising customer-oriented solutions in low or high pressure hydraulics, electrical and/or other industrial solutions. To this end, there is close cooperation with other partners from the MH Group, which has a strengthening effect.



DUTCH HYDRAULICS
WORKING TECHNICAL SOLUTIONS

EUROTRADE (Get It Done!)

EuroTrade, based in Rhoon, has been part of the MH Group since 2022 and focuses on unburdening its customers when it comes to their tools, installations, or machines. EuroTrade carries out repairs and maintenance on location, has a 24/7 breakdown service, and works with a tool management system for online insight into tool certification



EUROTRADE
TOOLS, CERTIFICATION AND SERVICES

and inspection. “Get it done” is the motto of the 35-employee company that supports entire workshops with its total package, including major customers in the petrochemical, on- and offshore and aviation sectors.



WDH CYLINDERS

WDH Cylinders from Eersel designs and produces customer-specific hydraulic cylinders for the maritime, offshore, infrastructure and heavy-lift sector, which meet the highest quality requirements. With a team of 25 employees, heavy cylinders between 50 and 25,000 kg are produced, repaired, overhauled and assembled. With our extensive range of machinery, we are able to devise solutions for our customers in the most efficient way. Large-scale machining work is also regularly carried out for hydraulic-related products. The high quality and relatively short delivery time of WDH Cylinders are central to this. We are also proud of our team of specially certified welders. Since 2022, WDH Cylinders is part of the MH Group.

MH HYDRAULICS

MH Hydraulics in Spijkenisse was founded in 1973 and is active worldwide in the field of sales, repair and maintenance of hydraulic pumps, motors, cylinders, valves and components for the mobile, maritime, offshore, industrial, mining and transport industry. Our tagline ‘Hydraulic Repair Solutions’ particularly emphasizes what we do: supporting hydraulic repairs for companies worldwide. Our CRCs (Certified Repair Centres) are a good example of this. We work closely with our partners Bosch Rexroth, Kawasaki, Linde, and Hengst Filtration. MH Hydraulics has forty employees and is active in more than 90 countries. With its experienced, specialized employees,

MH is able to provide a total solution for all hydraulic problems within 24 hours with guaranteed top quality.

MH FZC

MH Hydraulics FZC, based in Sharjah (U.A.E.) has existed since 2013 with the aim of stocking and distributing technical components in the Arabian Peninsula and East Africa. Our director Jihad A. Samad explains in detail in his interview what the specialization of MH FZC is. Our many different products, other than hydraulics, make our company unique in the Middle East.

HFI and MH First for Services and Manufacturing

HFI is a Saudi Arabian trading company founded in 1967 under the name of Haka Motors Company and based in Dammam. In 2018, we changed HAKA Motors’ name to Haka Motors and Industry Company (H.F.I.). We supply an extensive range of parts, mainly for the manufacturing, mining, maritime, and logistics industries. Since trade, industry, and service must be separated in Saudi Arabia, we have now started MH First for Manufacturing. In this group, we build special ADR vacuum trucks, industrial high pressure systems, hydraulic cylinders, and fuel transport systems.

At MH First for Services, we do maintenance on hydraulic installations and equipment. We also have an extensive field maintenance team that is available 24/7 for the Saudi Arabian industry. A specialization of our service company is onsite testing, flushing, and filtration for hydraulic systems. With our test bench from Spijkenisse and the help of our Dutch team, we are able to come up with the fastest and best hydraulic solutions for our customers in Arabia.

Working in the Middle East

▼ **My hydraulics journey started in 1996, 27 years ago in Beirut, with a company established by Mr. Jack Vaandrager (the founder of HYVA), Mr. Jaap Vaandrager, and Mr. J. Hooftman- the great businessmen who made the HYVA brand known worldwide and drove it to the top level as well many other industrial brands distributed by our organisation.**

They trained us from A-Z with full support and motivation to be together as one team and to be a family so that explains the achievements listed below that we are highlighting today from the past, the present, and the future.

In **1996**, I machined the first hydraulic seal, crimped the first hydraulic hose, and overhauled the first HYVA hydraulic cylinder. After that, I started to be engaged with technical and commercial activities along with a wide range of products portfolio where we gained the expertise and developed our Middle East market share of well-known products to 90% with the great knowledge and support from our team leaders.

In **2012/2013**, MH Hydraulics FZC was established, a free zone company in Sharjah UAE with MH BV's long years of experience, support, management, and banner (DIFFER TO BE BETTER) to develop the MH brand name and diversify the products portfolio in the MENA region, stocking, establishing new agreements, start-ups with partnering

companies in several countries and to take care of our customer's customer by training, servicing, and supporting partners to be MH Certified Repair Centres.

In **2014**, we supplied our state-of-the-art MH test benches in the Middle East beyond developments of our MH core products of hydraulic components 'Pumps & Motors' which was well known to some of our customers since 1973. Then, we started a trading division for several industrial products, made an agreement with Austrian technology to distribute and sell MH Branded CNC Seal machines, semi-finished seal material, standard seals, and seal kits.

In **2015**, we signed agreements for vacuum truck pumps and kits, foundation



J. Vaandrager



SISTER COMPANIES | FZC

equipment hammers & spare parts, the development of CRCs, and manufactured the first MH gear pumps.

In **2016/2017**, we developed and designed MH tipping trucks, hydraulic wet kits & started agreements for the distribution of winches, chrome shafts, and honed tubes, offering complete set-ups for seal workshops, a hose crimping workshop partnering with Finn Power Finland and an agreement signed with Hydroeduc France for piston pumps and motors distribution in the MENA region.

In **2018/2019**, we signed BPA with PSG Dover for distribution of Blackmer and Mouvex products in Saudi Arabia, Bahrain and Qatar, signed agreements with PTC Italiana high-pressure jetting pumps and kits, Nova winches, Meclube, Intertraco, Gespasa for products distribution in the MENA region and we started our Saudi local company HFI for local stocking, technical support, after sales and manufacturing.

In **2020/2021**, we started our design in Saudi for supplying and manufacturing Super Suckers. The first two units were supplied to the end user successfully

designed by the MH team with the technical touch supported by JWV and the Dutch engineering expertise.

We signed distribution agreements with Descase/R.M.F for oil filtration solutions, ICE-USA Vibro hammers and foundation equipment, the development of combined vacuum tanks, the trading of high-tonnage pulling winches, Terex crane parts, and redesigned the hydraulic jetting hose reel.

In **2022/2023**, MH Hydraulics FZC became part of the MH BV Group (ACTION HYDRO, DUTCH HYD, EURO TRADE, ABS HYDRO, WDH CYL)-starting a wide network of cooperation and products, friendly supportive colleagues which support our growth and powerful service day by day.

We are one of the best quality products and technical service providers in the Middle East through our channel partners and customers, developed in HFI the design of ADR tank with complete required certifications and Dutch experts input, working on new developments for transport equipment kits, tipping cylinders, skiploaders, hookloaders, cranes, fuel management systems, and many other projects.

Our aim is to sustain best quality, technical aftersales service and with respect to our customers, partners and MH group companies to keep the MH name and brand at the top level.



Jihad A. Samad

General manager MH FZC

Rexroth hydraulic pumps was improperly repaired by a repair company that was not certified by Bosch Rexroth. As a result, the insurance company did not pay out... Even if 'only' your production comes to a standstill, the consequences are enormous. It is important that a repair is carried out according to strict procedures using genuine Bosch Rexroth parts. MH Hydraulics is the partner for us in this."

Big name

At MH Hydraulics, Anand and his colleagues have already welcomed several customers, also to view the new test bench. "The reactions are unanimous:

everyone is impressed," says Anand. "The fact that we issue a Bosch Rexroth factory warranty on our repairs is also an added value for many customers." Anand is enthusiastic about the relationship with Bosch Rexroth. "You are talking about a big name in the world of hydraulics. That gives a lot of confidence. To us, but also to our customers. And because we have access to all technical information, such as adjustment and test cycle from the factory, we can work well, focused and quickly. That, in combination with our experience and knowledge, means that we can continue to operate at the highest level in the future."

Investing in circularity

With the commissioning of the test bench, Bosch Rexroth and MH Hydraulics not only lift the service to their customers to an unprecedented high level; they also invest in a circular economy. After all, carefully repaired original Bosch Rexroth components have a longer service life. An additional advantage in a volatile global economy: instead of having to order (and wait for) new parts, customers are operational again in no time, partly due to MH's own stock of Bosch Rexroth components and parts.

About MH Hydraulics

MH Hydraulics is a worldwide specialist in the sale, repair and maintenance of hydraulic pumps, motors, cylinders, valves, and other hydraulic components. The company does this for customers in more than 90 countries and in various sectors: the mobile, maritime, offshore, industrial, mining, and transport industry.

Bosch Rexroth starts with Pick Up Points

Bosch Rexroth is currently also setting up Pick Up Points together with its Certified Excellence Partners. Customers can offer their hydraulic parts for repair there (24/7), after which they will be taken to the correct repair location via the Pick Up Points. In this way, the customer always has the certainty that the repairs are made according to the Bosch Rexroth specifications. MH Hydraulics will also become a Pick Up Point and soon more Pick Up Points will be established, ensuring national coverage.

MH Hydraulics in Singapore

Established in 2012, MH Singapore is the heart of MH in the Asia-Pacific region. This centrally located office offers support to MH customers in a different time zone and uses local knowledge to fulfill local customers' needs. What does the future of MH Singapore look like? How does this branch differentiate itself? And how does teamwork between offices play a role in MH Singapore?

MH Singapore distributes hydraulic pumps, motors, and spare parts to the Asia-Pacific region. MH Singapore assists and advises its customers in the region as well as their Certified Repair Centers (CRCs). They are known as the one-stop-shop for all your hydraulic needs. With a large inventory of hydraulic spare parts, their customers can always be sure that they can assist them quickly. In this article, Ong In Hock and Jacob Vaandrager offer their own insight into MH Singapore.

Closeness to customers

Today, MH Hydraulics serves more than ninety countries worldwide, with contact points in Germany and Italy, and also branches in Singapore and Sharjah. According to Jacob Vaandrager, being "close to our customers" is the most important aspect of having a central office in Asia. MH Singapore provides local service to its customers, and is able to use its local knowledge to fulfill customers' needs. MH Singapore's local manager is an expert in all things hydraulics, but the value of MH Singapore also comes from its ability to

bring Dutch knowledge into the Asian market. In Singapore, we used to have a repair workshop like in The Netherlands, but have since found it more beneficial to have different Certified Repair Centers (CRCs) around the region. In this way, we are able to service customers in different locations around Asia and thus we can provide the best repair job possible.

Although Jacob has since left Singapore, Ong still resides in Singapore. He is key to the success of the business, and has more than 20 years of experience in the hydraulics industry, having had worked in regional management positions for various hydraulic product brands such as in Hagglunds Drive SEA, Actuant Asia & Able Hydraulics & Filtration. Now, Ong is currently working as Branch Manager for MH Singapore. Here, he looks after APAC market key accounts and focuses on acquiring substantial growth in the market and also acquiring a new account for MH Singapore market shares, especially for key product brands of Bosch Rexroth, Kawasaki, Staffa, Linde, Eaton, Parker, AMCA valve, and so on.

Time matters

Being physically close to our customers also gives us an advantage in relation to time zones. The hydraulic industry is very time-sensitive, and hydraulic inquiries can sometimes be very urgent. At the end of the day, it's our customer's customer that will suffer if an order isn't processed on time or delays occur. Since our motto is: taking care of our customer's customer, we need to make sure that we retain speed, no matter where our customers are from.

This is why time zones matter, and the speed at which we process orders and offer support to our customers is critical. By having an office in Singapore, we are able to reply to our customers and interact with them much quicker than if they had to wait for the Central-European workday to start.

The market in the Far East is also extremely competitive. We want to stay ahead of this competition by being quick. Sometimes, our customers will request

quotas from tens of different companies. If we want to get that order, speed plays a big role. Although sometimes, Jacob says: "it's hard to determine whether a customer is sending a legitimate request or just fishing for prices so that they can try to beat our price."

Cooperation between Europe and Asia

The most important lesson learned in MH Singapore is that it is extremely important to work closely together. The knowledge garnered between the Singapore and the Dutch office is unique and invaluable, and we need to make sure the ties between both offices strengthen.

Although being in a different time zone gives us a unique advantage with local customers, it can sometimes be difficult to navigate time differences between the Dutch and Singapore offices. Yet, overall, we are able to work around this difference well. "In order for good cooperation, we have to both respect local habits and cultural differences", says Jacob Vaandrager.



Michael Schött & Kathleen Viliijn

MH Hydraulics GmbH

My name is **Michael Schött** and I am responsible for technical support and sales in Germany, Austria, and Switzerland. I have been working in the field of hydraulics and repair for a while now. MH was a supplier of mine for many years and now that I have been working for MH for the last 10 years, I am able to spread my passion to our customers and in our group.

Germany is a very important region for MH Hydraulics, particularly in terms of size and industrialisation. Many of our customers also like to be addressed in their local language. I regularly visit Spijkenisse to reinforce our cooperation even more. MH in Spijkenisse does most of the commercial handling but I am happy to jump in if necessary.

Our MH CRC Network

With more of our MH CRCs opening up, particularly in emerging markets, we are proud to bring quality local Hydraulic Repair Expertise- and that's a guarantee

The MH CRC package can include a complete workshop to repair pumps, motors, cylinders, and components. With our own in-house developed hydraulic test bench we can monitor online if the repair was done correctly. Special tools and equipment can be provided by our sister company EuroTrade. MH can also offer complete systems to manufacture seals and assemble hydraulic hoses. MH CRCs will benefit from the growing

worldwide CRC network, referrals, manpower pool with combined project management capacity and of course hydraulic repair expertise. Ideal partners are companies who already have an existing workforce to maintain, for example, marine equipment, trucks, or other heavy equipment. Typical customers can be found in the marine, steel, mining, oil, aluminum, earthmoving, or manufacturing industry.





**MH Hydraulics takes
new double test bench
Bosch Rexroth into use**
*“Our customers are
certain that they are
getting quality”*



“It is quite a complex and advanced installation,” laughs Anand Phagoe, Service & Repair Manager at MH Hydraulics. He is referring to the new double Bosch Rexroth test bench, which the company from Spijkenisse recently put into use. The test bench is part of the completely new and up-to-date workshop. “This allows us to serve our customers even better.”

MH Hydraulics specializes in the repair of hydraulic pumps, motors and cylinders. With the installation of the Bosch Rexroth test bench, the company is emphatically increasing its strength. Anand: “Take the maximum test pressure of 500 bar, thanks to the powerful electric motor with a capacity of 380 kilowatts and a speed of up to 3,000 RPM. Previously, we placed pumps in smaller displacement to test maximum pressure. But now we can test the larger pumps without that by-pass and with the full displacement of 355cc at maximum pressure. Just like they do in the factory.”

Two electric motors

The new test bench is fully up-to-date and in line with the most current technical developments. For example, it is equipped with the latest regulations, such as HS4, HS5 and SYDFEE. And in addition to the 380 kW strong electric motor, the test bench has a second (smaller) motor that supplies 130 kW. This makes it suitable for large and small pumps. MH can also test all brands of hydraulic pumps and motors, both open and closed circuits (manual or automatic test cycle can be selected).

Fast switching

“And thanks to the short lines of communication with Bosch Rexroth’s programmers, software engineers and hydraulic specialists, we can respond

quickly to questions or challenges,” says Anand. “Important, because even though our employees have followed a multi-day training; working with a test bench of such size certainly requires an investment of time in the beginning. We were blindly familiar with the previous test bench, so it took some getting used to. So that’s a nice task for us: one that we are happy to take on. Because with this we really have something to offer to our customers. There really is something special in our workshop.”

Only Dutch Repair Center

MH Hydraulics has an unmistakable status at Bosch Rexroth. The company is a Certified Service partner and a Certified Distribution partner.

MH Hydraulics is the only official Bosch Rexroth repair center in the Netherlands. William Bravenboer, branch manager at Bosch Rexroth: “MH Hydraulics repairs and tests all hydraulic components according to Bosch Rexroth specifications. This means that MH Hydraulics can give the Bosch Rexroth manufacturer’s warranty on the repairs they carry out. As a customer of MH Hydraulics, you therefore know for sure that you will receive quality, and that Bosch Rexroth fully supports it.

“With this test bench, there really is something special in our workshop”

Reverse of the medal

William also knows the flip side of the coin. “Anyone can dissect a hydraulic pump, but there are many gray wolves in the market- companies whose repairs are a lot less reliable. I know an example of a ferry that sailed against the quay in an Irish port due to a defect in the steering system. What turned out? One of the

Suppliers & Partners

About Bosch Rexroth

As one of the world's leading providers of drive and control technologies, Bosch Rexroth guarantees efficient, powerful and safe movement in machines and systems of all sizes. The company bundles global know-how in the field of mobile applications, industrial applications & engineering and factory automation. With intelligent components, tailor-made system solutions and services, Bosch Rexroth creates the right environment for fully-connected applications. Bosch Rexroth offers customers hydraulic technology, electrical drive and control technology, gear technology and linear motion and assembly technology, including software and interfaces to the Internet of Things.

With locations in more than 80 countries and more than 31,000 employees, Bosch Rexroth had generated sales of approximately EUR 6.2 billion in 2021. There are few companies with such a long history - Bosch Rexroth was founded as far back as 1795.

Collaboration with Bosch Rexroth

MH Hydraulics has been working with Bosch Rexroth for over 40 years. MH Hydraulics is a Certified Service partner and Certified Distribution partner. In

addition, since January 2020, they are the only official Bosch Rexroth repair center in the Netherlands.

There is thus a particularly strong collaboration with Bosch Rexroth and the Certified Excellence Partners in the Netherlands that have been appointed by Bosch Rexroth. There is a long-term and good cooperation between MH Hydraulics and Bosch Rexroth. MH Hydraulics has invested in a Bosch Rexroth test bench and has a direct online connection to the Bosch Rexroth factories for pump setting data. MH Hydraulics repairs and tests all hydraulic components to Bosch Rexroth specifications. Components and parts orders run efficiently through EDI connection.

Examples of close cooperation

Example VDL:

VDL buses use a hydraulic fan drive. Unfortunately, 31 pumps were ordered incorrectly by the customer and the conversion by Bosch Rexroth would take too long, which meant that the city buses could not be delivered by VDL. VDL visited MH to discuss the possibilities for urgent conversions. MH was able to convert, test and deliver these pumps in the shortest time. As a Bosch Rexroth

Certified Repair Center, MH is a strong partner for repairs and modifications.

Example IHC SAS HYTOP:

In December 2022, IHC SAS HYTOP urgently needed a prototype of a 250 cc double pump in order to modify their existing hydraulic system. Within two weeks, MH was able to assemble these pumps and fit them with the correct piping and sensors. After the successful test of this prototype, the customer ordered 6 new pump combinations from Bosch Rexroth. Another good example of a strong collaboration between Bosch Rexroth and MH.

As Bosch Rexroth Netherlands, we have a strong connection with the factories producing hydraulic pumps and motors. As a Bosch Rexroth Certified Repair Center, MH is often the fast and flexible

partner for quick solutions such as rapid supply when equipment operation is halted. MH also can conduct repairs and modifications quickly, partly due to the brand-independent repairs and the huge stock of original components and parts.

MH can provide assembled prototypes on an urgent basis. All brands of pumps and motors can be properly tested on the MH test bench supplied by Bosch Rexroth. The test procedure of our Bosch Rexroth factories can be simulated on this test bench. Pumps and motors can also be inspected and approved by international maritime inspection authorities.

On behalf of all Bosch Rexroth, we would like to congratulate you. On to the next 50 years!



Suppliers & Partners

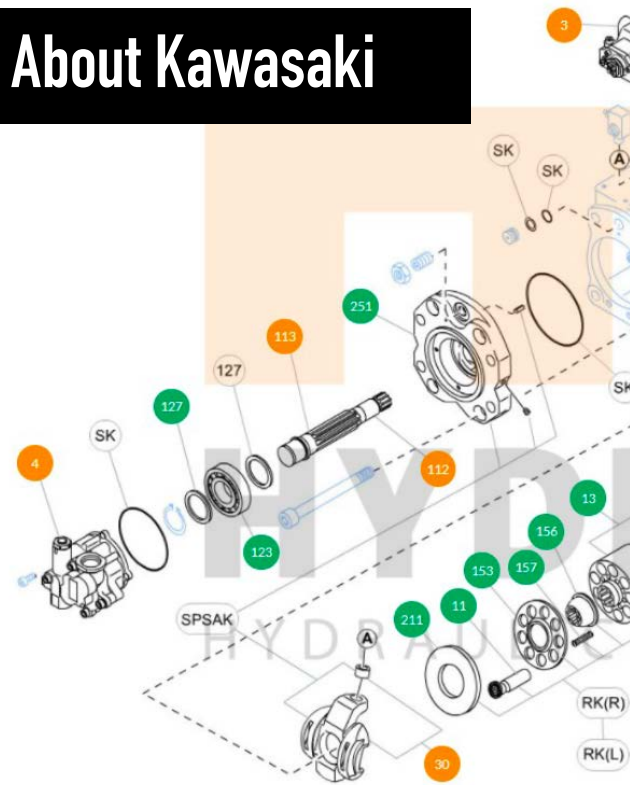
Kawasaki Precision Machinery, which is a division of Kawasaki Heavy Industries, is a Japanese multinational engineering company. The core business of the Precision Machinery Company is the manufacturing of hydraulic components and associated systems for use in off-highway, marine and industrial machinery. Within Kawasaki Precision Machinery, we have 2,500 employees with manufacturing locations in six countries around the world. The Precision Machinery division was established in 1968.

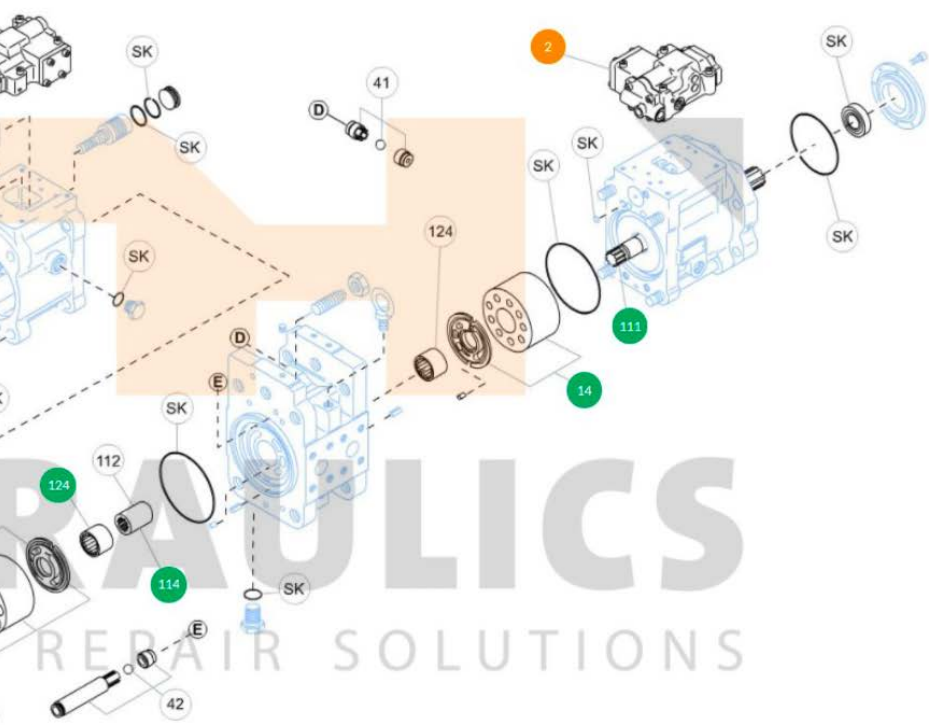
Cooperation with Kawasaki Precision Machinery

Kawasaki Precision Machinery has been cooperating with MH Hydraulics for more than 20 years. MH Hydraulics has been an official distributor of Kawasaki mobile products since 2015. Action-Hydro, a sister company of MH, has been an official distributor since 1998 for Kawasaki industrial components, including Staffa, this for industry and maritime applications. We have an excellent working relationship with MH Hydraulics with a high level of trust that allows us to work in an open and transparent manner. We have always found the team at MH Hydraulics to be very professional and to have a very high level of market and product knowledge that enables them to provide excellent service to their customers. The cooperation with MH Hydraulics will grow more successfully and we hope to have an even closer collaboration in the future.

Kawasaki Precision Machinery would like to congratulate MH Hydraulics on the occasion of their 50th anniversary. We send our thanks to everyone at MH Hydraulics for their support and hard work in promoting Kawasaki products, and for the excellent service they are providing.

About Kawasaki





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POS.	DESCRIPTION	QTY.	
A	SEAL KIT (502921)		GO
B	ROTARY GROUP (502913)		GO
C	BEARING KIT (502935)		GO
2	REGULATOR (517290)	1	
3	REGULATOR (517291)	1	
4	GEAR PUMP (512469)	1	
11	PISTON ASSY (501357)	2	
13	BARREL WITH PORTPLATE (501353)	1	
14	BARREL WITH PORTPLATE (501354)	1	
30	SWASH PLATE ASSY (501358)	2	
111	DRIVE SHAFT (500020)	1	
112	DRIVE SHAFT WITH COU... (517192)	1	
113	DRIVE SHAFT (500845)	1	

SCROLL ME.



Anand Phagoe, Jamie Wright, Kathleen Vliijn, Yuki Hayakawa & Remy Sluimers

Suppliers & Partners

About Hengst Filtration GmbH

The current Hengst business is a family business that was founded in 1958. The core business of Hengst Filtration GmbH is the development and production of high-quality filter systems for various industries and applications. Hengst Filtration distinguishes itself through its innovative technologies, quality standards and sustainable solutions. In addition, Hengst Filtration GmbH has more than 60 years of experience in filtration and is driven by passionate people. Hengst Filtration has approximately 3,500 employees at 21 locations worldwide.

Collaboration with Hengst Filtration GmbH

MH Hydraulics has officially become a Hengst Filtration Excellence Sales Partner from August 1, 2022. The collaboration is a success because it enables MH Hydraulics to offer a large stock of hydraulic filters at the best prices. Since the acquisition of the Bosch Rexroth filter factory by Hengst Filtration in 2021, MH Hydraulics has had the opportunity to

convert the many variants of filters and elements into Hengst Filtration products. With the filter program from Hengst, MH Hydraulics is also able to supply a complete line of filter products in open and closed hydraulic systems, for both mobile and industrial applications.

On behalf of Hengst Filtration GmbH, we would like to congratulate all employees on the 50th anniversary of MH Hydraulics. We are proud of our successful collaboration with MH Hydraulics, a company that is active worldwide in the field of sales, repair and maintenance of hydraulic pumps, motors, and cylinders, and can now also offer an extensive hydraulic filter program.

We appreciate the professionalism, expertise and service orientation that you have always shown in our joint projects. Your company is an example of innovation and quality in the hydraulic sector. We look forward to continuing our cooperation and strengthening each other for the future. Congratulations!

Hengst
FILTRATION





Kathleen Viliijn, Rob ter Elst, Jaap Willem Vaandrager & Remy Sluimers

Customer appreciation visits





Oh boy, the book is done and we're moving on.

*Many thanks to everyone for all your input.
Without your team spirit, we would not have
managed this so quickly.*

Jessica





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