



The best start

Formerly trading as HÜGLI & CO, Huegli Tech AG was founded in 1929 to provide effective products and services for gas and diesel combustion engines, generator sets, industrial vehicles, and other industrial applications. The company has been in operation for over 85 years and first changed its name to Huegli Tech in 1998. Today the business is headquartered in Switzerland, where it operates from three buildings totalling 2500 square metres. These include offices, training rooms, workshop, laboratory, test facilities and stores, which are supported by branch offices in Australia, Czech Republic, England, India, Russia, Singapore and Vietnam. In all Huegli Tech manages 67 dedicated staff worldwide that ensure that the company is always on hand with the right solution to address its clients' requirements.

Since the 1950s, Huegli Tech has accompanied, embossed and supported the hydraulic business, honing its abilities in designing and supplying cutting-edge, innovative products such as its range of hydraulic engine starting systems. The company was last featured in *Shipping and Marine* magazine during March 2014 and over the course of the past nine months has continued to develop its product line, as well as the business as a whole. This includes new products, such as burst disc solutions, pressure test inspection reporting, brand new hydraulic interlock device, and a shock proof system that is able to resist a shock stress of 16g in all directions. That was tested from an accredited inspection company and hydraulic starter with ATEX certification, and development of its current range of hydraulic engine starting systems has also continued. These offer clients significant

advantages including an efficiency rating of over 90 per cent, which remains consistent down to temperatures as low as 40 degrees centigrade, as well as being capable of black start and offering spark free ignition.

"We have been very busy since March 2014," says vice-president Hanspeter Egli. "All of our divisions have made big steps forward. For example, with our new SCADA System to control GenSets, extended product range in the field of our gas management systems, and governing system, the demand for Huegli Tech's hydraulic starting solution (HSS) for combustion engines has increased and we were able to extend production again this year."

Indeed continued product development and support has increased the effectiveness of the company's hydraulic engine starting system making it an even more attractive solution for its clients. "We are continually extending our product range to meet new demands," says product manager starting solution, Massimo Lucchini. "The development of our brand new interlock system is a good example of this, as an innovative solution which prevents accidentally engaging a hydraulic starter when the engine is running and can be added to an existing hydraulic system without difficulty. This was developed for a customer who had actually experienced damage to starters and engines resulting in costly downtime, while waiting for spares. Other customers within the oil and gas industry also look to this system as an additional level of safety."

"Since Huegli Tech was last featured in *Shipping and Marine* magazine we have registered a significant increase in product

development. Huegli Tech was always very customer-orientated, but has matured from a well-known supplier to a competent all-in-one provider of hydraulic starting systems. Today we offer a full solution from design to manufacture, including development, prototyping, training and after-sales service. We have also undertaken some personnel development to strengthen our experienced engineering and production team.”

As Huegli Tech has continued to expand and grow its product range, the company has attended several important trade shows including, Power-Gen Asia 2014 in Kuala Lumpur, where it has previewed some of the new technologies that it is bringing to market. Furthermore, at the time of writing Huegli Tech is preparing to attend Bauma China 2014, where it will offer a live demonstration of its brand new HED Wi-Fi module CL-T04. “The CL-T04 Wi-Fi module is a solid state microprocessor-based system, designed to provide simplified wireless access to critical machine-information via the existing CANbus system,” explains technical director, Urs Roggwiler. “Using any device that has Wi-Fi capacity and a web browser, including smart-phones, tablets or laptops, service personnel and owners have access to a broad array of data for monitoring, trouble-shooting and so on. This means the elimination of hassle with cables and dongles as well as the cost effective customisation of pages via HTML programming.”

Such events are a useful hub for showcasing new product



developments and services, which allow Huegli Tech to increase customer awareness as well as its global footprint. Commenting on the success of Power-Gen Asia 2014, Hanspeter says: “There was a lot of interest in our products and Power-Gen was interesting for both our clients and Huegli Tech. We made many new contacts and leads and we had the opportunity to present our entire product range. Asia is also a good place for products

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like HSS and we perceive a lot of potential business in this area. Customers like that our starting solutions are built in Switzerland because they trust in our build quality.”

Huegli Tech is dedicated to maintaining the highest levels of quality and on building long-lasting relationships with its clients and with trusted industry partners. It has developed an efficient collaboration with Kocsis Technologies Inc (KTI), which has supplied Huegli with products for over 50 years. “Our systems are both designed and built with fine workmanship and attention to detail,” reveals design-development engineer, David Hedinger. “Such details include the use of a spring washer instead of a serrated lock washer when components are mounted on an offshore platform that will prevent damage to the tough but brittle marine paint. Such details are not obvious from a distance but make a real difference in quality and long-term durability. This workmanship is based on years of experience in building starting systems and in using KTI products and components.”

Over the coming years Huegli Tech will seek to continue to develop its service offering with a growing product portfolio and further collaboration with its clients and close partners like KTI. Furthermore the company will look to expand its global reach with further investment into its main gas, governing, automation systems and starting solutions divisions, especially in air starting and hydraulic starting systems, to deliver rapid and effective solutions to wherever they are needed. Commenting on the

strategic vision for Huegli Tech over the next three to five years Hanspeter says: “Let me give you the short answer, our strategic vision is to be the most reliable manufacturer globally of starting solutions!” ●



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