



HecNews

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Hectronic Company Magazine

EDITORIAL



Dear Readers,

As the year comes to a close we send you a message from snow-covered Bonndorf. However sleepy the scene appears, Hectronic is still working flat out! Growth is a fine thing and we are proud to have achieved a lot in 2017. At the same time though demands are made on each one of us. People and machines reach their limits. This is why we are looking forward to be able to relax a little over Christmas and New Year and recharge our batteries. We are all looking forward to the New Year very positively and with anticipation. 2017 went very positively and we hope to carry over this vigour into 2018. The topic of digitalisation will continue to accompany and challenge us. We believe, however, that we are well positioned here and will – where necessary – still make some more structural adjustments. I am surrounded by a highly motivated team! Together with many down-to-earth, cosmopolitan, pleasant and professional colleagues, I look forward to being available for you again in 2018, our partners, customers and suppliers.

Until then, I wish you, your staff and families a peaceful Christmas and a good start to the New Year.

Best regards from an idyllic – still snow-covered – Bonndorf.

Stefan Forster

“BayWa tank card app” goes live

The BayWa tank card app is available for downloading in Google PlayStore and AppleStore since the end of November 2017. With the app it is currently possible to tank and pay via mobile phone at 89 BayWa petrol stations safely and comfortably by smartphone. Moreover, BayWa petrol stations can be located and tanking receipts shown and sent by e-mail. Hectronic currently operates around 120 fuel terminal card readers in the BayWa network and was allowed to develop the so-called White Label App for the trade and service group. The project started in March this year after many preliminary discussions.

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200th HecFleet for AS 24 rolls off the production line



Around a year ago, we reported on the first 50 test installations for the new-generation HecFleet. This year, a further 200 fuel terminals have been delivered to AS 24. AS 24, a tier-one pan European player in the fuels truck business thus continues to rely on Hectronic's fleet specialist, which guarantees quick authorisation and, by extension,

high vehicle throughput. The fuel terminals also work with a variety of different petrol pump manufacturers and protocols, and support a range of client-specific features. The especially high standard of security offered by AS 24 is worthy of particular mention. Authorisation is based on the EMV Chip Card, making it comparable to a bank card in terms of security. This requires an EMV kernel, which Hectronic has built into the terminals. Most of the devices were installed at busy filling stations all over Europe. In order to ensure trouble-free installation, Hectronic carried out a number of training sessions with technical directors in the countries concerned. We are delighted to see the renewed trust placed in our products and look forward to continuing our successful collaboration in the coming year.

Citea - Yearly record surpassed!



Never have so many parking ticket machines been sold in one year in the history of Hectronic as in 2017. Various projects and many customers contributed to that result. That includes orders from one to several hundred units. The list of customers includes for instance the German cities of Aachen, Hamburg, Stuttgart and Berlin. On top of that, many bids were also won beyond the borders. That includes Graz in Austria, Schearbeek and Uccle in Belgium and the French cities of Beauvais and St. Denis.

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City bus operator SPPK counts on Hectronic once again

16 years of cooperation have proven its worth.

Already in 2001, Hectronic Poland was working together with the SPPK bus operator of the City of Police. Back then the entire company filling station was equipped with the first TA2331-version fuel terminals. So far, over 400,000 tanking operations and 30 million litres of fuel have been handled by the terminals. But even though it was considered one of the most cutting-edge tank systems in Poland, it has meanwhile become a bit outdated. So the customer



decided to replace the existing fuel terminals along with the pump dispensers and adapt to the latest state of the art.

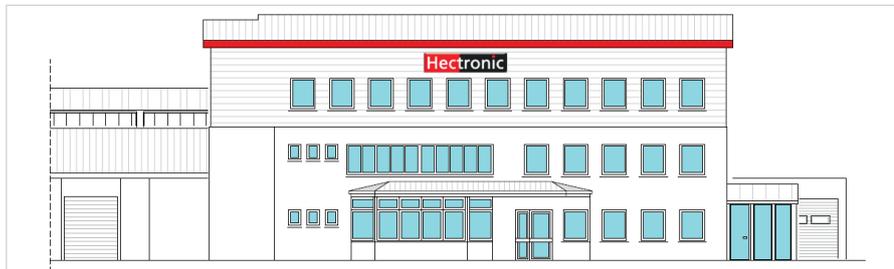
[Read more](#)

Test phase at the Göttingen Campus

The City of Göttingen is currently testing how often the cashless payment function is being used on the machines for parking space usage. Hectronic hit the jackpot to be able to provide a pilot for this 6-month test phase. The city originally became aware of the Citea parking ticket machines during the Parking Trade Fair (Parken) in Karlsruhe. Anyone who wants to park on the universi-

ty campus in the future can pay with an EC or credit card, or buy a ticket with cash as in the past. Following the test phase, the city hopes to be able to make a reliable statement on the acceptance of the service expansion for payment functions. The decision on whether to expand the service into additional city districts also depends on that.

Hectronic invests in the future



Hectronic is growing and it's starting to get cramped. The reason is an entirely positive business development combined with the new digital world that is now going to involve spatial and structural changes. Anyone, who believes that digitalisation causes workplaces to shrink, is wrong. In order to be able to keep pace with the topic of digitalisation, relating to the Internet of Things (IoT) and Industry 4.0, a major rethink is necessary. Reorganisations are on the agenda – that requires specialists and they again need space. Planned long beforehand and meanwhile approved, the conversion is to be carried out at the Bonndorf site in three construction phases in all. Altogether 1.3 million euro are being invested in the construction project – an investment in the future!

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What's next?

Gas Station Build, Middle East

10 - 11 January 2018, Dubai/UAE
--> [to the website](#)

UNITI

Cards- und Automations-Forum

10 - 11 January 2018,
Hamburg/Germany
--> [to the website](#)

Complete petrol station retrofitting by Hectronic Austria



Hectronic Austria offers individual solutions for petrol stations from individual retailers to branch networks. In this context in particular, the branch in Austria is considered to be a specialist in the field of POS systems. The existing POS system and the fuel terminal of the car dealer Radsbeck in Aldersbach was recently replaced by Hectronic products.

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Successful Smart City Expo

From 14 to 16 November, the "Smart City Expo World Congress" in Barcelona once again offered an outstanding platform for intelligent and sustainable solutions that contribute to the quality of life in cities. In total, 675 exhibitors presented themselves to approximately 18,000 visitors during the trade fair. This year, for the first time ever Hectronic was also able to be counted among the exhibitors. Many interesting discussions with existing and new customers as well as with co-exhibitors and sector manufacturers made the participation a great success.

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Hectronic

Smart solutions for
parking and refuelling

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Hectronic GmbH
Allmendstrasse 15
79848 Bonndorf, Deutschland
Tel: +49 7703 9388-0
Fax: +49 7703 9388-60

mail@hectronic.com
www.hectronic.com