



valvescommunity[®]

Your update on HEROSE GROUP

Title story

Report from the first LNG-inland waterway ship on the Rhine

PowerPac

For more clean air in the harbours of this world

Apprenticeship

HEROSE has never had so many apprentices as this year



The "Eiger" docked for loading containers in the harbour of Strasbourg



Dear Readers,

In order to ensure the growth of a company, in addition to innovative products, it also needs qualified skilled employees. And that is why I am pleased to announce that in the new training year, a total of 21 apprentices shall be employed at HEROSE. I consider this to be a confirmation that HEROSE is still one of the most popular training companies in the region. And we will be presenting two reports on the success topic LNG: we accompanied the inland waterway ship "Eiger" that has already been converted to the environmentally friendly fuel in 2014 and has only had good experiences with it. And we will present the LNG PowerPac[®] from Becker Marine Systems to you that could revolutionise the power supply of ships in harbours. I wish you lots of fun with reading – and a wonderful summer.

Dirck M. Zschalich
Managing Director

"Exhaust gas has no longer been disturbing us for a while"

The inland waterway ship "Eiger" has been travelling with LNG since five years. Captain Bühler has only had good experiences with it. **vc was on-board.**

Rudolf Bühler plays Tetris on his monitor every day. He pushes the colourful blocks back and forth and is pleased when the jigsaw puzzle fits together again. This is not a leisure activity for the captain of the "Eiger", it is a professional must: "Each block on the loading plan stands for a container", said the 56-year-old Swiss, "and I have to position them so that they can be loaded and unloaded optimally at every harbour."

9th May, just before 8 am. On the way from Basel to Rotterdam, Rudolf stopped at the Rhine harbour of Strasbourg. Loading is carried out by crane as soon as the inland waterway ship is moored. "Here we are collecting ten containers today", said Rudolf, "We will be on our way in half an hour."

The "Eiger": year of construction 2001, 179 m long, space for maximum 354 standard containers. The inland water-

way ship of the Dutch shipping company Danser was converted to LNG in 2014 - and that was being the first inland waterway container ship at all. The LNG tank costs us six container slots "but it was worth it to us." Many valves from HEROSE on the storage tank, on the bunker lines as well as on the GPU – the "Gas Processing Unit" – ensure for safe operation since then. ▶



Concentrating: captain Rudolf Bühler

"It is a good feeling to be sailing using LNG", said the captain Rudolf, "to know that one emits a lot less muck into the air." With regards to travelling, one doesn't notice any difference. "And we really appreciate LNG in the summer time", said Rudolf, "as when the wind comes from behind and the door is open, you cannot smell the exhaust gases as we did in the past."

The "Eiger" runs with a scheduled service between Rotterdam and Basel. "We need 14 days for a round trip." We stop at five harbours in-between, "we cannot manage any more with regards to capacity". The LNG is bunkered in Rotterdam by a trailer – truck to ship. A permanent bunker station on the Rhine should be opened in Autumn 2019 (see extra report).

In addition to Rudolf, the boss on-board, Cees Bouman is also travelling as second captain. Both take their turn in the rudder every eight hours. A fixed team of three sailors are also on-board - two Czechs and one Dutchman. "We have been together since many years and we are completely on the same wavelength", said Rudolf. The team always works for four weeks - two round trips long - and then has the same amount of time free. During the weeks on-board, we all share a flat under deck: a living room, kitchen, bathroom are there for all and everyone has his own bedroom. In the living area, there is always a slight overpressure as they are in the so-called "Ex area" of the LNG tank, the explosion area. An overpressure prevents an unnoticed penetration of gas.



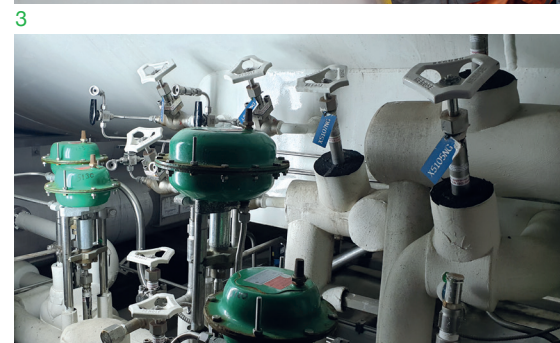
Captain Rudolf Bühler navigates the 179 m long "Eiger" with a close look and a stick

What are the crew of the "Eiger" taking around the world? "From Rotterdam electronic components, machine parts or clothing", said Rudolf, "on the return journey for example, medical products from Switzerland or non-alcoholic beer from Strasbourg for the Arabic region."

Rudolf has been navigating inland waterway ships for 37 years – as his ancestors: "I am in the 4th generation in our family." His territory is the Rhine where he has probably already travelled a mil-

lion kilometres. He knows every corner - he looks forward to passing through the section between Bingen and Bonn every time: "And the highlight is always the Lorelei." But this also bears the most narrow corner of the Rhine: "You have to be as careful as a lynx there." The "Eiger" is one of the longest ships that sails on the Rhine.

A dented VW Golf is parked at the back of the "Eiger". With this car the crew goes shopping in the harbours - a small car





crane lifts it onshore. The favourite dish of the crew is rumen, a cow stomach dish from grandma's kitchen. Captain Rudolf always prepares this himself, roast hare is his second favourite dish.

As the "Eiger" arrives at the harbour of Kehl in the afternoon – three hours later than expected, "because a container was missing in Strasbourg" – after taking a quick look at the sky, Rudolf and his crew spontaneously decided: "Lets have a bar-becue on the afterdeck."

HEROSE valves for LNG applications



Manual globe valves

Sizes: DN25 to DN200
Pressures: up to 63 bar
Connections: butt weld, socket weld, thread, flange

Safety valves

Sizes: DN6 to DN50
Pressures: 0.2 to 550 bar
Connections: thread, flange

Pneumatically actuated globe valves

Sizes: DN10 to DN200
Pressures: up to 63 bar
Connections: butt weld, socket weld, thread, flange

Check valves

Sizes: DN10 to DN200
Pressures: up to 63 bar
Connections: butt weld, socket weld, thread, flange, solder

Strainer

Sizes: DN10 to DN200
Pressures: up to 63 bar
Connections: butt weld, socket weld, thread, flange, solder

LNG bunker station in Cologne

The company PitPointLNG has been working on the implementation of a project since November 2018 for the construction of a stationary LNG bunker station in Cologne. In April 2019 the tank with a capacity of 200 cubic metre reached the Rhine harbour of Cologne. The opening event will take place in September. The LNG bunker station in Cologne will be the first permanently stationary possibility for inland waterway ships to bunker with LNG in Europe.

The home port of the "Eiger" is Rotterdam
(1) The LNG-tank with numerous valves from HEROSE (3) is under deck (2). The unloading of the container is monitored (4)



For more clean air in the harbour

With the LNG PowerPac® Becker Marine Systems has created a mobile solution for a low emission power supply that HEROSE participates on this project with several valves.



The LNG PowerPac® is lifted onto the rear of the container giant and produces electricity there

Hamburg takes another step to improve the air quality in the harbour. Innovative technology developed in the Hanseatic city can, in the future, ensure that large and very large container ships can switch off the so-called auxiliary diesel during the wait time, and obtain the electricity required for on-board operation from a novel mobile generator.

In the scope of a common pilot project, Becker Marine Systems, Hapag-Lloyd AG and Hamburger Hafen und Logistik AG (HHLA) have been testing the novel technology since the beginning of the year.

Mobile power station

The technology supplier Becker Marine Systems has developed the mobile power station for this purpose. Two partners, Hapag-Lloyd and HHLA, then came for the trials. A so-called Becker LNG PowerPac®, the name of the concept, supplies container ships with environmentally generated power at the quayside of HHLA container terminal Burchardkai (CTB). The operation was

tested several times successfully with 20,000 TEU giant container ships from Hapag-Lloyd over the past weeks using a prototype. Together with Hapag-Lloyd, HHLA is therefore increasing their efforts for keeping the air in Hamburg clean.

Becker Marine Systems is a customer of HEROSE for a long time. Valves from HEROSE were already installed in the Power Barge, that was built in 2015. The barge initially supplied a cruise liner with clean energy and now, it produces power and heat for various customers in the port of Hamburg. The PowerPacs® are fitted with pressure regulators, strainer, manual and pneumatically actuated shut-off, safety and check valves.

The Becker LNG PowerPac® has been developed together by Becker Marine Systems and their subsidiary HPE Hybrid Port Energy as compact system in the size of two 40 feet containers. This unit combines a gas-driven generator and an LNG tank that supplies the energy for the generator. As soon as the container ship has been moored, the 1.5 megawatt power station is raised

from the quayside to a positioning place at the rear of the ship using a gantry crane, connected to the on-board network and can then provide power for operating the ships when in the harbour.

International potential

Thanks to the innovation, harmful pollutants such as sulphur dioxide, fine particulate matter and nitrogen oxide that are usually incurred from operation of the auxiliary diesel of the respective ship are either avoided completely or reduced significantly.

Dirk Lehmann, managing director of Becker Marine Systems, says: "The Becker LNG PowerPac® represents an uncomplicated solution for the reduction of pollution of harbours and has the potential to find its use internationally. We are currently conducting negotiations with diverse European as well as Chinese harbours and are confident that the Becker LNG PowerPac® can establish itself on the market."

For the development of the new technology, the German Federal Ministry

at could be used world-wide.



Christian Becker from Becker Marine Systems and Mario Esche, marketing manager of HEROSE, in front of the operating unit of the PowerPac®



The PowerPac® on the terminal

of Transport and Digital Infrastructure has approved subsidies at the amount of seven digits in the scope of the mobility and fuel strategy of the federal government. Enak Ferlemann, parliamentary state secretary of the Federal Minister for Transport and Digital Infrastructure: "The air pollution control in harbours of densely populated regions is of great significance. This is why we are promoting sustainable and alternative concepts as well as innovations such as the LNG PowerPacs®, which contribute to the modernisation of shipping and to reduce emissions."

As Know-how partner and handling service provider, HHLA has been accompanying the project since its start in 2016. Hamburg's largest terminal operator has defined the technical and process requirements for the handling of the PowerPac®. HHLA Executive Board Jens Hansen says: "From our point of view, the test have been very successful until now." ■

Dagmara Kocur: "I just like to help others"

The production manager assistant is active as a volunteer

She can knuckle down, has power and knows what she wants: Dagmara Kocur, production management assistant at HEROSE. In the evening, she learns for her open university course economics science at the University of Hagen - and all of her other leisure time has a tight schedule. Being one of five women, she is a member of the volunteer fire brigade of Bad Oldesloe - rank "Leading firefighter". And on weekends, she accompanies deployments of the emergency medical services FALCK in Hamburg as paramedic.

500 hours of emergency medicine

Superficialities are not a thing of Dagmara Kocur. "If I do something then I do it right." In order to be qualified for her work, she studied economic science in Kiel and earned her money as assistant in the assembly at HEROSE. Since 2018 she is employed permanently at the Bad Oldesloe valve manufacturer and assists Kai Gruber and Mike Grimsehl in the production management: "An interesting and diverse job." ■

In order to be recognised as trained emergency paramedic, two years ago Dagmara participated on a course of more than 500 hours at the academy for emergency medicine in Hamburg. Since then, she accompanies ambulances in Hamburg two to three times a month and has to deal with all aspects of this stressful job: "This ranges from heart attack to serious traffic incidents." At the volunteer fire brigade in Bad Oldesloe, Dagmara gets involved in all deployments that have to be dealt with - and she is also active in the "Hazardous goods fire brigade Stormarn", the civil protection unit of the district. And at HEROSE, she has volunteered to be a first aider: "Fortunately, I have only had to treat small cuts until now."

Dagmara mentions the reason for here commitment as being the passion to help others: "I simply like to be there for others." She really appreciates the companionship of the fire brigade. There, she also met her fiancé Kevin. Both are athletics, jog and swim together. There is only one thing that Kevin does not share with Dagmara: her passion for the football club HSV. ■



Dagmara Kocur in front of the fire station in Bad Oldesloe

Grade A in the apprenticeship

Lack of apprentices? For the 1st August, HEROSE reports another new record – 21 apprentices

On the 1st August when the new apprentices begin at HEROSE, the valve manufacturer from Bad Oldesloe will report a new record: "A total of 21 young people that we will be preparing for their profession in the apprenticeship years", said Helmut Lucka, the Human Resources manager at HEROSE. An astounding statement. For some years now, have you been hearing that it is difficult to find apprentices?

The company HEROSE enjoys an excellent reputation as training company per se. Due to offers from student internships and holiday jobs, we have understood how to get younger people interested in HEROSE for years now - and last but not least, the permanent participation on training trade fairs ensures for the necessary attention. "HEROSE has always placed a lot of value in the recruitment of apprentices", said Helmut Lucka, "and that not only being after everyone has been complaining about the shortages."

The rush was so large recently that the number of internships had to be limited to two a week. "The word has been spread on the Bad Oldesloe schools that HEROSE is a highly interesting company for an apprenticeship", said Winona Mews, recruiter at HEROSE and responsible for the administrative education and training. "And this is not only because we are a company with future and one is well trained, this is also because the human element matches."

Young people can have themselves trained in four occupations at HEROSE: as cutting machine operator and industrial mechanic, as industrial clerk and IT specialist with branch of study being system integration. Moreover, dual studies are also offered. For the industrial apprentices, HEROSE has setup a new workshop in August 2018. Franziska Jänike, who, together with Sandra Wulf and Manuel Mielke organise the industrial worker training courses: "Training in our own house has the great benefit that one can teach the younger people target-orientated for the own requirements."

HEROSE does not only educate for reasons of social overall responsibility, but also because we always urgently need them ourselves: "Due to our growth, we do not only always look for new employees, we also have to replace those that will be taking their retirement. And that is a huge challenge despite the positive number of applicants", said Helmut Lucka.

With the advertisement for trainees, we are given support by an almost five minute clip where an apprentice guides you through the company. This is online on the homepage of HEROSE with immediate effect. HEROSE will also participate on the Job-Tour in Bad Oldesloe again in 2019 and on the trade fair of the Job Centre (BiZ at night).

And then you can still trust in the good old mouth-to-mouth propaganda that has always ensured that one applies to HEROSE with pleasure. ■



Glance in the new workshop



Trainer Manuel Mielke (left) and apprentice Jonas Schlüter

Klaus Dretke is at HEROSE since 50 years



As Klaus Dretke began with his apprenticeship as machine setter at the former HERO factory on 1st August 1969, astronaut Neil Armstrong had just landed on the moon, the Federal Chancellor was still Kurt Georg Kiesinger – and the famous Woodstock festival broke all records three weeks later. On 1st August 2019 Klaus Dretke will be celebrating his 50th company anniversary – and shortly afterwards will be taking his well earned retirement.

Klaus Dretke, 65, has experienced all ups and downs of the company in his time at HEROSE. "As I was a trainee in those days, we had built tools for our foundry", the man from Lübeck remembered, "for 125 Mark per month." In 1992, HERO was shortly before its end. HEROSE GMBH took over the business and we relocated to the Elly-Heuss-Knapp-Straße – "and since then, it has been going upwards without interruption".

How to contact us



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Representative for Serbia

Ambitious plans of the company Hidraulika, that has been representing HEROSE products in Serbia for 20 years. In 2019 turnover should grow by up to 20 %, moreover a new building is being built with larger workshop and more storage space.

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The Hidraulika crew from the left: Radomir Mitrović, Milenko Marković, Lazar Starčević, Jelena Škoro, Dejan Škoro, Ivana Lazić, Ivan Mičić and Dejan Indjić.

Representative for Poland

The company ARKO has already been a reliable partner of HEROSE for 23 years. The "Arkons" as they are also called by the HEROSE sales team sell products from all business application areas. The strongest demands here are in the market segment CRYOGENIC, as there the demand in products for LNG use is also continuing to increase.

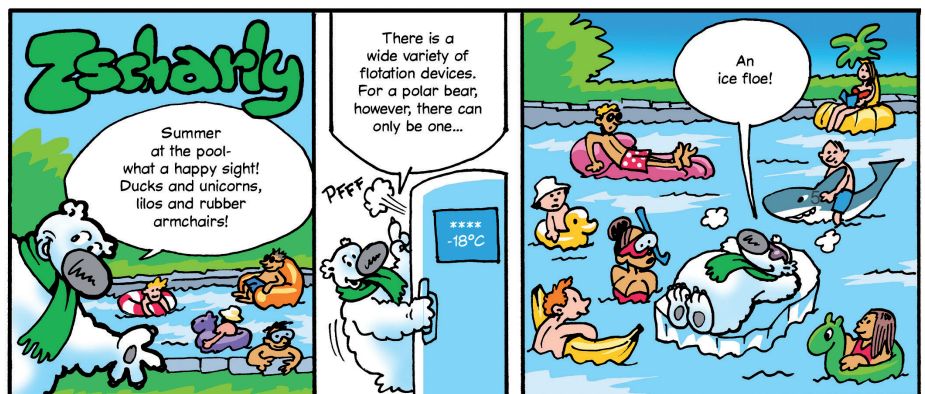
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The "Arkons", from the left: Michał Marynowski, Wojciech Marynowski and Sebastian Rowiński

Klaus Dretke learned to operate CNC machines, today he monitors the production of top works for the valves. He was a member of the works council for one election period – "together with Jürgen Voss". His conclusion: "I always felt at home at HEROSE because everything has always been kept human and social."

In his leisure time, Klaus Dretke has pleasure in reading, listens to classic music and rides his bike a lot. ■



■ In May, LORCH has successfully passed the re-certification audit for the quality assurance of the production according to Module D of the Pressure Equipment Directive 2014/68/EU.

■ In June, HEROSE has successfully passed the BOC supplier audit. All processes for the production of valves for BOC were audited.

■ With a donation of 400 Euro, HEROSE has supported the foundation Klimawald (Climate Forest) in Schleswig-Holstein.

Trade fairs

f-cell, Stuttgart
10 to 11 September 2019

Cryogen Expo, Moscow
17 to 19 September 2019

IG China, Hangzhou
19 to 20 September 2019

Analitica, São Paulo
24 to 26 September 2019

Flow Control Exchange India, Mumbai
3 to 4 October 2019

Fluid Processing, Lyon
16 to 17 October 2019

Motorship Propulsion & Future Fuels
Conference, Hamburg
19 to 21 November 2019

Congratulations

... on your 50th company anniversary
Klaus Dretke on 1st August 2019

... on your 25th company anniversary
Manuela Mielke on 1st October 2019
Petra Drews on 17th October 2019

... on your 10th company anniversary
Kevin Neels on 1st August 2019
Lisa-Marie Seehaase
on 1st August 2019
Christoph Edler on 1st August 2019

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The next issue will be published in
November 2019.

Girls & Boys Day at HEROSE



In this years Girls & Boys Day 2019, six scholars were able to gather the first impression of the world of work at

HEROSE. This included a company tour and a small quiz.

New brand identity for Mack Valves

For the 80th birthday, Mack Valves has been given a new brand identity. With the fresh design, the Australian company that belongs to the HEROSE group since 2017 wants to symbolise their claims to remain a leading provider



under the valve manufacturers on the 5th continent.

New machine for China

Since the middle of April, the HEROSE branch in Dalian, China disposes over a new CNC machine that was manufactured and supplied by DMG Deutschland. After a two week introduction by employees of DMG China and Maik Tolzmann, the production of components for the German and Chinese market began.



From the left: Christopher Ohlow (Technical Manager HEROSE Dalian), Kun Teng (machine operator) and Maik Tolzman (person responsible for technical commissioning)

Win one of 5 WESCO bread bins

The first stationary LNG bunker station for inland waterway ships in Europe will be opened this year in ...

- A ... Hamburg
- B ... Cologne
- C ... Rotterdam



Please send your solution until 10th September 2019:

E-Mail: win@valves-community.com or online: www.valves-community.com

HEROSE employees and their immediate family members are not eligible. The judges' decision is final.

We congratulate the winners of a Sony Bluetooth box

Audrey Pister, CRYOLOR, France

Maximilian Wallner, HENNLICH GmbH & Co KG, Austria

Melanie Rippe, Grünenthal Pharma AG / Protopharm AG, Switzerland

Jörg Schmidt, MAW-Stahlbau Eulberg GmbH & Co. KG, Germany

Sandra Pommeranz, Feldbinder Spezialfahrzeugwerke GmbH, Germany