

A cocoon full of interesting impressions:

the new BUHLMANN GROUP trade fair booth

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external skin promises ever-changing views into and out of the booth, as well as simultaneous openness and adequate demarcation. The large interior area offers sufficient space for business exchanges, which can be further intensified in three conference rooms. A large staircase leads to the lounge on the upper floor, where there is additional space for conversations. It offers a suitable space experience for every guest. Oliver Buhlmann, managing partner, is pleased with the new booth: 'The

Raise the curtain for the new, joint BUHLMANN, DYLAN and BUHLMANN-PROJECT-SOLUTIONS (bps) trade fair booth. BUHLMANN GROUP presents itself in a cocoon at the industry's leading trade fair.

The aim of the new booth: to draw the view of the visitor from the outside as well as the inside. The large sculptural form appears to be in constant motion in an interplay of light and shadow. The honeycomb patterned

aim of this cocoon is to not only draw attention to our booth from the outside; instead, visitors will also enjoy visual experiences inside the booth and simply feel good in a great atmosphere.' This feeling is reinforced

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by our own cuisine and a bar on the upper floor. The curtain on the new booth will be raised for the first time at TUBE 2016 in Düsseldorf between 4 and 8 April.

BUHLMANN GROUP at TUBE 2016

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More than 1,200 exhibitors on around 50,000 square metres of floor space with over 30,000

visitors. These are the figures for TUBE 2014, the most important international piping trade fair, with BUHLMANN GROUP at the centre of the action. The group will be represented once again from

4 to 8 April 2016 at booth A20 in Halle 3 – with a completely new booth (see the article on this page). Our employees will be presenting products and services which stand for the BUHLMANN name and

they are looking forward to meeting international contacts, holding interesting discussions and seeing great purchasing interest.

An interview with new

BUHLMANN CEO Wolfgang Huhn

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Herr Huhn, as of 1 April you will be BUHLMANN's fourth CEO. What duties await you?

One of the main emphases focuses on the operative side of DYLAN and its subsidiary companies. With my permanent presence on site, we aim to continue the successes of recent months. The move of my wife and me to the Netherlands emphasises our interest in this. The new, joint IT platform, together with Navision, will certainly help us to further refine DYLAN integration and harmonise work procedures. In addition, it is planned to distribute management of the BUHLMANN-RFS subsidiary companies more evenly, so that more time is available for the individual branches.

What special challenges do you see and what objectives have you set yourself?

One challenge is, as we all know, that the global steel market is currently anything other than optimal. Another important challenge is the successful integration of DYLAN as an individual company with a long tradition. At the same time it is precisely this that presents a great opportunity: at both DYLAN and BUHLMANN we have some extremely talented and motivated colleagues. The more we forge these individual talents and professionals



as a team and cleverly utilise our advantages, the faster this success will develop into growth and profitability.

What are you looking forward to most in your future duties?

In relation to my work I have been lucky to get around a lot and have worked in a variety of countries and cities. It makes me all the more happy that this journey is continuing to the Netherlands, because international cooperation in a corporate group has always held a special attraction to me.

Tell us something about your previous career at BUHLMANN?

After 20 years in the steel business I became CEO of BUHLMANN Singapore Pte Ltd in January 2008 in the course of BUHLMANN's expansion of its international presence. We started as three people and worked in a small office, but soon leased a warehouse and moved into the offices with six employees. Having a local warehouse increased our potential and we expanded our stock foundation to approximately 1,200 tons. Three years later we bought our own warehouse in

Singapore. We then converted it and rehoused our entire stock. At the end of the 2015 business year we were 19 colleagues and held around 2,000 tons of material.

What are you bringing along from Singapore for your coming duties and what will you miss?

I am certainly bringing the very open Asian attitude. In Singapore one not only lives in very close quarters with various religions and cultures, one also works with expatriates from countries around the globe. What I will miss was clear as soon as the decision to move was made: the colleagues in Asia. Here, my special thanks go to the team in Singapore, who decisively contributed to our success in South East Asia. I wish the team, and the new management around Herr Dohmen, continued success and all the very best.

TÜV Nord Material Testing becomes MT Laboratories

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The former TÜV Nord Material Testing GmbH has been operating under the name MT Laboratories GmbH since the start of 2016. After cooperation with TÜV Nord ceased, a suitable new partner was

found, completely corresponding to and meeting requirements.

The MT Laboratories family-run business was founded in Meerbusch near Düsseldorf and

has additional testing facilities at its second site in Duisburg. This means fewer tests at third-party laboratories in the future. Thanks to their extended testing portfolio, MT Laboratories is capable of offering its customers X-ray and eddy-current testing or special inter-crystalline corrosion tests. In addition, innovative technical methods, such as water jet cutting, ensure accelerated specimen production using less material. Dr. Christian Baum views the cooperation positively: 'Because the existing personnel were taken over, the familiar contacts previously known to BUHLMANN remain in place. In terms of supply

reliability and level of service, we are even better', says the Director Technical Business Division. 'In addition, ideas relating to systems synergies between the two houses can be developed further and implemented in the mid-term', explains Dr. Christian Baum. The MT Laboratories product catalogue is available in German and English and can be requested from the usual contacts or at office@mt-labs.de.

New BUHLMANN department:

Thoroughly international

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Edwin Chen, formerly General Manager at BUHLMANN China, has been the new Head of Global Projects since 1 January 2016. Together with his diversified team he takes care of the rapidly growing area of international projects and, in particular, key project management.



'We aim to better utilise the global synergies within the BUHLMANN GROUP and be even more present in international projects', says Edwin Chen. The team also provides support to the North America and Chinese market. A task that particularly pleases Edwin Chen: 'We rise up to the challenges with every new project and a recent assignment was only successful

through well coordinated team work across borders. This international cooperation is highly enjoyable.' His previous position in China gave him a strong knowledge of the local market. 'It also helped me understand the needs and wishes of customers in a number of different markets', explains Edwin Chen. He currently remains on the board of BUHLMANN China and keeps in close contact with his counterparts there.

After an extended stay in Bremen, life in Germany is nothing new to Edwin Chen: 'However, it is still a big change for me and my family, of course. But we are quickly getting used to it and are enjoying life here.

The people are all very friendly.' However, he already misses Asian cuisine from his home country, Singapore: 'I think that's quite normal if you are living in a foreign country. But we still need to get used to the numerous supermarkets all being closed on a Sunday', he explains, laughing. However, this does not detract from his passion for cooking: 'I don't eat to live, I live to eat. What's more, I will try anything from Asian street food to fine European cuisine, and try to reproduce it in the kitchen at home.' The international atmosphere of his job is thus reflected in his hobby.

BUHLMANN in the orient:

Review of the first half year

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Kim Daniel Michelsen has been Managing Director at BUHLMANN Middle East FZCO since September 2015. Looking back on the first half year he has drawn an initial conclusion:

'I can look back on positive six months. Our office team accepted me very quickly and has continuously supported me in word and deed. Doing business in this region is still difficult, we feel the low oil

price and the lack of investment. But we find our niche and compete for projects. This has already paid off: Important orders were placed in November and December 2015, giving us a great start to the New Year. In addition, I have already been able to meet all existing customers, identify new business opportunities in the region and gain a good overview of the situation. I have already visited customers in the United Arab Emirates, Qatar and

Saudi Arabia. I will soon be visiting Kuwait, Bahrain, Oman and Iran.

In particular, the gradual lifting of sanctions against Iran had aroused great interest. In February I travelled to Iran with a delegation from the Bremen chamber of commerce and realised how strongly the sanctions have affected the country. People can barely wait for them to lift – the euphoric atmosphere and the hope for a better future are easily felt. One

also feels that our Iranian business partners are ready for action and very welcoming to us Germans.'

NAV4ALL also at DYLAN

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DYLAN is preparing for the future: with Microsoft Dynamics NAV the Dutch BUHLMANN GROUP subsidiary company has now had the same inventory management system as their colleagues at BUHLMANN since 1 January 2016. 'With our unique ERP system we can utilise synergies even better within the corporate group', says project leader Marco Niebur, Head of IT. The separation between Sales and Operations at DYLAN was also eliminated by introducing Navision.



Tom van Leest

The project began following evaluation of a feasibility study, in which numerous BUHLMANN and DYLAN employees were involved. Implementation, which also went under the name of NAV4ALL at DYLAN, required a lot of time. 'Very special thanks go to the employees who were in-house for many days to instruction and introduce colleagues to

the system', says Tom van Leest, DYLAN's project manager. He adds: 'The project was completed, and Navision introduced, on time, we are very proud of that.'

Veal sausage and stainless steel:

Inauguration of the new Burghausen central warehouse

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With numerous visitors from politics and the business world, **BUHLMANN GROUP**, centred around CEOs Reinhard Scheller and Jörg Klüver, celebrated the opening of the new central warehouse in Burghausen on 18 March. The guests, among others the mayor of Burghausen, Hans Steindl (SPD), not only enjoyed the traditional Bavarian hospitality, but also the guided tours through the new central warehouse. The tours were organised and executed by the site employees themselves. The visitors discovered the more than 8,000 square metre floor space of the shed, built over a twelve month period, in which steel pipes, fittings and flanges are stored. The impressive warehouse offers room for 4,000 tons of EN and ASTM materials – substantially more compared to the previous shed, in which 700 tons of pipes and connecting elements could be stored for sale.

As early as mid-December 2015 the commercial employees began the move into their new offices with a total floor space of 500 square metres. 'In the meantime we have settled in very well and really feel at ease at our new site', says Carolin Gleissner, Head of Sales Southeast. 'And now that the burglar alarm has stopped its false alarms, things are a lot quieter and running smoothly', she



Site manageress Carolin Gleissner with from left to right BUHLMANN general manager Reinhard Scheller, Josef Hinterschwepfinger, general manager of the building company, Hans Steindl, mayor of Burghausen, and BUHLMANN general manager Jörg Klüver.

reports, laughing. The focus of the employees' work at the Burghausen site is the chemicals industry. This is traditionally heavily represented in the south of Germany. However, the larger site and strategic reorientation of **BUHLMANN GROUP** in Bavaria also offers advantages to Austrian, Swiss and Italian companies. They profit from even faster delivery times and enhanced supply options.



Employees organised and executed guided tours through the new central warehouse.

New at DYLAN:

The Hankook VTC125E

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Enhanced reliability, higher productivity and greater precision: the Hankook VTC125E vertical turning centre, which has been available to customers of NRG Special Products since November 2015, stands for all of this.

DYLAN's mechanical production for components with CNC milling technology thus offers its customers several processing steps, such as milling, turning and drilling, using CNC. This means that the machine

can manufacture products to customer specifications and drawings. 'With the Hankook machine we can reduce our lead time by half and surface quality is now considerably better', says Jeroen van de Wetering, job planner at NRG Special Products.



Neste Netherlands and DYLAN – a special partnership

CLIENTS

Thanks to a great idea by the **DYLAN** customer **Neste Netherlands**, **DYLAN** stood not only for 'Steel Solutions' at the end of 2015, but also for 'Food Solutions'.

In the context of a large order for the Dutch refiner specialised in the production of diesel fuels from renewable resources, there was an unexpected delay on the customer's side – the project ground to a halt. Eight lorries loaded with carbon steel and stainless steel piping were forced to wait at **DYLAN**'s headquarters in Oud-Beijerland. During this inconvenient time Neste Netherlands devised a great activity and organised a fast food catering



The employees of DYLAN enjoy the idea of Neste Netherlands.

stand for the colleagues in the Netherlands. The free lunch was really enjoyed by all **DYLAN** employees: 'A great idea by our customer. This also demonstrates how important the cooperation is for all parties', says Rob Gabreëls, Senior Account Manager.

25 successful years in Chemnitz

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On 1 February the Chemnitz branch celebrated its 25th anniversary and looked back on some great developments: initially founded in 1991 as a sales office with only two employees, today it employs eight people in the town on the northern boundary of the Erzgebirge. Today's site manageress, Sylvia Fasel, Head of Sales East, has been there almost as long. 'Because of the growing number of employees and in order to improve the working environment, the site as now moved twice', she explains. 'We have now been in rooms in the former Schönherr factory industrial site for two years and we feel very comfortable here', Sylvia Fasel



adds. From here the regions of Saxony, Thuringia, Berlin and parts of Brandenburg and Saxony-Anhalt have been the focus of activities. The customers are predominantly active in the fields of power generation, boiler and pressure vessel engineering, pipeline engineering, plant engineering and chemicals/ petrochemicals.

The anniversary itself

was initially celebrated on a small scale on 1 February with sparkling wine and pizza, and then at the beginning of March with a special dinner, which the two managing directors Jan-Oliver Buhlmann and Jörg Klüver attended. 'We would like to retrospectively thank all the employees for their great work. They can be proud of what has been achieved in recent years. The Chemnitz site has developed fantastically over 25 years and now has a beautiful office', says Jörg Klüver.

Major project at Lippewerk in Lünen with BUHLMANN participation

CLIENTS

More than 1,100 pipes with a total length of 14,000 metres and more than 60,000 kilograms in weight: these figures represent a BUHLMANN delivery for a major project of our partner Doosan Babcock Energy Germany GmbH. A replacement boiler was needed at the REMONDIS Lippewerk Lünen in North Rhine-Westphalia, the largest industrial waste recycling centre in Europe. The boiler generates steam from waste heat in order to generate electricity and was worn out after 35 service years.

'The new 100 ton boiler was fabricated by Doosan Babcock in their Hohenthurm production facility', reports Sylvia Fasel, Head of Sales East at the Chemnitz site. 'The pipes supplied by us were bent and used in a variety of assemblies', she reports. In autumn 2015 the new boiler was sent on its journey to the northern Ruhr region from Saxony-Anhalt by land and water for assembly. In addition to this major task the short assembly time necessary was also a special challenge, which was completed in only 15 working days. The aim



Preparation for the overland transport of the 100 tons boiler

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was to minimise steam generation downtime. 'What's more, the boiler design was highly complex and large components needed to be removed to prepare for assembly and then refitted when assembly was

complete', explains Sylvia Fasel. 'Overall, then, a very interesting project and we are proud to have played our part successfully in its execution.'



The new boiler is ready for assembly

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Jubilee fair with BUHLMANN participation

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On 11 and 12 February the Oldenburger Rohrleitungsforum trade exhibition was hosted for the 30th time by Jade University of Applied Sciences in Oldenburg. BUHLMANN GROUP was one of a total of 382 exhibitors. With regard to the conference motto

'Dumb pipes – intelligent networks. Models, simulation and control of infrastructures' (Dumme Rohre – Intelligente Netze. Modelle, Simulation und Steuerung von Infrastrukturen), Stefan Sültrup, Sales Manager, Tomasz Wiczorek, Senior Manager and

Thorsten Gehrke, Sales Representative, presented BUHLMANN's services and products to approximately 3,500 visitors from all over Germany. 'These were two dynamic days with some excellent interaction', Stefan Sültrup sums up the trade event. 'This is a very

important event for us with its own, special charm', he adds. There is no reason for us not to attend again in 2017.

FDBR conference in Cologne

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The 31st annual conference of the professional association of steam boiler, vessel and pipe engineers (Fachverband Dampfkessel-, Behälter- und Rohrleitungsbau (FDBR)) was held in Cologne, Germany, on 15 and 16 March. The focus of the conference was pipes in power stations and chemicals facilities. BUHLMANN GROUP has also been represented at this important industry event since 2007 and can look back on yet another successful event in 2016. 'This year, too, we were able to hold numerous informative discussions

and make important contacts', says Dr. Axel Willauschus, Senior Technical Manager at BUHLMANN GROUP. In a presentation he talked about the topic of 'Fittings compliant with EN 10253-2 compared to ASTM fittings – EN 13480 specifications compared to ASME (Fittings EN 10253-2 im Vergleich zu ASTM-Fittings – Vorgaben EN 13480 im Vergleich zu ASME).

The FDBR professional association represents the interests of more than 180 companies with in excess

of 60,000 employees in the plant engineering, power, environmental and processing industries. FDBR forms the interface to practical technical expertise and is a rendezvous for exchanging experience within the industry. FDBR actively contributes to opinion forming in all industry-relevant fields of power generation, environmental and industrial policy, and makes an important contribution to political and economical decision making. The association's head office is in Düsseldorf.

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