



# The Automatic Small Parts Storage System Duisburg

COMPANY

The BUHLMANN GROUP is taking an important step towards a more efficient future. As of the autumn of 2017, the Duisburg warehouse will have an automatic small parts storage system. Read here how it operates and what changes it brings for you as a customer.

## What's new?

New is the management and organisation of small parts in the Duisburg warehouse. Using the automatic small parts storage system, all goods are stored and picked using a box system.

## How does the automated small parts storage system operate?

Containers, referred to as bins, are stored in a vertical and horizontal grid system. Robots sort the goods, the system manages itself, completely autonomously. The robots traverse the bin grid and collect the required bins containing the goods. They are then transported to the order picking stations, known as ports, where the articles are prepared for shipping by an employee.

## What are the benefits for the customer?

The customer profits from the much faster turnaround times in the overall process, which, in turn, lead to substantially shorter goods delivery times. With automation, the goods



View of the emerging Automatic Small Parts Storage System Duisburg

now come to you and not the other way round, as was previously the case. The period between entering the system and ready-to-collect is a maximum of three hours (without internal services). Orders arriving from the BUHLMANN online shop and adhering to specific parameters are even transferred directly to the system.

## What are the key figures of the warehouse?

50,000 bins can be worked by six robots around the clock. 24 bins are stacked vertically. Goods can enter or be removed from the system at three ports.

## Who was involved in the project?

The BUHLMANN project team consisted largely of Technical Business Division and IT department employees. They worked with an external service provider who installed and programmed the system.

## Is an extension to the Duisburg warehouse possible and planned? How about the other sites?

The system is designed in such a way that it can be extended in any direction with little effort. Obstructions are irrelevant, the grid structure simply adapts to them. What is important is that the robots have a flat plane to work in. There are currently no plans to adopt the system at other sites. However,

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BUHLMANN continuously looks at how to design work processes as efficiently as possible.

## Why was the automated small parts storage system introduced in Duisburg?

Because of its size, the Duisburg site is of special significance to the BUHLMANN GROUP, which is why we planned and implemented the first automated small parts storage system here.

# BUHLMANN for Hoval

CLIENTS

Embedded between Austria and Switzerland, the Principality of Liechtenstein is known to many as the sixth smallest state on the planet. However, when many BUHLMANN GROUP employees now hear the name of this country, they also associate it with Hoval Aktiengesellschaft with its head office in Vaduz.

The reason behind this is that the manufacturer of heating and air conditioning solutions has been a new corporate partner since 2016 and collaborates closely with the BUHLMANN Burghausen site. "We have been cooperating with Hoval since last autumn, regularly



Products from BUHLMANN

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supplying the company with a range of quality products," reports Nikola Ziza, Sales Manager Southeast at the Burghausen site and responsible for the new customer. "We primarily supply Hoval with standardised



BUHLMANN products are used for these boilers

© Hoval Aktiengesellschaft

elbows, drawing and standard flanges in carbon and stainless steel qualities. However, the other side is represented by A/SA 106 size B pipes, cut to size and transversely bored, processed by BUHLMANN-PROJECT-SOLUTIONS (bps) in Cadolzburg in line with drawings provided by the customer," explains Nikola Ziza. The pipes are specially transported from the Duisburg or Burghausen warehouse sites to bps for this purpose. Here, the products are fabricated to the customer's wishes, sandblasted and delivered to meet the respective deadline.



Gas condensing boiler

© Hoval Aktiengesellschaft

## Ideal cooperation

"The components are specified in advance. For example, Hoval informs us of their annual demand, we warehouse the products for them and supply the goods on demand," says Nikola Ziza. "These are large requirements, which we can process perfectly and for which we collaborate superbly with our suppliers," he adds. The internal, interdepartmental interplay between Sales Southeast, Warehousing, Procurement, Quality Assurance, Job Preparation and Shipping also operates very smoothly.

Hoval subsequently processes the supplied products for heat generators, which are primarily deployed in the European Union and the USA, for example in hospitals or schools. With more than 70 years of experience and a team

culture characterised by the family atmosphere, Hoval repeatedly inspires with unusual solutions and technically superior product developments. This leadership role compels the company to utilise energy and the environment responsibly, which they achieve using an intelligent combination of different heating technologies and individual shed air conditioning systems. Moreover, personal consultations and comprehensive customer service are typical for the world of Hoval. With around 1,800 employees in 17 group companies worldwide, Hoval does not regard itself as a concern, but as a large, globally thinking and acting family – just like the BUHLMANN GROUP. An ideal prerequisite for a successful partnership.

# Made in Steel: Successful Debut

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Around 15,000 visitors came to the Made in Steel fair in the halls of the Milan trade fair in mid-May. In view of the increased number of visitors, 15 percent more compared to the previous year, the organisers can look back upon three successful days. Gian Mario Gambirasio, Director Sales Italy, who represented BUHLMANN Italy for the first time with a separate booth at Italy's most important industry fair, was also satisfied.

"Made in Steel was a complete success. We can look back upon an entirely positive fair," he summarises. "Presenting BUHLMANN for the first time at this important industry event was extremely worthwhile: Not only did we meet current customers to exchange information, but we also made numerous new, important contacts to producers and other companies. We were able to give them all either a first or a more powerful impression of BUHLMANN and our services," he adds.



BUHLMANN Italy at the Made in Steel



Huge interest in the BUHLMANN booth

## Important new contacts

However, the colleagues were not only in contact with the Italian industry, as Christian Dörner knows: "We were able to develop exciting contacts to Eastern European companies," explains the Director of the International Sales Division, who also attended.

In addition to himself and Gian Mario Gambirasio, employees from the Italian BUHLMANN site were also present. They included Marc Küperkoch, Sales Assistant, who was heavily involved in planning the trade fair attendance. "Together with the Corporate Communications department in Bremen, Marc

Küperkoch formed part of a well-oiled team, expertly preparing our presence at Made in Steel during the run-up period," said Gian Mario Gambirasio, praising the team's performance.



# Bremen: 900 Days Without Incident

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8th of October 2014 – this was the last day on which an accident occurred at the Bremen warehouse. More than 900 days have now passed and the warehouse employees can look back proudly on almost three years in which there have been no new incidents. A remarkable figure.

At the end of March, employees led by Heino Augustin, Manager Warehouse, were suitably satisfied as they received their prize for 180 accident-free days. "We are very pleased to have had no incidents for 900 days here in the warehouse. But we don't intend to sit back to rest on our laurels and are working hard on keeping the Bremen warehouse incident-free," says Heino Augustin.

Together, the team now aims to reach the next level in September and achieve 360 accident-free days for the third consecutive time. 1,080 days without incident – an even more remarkable figure.

Under a campaign entitled 'BUHLMANN Health First (BHF)', the BHF team is working on preventive measures in order to reduce work-related accidents and illness at the company's German sites.



# Pipeline Engineering News at the FDBR Conference

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The 32nd pipeline engineering conference was hosted by the Professional Association of Steam Boiler, Vessel and Pipe Engineering (Fachverband Dampfkessel-, Behälter- und Rohrleitungsbau e. V. (FDBR)) at the end of March. 300 engineers and technicians from around 120 companies came together for the occasion and to exchange insights in Magdeburg. In the thick of it: the BUHLMANN GROUP.

With Dr. Axel Willauschus, Senior Manager Technical Services, and Holger Laahs, Senior Manager Sales North, we were represented by two competent colleagues and were ready to provide our visitors with advice and assistance. "We had some exciting exchanges with representatives of the pipeline, power station and plant engineering companies, as well as chemical plant and power station operators," Dr. Axel Willauschus reports, and adds: "Delivery performance



BUHLMANN was also part of the FDBR Conference this year

and the expansion of business opportunities were at the forefront." In addition to the professional exchanges, the colleagues also visited a number of congress presentations on current topics.

The focus of the 32nd conference was on maintenance concepts for power stations and the chemicals industry, changes in the EN 13480 (pipes) and EN 1591 (flanges and joints) standards, and the presentation of products with cost-

saving potential in installation. In parallel to the piping conference, the 1st FDBR Plant Service Congress was held, where the focus was on service concepts during continued plant operations.

# Running for a Worthy Cause

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321 teams, a route more than 500 kilometres long and more than five million euros of sponsoring proceeds: these figures stand for this year's Roparun, a charitable relay run which was organised for the 26th time. Attending as in previous years: the DYLAN team, supported for the first time by colleagues from Bremen.



The DYLAN team is happy about the weather

Philipp Tengel, Director of the Financial Business Division, and Sven Ladewig, Senior Manager Finance, both from the Bremen site, took part in the Roparun for the first time. With the number 61, they started in Paris with the DYLAN colleagues in the direction of Rotterdam, which the runners reached two days later. "If you can dream it, you can do it" was our motto," reported Sven Ladewig. "And that's exactly the way I experienced it. It was strenuous and you were stretched to your limits. However, we were repaid in impressions and experiences that I will not forget quickly," he adds and reminisces about night runs or finish line receptions, Oud-Beijerland and Rotterdam, resembling large town fairs. "The night run just before the

Dutch border is the most strenuous," explains Han Krijgsman, Senior Controller, who is responsible for team organisation and who took part for the eighth time. "But the parties in the villages we pass are really great and help motivate us," he adds.

#### More than just a marathon

In addition to Sven Ladewig, Philipp Tengel and Han Krijgsman, Sascha Konijnenburg, external, Robert Molendijk, external, Marco Schelling, Job Preparation Coordinator, Han's nephew Thomas Veldhuyzen, and Bram Weeda, Sales Coordinator, also ran the 520-kilometre route. The runners alternated regularly and

ran a total of around 65 kilometres each. They were accompanied by a 14-person support crew, with four cyclists to give direction and for safety and others for providing massages or supplying important nourishment. "We got through the run well, thanks to the super preparations and the great support by our Dutch colleagues. They really did a great job," says Sven Ladewig.

In addition to the sporting challenge, the main focus of the Roparun is the worthy cause. All teams collect money for projects caring for people with cancer and their families. This is a cause particularly close

to the runners' hearts. "Just before Rotterdam we ran past a hospital for cancer patients. This was a very moving moment for all of us, because here we came face-to-face with the people we are collecting for," reported Han Krijgsman. There are no limits to the lengths the participants can go: Companies can get involved in teams with a variety of packages and colleagues had the opportunity to buy tickets for the Roparun lottery. In addition, the DYLAN team hosts what is now a traditional 24-hour darts marathon a few weeks before the Roparun, in order to collect additional donations. In total, the teams have collected more than five million euros every year over the past few years. This year, the total amount was 5.497.643 euro. "This makes the entire experience even more important, and we are really very proud of this achievement," concludes Sven Ladewig.

If you would like to know more about the activities of the runners, you can find extensive information at [www.dylangrouprunners.nl](http://www.dylangrouprunners.nl).

## BUHLMANN Sponsors

# SV Wacker Burghausen

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At the Burghausen site, the BUHLMANN GROUP has been supporting SV Wacker football club since early February. Fans and guests of the regional league club can see our commitment live at the ground in the form of an advertising banner during home games, which are occasionally also shown on regional television. Following first league SV Werder Bremen, SV Wacker Burghausen is the second football club to be sponsored by BUHLMANN.



Robert Hettich, Head of Marketing at SV Wacker, presented Carolin Gleissner a club shirt in thanks

"We are very happy to be able to sponsor a local sports club in the Wacker Arena, the club's home ground, with an advertising banner," reports Carolin Gleissner, Head of Sales Southeast from the Burghausen site. Together with Jörg Klüver, Managing Director, she implemented the idea in collaboration with those responsible at the club. "The club noticed our commitment at SV Werder Bremen and approached us to ask if we would like to support SV Wacker," explains Carolin Gleissner.

In addition to the advertising banner, the cooperation also includes PR measures and a inclusion on the club's website. Thanks to a new, sustainably oriented SV Wacker concept, which envisages the development of a secondary means of income for young sportspeople, BUHLMANN is additionally assisting the club as a placement and apprenticeship partner. SV Wacker Burghausen currently plays in the Bavarian regional league, the fourth tier of German football.



# Accident-free Warehouses in Germany

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In the spring of 2017, numerous colleagues in the German warehouses, as well as the kitchen teams, could look back on many accident-free days within the BUHLMANN GROUP.

same level. They were accepted into the prize system at the beginning of the year and thus also won a lunch.

In Cadolzburg and Burghausen, they were pleased to reach the next prize level (180 accident-free days) and already have their sights set on the next one (360 days). In early April, the teams from the two sites in Duisburg and Hilden, approximately 50 kilometres apart, celebrated 90 incident-free days with a joint lunch. The employees at the BUHLMANN company restaurants achieved the

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The team in Cadolzburg

# Precision Work at NRG Special Products

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Our Dutch colleagues at NRG Special Products have manufactured an interesting two-piece product for one of our MRO customers. The connecting element was fabricated from one piece of SA182-F9 and an SA182 F321 ring.

The special challenge here was the small size of the products being processed. However, thanks to the employees' expertise, an excellent final product was produced. NRG Special Products is DYLAN's

in-house service provider for mechanical CNC manufacturing.



BUHLMANN from Another Perspective:

# Helsinki, the White City of the North

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The Allas Sea Pool is a good spot for the evening

© Eetu Ahanen/Visit Helsinki

**Helsinki, Finland's only metropolis and simultaneously the capital city, lies on the Baltic Sea coast and has a lot to offer its guests, but not just due to its coastal location. It also boasts architectural masterpieces, natural beauty and, last but not least, the sauna, Finland's best known cultural asset. All this is waiting to be discovered and explored in the 630,000-inhabitant city. Reason enough to present the interesting home of our new Finnish site in this new issue of 'BUHLMANN from Another Perspective'.**

Helsinki has its architecture to thank for its 'White City' nickname. It is regarded as a bastion of classicism, the style of which is oriented towards ancient buildings. After being designated capital city in 1812, the cityscape was redesigned with Saint Petersburg as its model. This resulted in a unique cityscape centred around Senate Square (Senaatintori). The city's cultural landmark, Helsinki Cathedral, is also located here. Other buildings also attract attention: the old senate building, which today houses the Finnish government; Helsinki university's main building; Sederholm House, the oldest stone building in the city centre; the House of Knights, former seat of the Finnish nobility; and the university museum.



Helsinki's landmark, the Cathedral at the Senaatintori

© Niko Soveri/Visit Helsinki

In addition, the Aleksanterinkatu shopping district begins directly at Senate Square, housing numerous shops and Stockmann, the largest department store in the Nordic countries. Parallel to this is the Esplanadi, which runs to the Market Square (Kauppatori) adjacent to

the waterside, at its eastern end. If, in summer, you are looking for fruit, vegetables, freshly caught fish and souvenirs, you're in the right place here. However, in the colder seasons, you should head for the neighbouring Vanha kauppahalli, the oldest market and emporium in the city.



Suomenlinna, a fortress on an island close to Helsinki

© Governing Body of Suomenlinna/Visit Helsinki

### Tradition and nature

For those interested in history, Henry Valkama, Director Sales Finland, has a tip: "Take the ferry at Market Square to visit the Suomenlinna fortress. After a journey of around 15 minutes, one reaches the fortress, built in 1748 on several small islands, which has

been a UNESCO world heritage site since 1991. The fortress is a popular visiting spot and features numerous historical defensive walls in an attractive natural environment," he explains. The narrow tracks through the hilly landscape invite visitors to linger and go for walks.

"The former defensive ramparts, on which benches allow a perfect view of the Baltic, are ideally situated for taking breaks with beautiful views," he reveals.

Back in town, Helsinki's green open spaces are waiting to be discovered, and come highly

recommended by Leena Saksman-Salo, Sales Assistant. "Around 30 percent of the city consists of forests and parks, a remarkable amount for the size of the city," she explains. The best-known park, the Kaivopuisto, is located in the south-east of the city, on the coast. "The park and its observatory, situated on a hill, are a favourite destination for us Stadilainen. We like to spend our free time here," says Leena Saksman-Salo. She also tells us: "In the summer, many sun worshippers and water fans are drawn to the beach at Hietaniemi Bay, in the west of the city centre. A beautiful place to relax."

### Finland? Sauna!

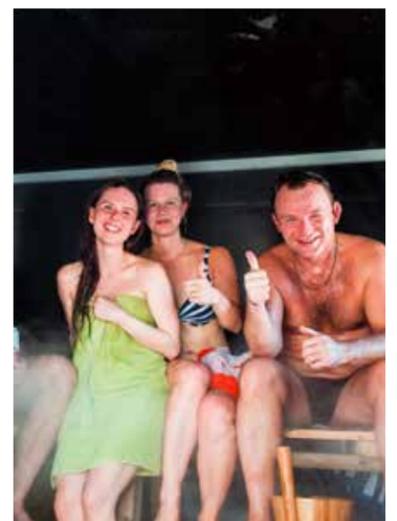
If you want to really spoil yourself and submerge yourself deep into Finnish culture, don't miss out on the sauna in Helsinki. Regular visits to the sauna are an important part of Finnish life. They even say that there are so many saunas in the country that they could hold all 5.4 million residents simultaneously. Here, going to the sauna can be anything from a ten-minute session to a social event lasting several hours. Helsinki offers a number of opportunities for sweating. In the northern Kallio district, in the Kotiharju Sauna, you can find the last remaining wood-fired sauna in

the city. In the spring of 2016, on the other hand, the design sauna Löyly opened. The nine-metre high timber building is not only a highlight for architecture and design fans, it also delivers a great sauna experience, Finnish foods and an impressive view of the sea.

### Open-air swimming

You can relax in a different way in the city centre, near Kauppatori market square, in the Allas Sea Pool, as Jukka Kurkela can report. "A freshwater pool, a seawater pool and a children's paddling pool provide swimming fun for large and small. And because all the pools float on the Baltic and are open-air, it is the perfect place to enjoy the view of the city in fine weather," explains the Sales Manager from the Finnish BUHLMANN site. While the large, freshwater pool offers a pleasant 27 degrees, the seawater pool delivers filtered water directly from the Baltic Sea, from clean water close to Helsinki. In addition, guests can also find a sauna here, of course.

By the way, if you would like to discover Helsinki, its architecture, culture and landscape in more detail, you have another reason



Saunas are popular in Finland

© Eetu Ahanen/Visit Helsinki

to travel this year: Finland is celebrating its 100th anniversary with a wide range of festivities in its towns and national parks.

## IMPRINT

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