



Obituary for Karl Buhlmann

“People are what really matter”

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A CEO who always took an innovative approach and was one step ahead for his company. A manager who always had a sympathetic ear for his employees. A person who had a keen instinct for beautiful art and design. It is with these attributes that many of us will remember Karl Buhlmann.

When the BUHLMANN GROUP staff read their in-house magazine, it is Karl Buhlmann whom they have to thank for this. They can also thank him for the modern office buildings in Bremen and Duisburg with their practical, yet elegant interior design. Together with his brother Bernhard,



Mr. Buhlmann had a major influence over the working conditions within the Group. His philosophy was that “People are and always will be what really matter in a company.” Another example of this is the staff restaurants, ‘Buhlmann’s’, which he

established in Bremen, Duisburg and Hilden. Rather than being given reheated meals, employees can enjoy meals made with healthy, fresh, regional and seasonal produce. It was very important to him that the restaurants should serve as a meeting point for members of staff from all the different departments.

Always ahead of his time

Of course, Mr. Buhlmann was not just there to make our day-to-day work more enjoyable and modern. As a qualified business economist, he always thought several steps ahead, which enabled him to turn the BUHLMANN GROUP into an international company and one of Europe’s leading dealers of steel tubing. As well as founding the first independent subsidiary company in France, he recognized the potential of the Asian market very early on, where he gained his first business experience in China in the 1980s. He was particularly interested in developments in Thailand. From early on, it was clear to him that he would take over the management of the company together with his brother Bernhard. They did so in 1987. “We were born in steel tubes and the warehouse was our playground,” he once joked with a journalist.

The company as a family

Karl Buhlmann also shaped the company’s internal development with this forward-looking vision. The

fact that many of the members of staff who started at BUHLMANN as apprentices are still working for the company today is testament to this. They state that he placed great emphasis on hiring many apprentices and securing the company’s future from within. Even when the company faced tough times, he still supported the trainees and their professional development. He always had an open door and was willing to lend a sympathetic ear, particularly to the next generation of employees, although he never distinguished between levels of



Karl Buhlmann and his brother Bernhard Buhlmann

seniority and always showed his gratitude to his colleagues. He also showed great appreciation for his former employees, who he often invited back to BUHLMANN. His company was more than just a business to him. It was also his family.

Artistic impression

Beauty and elegance were always of great importance to Karl Buhlmann, who was also involved in various social initiatives. He was a passionate art connoisseur and from an early age very much interested in contemporary art. This was also influenced by his time spent studying French at Sorbonne University in Paris. His predilection for aesthetics also had an enduring effect on the company. The offices in Bremen are characterized by their paintings and sculptures, and the

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An internship that opens doors

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In mid-August, the BUHLMANN GROUP held an event at its site in Duisburg for applicants seeking to work in our warehouses. More than 20 interested job seekers, found through the Federal Employment Agency, introduced themselves at the event. They were all interested in securing an internship that could serve as a starting point for joining the team at BUHLMANN.

Following a presentation about the BUHLMANN GROUP and the job, each applicant was invited to a brief interview. At the end of the day, potential employees were then invited to take part in a four-week internship. During this time, the applicants became familiar with the various areas of the warehouse and received an in-depth look at how their day-to-day schedule might look in the future. At the end of the internship period, three new colleagues were delighted to be awarded a full-time job with BUHLMANN.

“Michael Thölken and his warehouse shift foremen were a great support to us. They made the new colleagues feel welcome and introduced them to the BUHLMANN family,” said Ronald Speidel, Head of Human Resources.

“We are delighted that this project enabled us to find new, motivated colleagues and offer them the chance to join the company,” explained Elisabeth Rynski, Human Resources Assistant. Ronald Speidel added: “The level of cooperation with Nadine Maslabai from the Federal Employment Agency in Duisburg was excellent. She was extremely dedicated and sympathetic, which also contributed to the project’s success.” They all supervised the project together with Anna Schneiderei, Senior Human Resources Manager. “The idea for this project was the result of our ongoing communication and exchange of ideas with the Federal Employment Agency,” reported Anna

Schneiderei. After the success of the first event, a second recruiting day was held at the end of October, again resulting in several internships with long-term prospects. “I think that everyone involved with this project can consider

themselves to be winners. I would like to take this opportunity to once again thank the Federal Employment Agency, Michael Thölken and his team, and the Human Resources department for all their hard work,” said Ronald Speidel.



Golf tournament has become tradition

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A sign of a good traditional event is one that always attracts great interest and is well attended. This is certainly true of the DylanOpen, a golf event organised by DYLAN that was held for the ninth time on September 23, 2016 and has already become a key date in the DYLAN calendar.

The tournament was held at the Cromstrijen Golf Club in Numansdorp, directly on the

Hollands Diep, a wide estuary arm of the Rhine and the Meuse in the Netherlands. 70 clients and 17 members of staff took part in this event, enjoying an eventful day in bright sunshine. The tournament was played using the Texas Scramble system, where different teams play against one another instead of individual players. The winning team were not only rewarded with a bottle of champagne and new golf balls, but each of the team's

members also received an individual trophy. But the teams in second and third didn't go home empty handed – there were also great prizes on offer for the 'longest drive' and the 'neary' award for the stroke that came nearest to the flag.

Fun also for beginners

Players who had never held a golf club before, or had little golfing experience, also got their money's worth as they were introduced to the

world of golf by real professionals. At the end of the tournament, the talent of the day was honored for the different courses and competitions, while awards and prizes were also handed out for chips, putts and the longest drive. The clients had a great time and are already looking forward to the tenth anniversary next year.



Four accident-free warehouses this autumn

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2016 is coming to an end and there's another reason for celebration in three of the BUHLMANN GROUP warehouses – they can look back on long periods of work without incident.

The warehouses in Burghausen, Cadolzburg and Mannheim can already boast 180 accident-free days in a row, whilst staff at the Hilden site have worked for 30 days without incident and were happy to celebrate with a big breakfast

together. "Overall, it can be seen that our bonus system has helped to significantly reduce the number of accidents," explained Markus Dubar, QM Group Manager at BUHLMANN.

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.



Cadolzburg



Mannheim

BUHLMANN GROUP brochures

Always up to date

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The BUHLMANN GROUP has introduced a new brochure system that provides clients with personalized orders just in time for TUBE 2016. This system allows for the successive supplementation of additional flyers that highlight the diverse range of products and services that our company group provides – just like the new product brochures, which will be published in December 2016.

The brochures showcase the products from the ASTM, DIN EN, stainless steel and special materials stock programs, clearly illustrating the wide variety of products on offer. "Our clients always have access to the latest, most up-to-date brochures containing detailed information about our products," said Frank Müller, Director of Domestic Sales. "This is why we are offering these new flyers, so

we can respond to our clients' individual needs," he added. Whether it's nickel-based materials, heat-resistant DIN EN or ASTM materials or austenitic stainless steel – we have the perfect package to suit every demand. "This also helps our clients to get a clearer overview of our product portfolio," explained Frank Müller. The new product flyers can be requested from your personal contact person

at BUHLMANN. More brochures about our range of products are already being planned.

Angels on duty

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At our Family Day, it was more than just our colleagues and families who benefited from the raffle and won great prizes. All the proceeds from the raffle went to support the important project "BREMER ENGEL" (Bremen Angels), run by the Erika Müller Foundation, a mobile family aid for severely disabled children and their relatives. The charity helps critically ill children and their families in the hospital, also offering them support coping with everyday life again when they return home.

"We are dependent on donations so we can continue to do our work. We were therefore delighted to receive the donation from the staff at the BUHLMANN GROUP. Financial contributions are essential for our very existence," explained Renate Bartholomäus-Lüthge, Chair of the Foundation's Advisory Board, during the official presentation of the donation. BUHLMANN members held personal discussions with the BREMER ENGEL

and learned firsthand about the tasks carried out by the BREMER ENGEL every day. "It was really very impressive and once again showed us what an important project we chose to support," said Andrea Müller, who organized the Family Day in Duisburg. The BREMER ENGEL comprise eight pediatric nurses, an art therapist and a psychologist at four medical centers in and around Bremen and Delmenhorst who help take care of young patients, their families and siblings. They also make home visits in Bremen and the northwest. Their work mainly focuses on psycho-social and medical activities. "In contrast to normal nursing services, we have more time for the families so we can relieve them of some of the stress of everyday life and give them as much normality as possible. Sometimes we are also just there to listen to them," said Beate Tinnemeyer, one of the nurses. Her colleague Petra Lücke added, "We build a bridge between clinic, patient and their familiar home, thus closing a supply gap."



BUHLMANN employees hand over the donation to the BREMER ENGEL.

The BREMER ENGEL are on the front line when things get serious. Whether it's chronic intestinal and respiratory diseases or congenital heart defects, oncological diseases or diabetes, the staff help patients and their families cope with problems in their everyday lives and to deal with the disease. And at the end of the day, the nurses' work and dedication is made worth it by the

children's smiles. "It's really nice when the door opens and we are greeted by a smiling child who tells us that 'in the hospital, I feel sick, but not when I'm at home'. It's a wonderful feeling when you can help them feel like this," explained Beate Tinnemeyer.

Offshore Energy Amsterdam 2016

DYLAN at the offshore energy expo

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On October 25 and 26, DYLAN showcased their work at the Offshore Energy 2016 trade fair in Amsterdam. "As one of the most important stakeholders in the offshore industry, we use the specialist trade fair to exchange ideas with clients, sound out new business opportunities and conduct a general analysis of the market," said Barry van Manen, Projects Sales Manager, who took part in the event for representatives of the offshore energy industry that has been held annually since 2008. He was joined by Ronald

Schipper, Sales Manager, Wilna den Hartigh, Reception, and Yvette Wageneire, Secretary of the Board, as a point of contact for all products of the BUHLMANN GROUP.



Ronald Schipper, Yvette Wageneire, Barry van Manen and Wilna den Hartigh

BUHLMANN continues to show its colors in Russia

Metal-Expo 2016 in Moscow

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Economic relations with Russia continue to be affected by sanctions. Numerous projects have been put on ice or changed to suit Russian standards and completed using Russian products. The small ASTM market is suffering as a result, and competition is becoming even more fierce. In the meantime, BUHLMANN Rus, the Russian subsidiary of the BUHLMANN group, has established a good reputation on the market and once again presented their products at the specialist metal trade fair in order to further bolster their image.

Held in Moscow from November 8 – 11, the event organizers welcomed around 530 exhibitors from 32 different countries and more than 27,000 visitors to the trade fair. "This trade fair was extremely important for us and our Russian colleagues due to the high number of visitors. In spite of sanctions, we were still able to show our colors on a key market," explained Andreas Gutjahr, Senior Manager Export, who is responsible for the Russian market and based at our site in Bremen. "In Russia, we are now regarded as a reliable supplier of high-quality steel products and have achieved a very good level of market penetration. We believe that



Konstantin Dobroserdov (Sales Manager BUHLMANN Rus), Andreas Gutjahr (Senior Manager Export East BUHLMANN GROUP), Sergey Sherbakov (Managing Director BUHLMANN Rus) and Anatolij Krivcov (Assistant Export East BUHLMANN GROUP) at the Metal-Expo 2016.

we will soon be able to return to our normal business activities," said Christian Dörner, Division Manager in the International Sales Division. Andreas Gutjahr and Christian Dörner were at the Metal Expo together with Sergey Sherbakov, Managing Director at BUHLMANN Rus, Konstantin Dobroserdov, Sales Manager Moscow, and Anatolij Krivcov, Assistant Export East

Bremen. "It was very important for us to take part in the expo as it gave us a chance to meet key decision makers with big projects in the pipeline. We were very successful in this regard," said Andreas Gutjahr. Overall, he was very satisfied with the trade fair. "Thanks to our stand's position within the hall, we enjoyed a lot of attention from trade professionals and were able to have

some very interesting discussions and establish key contacts." In conclusion, he adds: "We now have some very experienced reinforcements on hand in the form of Konstantin Dobroserdov and Anatolij Krivcov, who could give qualified, detailed answers to all the technical questions."

BUHLMANN from another perspective:

Bergamo, Italy's hidden beauty

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Bergamo's historic city centre, the so-called upper city

Photo: Fotolia

In our new series of articles, we will show you some of the BUELMANN GROUP's locations from a different angle. After presenting Cadolzburg and the Franconia region in our last issue, this time we'll be taking a look further south to Bergamo in the Lombardy region of northern Italy. We'll focus on excursion ideas away from your business meetings to make your stay more enjoyable and to help you get a better feel for the region. Our colleagues on site have lots of insiders' tips on hand so you can experience "la dolce vita" first-hand.

Bergamo is the capital of the province of the same name and is surrounded by an impressive Alpine mountain panorama. Easily spotted from far away, the car-free historic city center, known as the upper city, is situated on a 380-meter hill. This is one of the last foothills of Europe's highest mountain range and can easily be reached with one of the town's two funicular railways. Once you have reached the upper city, you are immediately greeted by a labyrinth of streets and alleyways, just begging to be explored. Claudio Dossena (Sales) recommends taking a guided tour. "You get a great impression of the culture and can discover scores of churches and historic sites," he explains. "You can also see all of the different periods of architecture that have shaped the cityscape, starting as far back as the Ancient Romans," he adds. Surrounded by a five-kilometer-long city wall, today the historic upper city is completely protected for heritage conservation. At the center of the upper city is the Piazza Vecchia, which is home to the medieval town hall with the Torre Civica city tower. The tower offers a unique view across Bergamo and the surrounding area. There are three churches, all with very impressive facades, situated very close to the tower – the Duomo di Bergamo, the Capella Colleoni and the Basilica di Santa Maria Maggiore – however, the full extent of their splendor is not revealed until you step inside. Claudio Dossena also recommends visiting the historic city centre in the evening. "Every day at 10 pm,

the bells of the Torre Civica are rung exactly 100 times. This used to signal that the city gates were closing and it was time to return to the city."

"La dolce vita"

Down in Bergamo's lower city, the painting collection at the Accademia Carrara includes countless works of art by Botticelli, Rubens, Raphael, Pisanello and other great artists. Renaissance palaces line the Via Pignolo, evoking a feeling of times gone by. Monumental churches and the bustling street life mean you can immerse yourself in the Italian way of life here in the lower city, too. When visiting the city with its 119,000 residents, you absolutely have to sample their traditional



Milan Cathedral

polenta dish as the best polenta is said to come from Bergamo. Whatever the season, there are plenty of activities on offer to burn off all those extra calories. Thanks to its close proximity to the Alps, there are plenty of destinations nearby for winter sport lovers. For example, the skiing region of Presalona, situated 50 km to the north, offers nearly 30 different slopes to suit every skill level. Hikers will get their money's worth in the spring once the snow has melted. And when the sun is shining, over 200 lakes create a stunningly picturesque scene. However, Gian Mario Gambirasio, Head of Sales Italy, recommends exploring the surrounding countryside on a mountain bike: "There are hundreds of kilometers of bike trails winding

through valleys and over mountains that you can cycle along for hours and finally be rewarded with stunning panoramic views," the road-bike fanatic explains. Whether it's along steep hills and unpaved roads or down more peaceful cycle paths, the perfect route can be found for every cycling enthusiast.

Town full of history

Brescia, Lombardy's second biggest town, lies to the east of the Bergamo province. A multitude of cultural monuments await visitors here, providing a look back over more than 2,000 years of history. In the town's historic center, you can expect to discover examples of antique architecture, early Christian ecclesiastic art, Roman and Gothic

churches and impressive squares and palaces. One of the most remarkable sites is the San Salvatore Santa Giulia monastery complex, one of seven buildings designated as UNESCO World Heritage Sites under the title 'Longobards in Italy, Places of Power'. This complex exhibits successive phases of building from different eras and is considered to be one of the most important examples of High Middle Ages architecture that can still be seen today. If you decide to visit Brescia, you should not forget to take in the up-and-coming Italian wine growing region of Franciacorta, as Enrico Vitali (Sales) reports: "It all started with a style of sparkling wine, similar to champagne, known as 'spumante' in Italian," he explains. "Now lots of wonderful

sparkling wines are produced here, using the same bottle-fermentation method as champagne." The wine region is best explored along the 80-kilometre-long "wine road", where you will discover beautiful gardens, medieval towers, castles and idyllic villages. "A wonderful route, perfect for exploring different sections and taking lots of breaks along the way," says Enrico Vitali.

Fashion and culture: Milan

If you leave the province of Bergamo and head west, you will find Italy's second biggest city, Milan. The country's main industrial city is the capital of the Lombardy region, a leading metropolis in the world of culture, media and fashion as well as an international center of finance and the seat of the Italian stock exchange. Milan Cathedral is a real architectural eye-catcher, clad in white marble, it reaches up to a proud height of over 157 meters. It is considered to be one of the most important examples of Gothic architecture in Italy and took five centuries to build, starting in 1386. Visitors can access the roof terrace, which affords incredible views over the rooftops of Milan. The Galleria Vittorio Emanuele II is a wonderful shopping location right next to the cathedral. However, it is also worth visiting the 19th century covered shopping gallery just to admire the architecture: a triumphal arch welcomes visitors from the square in front of the cathedral, a large glass dome marks the intersection between the two passageways and the gallery is sumptuously decorated with stucco, frescoes and marble. The Pinacoteca di Brera is one of Italy's most eminent art galleries, giving art lovers a unique insight into the Italian, Flemish and Dutch Renaissance periods. It also showcases paintings dating back to the 13th century. Some of the collection's highlights include works by Tiziano, Tintoretto, van Dyck, Rembrandt and Caravaggio. One of the most famous and important opera houses in the world provides the perfect backdrop to see out your evening in style – the world's greatest operatic artists all perform at the Teatro alla Scala. The theater boasts 2,200 seats and has acted as a springboard for many famous composers' careers. A trip to the Italian opera will once again give you a taste for the Italian way of life, allowing you to bask in the memories of your stay in Bergamo and Lombardy.

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