



valvescommunity[®]

Information for customers and partners

Title Story

Tulips from Amsterdam – why CO₂ is good for them

Portrait

New Technical Manager
Eike Dölschner

Maintenance concept

Trainees shape the future



Dear readers,

a lot has happened at HEROSE over the past months: With the appointment of Eike Dölschner as Technical Manager and two Product Managers for the INDUSTRY and CRYOGENIC divisions, we have responded to the growing challenges of the future.

Our title story is dedicated to the company YARA in Rotterdam, which is a leading supplier of CO₂ in the Netherlands and beyond. We also explain why YARA has its own greenhouse ...

Enjoy your read!

Dirk M. Zschalich
Managing Partner

Tulips from Amsterdam

Flowers in greenhouses grow better with more CO₂. YARA is a carbon dioxide supplier and a HEROSE customer in the Netherlands

The Norwegian company YARA is one of the world's largest fertiliser producers, with 12,500 employees in more than 150 countries. The production of ammonia, a major ingredient in artificial fertilisers, generates large amounts of carbon dioxide (CO₂) which YARA processes in its own plants. The YARA fertiliser plant in the Netherlands is located in Sluiskil on the Belgian border, while YARA Gas B.V., to where the CO₂ is transported by road for further processing into various products is 150 km further north, near Rotterdam. HEROSE has supplied the company with safety valves since 2010. Customer service is provided by Ron van de Weerd, the representative in the Netherlands.

Carbon dioxide is in great demand. In liquid form it provides the bubbles in soft drinks and as dry ice it keeps foods fresh. It can also be found in fire extinguishers, while in greenhouses it helps plants to grow better.

This is a subject that Peter de Vries can talk about for hours. He is the YARA

Gas B.V. biologist – an internationally recognised expert who has his own greenhouse on the company premises. Here, he experiments all year round with various concentrations of CO₂ – with the aim of further optimising plant growth. "The normal CO₂ content in the atmosphere is 0.03 percent", says Peter de Vries, "but we have found that



Icy pipes in the dry ice production plant



In the dry ice fog (from left): HEROSE Product Manager Dirk Kohoutek, Fedde Kielman from YARA and Ron van de Weerd

0.07 to 1.0 percent is optimal for plants in greenhouses." The fact that YARA Gas B.V. places a high priority on this aspect goes without saying for a Dutch company. Cultivation (usually in greenhouses) and sale of tomatoes and tulips is a mainstay of the Dutch economy. At the present time, more than ten million tulips are auctioned to customers from all over the world – every morning.

Pellets are the top sellers

A tour of the company with Fedde Kielman, Technical Manager YARA Gas B.V.. It is cold in the hall. "We are Europe's largest dry ice producer", says Kielman. "Last year, we supplied several thousand tons of it." Various versions of dry ice are produced in Rotterdam: as cooling pads for service trolleys on aircraft, as blocks, or as pellets for surface cleaning. The greatest demand is for pellets, which YARA states as more as half of the total dry ice production.

"We only produce to order" says Kielman. This is for a good reason,

because dry ice loses five percent of its mass every day. "Customers who order before midday receive the goods in special containers the next day." The largest customers include the airlines at Schiphol Airport in Amsterdam.

Low temperatures and high pressures are things which YARA Gas B.V. works with every day – and are the fields where HEROSE comes into play. Ron van de Weerd, who represents HEROSE in the Netherlands with his company VCC: "Our cryogenic valves are in demand in many sectors – from the trucks which transport the CO₂ to the machines which produce the dry ice." Van de Weerd estimates the number of replacements as about 100 valves per year – ranging from three-way valves and pressure regulators up to changeover valves.

Fedde Kielman and Ron van de Weerd have known each other for many years. Why does YARA Gas B.V. prefer to buy from HEROSE? "The overall package is excellent", says Kielman. "What is important for us is the high quality of the valves – and HEROSE's flexibility

if we need to find solutions for new requirements in a short space of time.

YARA International

YARA International is a Norwegian company with headquarters in Oslo, which produces chemicals and industrial gases such as fertilisers, urea, nitrates and ammonia. The company was founded in 2004 by the detachment from the parent company Hydro Agri, a division of Norsk



Packaging of cool pads for airlines



A HEROSE valve in the dry ice machine



In the greenhouse (from left): Kielman, Kohoutek and van de Weerd



Fedde Kielman with a CO₂ tank



Pellets are the main dry ice product

Hydro. In Germany, YARA operates a distribution centre in Dülmen, a fertiliser plant in Poppendorf near Rostock and

an ammonia and urea production plant in Brunsbüttel. YARA only produces CO₂ in Europe. There are dry ice plants

in the United Kingdom, Ireland, France, Germany (Bad Hönningen) – and of course in the Netherlands.

HEROSE Valves used by YARA

Globe valve type 01305

Working temperature:

-196°C / -321°F (77K) up to +120°C / +248°F (393K)

Recommended working temperature:

-60°C / -76°F (213K) up to +120°C / +248°F (393K)

Body material:

CC491K / B 62 UNS C83600

Size: DN10 to DN50

Actuation: manual



Globe valve type 01321

Working temperature:

-196°C / -321°F (77K) up to +120°C / +248°F (393K)

Body material:

1.4308 / A 351 CF8

Size: DN10 to DN150

Actuation: manual



Changeover valve type 06401

Working temperature:

-196°C / -321°F (77K) up to +185°C / +365°F (458K)

Body material:

1.4571 / A 276 Grade 316Ti

Size: DN15 and DN32

Connection: Flange or locking sleeve



"We must set world-class standards"

Eike Dölschner, new Technical Manager of HEROSE, talks about his tasks and objectives



Eike Dölschner and Dirk Zschalich in the Development department

"The most appealing part of my new task is that I can take on corporate responsibility within a growing group," says Eike Dölschner, who started as the Technical Manager at HEROSE on 1 December 2015. Dirk Zschalich, Managing Director, talks about the reasons for the appointment: "HEROSE has now reached a size and a level of internationalisation where responsibility needs to be shared." The managers

have divided up their tasks. In future Dirk Zschalich will primarily take care of administrative and commercial matters, while Eike Dölschner is responsible for technical matters. "Of course, there are also a large number interfaces between us" says Zschalich, "we communicate with each other every day".

Eike Dölschner's career predestined him for this responsible job. The 55-year-old trained toolmaker and graduate

mechanical engineer says that he has become a "fluids expert" during the course of his career. His former employers include Bosch-Rexroth, KSB AG, and the Dortmund pump manufacturer WILO SE, where Mr. Dölschner was mainly concerned with innovation, product development and internal production."

Industry 4.0

Dölschner considers that his highest priority is to introduce similar business processes at all HEROSE subsidiaries: "We need to create world-class standards and focus on the group as a whole - not just on the parent company." Dölschner plans to extend the services which are offered for applications: To do this, we need to better understand how our products are used by our customers." Ultimately, Dölschner will "further promote the existing wide range of products" and ensure that delivery times are even shorter and more reliable. Last-not-least, there is the subject of "Industry 4.0", the digitalisation of production engineering and logistics. Dölschner: "We will also face great challenges in this area." Eike Dölschner is married, has four children and engages enthusiastically in sport: "The only problem is that here in Bad Oldesloe it is too flat for skiing."

The Product Management team is complete

Paolo Farinatti and Dirk Kohoutek are now responsible for their divisions

Now that Thorsten Zeug has been Product Manager for the ENERGY division since 2014, HEROSE has created the same positions for the ranges of industrial safety valves (INDUSTRY) and cryogenic valves (CRYOGENIC). Paolo Farinatti and Dirk Kohoutek have identical tasks: monitoring the market, support of products beyond their life cycle and liaison between customers and the company.

Paolo Farinatti, 40 studied mechanical engineering in Milan. After several positions in Italy he was appointed as

Project Manager for industrial safety valves with Leser and has now been employed by HEROSE since 1 July 2015. "My most important task is to keep an eye on the market", says Farinatti. "For example, if a commercial vehicle factory will be built in Brazil, I have to involve HEROSE in good time." Farinatti considers that the main priority is the further development of the product range in the field of high pressure safety valves as well as opening up new fields of activity, such as for chemical plants. Paolo Farinatti is single, lives in Hamburg,

plays the piano, likes drawing and is an enthusiastic salsa dancer.

Dirk Kohoutek, 41, has worked for HEROSE for many years. The trained industrial mechanic had an affinity to the subject of cryogenics right from the start: "In 1997 I was the second employee in the newly established department". After his promotion to foreman, Kohoutek trained further as a engineering technician, qualified as a business administrator at night school and has worked in the Design department since 2005. Naturally, with the main emphasis on cryogenic

Excellent packaging for high quality goods

How the Dispatch department ships 2000 valves all over the world.

A great team:
The HEROSE Dispatch
department

From left:
Andreas Gabriel,
Kim-Jana Gerken, Jannik
Stapelfeldt, Stefan Welde,
Siegurd Mahlke, Adem Kilic,
Laura Albrecht

Not on the picture:
Mareike Middendorp,
Andreas Neumann and
Tufan Kaya



"A carrier once told us that a package from HEROSE can be recognised by the high quality of its packaging", says Laura Albrecht, who works in the HEROSE Dispatch department for four years. This praise confirms the principle according to which the department has always worked: "Even the best products only arrive safely if they are well packed". This is an attitude which Stefan Welde takes to heart. The 55-year-old has been Dispatch Manager at HEROSE since 1 March 2015. "Right from the very first day, I realised that I have a great team", says Welde, who with a height of 2.03 m can easily remove valves from shelves for which others need a ladder.

Ten employees – four in the office and six in the warehouse – ensure that about 200 valves are dispatched to customers from the factory every day. Welde: "The

weight of the consignments varies between 1 kilogram and 4 tons." About 60 smaller packages are collected by courier every day and carriers deal with an average of 30 pallets. Most of these are delivered to Hamburg Airport, from where the valves are sent to customers all over the world. "Air freight is more expensive, but it is also much quicker", says Welde, "the goods reach their destination within four days at the most."

HEROSE has a special status for the handling of shipments at Hamburg Airport. "Anything which arrives there before 4 pm is flown out by 8 pm at the latest", says Laura Albrecht, who acts as the official air security supervisor. Surely, anyone can pack a parcel? Stefan Welde smiles, because he is used to the tendency to underestimate the work of the

Dispatch department. "On the contrary. In general, valves are very sensitive products – especially large actuated valves and safety valves. Each consignment must be individually and extremely carefully packed – no matter whether it is a simple set of seals or a project order consisting of several pallets." The company's SAP system is essential for day-to-day planning. Welde: "With this system we can always keep track of what the Production department has reported as complete and what the Sales department has approved for dispatch." The extensive documentation is handled by the three employees in the Dispatch office. They ensure that the customs documents are filled in correctly and that the necessary test reports and other documents are enclosed with the packages and pallets.

valves. When HEROSE was looking for a product manager for this division, the solution was obvious.

Cryogenic valves have now developed into the main source of sales for HEROSE and the company is regarded as a global leader in this field. Dirk Kohoutek considers that his most important task is "to maintain and extend this lead." The field of LNG is also exciting and in the foreseeable future the subject of hydrogen will become increasingly interesting: "We will also have to consider this intensively." Dirk Kohoutek is married, has two children, lives in Rümpel, is an enthusiastic horse rider and is politically active as a community councillor.



Paolo Farinatti, Product
Management INDUSTRY



Dirk Kohoutek, Product
Management CRYOGENIC

Trainees shape the future

The new CNC machinery maintenance concept replaces unscheduled downtimes with planned shut-downs.



They developed the maintenance concept

We all know that things always break down at the most inconvenient times. This results in unscheduled downtimes, which are annoying because they disrupt the entire planning. This can be avoided with regular maintenance. For this reason, Mike Grimsehl, Production Supervisor at HEROSE initiated a corresponding project about a year ago, with which all 14 CNC machines receive scheduled maintenance. "Previously, there was no maintenance schedule in which all of

the necessary maintenance such as filter changes, or oil or coolant changes was precisely defined and scheduled. Now, these intervals and responsibilities are precisely specified." Grimsehl continues: "A great advantage is that this also creates greater transparency, because the maintenance schedules are accessible to everyone on the machines. With the aid of these schedules, everyone can maintain the machines, so that we no longer need to rely on external companies and the

The following were involved in the project:

Trainees Jascha Kuhlke, Alexander Ott, Sören Nageler, Marcel Symanzik and Malte Sczegan.

In addition, Sonja Barkmann, former dual student, now sales controller, Mike Grimsehl, Production Supervisor, Henrik Goldenbaum, PPS employee and Maik Tolzmann, programmer.

know-how regarding the machines at HEROSE is increased.

The practical implementation of the project was carried out by company trainees. The members of the project examined each machine individually, studied the operating instructions and then drew up the relevant maintenance schedules. These contain precise details as to when, what, and how inspections are to be carried out or replacements are to be made. Illustrations provide additional aids. The trainees were very enthusiastic about their task. Sonja Barkmann from Sales Controlling, who assisted the project in the context of her dual studies: "We deliberately involved trainees from both the technical and commercial fields." She states two reasons for this: "On the basis of a practical example, the trainees get to know the company beyond their own particular area. As well as this, all of their abilities were required, whether manual or IT skills."

Marcel Symanzik, 18, confirms this. He is training as an IT system integration specialist at HEROSE and says: "Through the project, we have got to know each other, and the employees in the Production department better. The employee training sessions which we were allowed to carry out on our own responsibility were particularly exciting." Alexander Ott, 19 a trainee cutting machine operator laughs: "Entry of all the data with Word and Excel was rather something for the commercial employees."

Mike Grimsehl draws an entirely positive conclusion for the project work: "The success of the trainee project speaks for itself, so that I can well imagine that we will carry out another project of this type in the future."



A typical page from the maintenance books

3 questions to ...

... today to Dirk Zschalich,
Managing Director



As in the first issue in the new year, vc spoke to Dirk Zschalich, the Managing Director of HEROSE about the outlook for 2016.

vc: How was 2015, and what will 2016 be like?

Dirk Zschalich: Although we continued to grow last year, we did not achieve the expected growth and I expect that 2016 will be similar. The economic situation remains difficult.

vc: Where will this lead in terms of technology?

Dirk Zschalich: We are aiming for further growth in our successful market for high pressure safety valves, for example in the field of food technology. The global boom in the area of renewable energies is a great opportunity for our ENERGY division – and we intend to open up new fields of application and create a broader base for cryogenic valves.

vc: What are your other objectives?

Dirk Zschalich: In the sense of the lean management concept, 2016 will feature further process optimisations and increases in efficiency. As well as this, our customers will form an even greater focus of our action and philosophy.

How to contact us

HEROSE GMBH
VALVES AND METALS

Elly-Heuss-Knapp-Strasse 12
23843 Bad Oldesloe
Germany
Tel.: +49 4531 509-0
Fax: +49 4531 509 120
info@herose.com www.herose.com
Order the magazine: valves-community.com



Agency in Southern Germany

The company in Freiburg has advised its customers in trade and industry for more than 40 years. Sulzer GmbH is a family managed agency which was founded by Ludwig Sulzer in Bühlertal in the Black Forest in the 1960's. Markus Kuhn joined the company in 1994 and now manages the company in the second generation.

LUDWIG SULZER GMBH

Technisches Büro
Pochgasse 1
79104 Freiburg i. Breisgau
Germany

Telefon: +49 761/556 42 61
Fax.: +49 761/556 42 62
info@ludwigsulzer.de



The Sulzer-Team: Markus Kühn (Managing Director), Joachim Birkle (External Sales), Sibylle Burger (Internal Sales)

Agency in India

With the help of IGEP Foundation, which has provided a great service in the promotion of trade between India and Germany over the past years, the HEROSE office in New Delhi acts as a headquarter for all sales activities within the big sub-continent. It supports many customers such as OEMs or industrial gas companies as a central contact point for their requests.

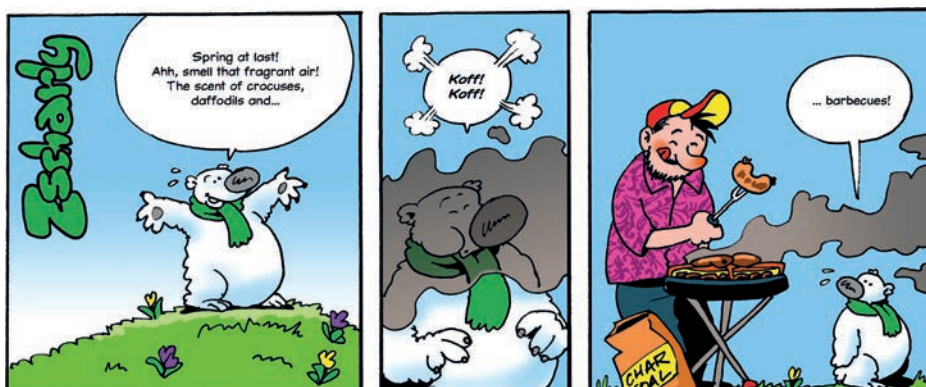
Sankalp Tiwari

Area Sales & Service Manager
IGEP Foundation
630-636, 6th Floor,
Apparel House Sector-44,
Gurgaon, Haryana-122003
India

Tel.: +91 124/40 482 73/77
Fax: +91 124/40 482 75
Mobil: +91 9 818 390 222
tiwari.herose@igep



HEROSE representative Team (f.l.): Sankalp Tiwari (Area Sales Manager), Ms. Sharda Subramaniam (Director, IGEP, Centre), Dr. Dietrich Kebschull (Chairman, IGEP)



■ ABS approval

In the context of the type approval by classification societies, HEROSE was successfully audited by the ABS (American Bureau of Shipping) at the beginning of March. HEROSE can now also carry out individual approvals with this society.

■ Machinery Directive 2006/42/EC

To extend and intensify the knowledge of HEROSE employees, a workshop on the Machinery Directive 2006/42/EC was held in cooperation with the VDMA at the beginning of February.

■ LINDE Audit

HEROSE has successfully passed the supplier audit by LINDE in Bad Oldesloe at the beginning of February.

■ BOC Audit

The supplier audit by BOC was also highly successful.

Exhibitions

ACHEMASIA, Beijing

9 to 12 May 2016

CWIEME, Berlin

10 to 12 May 2016

Gasworld Conference, Düsseldorf

20 to 22 June 2016

Congratulations to

... on their 10th anniversary with the company

Volker Maass on 1 May 2016

Frank Bendig on 9 May 2016

Holger Stolten on 29 May 2016

Matthias Beese on 1 July 2016

Marion Speckmann on 10 July 2016

Imprint

Published by: HEROSE GMBH, Bad Oldesloe

Responsible for content:

Mario Esche, HEROSE GMBH

Editor: Carsten Wurr

Concept, implementation: gugelot gmbh, Hamburg

Illustrations: HEROSE GMBH, C. Wurr,

Title: Kruwt - Fotolia

All rights reserved, subject to errata and printing errors

The next issue will be published in July 2016

Training at HEROSE

Becoming experts in the sector step by step



The following have passed the qualifying examination: Torben Burmeister, Sören Nageler and Marcel Memmert

"Our boys" smiled with pleasure when they gathered together at HEROSE in the middle of February on the first day after their qualifying examination – "Passed!" was the unanimous positive result.

In this case, "Our boys" are Sören Nageler (20), Torben Burmeister (22), and Marcel Memmert (22), who have successfully completed their training at HEROSE. In the technical field, our CNC machining department is pleased to welcome its new member Sören Nageler, who is now qualified to work as a cutting machine operator.

Torben Burmeister is now a qualified industrial manager and will assist the HEROSE Purchasing department in the future. Marcel Memmert who passed this qualifying examination will also work in the commercial department. The dual student is in the final year of his studies, which he will soon complete with a Bachelor qualification.

Personnel Manager Helmut Lucka is especially pleased about all of these successes: "Our own trainees are the best new employees."

„My-Speaker“ Bluetooth loudspeakers to be won!

How many valves does HEROSE dispatch daily?

A Approx. 860

B Approx. 1100

C Approx. 2000



Mail or fax your solution to us by **20 May 2016**

win@valves-community.com, Fax: +49 4531 509 120

HEROSE employees and their families are not entitled to participate. There is no legal right of appeal.

We congratulate the winner of a classical compact disc

Mr. Arne Pietsch, Eurotechnica GmbH, Germany

Mrs. Bärbel Kivelip, DRW Industrietechnik GmbH, Germany

Mr. Vilberg Sigurjónsson, Linde Healthcare, Iceland

Mr. Kiang Han Lin, Air Products, Malaysia

Mr. Kolyo Obreshkov, Hyundai Heavy Industries, Bulgaria