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Information for customers and partners



Good for the environment
New LNG-fuelled ferries
in Norway

Three-in-one
The 4186 CombiPressure-
regulator

HEROSE global
An Indian in Bad Oldesloe

LORCH takeover
A logical extension



Dear readers,

when our Indian representative Sankalp Tiwari took part in a placement at HEROSE, it provided this pleasant young man with a very personal insight into the international nature of HEROSE. Whether in India, in China or in the USA: HEROSE products are highly regarded throughout the world. This also includes Norway, as the cover story illustrates. This concerns LNG as an environmentally friendly fuel – one of the major trends of the next decade. In this segment, HEROSE also plays a decisive role as a supplier.

This is a promising outlook. I would therefore like to wish you a happy Christmas and a prosperous 2014.

Dirk M. Zschalich
Managing Director

A clean business

Two Norwegian ferries set standards for the conversion from heavy oil to LNG. Both the MS Stavangerfjord and the MS Bergensfjord fulfil the high safety requirements with HEROSE valves. A report from on board.

At a first glance, the brand new MS Stavangerfjord looks just like a normal ferry. However, if you watch her leaving port in Bergen, you can see two differences: No thick black smoke comes out of the giant funnels – and immediately next to them, three red-painted pipes point up into the Norwegian sky. In white lettering, these announce the reason for their existence and the clean start of the 15 hour crossing to Denmark: POWERED BY LNG. The new ship is exclusively powered by liquid gas. The pipes are for safety. In case of emergency, the ship's entire LNG supply can escape from them.

The MS Stavangerfjord and her twin sister, MS Bergensfjord are among the first ships of their type in the world which are exclusively powered with natural gas instead of diesel or heavy oil. With this, the Fjord Line shipping company fulfills the strict environmental

requirements which will apply for ferry traffic in Northern Europe well ahead of time. LNG does not contain either sulphur or heavy metals and reduces CO₂ emissions by up to 20 to 30% and NOX emissions (nitrogen monoxide and nitrogen dioxide) by approximately 90% in comparison with heavy oil.



MS Stavangerfjord: on the left the funnels and on the right the "emergency vent" for the LNG tanks



The brand-new MS Stavangerfjord entering Bergen harbour

Safety was high on the list of priorities for the design of the new ships – after all, the ship carries up to 600,000 cubic metres of gas as fuel. LNG valves from HEROSE make a significant contribution to safety. Various safety and globe valves from the Bad Oldesloe company were installed. Manfred Kadner, responsible for northern European customers: “The pneumatically actuated globe valves are also equipped with a hand wheel, so that they can also be operated manually in case of an emergency. Among other things they regulate the filling of the tanks. HEROSE safety valves are also installed in all of the gas pipes on the ship, each between two shut-off valves.

Martin Warner, the Danish Chief Engineer on the MS Stavangerfjord explains the other safety measures: “For example, each gas pipe is inside of a second pipe, so that no gas can escape to the surrounding air in case of a leak. There are gas sensors everywhere, and the two tanks are additionally protected.” His conclusion: “You are just as safe with us as with conventionally powered ships.” Martin Warner and his seven colleagues control the ship’s technology from the control room on

the second deck, which with all its flashing monitors reminds you of the NASA in Houston. The 170 metre long ship is powered by 4 engines, which each deliver 5400 kW and give the MS Stavangerfjord a maximum speed of 25 knots. The “Single LNG Engines” are made by Rolls-Royce. It is worth mentioning that the MS Stavangerfjord was built on a modular principle: The entire gas system was developed by Cryomar in Norway, who also endured that the system was correctly installed in the ship. The LNG tanks, including the cold boxes were assembled in Turkey by ARITAS, the hull comes from Poland and the final assembly and fitting out was carried out in a shipyard in Rissa, in central Norway.

We visit Captain Erik Johansen on the bridge. Does he notice whether the engines are fuelled with LNG or heavy oil? “No”, he says, and is a little proud to be in command of one of the first ships of this type. However, as the MS Stavangerfjord enters Stavanger harbour after a five hour voyage, his mood becomes a little subdued. Actually he ought to top up with LNG here – but he is not allowed to. In Denmark and

Sweden this is not a problem – in fact the permit from the Norwegian government must arrive any day now, says Johansen. Until then, he is supplied from trucks in the Danish port of destination Hirtshals.

However, Johansen knows that these “teething troubles” will soon be over. He is enthusiastic: “LNG is the future for shipping – it is clean, there is plenty available and above all it is safe.”

The Fjord Line

The shipping company with headquarters in Egersund, Norway was founded in 1993 and now employs 250 people. With the new ferries, MS Stavangerfjord and MS Bergensfjord, the Fjord Line maintains a year-round link between Hirtshals in Denmark and Bergen and Stavanger in Norway.

The sister ships are 170 metres long and can carry up to 1500 passengers and 600 cars. On board, passengers have a choice of various restaurants, bars and shops.

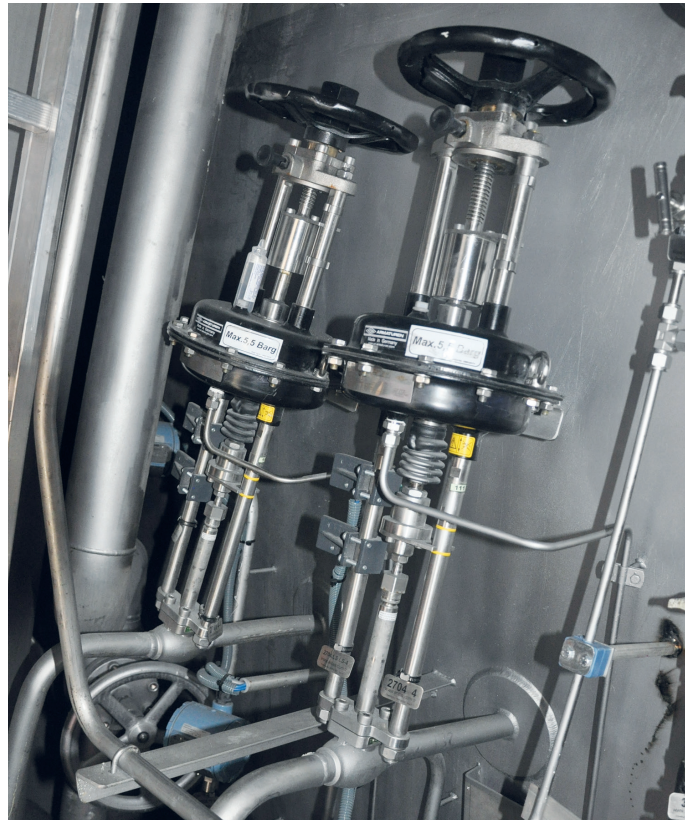
For more information please visit www.fjordline.com



The LNG tank before installation in Rissa, Norway



Chief Engineer Martin Walter explains the ship's LNG control system to HEROSE employees Mario Esche (right) and Manfred Kadner



The manual drive on the actuated HEROSE globe valve



Lovingly restored house fronts in Bergen



The LNG terminal in Stavanger harbour

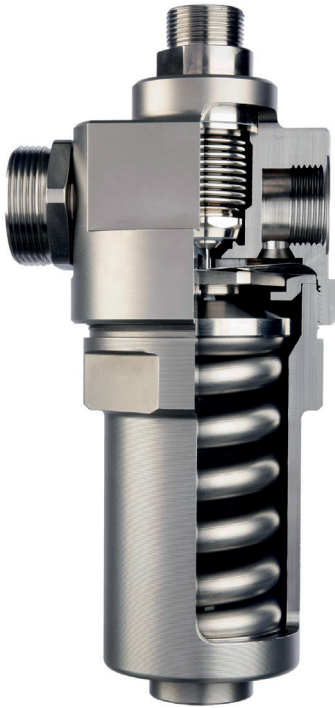
Classification necessary – HEROSE obtains BV approval

A ship cannot simply be built and then simply sailed around the world's oceans. It has to be "classified" as suitable for its intended use. This assessment is carried out by classification associations such as the American Bureau of Shipping (ABS), Lloyds Register of Shipping (LR), Bureau Veritas (BV), Det Norske Veritas (DNV) or the Germanische Lloyd (GL), whereby the last two associations have recently merged. For the classification the ship is technically inspected and its suitability for the transportation of certain goods or for certain routes or sea areas is assessed. The result is recorded in a classification certificate. The classification of seagoing ships is the prerequisite for them being a part of the merchant navy and is also a condition

for the insurance of the ship and its cargo. This also applies to the components which are installed on the ship – such as the HEROSE LNG valves. However, classification by a single association is not sufficient. Mario Esche, responsible for marketing at HEROSE: "Because we want to sell our valves throughout the world, if possible, we also need to have approval from all of the globally important associations." At present, classification from Det Norske Veritas is available, and since the middle of October, from the Bureau Veritas. The application to the Americas Bureau of Shipping is still pending. Incidentally: a classification costs between 30 and 40 thousand Euro.

Three-in-one: The new 4186 CombiPressureregulator

Valve with pressure build-up, economiser and safety function



With the new 4186 CombiPressureregulator, HEROSE now offers a full range of shut-off and safety valves for the storage of liquid air gases. All valves,



Typical application where the CombiPressureregulator is used: storage of liquefied gases

including the new CombiPressureregulator, are made from corrosion-resistant stainless steel and can also be used for foodstuffs. The CombiPressureregulator can be used to replace valves from other manufacturers. It has already been tested by leading gas producers and has received positive assessments.

The 4186 CombiPressureregulator includes three functions, which are explained in greater detail below.

Pressure build-up function:

When liquid or gas is removed from the tank, the pressure in the tank reduces. To compensate for this, the Combi Pressureregulator opens, so that liquid is passed through the pressure build-up evaporator. This produces sufficient gas for the tank to attain its normal operating pressure.

Economiser function:

Due to the effect of heat on cryogenic storage tanks, part of the liquid vapourises and the pressure increases. Without counter-measures, this would continue until the safety valves opened and gas would be released into the atmosphere unnecessarily. During the discharge of gas, the economiser or pressure reduction function feeds the excess gas into the discharge line. In this case, the customer does not remove liquid, but rather gas from the tank. This minimises gas and heat losses.

Safety function:

Accidental closure of the shut-off valve in the supply line to the pressure build-up evaporator results in liquid being trapped between the CombiPressureregulator and the pressure build-up evaporator. Normally, a safety valve would be required in order to protect the vaporiser and the pipes against excess overpressure due to thermal expansion. This function is performed by the CombiPressureregulator.

An Indian in Bad Oldesloe

Sankalp Tiwari is the HEROSE agent for



Sankalp Tiwari and Managing Director Dirk Zschalich

27°C in the shade – the meeting with Sankalp Tiwari was quite warm for Northern Germany on this July day four months ago. However, the 28-year-old Indian was not quite sure whether he should take off his jacket. “I feel cold here very quickly”, said Sankalp. No wonder. At home in Agra, near to the Taj Mahal, it was well over 40° C.

Sankalp Tiwari had come to Bad Oldesloe for six weeks, in order to get to know the production procedures and the HEROSE staff. Since a few weeks ago, he has supported the Indian market for HEROSE from New Delhi - and it is good to know exactly what you are selling. The company wishes to expand his presence in India. Manager Dirk Zschalich: “The sub-continent is one of our future markets and will develop in a similar way to China.”

For further expansion in India, HEROSE is utilising support from the WTSH – an abbreviation for the Schleswig-Holstein economic

desloe

the Indian market. In summer he got to know more about the company in the course of a six-week training.



The Indian HEROSE representative comes from near the Taj Mahal

promotion and technology transfer association "Wirtschaftsförderung und Technologietransfer Schleswig Holstein-GmbH". Zschalich: "The WTSH cooperates with the IGEP Foundation in India, which has provided a great service in the promotion of trade between India and Germany over the past years." The IGEP has an office in India's capital, New-Delhi, from which Sankalp Tiwari will manage the market.

HEROSE made use of help from the WTSH for its entry into the Chinese market in 2006 and has had very good experiences with this organisation. Dirk Zschalich: "For small and medium sized companies, this is a great opportunity to enter into new markets – with a reasonable investment." After three years in China, HEROSE was completely independent there – and the company has similar plans in India.

Sankalp Tiwari is a qualified mechanical engineer who worked for an Indian pump manufacturer until

May last year. During his six-week placement in Bad Oldesloe, in which he became familiar with the company, its production procedures and its staff, he felt exceedingly comfortable: "The HEROSE staff took great care of me. I was invited to a barbecue and had

an excursion to Lübeck", he says with enthusiasm. Of course, Sankalp Tiwari also got to know his colleagues, with whom he will cooperate from New-Delhi: Jan Drewes, Carsten Schlömsky and Lisa Seehase. The visit was organised by Volker Maass.

The WTSH – at home all over the world

The name says it:

The WTSH – "Wirtschaftsförderung und Technologietransfer Schleswig-Holstein GmbH" – provides support to companies in Schleswig-Holstein, or which intend to relocate here, as well as local businesses which are looking for an entry into international markets. The WTSH has offices in several foreign countries, organises joint stands at international and national

exhibitions and assists with research and development activities and patent researches.

At present, the WTSH has representatives in Brazil, China, India, Malaysia and Russia. Its partners are the federal state, chambers of industry and commerce, chambers of trade and colleges of further education in Schleswig-Holstein.

Motto of the Sales Conference: “We all pull together”.

New products, new ideas: HEROSE representatives from all over the world met for three days in Norderstedt



Lorch valves – a logical extension

Takeover enables access to further sectors and customers



Mel Schöllkopf, LORCH Sales Manager, with Managing Director Dirk Zschalich

On first of April 2013 HEROSE took over the LORCH safety valve division in Filderstadt near Stuttgart. The company which was then established, LORCH Sicherheitsventile GmbH & Co KG, is a wholly owned subsidiary of HEROSE GmbH with headquarters

in Bad Oldesloe. The Filderstadt site was retained as a production facility and all local employees now work for the new company. HEROSE Managing Director Dirk Zschalich: “The product ranges of LORCH and HEROSE as well as the services and



know-how of the employees of both companies excellently complement each other”. The management of LORCH Sicherheitsventile GmbH & Co. KG consists of Horst Schöllkopf and Dirk Zschalich.

“The integration of the new company into the overall HEROSE strategy has already made good progress”, said Zschalich at the HEROSE sales conference in Norderstedt (see the report above), “with the products from Filderstadt we will gain to access to further sectors and customers.” The product range of the new company includes free discharge safety valves in sizes DN6 to DN48, angle type safety valves in sizes DN7 to DN40 and safety valves in sizes DN24, DN32 and DN48 for liquid, granular and powdery goods.



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Agency for the Netherlands

In order to provide better availability to its customers, the A.S.E. BV in the Netherlands has been restructured. The A.S.E. itself is now responsible for all service questions. The newly-founded VCC BV is responsible for sales and marketing. A.S.E. has been a dependable HEROSE partner in the Netherlands for many years.

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From left to right: Miranda Peeters, Wim Reijmers, Gine Galluzzo, Ron van de Weerd, Riet Hendriks, Patrick Peperstraete and Jeffrey Möllmann

For three days at the end of October more than 50 HEROSE employees and partners from 37 countries and five continents met in Norderstedt for the International Sales Conference 2013. The aim was to get to know the current company strategy and new products as well as to exchange experiences. In Bad Oldesloe, the complete production and assembly chain was demonstrated with the new 4186 CombiPressureregulator.

A joint cooking event, used for “team-building”, was the highlight of the accompanying programme.

Agency for Chile

ENERGUIAS is dedicated to sell high quality products and solutions coming mainly from Europe for the natural gas distribution in Chile and South America. Recently we extended our focus on LNG and industrial gases. Cooperation with Herose started in October 2013.

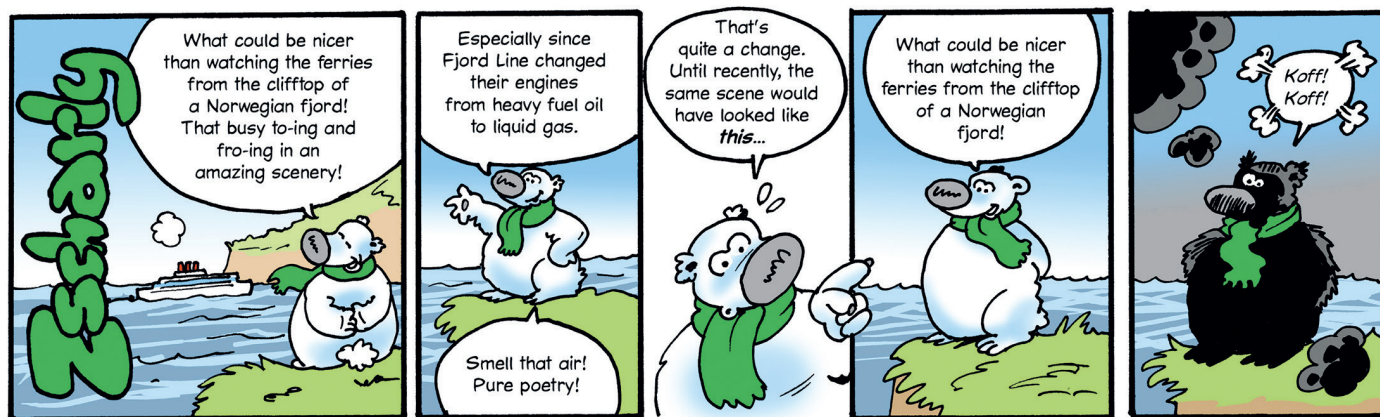
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Nicholas Regnault,
 General Manager



Ennio Iubini,
 Technical Manager



■ In addition to the DNV approval, HEROSE has now achieved BV-approval for its shut-off valves. With this further marine classification, more orders in the LNG and marine sector can now be catered for. The audit took place on 6 September 2013

■ On 12 and 13 September 2013 the cryogenic workshop "Praxis" was held in Bad Oldesloe. This was attended by customers from the Czech Republic, Hungary and Spain.



The participants and speakers at the workshop in Bad Oldesloe

The aim was to communicate know-how for the servicing, repair and maintenance of globe and safety valves. In addition, the companies were trained as authorised representatives for cryogenic safety valves.

■ The training of the HEROSE agency Energuias SpA for Chile as authorised representatives for the adjustment of safety valves was held on 21 and 22 October 2013

Fairs calendar

Small-Mid Scale LNG Infrastructure
Houston, USA
13. to 14. November 2013

Cryogenexpo, Moscow
27. to 29. November 2013

4th Annual Small Scale LNG Conference
Amsterdam, Netherlands
11. to 12. December 2013

Gastech 2014, Korea
24. to 27. March 2014

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Oktoberfest in the Bowlerei

100 contestants, the individual prize was won by Benjamin Ahrendt



In Lederhose at the buffet: Bad Oldesloe had a taste of Bavaria for an evening



Could hardly serve beer fast enough: Timo Warncke from HEROSE

The colleagues are still enthusiastic: In the middle of September, the Works Council sent out invitations to a large Oktoberfest in the Bad Oldesloe Bowlerei. The individual winner of the bowling competition was Benjamin Ahrendt, the team event was won by the "Cuddly Bunnies" and the "Dragon Fighters". The prize was a barrel of beer for all the members of the team.

The 100 participants enjoyed pretzels, roast meat and the Bavarian speciality "Leberkäse". Of course this was accompanied by generous quantities of Munich Oktoberfest beer. HEROSE Manager Dirk Zschalich also dropped in and was delighted with the great atmosphere.

Award for the best exhibition display

The Netherlands agency shone in Rotterdam

The prize for the best exhibition display at the "Pumps & Valves" in Rotterdam was recently won by the HEROSE agency VCC from near Nijmegen – an award which is held here by VCC employee Gine Galuzzo. The results of the exhibition were also very satisfactory. Ron van de Weert: "In a relaxed atmosphere and over a cup of coffee, we met many of our customers and were able to take home a large number of orders."



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We wish to congratulate the lucky winners of a 16 GB-LaCie RuggedKey

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- Diego M. Molinaro, Air Liquide Argentina, Argentina
- Hans Nylund, ABB Oy, Finland
- Christoph Edler, HEROSE GmbH, Germany
- Werner Berndorfer, Linde AG, Germany