

# Manometer



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**#22** | 2019

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Harald Schulz with his new colleague, Franck Lallart (right)

Dear readers,

What do customers expect nowadays? This exciting question is on the lips of all product, service and solution providers. In most cases, there's no simple answer. In the consumer goods sector, market researchers interview customers to find out what they want and need. Influencer marketing is a completely different answer. This is where companies try to subtly whisper in their customers' ears and, in so doing, create their own needs.

And talking about whispering: At Sauer Compressors we always have to listen carefully to find out what our customers expect from us today and, above all else, tomorrow. Market research and influencer marketing are non-existent in our company. But instead we're listening closely to our customers. We learn how the market is developing through holding many personal discussions and meetings.

One thing is becoming clear in this respect: our customers want more security and a clear and reliable planning base. And we can deliver exactly that.

Whether it's Sauer Fix Budget, the complete, hassle-free package for shipping, the central high-pressure air system for well-known navies from all over the world or turnkey solutions for industry in general or the oil and gas industry: Sauer is taking on more and more of its customers' risks. To achieve this, we have to constantly expand our range of products and components and build up know-how that our customers don't have but believe is important. Customers are willing to pay for this because the bottom line is that it is more economical for them.

Reliability is important too. I am therefore delighted to once again welcome Franck Lallart as a new Managing Director of the Sauer Compressors Group. Franck comes from Girodin-Sauer, our French company, and was already introduced in the last issue of *Manometer*. He and I will work together with our fellow Managing Directors, Hendrik Murmann and Dr Edgar Schmitt. As a group of four, we will be jointly responsible for the further development of the global Sauer Group, which now has almost 700 employees.

I hope you enjoy reading this issue of *Manometer*.

Yours sincerely,

HARALD SCHULZ



[ SAUER SNAPSHOT ]

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## Free passage for seal pups!

After being found abandoned in the North Sea, seal pups are transported on *MS Norderaue* and other vessels to the Friedrichskoog seal station for rearing. Also on board are the 2-stage air-cooled starting-air compressors from Sauer's Mistral series.

*Detailed report on pages 12 and 13*

# [ SAUER ON AIR ]

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## Sauer's partner in Sweden: Söders Maskinservice from Småland

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The Swedish province of Småland is mostly associated with Astrid Lindgren, Bullerby and Lönneberga. Sauer has an even greater attachment to the area, because this is where its long-standing sales partner, Söders Maskinservice, is from. The two companies have maintained a successful collaborative relationship since 2005.

Söders Maskinservice is a family-run business with its head office in the coastal town of Oskarshamn. It initially focused on servicing and maintaining construction machinery and systems for rock drilling. Over time, other services related to hydraulics, compressor technology and filtration, as well as the production of hydraulic hoses, were added to the portfolio. Today, Söders Maskinservice is a reliable partner to customers from an extremely wide range of industrial segments, such as nuclear energy and shipping. 2018 saw the company celebrate its 30th anniversary – congratulations! ([www.soders.eu](http://www.soders.eu))



## Happy Birthday! Sauer Compressors USA celebrates its 20th anniversary

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August 1998 marked the starting point for Sauer Compressors USA. Since then, the Sauer Compressors Group's North American site has developed magnificently. Initially, it focused on supplying the U.S. Navy and the U.S. Coastguard. Sauer compressors were soon used on most aircraft carriers and larger naval and coastguard ships. Sauer USA expanded its activities as a result and now also provides complete solutions for numerous civilian industries, which are benefiting from high and medium-pressure gas and air applications.

The Sauer Compressors USA head office is in Stevensville, Maryland, which is today the workplace of over 50 employees operating in Development, Production, Sales and Service. And here, too, the satisfaction of customers based in North and Central America is naturally the top priority.







## On course for growth: Sauer Compressors UK in new premises with extended service

The new site of Sauer Compressors UK Ltd. in Colchester offers seven times more space, including an adjacent warehouse. The subsidiary for the UK and Ireland has thus significantly expanded its range of services too. Customers benefit from additional services such as tests, repairs, packaging measures and individual adjustments.

By officially inaugurating the new building in summer 2018, Sauer Compressors UK took another step towards consistently implementing the growth strategy and maintaining its ISO 9001, ISO 14001 and ISO 18001 certifications.

With this investment, the Sauer Group is making a clear commitment to the British and Irish markets, thereby promising to be quite literally close to its customers, and it will continue to create jobs in the region in future, too.

### Did you know that ...

... of our many piston compressors  
we keep at least one in stock ready for dispatch?

Our machines are fully equipped for delivery to commercial shipping customers. So in an emergency, we can use our Fast Lane process to send spares to almost anywhere in the world within 48 hours.



### TRADE FAIR DATES 2019

- **IDEX 2019**  
Abu Dhabi, UAE  
17 – 21/02/2019
- **HANNOVER MESSE COMVAC**  
Hannover, Germany  
01 – 05/04/2019
- **BARI-SHIP**  
Imabari, Japan  
23 – 25/05/2019
- **NOR-SHIPING**  
Oslo, Norway  
04 – 07/06/2019
- **IBERIA GAS & LNG 2019**  
Madrid, Spain  
10 – 11/06/2019
- **FUTURE SURFACE FLEET**  
Portsmouth, UK  
11 – 13/06/2019
- **OGA MALAYSIA**  
Kuala Lumpur, Malaysia  
18 – 20/06/2019
- **NEVA**  
St. Petersburg, Russia  
17 – 20/09/2019
- **GASTECH**  
Houston, TX, USA  
17 – 19/09/2019
- **INTERN. TECHNICAL FAIR PLOVDIV**  
Plovdiv, Bulgaria  
September 2019
- **KORMARINE**  
Busan, South Korea  
22 – 25/10/2019
- **KOMAF**  
Goyang-si, South Korea  
22 – 25/10/2019
- **ADIPEC 2019**  
Abu Dhabi, UAE  
11 – 14/11/2019



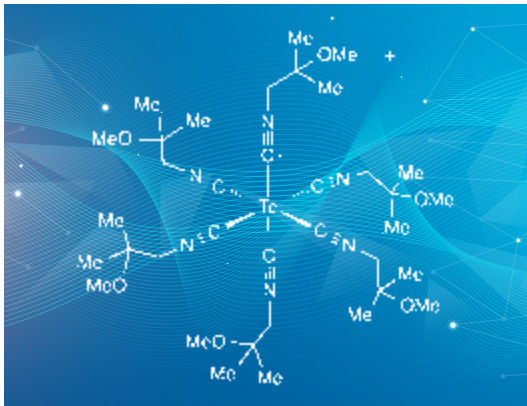
OIL  
FREE



## HAUG.Pluto compressors for nuclear medicine

Behind the awkward name Technetium-99m lies the most frequently used medical radioisotope. The isotope is used as a contrast medium in millions of diagnostic procedures in nuclear medicine every year. But the supply situation is dramatic. Technetium-99m is only produced in a very small number of nuclear reactors worldwide, and some of them will even be decommissioned soon.

A Dutch company has addressed the problem and is researching an alternative method to extract the valuable isotope. The high temperatures generated during the trial processes are cooled with compressed helium.



Three oil-free HAUG.Pluto compressors provide a reliable service in this regard. The HAUG technology is therefore making a key contribution to the fight against the likes of cancerous tumours or heart diseases.

“Ensuring that our customers are satisfied is one of my main concerns as Service Manager.”

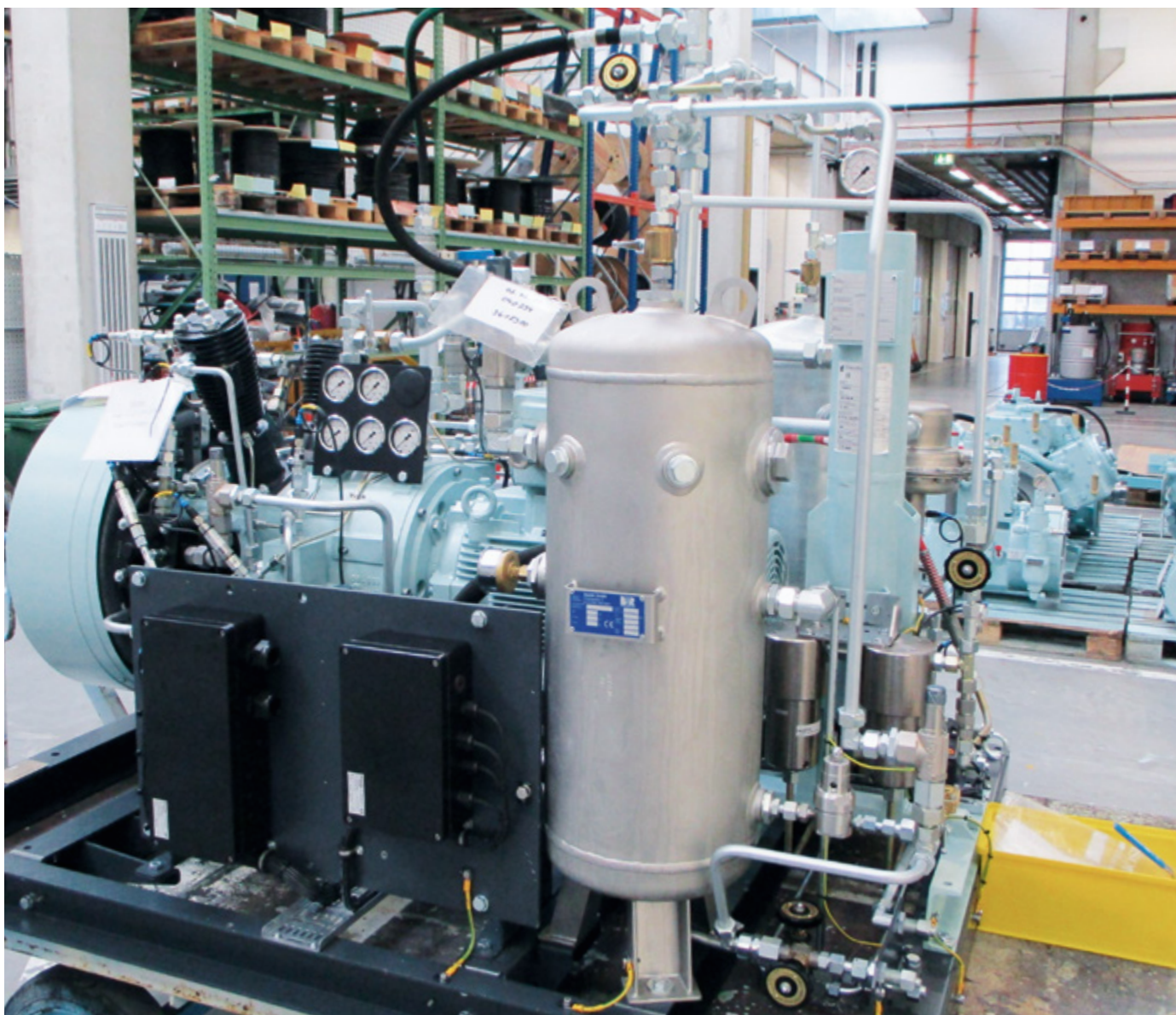
## Denis Hutzfeld – new Service Manager at J.P. Sauer & Sohn Maschinenbau GmbH

Job switch at Sauer Compressors headquarters in Kiel: Denis Hutzfeld has been appointed Service Manager at J.P. Sauer & Sohn Maschinenbau GmbH with immediate effect. He has worked at Sauer since 2004. Most recently, he successfully served as Head of Technical Documentation and Integrated Logistic Support Coordinator.

Denis Hutzfeld wants his main focus as Service Manager to be ensuring customer satisfaction. He states that his aim is to build a bridge between preserving good Sauer traditions and today's challenges, especially with regard to digitalisation. Denis Hutzfeld does not believe that this is in any way contradictory. On the contrary: With its wealth of data and information, “old” values provide major support in the modern world, which is moving at an ever faster pace. Used correctly and without losing sight of people, digitalisation is a useful tool for sustainably optimising service, Denis believes. He is convinced that customers and employees will benefit from this in equal measure.







## Safety first! Filling high-pressure cylinders with hydrogen

**SAUER**

Hydrogen is the most common chemical element in the universe. But beware! If the volatile gas mixes with oxygen, oxyhydrogen is produced. This makes storage a challenge.

To fill high-pressure cylinders with hydrogen, in 2017 Sauer installed a gas-tight Hurricane WP4331 BasSeal high-pressure compressor on the premises of a large gas company in Bratislava, Slovakia. The turnkey compressor station with oil filter unit is specifically designed for hydrogen and complies with ATEX guidelines.

During use, dry hydrogen is guided into the compressor at a pressure of max. 23 barg, compressed to 230 barg, filtered and filled into gas cylinders. The system has been in continuous use since January 2018 and, as expected, the operators are more than satisfied. And of course, staff at Sauer HQ in Kiel have been carrying out remote monitoring, which guarantees maximum safety.

## [ TRADE FAIR SPECIAL ]

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### Save the date: ComVac 2019

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From **1 to 5 April 2019**, the leading trade fair ComVac will take place as part of Hannover Messe. And when it comes to compressed air and vacuum technology for efficient production processes, Sauer naturally has to be a firm fixture.

Sauer's portfolio ranges from individual components to complete turnkey systems. The oil-lubricated high-pressure compressors from the Sauer product line and the oil-free HAUG compressors will be demonstrated in Hannover. As a one-stop shop for all requirements in the field of high-pressure air and gases, Sauer will also be showcasing an extensive range of high-pressure accessories.

Visitors to the trade fair can look forward to the world premiere of Orkan, the new Sauer high-pressure series. With up to five compression stages, the air-cooled series achieves final pressures up to 500 barg for air and a wide variety of gases.

*We look forward to you visiting us at booth B41 in Hall 26.*

### Review: Sauer shows its colours at SMM 2018

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Sauer's presence at trade fairs is always a good opportunity to nurture direct contact with customers. As the world's leading trade fair for the maritime industry, SMM in Hamburg is traditionally a must for Sauer. It was that time again at the beginning of September 2018. The 3-stage air-cooled starting-air compressors of the Levante series were one highlight at the trade fair booth. The brand-new series had a very successful sales launch and has already established a firm foothold for itself in international shipping. A Levante prototype had been presented at the last SMM two years before.

In keeping with the theme of the trade fair "Trends in SMMart Shipping", Sauer presented the new Sauer ecc 4.0 compressor control for the first time. The software, which was developed in-house, is ready for the new possibilities of shipping 4.0 and is a successful example of digitalisation as a central driver of the maritime industry. The Sauer ecc 4.0 enables fully automated monitoring and controlling of compressor functions for all series. A smart modular principle makes the control adaptable to specific projects.

With these and other exhibited products, Sauer obviously captured the mood of the visitors to the trade fair. This was evidenced by the large number of visitors to the booth and the positive response from the trade audience. See you in 2020!





# [ SAUER HIGHLIGHTS ]

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## **Ferry services to islands and the *Halligen*: *MS Norderaue* gets its starting air from Sauer**

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Wyker Dampfschiffs-Reederei Föhr-Amrum (W.D.R.) is the lifeline that has connected the North Frisian islands and the *Halligen* to the mainland for the last 130 years. Today, the traditional shipping company has five ferries, which are perfectly adapted to the Wadden Sea shipping area thanks to their shallow draught.

The latest addition to the W.D.R. fleet in April 2018 was *MS Norderaue*, named after the tidal current that the ship passes daily on the Föhr-Amrum line. Thanks to a specifically cut vehicle deck, the vessel can transport trucks in four lanes next to one another, thereby creating additional capacity for island supplies. As a double-ended ferry, *MS Norderaue* is capable of both forwards and backwards can travel forwards or backwards, which saves annoying turning manoeuvres.

### **State-of-the-art ship technology**

While the passengers in the saloon or on the sun deck can enjoy the up to 12-knot journey, four large marine engines in the engine room provide powerful propulsion. Two SAUER compressors of the Mistral WP33L Marine type supply them with starting air. Since space on a ship is at a premium, the two-stage air-cooled compressors score top marks due thanks to their compactness. The starting air compressors are also appreciated for their low weight and their high levels of reliability and operational safety. *MS Norderaue* runs on environmentally friendly marine gas oil and its design meets the requirements set down in the RAL-UZ 141 ("eco-friendly ship design") standard. Consequently, the new ferry was awarded the "Blue Angel" quality seal, just like its sister ships before it.

### **Free passage for seal pups**

On its voyages across the North Sea, *MS Norderaue* repeatedly encounters seals frolicking around on the many sandbanks. Sometimes, contact with the cute animals even goes beyond fleeting encounters. Wyker Dampfschiffs-Reederei has been supporting the Schleswig-Holstein Wadden Sea National Park for a number of years and transports seal pups found abandoned for rearing in the Friedrichskoog seal station. If the animals are big and strong enough to survive in the wild after a few months, they are taken back by ferry to be returned to the sea. For the ship's crew, a seal finding its way back into nature is always a moving moment. Naturally, the seal pups don't have to pay the ferryman!







# [ SAUER MARKETS ]

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## Everything from a single source

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### **Sauer – a one-stop shop for complete compressor solutions**

Sauer customers are requesting ideal solutions from a single source and in the shortest possible time. This is yet another reason why Sauer increasingly sees itself as a one-stop shop for medium and high-pressure compressors. Using the customer's wishes as a basis, different components were defined and selected so that the entire range is optimally coordinated to the compressors.

### **All the accessories for treatment**

The additional components are available for all air, nitrogen and helium compressors of the SAUER product line. Since every user has their own requirements with respect to the air or gas quality, the entire range of accessories for treatment is available. These include compressed air refrigeration dryers for a pressure dew point of 3°C to 5°C and up to a pressure of 40 barg, plus high-pressure air refrigeration dryers for cooling gases up to a pressure of 400 barg. The cold-regenerating adsorption dryers meet the highest compressed air quality requirements. Equipped with pressure maintaining valves, they achieve a pressure dew point of -40°C at pressures up to 350 barg. These designated high-pressure adsorption dryers comply with the Sauer standard and are perfectly matched to the special properties of air and gases in the high-pressure range. Our customers will also find an extensive range for condensate management in medium and high-pressure systems as well as higher-level controls.

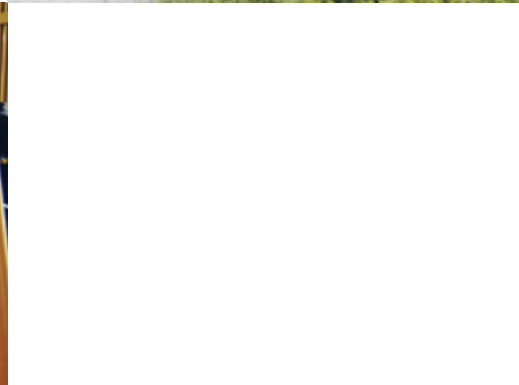
### **Variety of storage options**

Following treatment, air and gases have to be stored. Sauer offers the perfect solutions for this too. Horizontal and vertical containers are available as storage options in the medium-pressure range in painted and galvanised versions. For the high-pressure range, there are special cylinder racks for dry gases (PureRacks) and cylinder racks with condensation drainage for damp gases (BasRacks).

### **Distribution of air and gases**

The reducing stations from the Sauer Reduflex system reduce pressures for the consumption points and thus permit the perfectly coordinated distribution of air and gases. Specially developed, TÜV-approved safety valves are used to protect compressed air stations. Besides benefiting from engineering and consulting for the compressor systems, customers can also take advantage of our customer inspection service, application-specific documentation and a range of service concepts.





# [ SAUER SERVICE ]

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## **A worthwhile investment: employee training sessions at Sauer**

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Sauer Compressors offers its customers and employees a wide range of technical training courses at its very own training centre in Kiel. The course contents and requirements are adapted to the respective target group and are aimed, for example, at users, operators, maintenance staff or service technicians. The investment pays for itself quickly, because the professional operation and maintenance of the compressors ensures both performance and longevity.

Also in 2018, the Sauer Service team once again organised many successful training events. The highlight was the Sauer Service Week 2018 in September, which a total of 40 participants from 21 countries had come to attend. Participants were treated to the first-ever demonstration of the new Levante and Breeze series as well as the new SAUER ecc 4.0 compressor control.

The course for service technicians with HAUG compressors was a premiere. The participants used original HAUG spare parts to go through all of the important steps, such as commissioning, troubleshooting and maintenance, which are also ideal for operating SAUER compressors.

Another new feature was a technical training course for shipping company buyers: the container shipping company Claus-Peter Offen had sent its employees to Kiel to obtain comprehensive information about exclusive offers such as Sauer Easy Care or Sauer Fix Budget. This was followed by a get-together with Sauer employees from the Service department.

The Service on the Road Athens series for commercial shipping has been firmly established in Greece for eight years with Sauer's partner Oceanking. Following the training course in March last year, a total of 400 chief engineers and operations managers have now taken part. The direct exchange and feedback from the users make these roadshows so valuable and allow us to continuously improve products and services.

The Sauer Service team is offering further training courses for the coming months, with plans for further basic training for beginners and a course for service experts. In addition to continuing the HAUG courses, there will also be training sessions for the SAUER Levante and Breeze series. Since last year's training courses on both the SAUER 6000 series for all knowledge levels and the basic course in after-sales service were booked up fast, they are being continued this year on a larger scale.

The Sauer training courses cut a convincing figure as competent, high-quality additions to the project-related training sessions held on a day-to-day business. For more information, please don't hesitate to contact our Service team: [service@sauercompressors.de](mailto:service@sauercompressors.de)





Group photo during the Sauer Service Week in September 2018 with participants from 21 countries



Live demonstration of the new Levante series

# [ SAUER FAMILY ]

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## Good hunting! Or more than a hobby

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Kurt Zeller has been working for HAUG Sauer Kompressoren AG for 38 years and is currently Assembly/Final Inspection Team Leader. He grew up in the beautiful and traditional canton of Appenzell Innerrhoden in Switzerland, where, at the age of nine, he discovered his passion: hunting. It was then that he was allowed to go stalking with his father for the first time. And from then on, these joint excursions were his most wonderful and enjoyable past-time.

When he was 20 years old, he completed the three-year course to sit the hunting examination, which covers the four subject areas of wildlife studies, firearms handling, ecological relationships and Swiss and cantonal legislation. To protect forests and animals alike, the hunting administration is responsible for planning the hunting season, which is coordinated with the hunters' association. Together, the two institutions also offer training and further education on the likes of animal diseases or game hygiene.

Appenzell Innerrhoden is a mountainous and pre-alpine canton, whose highest mountain at an altitude of 2,502 metres is Säntis in the Alpstein massif. It is home to ibex, chamois and deer. The hunt is planned anew every year, since wildlife populations are constantly changing. The number of shootings allowed always remains well below the number of animals counted previously, thereby safeguarding the population.

For him, the highlight of every hunting day is reviewing what he's experienced in the hunting party over food and drink. Speaking of food, one of Kurt Zeller's relations is an expert in turning shot animals into various delicacies. He often wows friends in Germany with these delicious game dishes from his Swiss homeland.

Kurt Zeller views hunting as an ever-changing new challenge and a responsibility towards nature. Just as he does in his professional life, he believes that appreciating all people and our finite resources is the crux of the matter. That's why he's sending a happy "good hunting" greeting to all his fellow hunters!







## **Missed a *Manometer* issue?**

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[www.sauercompressors.com](http://www.sauercompressors.com)

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02 / 2019 [suw | ace]

**Dependable up to 500 bar – anywhere, anytime, anygas.**