

# luftpost

Newsletter Deutsche Windtechnik

Change management

Digitisation in service

New logo

New central warehouse



JOIN THE DISCUSSION about the ideal wind turbine maintenance of the future!

 HUSUM Wind  
12-15 SEPTEMBER 2017  
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Hall 4,  
Booth 4C11

## MAINTENANCE ON THE WAY TO THE FUTURE

DIGITISATION REQUIRES A CONSTANT WILLINGNESS TO CHANGE

It is common knowledge that sometimes people are very reluctant to part with things of which they have grown fond. But that isn't a bad thing. However, the bottom line is that remaining open to change in as many areas as possible is a tried and true approach, in particular regarding unusual ideas and taking advantage of new opportunities. This also applies to the current considerable potential for digital renewal with respect to maintenance of wind turbines.

### A VISIONARY HEAD START – MAINTENANCE 4.0

What might a vision for the future of maintenance look like? A fully automated wind turbine monitored with various sensors? Intelligent software would combine all weather data, contractual and qualification requirements, and other selected parameters in accordance with their relevance, and calculate the optimal date for upcoming maintenance or repair. All deployment planning and just-in-time spare parts

management are also fully automated. Since the parts and tools are brought to the facility precisely on time, storage is no longer required. And the technicians? They are flown in to the facilities with small,

*“The technicians fly to the facilities with electric helicopters.”*

fast electric helicopters. The entire process is automatically documented, and it can be accessed from anywhere at any time, optionally via video. Invoicing, testing, and payment are managed by automated software.

### REALITY IS THE STATUS QUO

Admittedly, that is still a long way off. And yet, the changes brought on by digitisation are in full swing, including at Deutsche Windtechnik. For example, our digital world includes the following applications:

## LATEST NEWS

### OFFSHORE: 800 VIDEO ENDOSCOPES FOR DONG ENERGY

The energy supplier DONG Energy commissioned Deutsche Windtechnik Offshore und Consulting to carry out endoscopy inspections at 800 offshore wind turbines in Germany, the UK, and Denmark. The contract came into effect in June 2017.

### UK: FULL MAINTENANCE FOR 61x SIEMENS SWT 2.3

Deutsche Windtechnik received the contract for full maintenance of 61 wind turbines of the type Siemens SWT 2.3 in the UK. "We were especially impressed by the continuing development of Deutsche Windtechnik in the UK," said Huw Griffiths, Managing Director of Zephyr Investments Ltd.

### ALPHA VENTUS: MAINTENANCE COMPLETED ON TIME

For the first time, Deutsche Windtechnik undertook the summer maintenance campaign for the alpha ventus offshore wind farm. It has now been successfully completed in accordance with the schedule, thanks to good personnel management. The wind park has been equipped for the heavy wind phase using preventive maintenance measures.

EDITORIAL



Dear Readers,

Industry 4.0 and digitisation are buzzwords – but the process is in full swing and goes beyond them. It is exciting to see that there is far greater development potential than many assume, including in maintenance. Where is the industry in this process of change? What digital instruments has Deutsche Windtechnik successfully integrated into its daily service activities? You will find the answers in this issue of *luftpost*.

And have you noticed another innovation? Deutsche Windtechnik has introduced a new logo! You can find background information in the interview with our board member on the right. Or let's discuss the changes in the industry and the company together at the Husum Wind 2017 trade fair. We would be delighted to welcome you at our booth in Hall 4 or at our trade fair parties (see page 4).

See you in Husum!

Hauke Behrends  
Managing Director of Deutsche Windtechnik Service

INTERVIEW

# CONSTANTLY CHANGING

DEUTSCHE WINDTECHNIK HAS A NEW LOGO

The wind industry is also subject to continual change. This is especially true of the service business: Deutsche Windtechnik has been part of an enormous change, and has advanced independent maintenance at an international level. We asked board member Matthias Brandt how the Deutsche Windtechnik brand has changed along the way:



MATTHIAS BRANDT, sees changes as an important part of healthy development



### Has internationalisation had an impact on Deutsche Windtechnik?

Since our founding, we have continued to grow steadily – first in Germany, then at a European level, and now we are entering North America. We have always remained faithful to our roots in this respect. This can also be seen in the fact that, despite increasing internationalisation, we are still known as Deutsche Windtechnik, even though this admittedly works better in some countries than it does in others.

### From now on, Deutsche Windtechnik will be represented by a new logo. What is the reason for this?

Since we are on the way to increasing internationalisation, and the name is remaining as it is, we want to further strengthen our logo with an even more striking image. The new image element, consisting of the arrow and the cross, depicts two ancient symbols of force, which are extremely memorable in their simplicity and interplay.

### What do the arrow and cross symbols stand for?

- Certificate management, hazardous substance registers, and much more are digitally created and can be shared with the customer via interfaces.
- RFID technology enables automated detection, processing, and documentation of components and tools.
- Digital applicant management spanning multiple units has been introduced.

### OPENNESS AS THE BASIS FOR CHANGE

When visionaries present their ideas, in most cases it is the economically driven users who determine whether an innovation gets a chance: Only when it becomes

There is a wide range of interpretations, starting with the cogs of a gearbox, which perfectly interlock with one another, and including the interactive exchange between ourselves and our customers, partners and also our employees, through to the arrow as a symbol for dynamism and the cross as a

“The new logo combines two ancient symbols, the arrow and the cross.”

symbol for the location of the wind turbine, or for consistency. Everyone is invited to give his or her imagination free reign.

### Does the new logo also stand for a new corporate strategy?

The willingness of all employees to embrace continual change is a particularly essential contribution to Deutsche Windtechnik's success. We never stop learning, and we examine, utilise and form our options to fit a meaningful purpose. The new logo is no exception. This has nothing to do with a reorientation, but rather underlines the fundamental culture of renewal at Deutsche Windtechnik.

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- Education, further training, and qualification are conducted using e-learning modules.
- Our technicians work with mobile solutions on site. The recorded documents and photos can immediately be processed and/or shared with the customer.
- Offshore: The customer can digitally track the site of operations, type and status of the work.
- Remote data monitoring: Software systems detect trends in turbine performance as derived from algorithms. This is supported by the condition monitoring system providers.

clear that introducing a system will lead to a productivity increase will it have real market opportunities. Many projects are in the works, but we and the entire industry are still facing many challenges. This includes simple projects, such as IT interfaces to the wind turbines (e.g. OPC) or standardised labelling (e.g. RDSPP). Our current activities would not have been conceivable 15 years ago. Similarly, economically viable 8-MW wind turbines seemed unachievable to all but a few visionaries. All stakeholders need to remain open to change at a very fundamental level in order for the speed of development to continue at this pace.

## SPARE PARTS MANAGEMENT

# PLENTY OF SPACE, FAST AND FLEXIBLE

A NEW CENTRAL WAREHOUSE IMPROVES SPARE PARTS MANAGEMENT

This summer, Deutsche Windtechnik Service's logistics concept was revised and restructured from scratch. The existing spare parts and goods warehouses located in Midstedt (large components), Ostenfeld (pallet goods and small components) and Viöl (small components and tools) were combined in a large hall in Büdelsdorf, and a new warehousing method was introduced.

The new warehouse is located right next to the north-south route of the A7 and the Rendsburg motorway junction, so our staff can now react to demand even faster and

without detours. The principle of IT-supported flexible warehousing is a new addition, which enables warehouse capacity to be utilised even more effectively, and new parts can easily be stored in any free locations.

However, ultimately it is also the company's internal processes that are being innovated. Due to more flexible working hours, spare parts can be shipped out in the evening, so that parts that are requested at the end of the day are available to the service technicians the next morning, guaranteeing rapid repair of the wind turbine.

## PERSONNEL

### TEAM BENEFITS FROM O'DONNELL'S EXPERIENCE

With the appointment of Willie O'Donnell, Deutsche Windtechnik Ltd. also acquired knowledge gained from more than 20 years in the UK



**WILLIE O'DONNELL,** shares his extensive expertise

renewables industry. The sales manager has also worked for the UK-entities of Gamesa and Enercon and in the South African energy industry.

In Edinburgh Willie O'Donnell particularly appreciates the enthusiastic young team. One of his next projects will be investigating a large-scale SCADA infrastructure service for UK wind farms.

## PARTNER

### MORE TRANSPARENCY WITH SPARES IN MOTION

Most companies in our industry have come to know Deutsche Windtechnik primarily as a provider of independent maintenance. However, the spare parts business has also enjoyed strong growth over the past few years. One important reason for this is the partnership between Deutsche Windtechnik and the start-up company Spares in Motion BV, an international sales portal for wind turbine spare parts.

Spares in Motion was founded in 2012 by Jochem Sauer and Marc Huyzer in the Netherlands. Both originally came from the aerospace industry and had already gained experience with this sales concept. In 2014, they entered the German wind energy market together with Deutsche Windtechnik.

"The first partner is always something special. Just as we did then, we appreciate Deutsche Windtechnik's willingness to try new things and to recognise good ideas at an early stage," said Jochem Sauer, Managing Director of Spares in Motion BV. The aim of the cooperation isn't just increasing the availability of spare parts. The online connection between supply and demand will also make the spare parts business more transparent.

Mailbox Spare Parts | Deutsche Windtechnik: [spare-parts@deutsche-windtechnik.com](mailto:spare-parts@deutsche-windtechnik.com)

## FRESH PERSPECTIVES



Knowledge tells us it is well thought-out.

We are responsible for maintenance throughout the entire life cycle.

The topic of maintenance of wind turbines has an extremely high significance for operators, plant managers and investors. The technical and economic goal is to have the best possible service concept at hand in order to manage costs efficiently in the long term.

[deutsche-windtechnik.com](http://deutsche-windtechnik.com)



A NEW ADVERTISING SERIES WITH FRESH PERSPECTIVES: Right in the midst of the technology, people, and values that shape our work, we took a walk through the company with camera in hand.

SECOND GLANCE

# PURSuing A CHALLENGE

Jonas Jüling is head of the Siemens Technology Division at Deutsche Windtechnik Service's Bremen site. Three years ago, he took the step from manufacturer to independent service provider. In this interview, he revealed to us the reason for this, and where he gets the energy to tackle his day-to-day work.

**What convinced you to join Deutsche Windtechnik?**

I was offered more leeway than I was accustomed to having in my previous work. Of course, I'm always communicating with colleagues and sometimes need to persuade them. Even if it isn't always possible to implement everything the way I want it, they are always willing to listen to me when we need to talk about a new approach. This was a perspective that I absolutely wanted to pursue.

**Are there tasks or situations that you especially look forward to?**

I always find it exciting to meet new business partners. Projects can be quite varied in how they proceed. You need to adapt to the person you are talking to, have sure instincts and the capacity to be spontaneous.

Especially abroad, there are other mentalities, ways of working and thinking at play. This makes my day-to-day work very diverse.



JONAS JÜLING, appreciates the flexibility of his work.

**You mentioned that you often travel abroad. How do you take a break from your professional life?**

It's the same with me as it is with many other people. I'm really able to relax with my family, and I don't think about issues that still need to be dealt with. I find balance by engaging in outdoor activities, for example by exploring new mountain bike trails. That allows me to look forward to my work again. Finding the right combination is important.

ON THE RADAR

- OFFSHORE ENERGY 17**

9 - 11.10.2017 | AMSTERDAM  
[offshore-energy.biz](http://offshore-energy.biz)
- VIND 2017**

11 - 12.10.2017 | STOCKHOLM  
[vindkonferensen.se](http://vindkonferensen.se)
- 26. WINDENERGIETAGE**

07 - 09.11.2017 | WARNEMÜNDE  
[windenergietag.de](http://windenergietag.de)
- WINDEUROPE CONFERENCE & EXHIBITION**

28 - 30.11.2017 | AMSTERDAM  
[windeurope.org/confex2017](http://windeurope.org/confex2017)

SPOTLIGHT

THE USA IS CALLING – START-UP IN EARLY 2018!

Deutsche Windtechnik is stepping across the big pond: Deutsche Windtechnik Inc., based in Houston (Texas), will be starting up at the turn of the year. This marks the first business unit outside of Europe. "This step is a logical consequence of the growing demand we have encountered in North America," said Matthias Brandt board member of Deutsche Windtechnik. "Coupled with our company's healthy development, the start-up date for our subsidiary in the USA is just right," he continued.

Deutsche Windtechnik will be one of the few independent service providers for wind turbines in the United States and Canada that will be able to provide maintenance for multi-megawatt facilities from various manufacturers as a multi-brand specialist. In addition to simplifying the work at wind farms, our service from a single source also results in significant savings potential for service costs.

Our activities will be established throughout the US and Canada from the future headquarters in Houston. In the medium term, service stations will be set up nationwide. Matthias Brandt is building on the experience of colleagues in Spain and the UK in particular to establish the unit, where the size of the wind farms and the market structure are similar to those in North America.

*More background information on Deutsche Windtechnik's market entry in the USA will be available in our next issue of luftpost in December!*

**➤➤➤ HUSUM WIND: CELEBRATE WITH US TWICE!**

For the first time, Deutsche Windtechnik is sending out invitations to a soft opening on the eve of the trade fair:

**➤ Monday, 11.09.2017, starting at 7 p.m. in Viöl near Husum (shuttle from Husum)**

You can obtain your personal invitation from your contact person.

We would also be pleased to welcome you this year to a trade fair booth get-together with ZF Friedrichshafen and Drehpunkt. The fun starts on:

**➤ Wednesday, 13.09.2017 at 5 p.m. Hall 4, Booth 4C11/4C06**

There will be finger food, plenty of beverages and a fun atmosphere waiting for you. Just come on by, and bring your colleagues!

DISCLAIMER

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