

luftpost

Newsletter Deutsche Windtechnik

Technical op. and Service

ONM-Solutions

Spare Parts Sales

Enercon-Service



THE INTERACTION BETWEEN TECHNICAL OPERATIONS AND SERVICE is home to untapped potential.

PARTNERS WHO REINVENT THEMSELVES

TECHNICAL OPERATIONS AND SERVICE

Current developments are affecting the economically viable operation of old as well as new wind turbine generators (WTG). On the one hand, falling remunerations and regulatory requirements such as retrofitting On-Demand Night-Time Marking (ONM) are placing a burden on existing wind farms. On the other hand, the requirements of the Renewable Energy Act (EEG) 2017 are creating challenges for operators of new turbines. As a result, tried-and-tested business management and technical operating concepts are also under scrutiny.

GREATER EFFICIENCY THROUGH STREAMLINED OVERALL OPERATION

In addition to commercial management, plant operation is largely controlled by technical operations and service, which consequently represent a large proportion of costs. Deutsche Windtechnik is increasingly being approached by customers who ask the following question: How can the resources within the process chain of my wind farm be utilised even more efficiently? Lars Schwitters, Head of Customer Management and Technical Management at Deutsche Windtechnik

X-Service, has answers: "An initial analysis quickly reveals that many wind farms operate parallel structures, have insufficient data analysis and are conceptually not yet prepared for the above-mentioned developments. The interface between technical oper-

“Differences of opinion between the interest groups are desirable.”

ations and service is particularly important. The exchange of information at this interface must be uninterrupted and transparent. And not only between technical operations and service but also with the operator." This interface has already been successfully optimised at some wind farms under full maintenance. A number of current maintenance customers who operate a total of 70 turbines have decided to delegate parts of technical operations to Deutsche Windtechnik too, in order to lower costs. Deutsche Windtechnik is also already involved in projects that must fulfil the requirements of EEG 2017. These important, ground-breaking experiences will be

LATEST NEWS

WHAT IS GOING ON THERE? VIDEO CLIPS FOR YOU

Like to try out new things? We definitely think you should! In spite of all the seriousness that a technically oriented company brings with it, once in it's perfectly okay to have some fun and excitement.

Some of our service technicians, trainers and colleagues were unable to escape our video camera in recent weeks. The results were interesting video sequences that we combined into exciting episodes.

TAKE ONE!

Simply click on our YouTube channel to enjoy the premiere of the first episode of our new Deutsche Windtechnik video series! More episodes will follow during the next few weeks, so stay tuned.

In addition to the first episode of our new video series, our YouTube channel also contains a great deal of other footage related to the world of maintenance at Deutsche Windtechnik.

[Click here and enjoy!](#)

INTERVIEW

EDITORIAL



Dear readers,

The HUSUM Wind 2019 trade fair is just around the corner. For you and us, this is a new opportunity to discuss current topics in personal conversations. Such fruitful talks and controversial debates often lead to the restructuring of tried-and-tested methods or even to the creation of new solutions. Currently in particular in the interaction between technical operation and service, in the expansion of our plant expertise, our variable ONM concept and the spare parts business. In this issue of our luftpost, we summarise examples and results for you.

Please take our luftpost as an invitation to discuss these and other topics personally with us in Husum. We look forward to seeing you there!

Hauke Behrends and Holger Hämel
Management of Deutsche Windtechnik Service and
Management of Deutsche Windtechnik X-Service

PLAYING FOR TIME

THE EXPECTED ONM REGULATION HAS THE WIND ENERGY SECTOR PERCHED ON THE EDGE OF ITS SEAT

The new law regarding On-Demand Night-Time Marking (ONM), which will make this type of hazard lighting mandatory, is going to bring with it significant challenges for operators. Financially, technically and logistically there will be a lot of work to do. Karl Keusgen, Managing Director of Deutsche Windtechnik Steuerung, describes what is important now:

What is the current status quo regarding ONM in Germany?

The enactment of the Collective Energy Act (Energiesammelgesetz) at the end of 2018 necessitated an amendment to the General Administrative Rules for the Identification of Aircraft Obstructions (AVV). The new AVV is currently under development, and it will hopefully come into effect by early 2020. We expect to see many changes compared to the old AVV, which is currently still valid. These changes will include concrete requirements for ONM technology as well as the hazard lighting. An extension of the deadline by which ONM must be implemented is under consideration and seems necessary.

How is Deutsche Windtechnik involved?

We have prepared for several scenarios and are ready to assist our customers as a competent partner in preparing for ONM. Our solutions are flexible and focus on the hazard lighting systems, their communication connection, the ONM interface as well as the technologically open integration of possible ONM systems. At the same time, we



KARL KEUSGEN,
is working on flexible
ONM solutions.

have developed a transponder-based ONM system, but this can only enter the approval procedure after the new AVV comes into effect. In addition to these technical options, we are developing suitable ONM services and operating models. The current confusing market situation and the imminent loss of the feed-in tariff make flexible concepts for the distribution of ONM products necessary.

“We are partners for ONM retrofitting.”

What should operators do now?

For many wind farms, the necessary investments are high and they must be made relatively quickly for ONM retrofitting. Generally speaking, a very big wave is advancing towards the market. In order for operators of wind turbines to be able to take action when the new AVV comes into force, they should be as well-informed as possible about the options for implementing ONM that are available on the market and, if possible, be proactive in their preparations. We are happy to help!

Contact: Jasper Salzwedel
(E-mail: j.salzwedel@deutsche-windtechnik.com)

▶▶▶ CONTINUED FROM PAGE 01

incorporated into future service concepts.

OPERATIONAL MANAGEMENT PROCESSES CAN BE CUSTOMISED

The advantages of a new cooperation between technical operations and service depend on the respective requirements and the persons involved. In order to achieve maximum efficiency for the operator, however, processes and the division of tasks need to be evaluated. The areas to be evaluated include remote data monitoring, reporting, direct marketing of electricity, feed-in management, inspections, availability analyses,

TR 10 requirements, data management and security, evaluation and many more. The range of tasks that operators and/or operations managers decide to take responsibility for themselves is very diverse.

The emerging question of the independence of different instances within a company must also be taken into account, but this can be ensured by recurring monitoring processes. Potentially conflicting points of view between the operator, operational management, service and customer management are desirable. They help us to find the best

possible solution for the operator.

FOCUS ON INDEPENDENT SERVICE

Even though experiences have been positive in a range of areas, Matthias Brandt, Board Director at Deutsche Windtechnik, emphasises the company's focus: “We have grown as an independent service provider. That is our core business. If one of our current customers or an operations manager approaches us, we evaluate the opportunities together. If it offers advantages for all stakeholders, we are prepared to take on additional responsibilities that go beyond service.”

SPARE PARTS SALES

THE INTERNATIONAL SPARE PARTS BUSINESS IS GROWING TO MEET THE DEMAND

Deutsche Windtechnik's growth in recent years is also evident in the spare parts business. Following the founding of the company in 2007, this business area initially only operated passively. Since 2014, however, demand has risen sharply on the customer side, and Deutsche Windtechnik is now actively involved in this market. For example, cooperation with the technical departments and the central warehouse in Büdelsdorf has been intensified by interdepartmental ERP systems. The special advantage of Deutsche Windtechnik's spare parts business is the direct communication with the technical departments. Spare parts for all types of wind

turbines under maintenance are immediately available, without having to rely on a manufacturer. On request, they can also be delivered by overnight express. Parts that are difficult to obtain or are no longer available can be developed in-house by the technical departments or by Deutsche Windtechnik Steuerung, rounding off the portfolio of approximately 35,000 parts that are already available. The company now supplies spare parts to customers on all continents. Contact us for more information:

Contact: Susan Jesche or Sabine Petersen
(E-mail: spare-parts@deutsche-windtechnik.com)

PERSONNEL NEWS

NEW IMPETUS FOR THE CENTRAL WAREHOUSE

Michael Garske is the new head of the Büdelsdorf central warehouse. Above all, he will drive the areas of safe handling as well as increased



MICHAEL GARSKE,
the new head in
Büdelsdorf, Germany

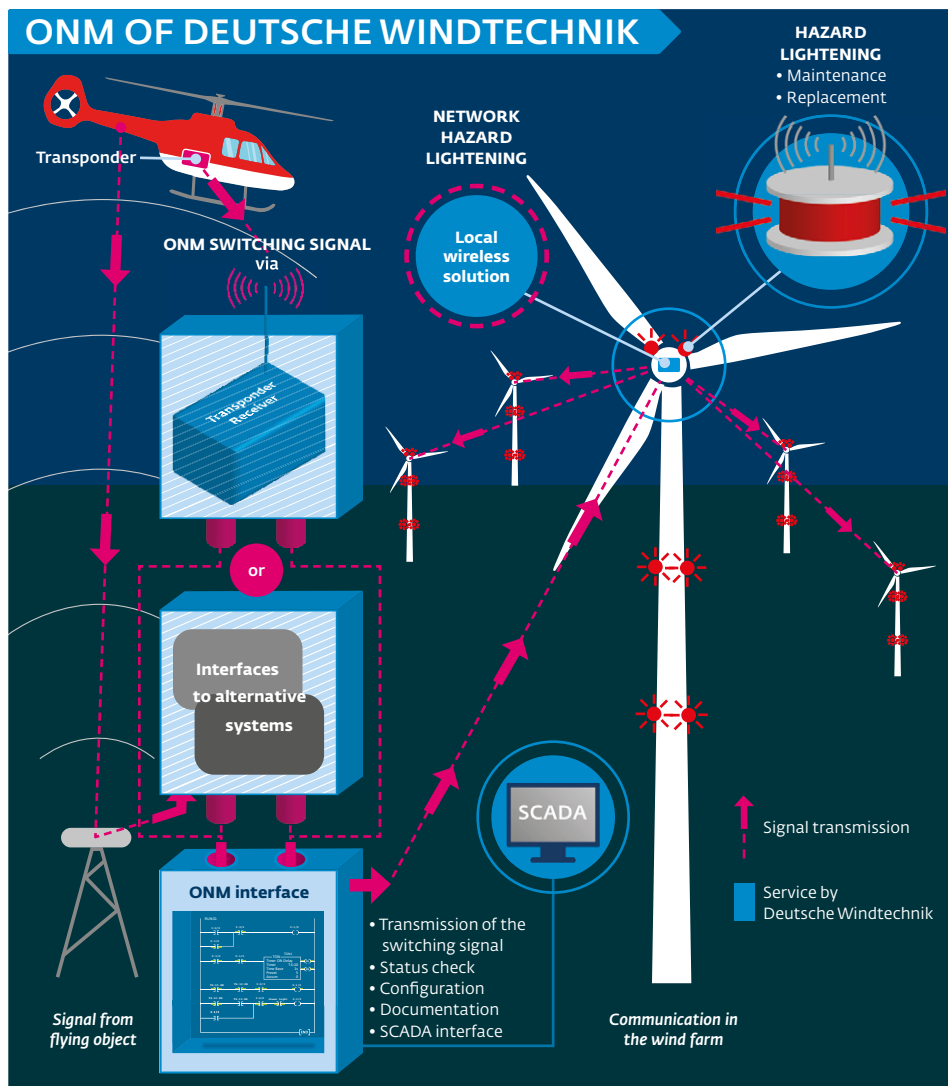
customer satisfaction by committing to binding delivery times before projects begin. Over the past twenty years, Michael Garske has worked for companies such as Geodis, where he held the position of branch manager, as well as Tchibo and Hermes. He is very familiar with this area, but Northern Germany will be new territory for him: "I am looking forward to working with my new colleagues and also to the fresh sea air."

PARTNER

ELEKTRA RS WIND SOURCES COMPONENTS IN GERMANY

The long-term partnership between the spare parts department of Deutsche Windtechnik and the provider for renewable energy services Elektra Renewable Support (Elektra RS) started in 2016. The Romania-based company is an independent service provider (ISP) offering a wide range of services for the renewable energy market. Additionally, Elektra RS has a stock of self-owned wind power plants which allows the medium-sized company to keep an eye on projects from the customer's perspective. One important part of its day-to-day business is the procurement of spare parts at short notice.

Elena Popescu, representative of Elektra RS Wind, said of the initial contact with Susan Jesche and her colleagues from the spare parts management team at Deutsche Windtechnik: "Taking over our first plants, we were looking for a supplier for components. We received a recommendation and it was a perfect professional and personal interaction from the first moment. The binding delivery times and support in emergency situations are very valuable to us." Susan Jesche confirmed the key of the long-term cooperation: "We can always communicate openly and honestly. This is crucial in this complex technical field with unexpected needs."



Deutsche Windtechnik's **ONM CONCEPT IS HIGHLY FLEXIBLE**. It includes the integration of the ONM systems, the ONM interface, the hazard lighting and their communication connections as well as service and operation.

GETTING ACQUAINTED

THE FASCINATION OF HUMANS AND TECHNOLOGY

Lukas Müller works for Deutsche Windtechnik as an offshore service technician. In an interview with us, he revealed why water has always been a part of his life and why his passion for football is the perfect complement to his technical profession at Deutsche Windtechnik.

Why did you choose the profession of offshore service technician?

I used to go on holidays near the sea with my parents every summer, and that fascination has stayed with me. My apprenticeship as a car mechatronics technician provided the perfect basis, and I was sure that I wanted to combine the element of water with my daily work.

What provides a counterweight to your very technical job?

Before I joined Deutsche Windtechnik, I worked for Wynton Rufer's football school in New Zealand. When I returned to Bremen, I founded an organisation together with a few successful football players to help young international football players get a foothold here at home. This is the perfect counterweight to

the technical part of my life because it allows me to be very close to my second passion, football. In addition to my hobby of providing support to young players, I have also played in a club for years myself.



LUKAS MÜLLER, found the perfect work-life balance.

How do you combine these different activities in the two-week shift cycle?

I like to work both with my hands and well as with people, and luckily nobody at Deutsche Windtechnik has put any obstacles in my way. Sometimes it's a pity if I cannot be in the stadium for important games, but at least we have a radio on the platform and the entire team can listen in on the action (laughs).

MULTIBRAND

ENERCON BUSINESS STEADILY GROWING

Due to the high demand from a number of customers, Deutsche Windtechnik began offering a service for Enercon turbines last year. The company currently has 110 turbines from this manufacturer under maintenance contract. In addition, Deutsche Windtechnik has also carried out a range of repairs, including on damage to various generators.

One key factor for the successful entry into this new area is the experienced team, which includes trainers, technicians, engineers, generator experts and other specialists in

the different office departments. "We know that Enercon offers a good service in many places. However, we often see cases where we can breathe fresh life into the market through this new competitive situation. That's why it's important for us to understand this technology at a very deep level. We have no exaggerated growth targets, but we do pay close attention to providing a reliable, consistent level of service. And the market is sure to benefit from this," said Hauke Behrends, Managing Director of Deutsche Windtechnik Service.

ON THE RADAR

HUSUM WIND

10.-13.09.2019 | HUSUM
husumwind.com

COLLOQUE NATIONAL ÉOLIEN

16.-17.10.2019 | PARIS
colloque-national-eolien.fr/fr/cne2019

ENERGY TAIWAN FORUM 2019

16.-18.10.2019 | TAIPEI
<http://www.energytaiwanforum.org/en/energy-taiwan-2019>

VIND SVENSK VINDENERGI

23.-24.10.2019 | STOCKHOLM
windsweden.com

WINDENERGIETAGE SPREEWIND

05.-07.11.2019 | POTSDAM
windenergietag.de/2019/

SPOTLIGHT

HUSUM WIND 2019 – COME VISIT US!

HUSUM Wind is back: from 10-13 September 2019, the North of Germany will once again open its doors to wind enthusiasts. Naturally, Deutsche Windtechnik will also be there, and we will have a new booth number: B11 in Hall 4. This year, everything will revolve around the following topics: maintenance strategies for changing market requirements, national and international markets and continued operation. The board director, managing directors, sales managers, technicians and other specialists from the company look forward to lively conversations with you.

Are you already arriving on Monday?

Your contact person at Deutsche Windtechnik will be glad to invite you to our traditional SOFT OPENING on 09.09.2019 starting at 7:00 p.m.

Contact our colleagues or send an E-mail to event.info@deutsche-windtechnik.com.

The number of available seats is limited!



10–13 SEPTEMBER 2019

Visit us at booth 4B11

IMPRINT

PUBLISHER Deutsche Windtechnik AG, Corporate Communication, Stephanitorsbollwerk 1 (Haus LEE), 28217 Bremen | **CONTACT** E-mail: info@deutsche-windtechnik.com, Tel.: +49 (0)421-69 105-0, Fax: -499, deutsche-windtechnik.com | **EDITORIAL TEAM** Matthias Brandt, Karola Klettsch, Leane Fricke, Sarah Pirk, Vivienne Rojahn (Deutsche Windtechnik AG) | **CONCEPT** axel boesten plus x, Cologne | **IMAGE CREDITS** Deutsche Windtechnik AG | **PRINT** Druckhaus Süd, Cologne
luftpost is available to download at deutsche-windtechnik.com/newsletter.html