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# GLOBAL



## LOCKWOOD PARTNERS JOINS BUHLMANN GROUP EXTENSION OF THE VALVES PORTFOLIO

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Dear readers,

There is a new member in the BUHLMANN family: We are welcoming Lockwood Partners from Pasadena, Texas, and are delighted that the specialist in valves and fittings has joined our Group! More information on the company and its portfolio can be found on pages 4 and 5.

Looking back over the past five years, our company has seen enormous growth in this period: RS Matco in the USA, Hellebeuk in the Netherlands, Barthel Boilertubes in Germany, and now Lockwood Partners – external growth is the hallmark of the BUHLMANN Group. We are continuing to develop expertise, materials, and sales channels, always with the goal of offering our customers a comprehensive range of materials and services. Above all, the expertise we inherit when we acquire a company is the key to success: Nobody knows the respective market better than the people who have been doing business there for years, be-

cause they know the region and the people working there.

I would also like to recommend the interview with the Eastern Europe historian Professor Wolfgang Eichwede in particular. The world-renowned expert took the time to speak to us about why it is so important to support Ukraine – including with the aid of the "Stiftung Solidarität Ukraine" foundation – and what Bremen's twinning project with Odessa means for the people there.

I hope you enjoy reading!

Yours sincerely,

Jan-Oliver Buhlmann

# Extending the Valves Business

With the acquisition of Lockwood Partners from Pasadena, Texas, BUHLMANN Group is pushing ahead with its strategy of inorganic growth. It is also strengthening the valves business: In addition to the expertise in the Netherlands, France, and Spain, for example, Lockwood Partners and its crew will now support this development in the United States.

Ricky Burns took the opportunity to visit the headquarters in Bremen and the Duisburg location to get a first impression of the BUHLMANN Group and also of Germany. The 55-year-old CEO of Lockwood Partners says he and his workforce are very happy about joining BUHLMANN: "The reaction has been very positive. Mr. Buhlmann is a young, positive man and the story behind the company is great. When our employees heard about the 75 years of company history and the recent developments, they were excited, and our expectations have certainly been exceeded."

The company was on the market for a buyer. After several years under the control of an asset fund, Lockwood Partners was declining economically and was losing staff. With the acquisition by BUHLMANN, Ricky Burns and his team are looking forward to a new family-minded corporate culture and to synergies with the Group.

There are several strategic reasons for the expansion of the valve business. First, until several years ago the BUHLMANN Group did not have a real presence in the valve world. Dr. Marcel Schneider, BUHLMANN Director North America, explains: "We focused on pipes, fittings and flanges and kind of ignored the valve part. However, many projects and customers were asking us for valves too as they are



▼  
Ricky Burns, CEO of Lockwood Partners, and Dr. Marcel Schneider (center), Director BUHLMANN North America amidst the team from Pasadena, Texas.

part of almost all project packages and a regular item for MRO sales. Therefore, the Group made the strategic decision to expand its product portfolio and to move into the valve business as well. It must be noted though that it requires special knowledge and expertise to sell valves as it is certainly not as straightforward as for instance selling pipes or fittings." Some of Lockwood Partners' current top customers are KBR/Zachry (Plaquemines, LA), S&B Engineers, and Worley.

Fortunately, the BUHLMANN Group has been gaining expertise in this field over the past years. It established a dedicated valve group at BUHLMANN Netherlands, and BUHLMANN Spain and BUHLMANN France have also extended activities dedicated to valves. Marcel Schneider says: "In the US we were not active in the valve business at all. Hence, the acquisition of Lockwood Partners was a logical step to increase our presence on

this market." Lockwood Partners and its predecessor have been in business for more than 45 years. During that time, an extensive sales network has been created, and Lockwood Partners have some of the best-known experts in this field. Another reason for this recent acquisition is the success with the EPC business that Lockwood has had over the years. "That EPC business is by definition project driven and very labor intensive. It also depends a lot on personal relationships to win an order. This acquisition will greatly increase our global EPC exposure and our chances of securing orders there", says Marcel Schneider.

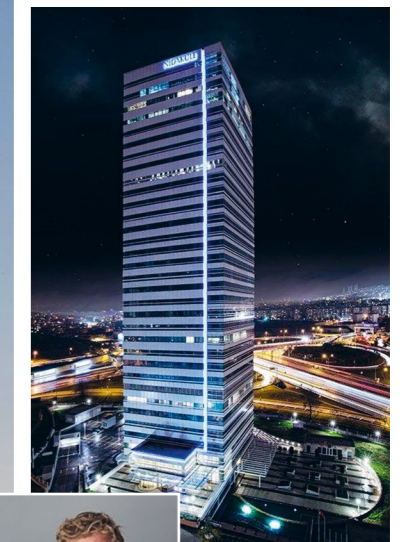
The inter-company cooperation is well under way, Marcel Schneider continues. "We have already had several discussions with our valve colleagues from Europe. Some of the representatives from Spain and the Netherlands came over to meet us because they were in

Houston for a trade show anyway. We are actively looking for ways to leverage on the buying power of the BUHLMANN Group for getting a better service, lead times, pricing and payment terms from our valve suppliers." Dr. Schneider looks to the future with confidence, explaining, "in the future, we certainly will have a lot of technical exchange and a much better chance when bidding on projects, where a detailed technical knowledge and quality control is required".

Next to valves the Lockwood Partners' portfolio is completed by pipes and accessories.



The office tower in Kadıköy, where the BUHLMANN offices are located.



Lars von Glasenapp visited Gülseren Aytekin in May.

**Istanbul: BUHLMANN's International Sales Director, Christian Dörner, loves the metropolis on the Bosphorus and always associates his business trips to BUHLMANN's Turkish branch and his visits to Gülseren Aytekin, Head of Sales, with special memories. "The city is an experience: culturally, historically, and also culinarily speaking." It all began ten years ago with a 'liaison office'. "That was a simplified option created by the Turkish Chamber of Commerce to facilitate economic exchange," he explained.**

Gülseren Aytekin has been there from the very beginning. Born and raised in Oss, the Netherlands, she is the daughter of Turkish emigrants and has lived in Istanbul since 2006. She and her family feel right at home in the city of 15 million inhabitants with its multicultural setting. "Ten years at BUHLMANN have gone by in the blink of an eye. I have been happy with my decision to join the company ever since day one," she said.

The office of the BUHLMANN branch is located in the east of Istanbul, where Gülseren Aytekin also lives. That's lucky, as the transport routes across the three bridges linking the European and Asian parts of the city are real bottlenecks both day and night.

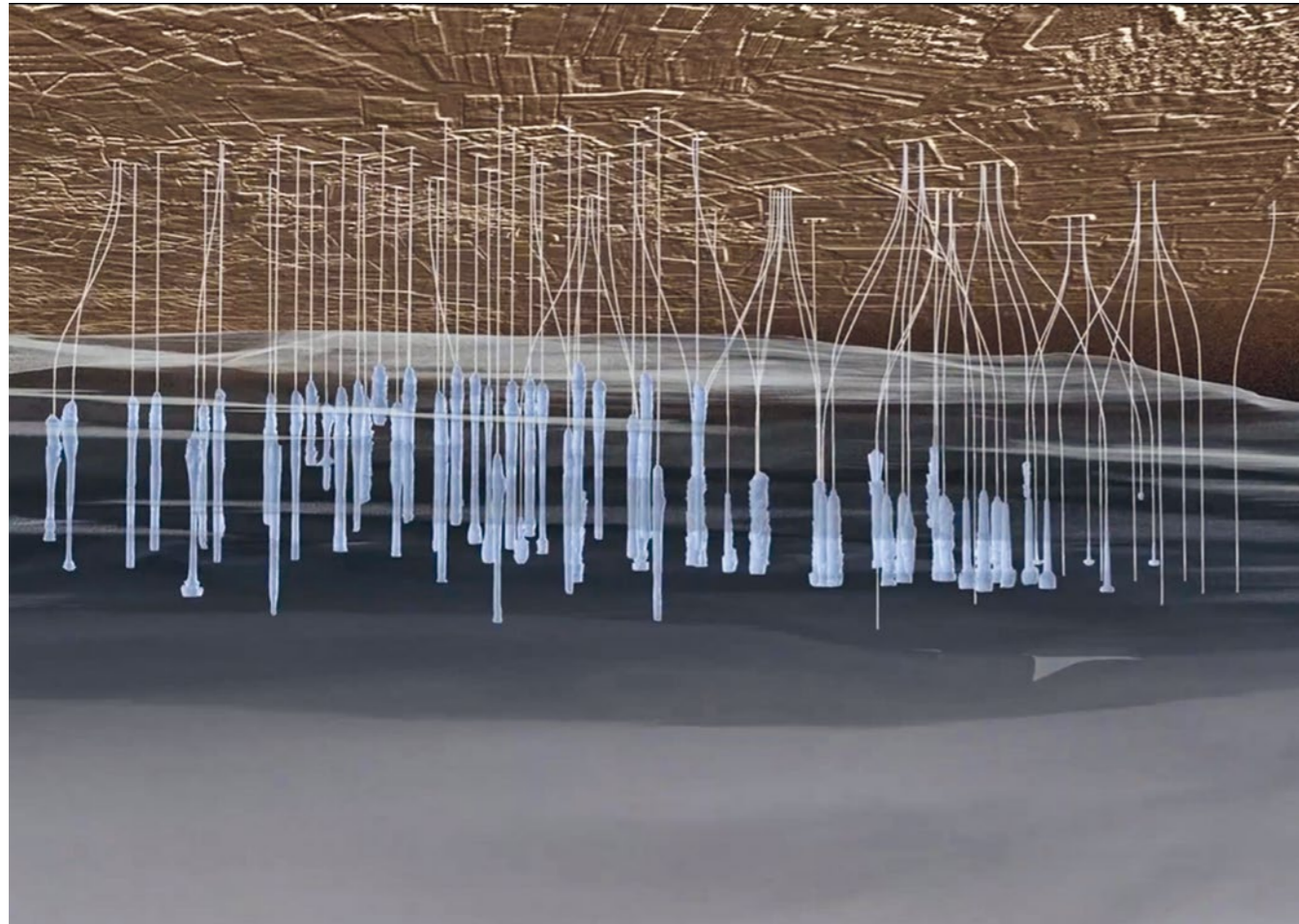
Gülseren Aytekin has massively expanded her customer base over the past ten years. Even though project business in partic-

ular suffered somewhat during the COVID-19 pandemic, quite a few new customers have been added recently in cooperation with BUHLMANN's International Project division. "Gülseren Aytekin is also very active in the Non-Ferrous sector. She has the whole company with all its areas in view at all times and is always highly motivated," said Christian Dörner.

Gülseren Aytekin is by no means lonely, even though she has always worked alone. "I am in constant contact with colleagues in Germany and elsewhere. The Turkish market can be very hectic, stressful, never predictable, but I have always had colleagues with the right mindset with whom together we did good business, I think." Especially during the COVID-19 pandemic, when neither customer visits nor visits from colleagues from other BUHLMANN locations were possible for a long time, the commitment of the 'one woman show' is particularly noteworthy in Christian Dörner's opinion.

Sales Inside employee Lars von Glasenapp also took the opportunity to visit BUHLMANN Türkiye in May. The Tube & Steel Istanbul Fair and the 27th International Energy and Environment Fair & Conference were on the agenda – unfortunately, there was not enough time to enjoy the tourist highlights of Istanbul. Not a problem according to Gülseren Aytekin, who is more than ready for the next ten years: there will be other opportunities; of that she is certain.

# Northern Germany's subterranean Possibilities



✓ Schematic illustration of cavern arrangement underground/ Illustrations by STORAG ETZEL

**Storage options are the bottleneck in the energy transition: Gas and, above all, hydrogen must be available for the dispatchable generation of electricity and heat if we want to move away from oil and coal. The geology in the North of Germany offers promising options here, which are also a topic for the BUHLMANN Group.**

There are 697 salt structures beneath Northern Germany as well as the North Sea and Baltic Sea. These deposits of rock salt – a rock formed millions of years ago

from concentrated seawater – could represent the storage solution. These salt domes can be transformed into what are known as salt caverns by pumping water into the bedrock and flushing out the salt to leave behind a cavern. Salt caverns are ideal for use as pressure tanks, as the contents cannot escape to the exterior and the caverns themselves do not react with gas. The plans to develop Northern Germany into a hydrogen hub or the “Hydrogen Backbone” are based on these geological conditions. The storage of gases is particularly safe due to

the considerable distance to the Earth's surface and the protection against external influences. The world's oldest compressed-air energy storage and power plant, which started running in 1978 in Huntorf near Wilhelmshaven, is further proof of this. The two salt caverns there are located at a depth of between 650 and 800 meters and measure 60 meters in width by 150 meters in height.

There is a large cavern field located in the district of Wittmund, where gas and crude oil – including a large share of Ger-

many's crude oil reserves – are currently stored in 75 caverns. And there is still capacity for another 24 caverns there, for hydrogen among other things. This spring, the company operating the site announced plans to survey a further salt dome: the Jever-Berдум salt dome located between the districts of Wittmund and Friesland. The project was already submitted to the Lower Saxony State Office for Mining, Energy and Geology (LBEG) in 2022 – a prerequisite for the exploratory boring. Furthermore, in addition to the creation of new caverns, existing caverns could also be repurposed for hydrogen storage.

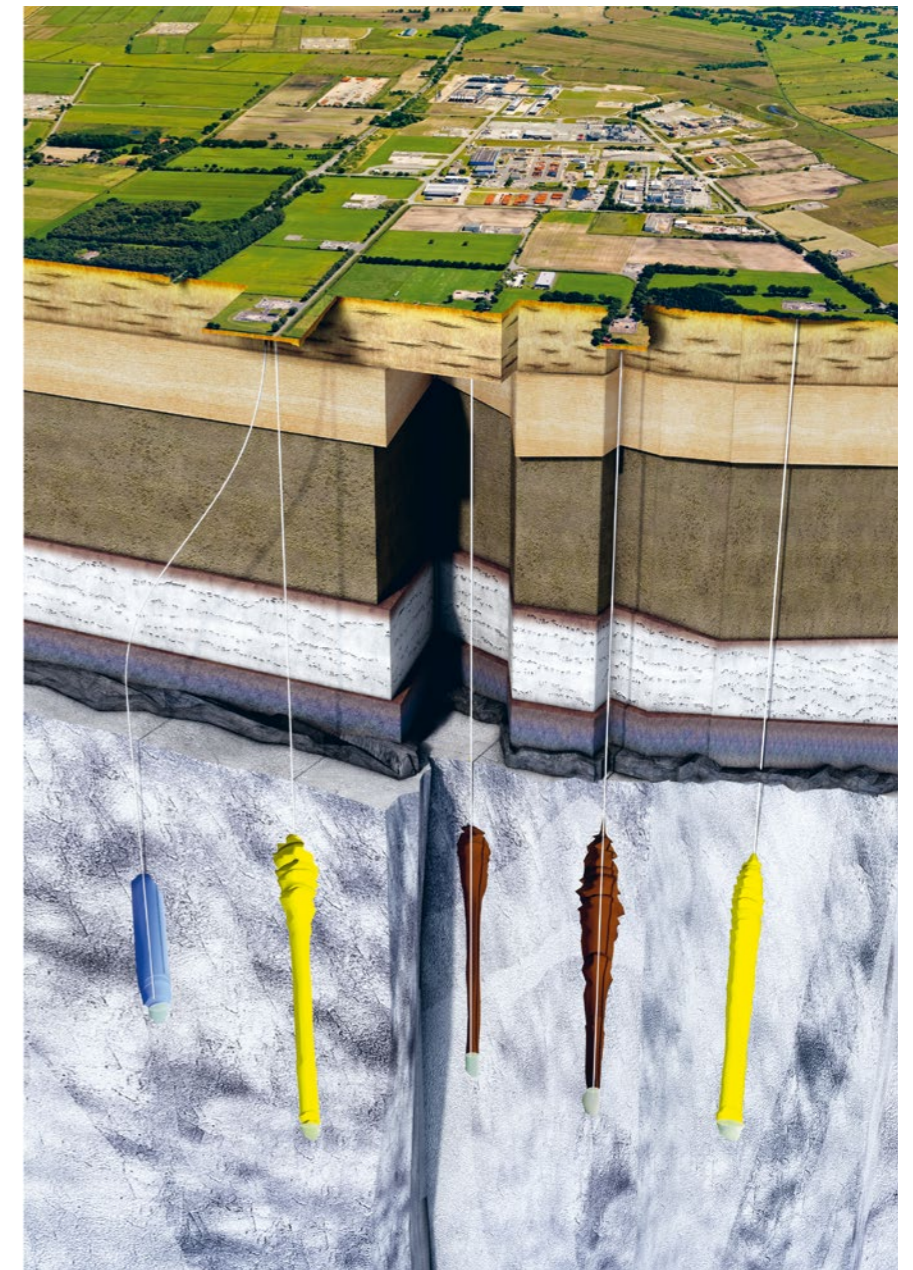
## BUHLMANN and cavern expansion

Torsten Cordes, Director Domestic Sales Division, explained the role that BUHLMANN would like to adopt: “Tubing and casing, i.e., pipes, would be our responsibility in the drilling, similarly to in the field of geothermal energy.” As such, it would be possible to build on existing contacts with suppliers and business relationships in order to develop this field, he explained “We can rely on our skills and utilize existing structures.” Sales Manager Alf Schmeichel from the Sales North department pointed out that a subsidiary of the BUHLMANN Group had already fulfilled an order for the piping for a new salt cavern project back in 2021.

Torsten Cordes explained why he thinks the development of a hydrogen hub in the North is so important thus: “If storage capacity is created here, it could result in a shift in the economy to the North. Instead of transporting energy south, industry could develop where the energy is available. That would be an incredible boost for the North.”



Torsten Cordes, Director Domestic Sales Division



✓ Cross section for depth representation

However, in practice, patience is required: Alf Schmeichel estimated that it would take around 15 years from the planning to the use of a cavern for hydrogen storage. And the medium itself is more voluminous than natural gas, for example: A natural gas cavern can store around 1 terawatt hour of energy – enough to supply a town with a population of around 80,000. Storing the same quantity of energy with hydrogen would require four caverns of the same size. This is an

enormous undertaking if you consider that the current storage capacity for hydrogen in Germany is 32 terawatt hours and the prospective storage requirement in 2045 is estimated at 74 terawatt hours.



Alf Schmeichel, Manager Sales North

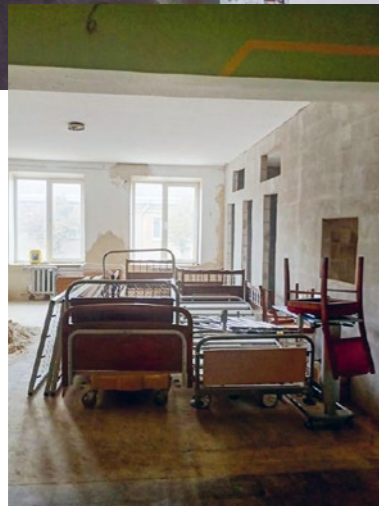
# Projects & News



## Psychiatric Clinic Ivano Frankivsk

This large-scale project is dedicated to improving the health care situation in the region. Since the clinic's capacity is far from sufficient and the ongoing war has left some people with severe psychological trauma, the Foundation's Board of Trustees decided to help here. Additionally, the clinic has also become a contact point for many refugees within the country, who often come from regions with heavy fighting activity in the east of the country and are severely stressed. In order to meet the growing need for care, an existing annex building is being expanded with 70 additional beds. The building materials for this were financed from the foundation's assets. Personal contact with the clinic's management ensures that the aid arrives there and is used as intended.

Teamwork: Our colleagues Erdem Bolat and Steffen Bannier help salvage the inventory in Ritterhude.



The annex is really in need of repairs and will soon be ready for patients.

## Children's homes in the Odessa region

The "Solidarität Ukraine" foundation supports children's homes in the Odessa oblast. While most of them were not well equipped before the war began, the situation has worsened during the war. Our support is mainly aimed at providing these children's homes with furniture, medical supplies and daily necessities. To this end, the Foundation has taken over equipment and furniture from nursing homes in Flensburg and Ritterhude near Bremen and transported them to Ukraine. To ensure that each facility gets what it needs, the items are temporarily stored at the Bremen donation station and then distributed to the individual facilities in Ukraine in a targeted manner.

## Twining with Odessa Oblast

On June 12 – the day of the soccer match between the German and Ukrainian national teams in the Weser Stadium – the declaration of intent between Bremen and Odessa Oblast was also signed in Bremen's City Hall to launch a city partnership. In addition to the Deputy Governor of the Odessa Oblast, Roman Gygyorshyn, and the Consul General Irina Tybinka, numerous supporters as well as organizations that help on the ground in Ukraine or care for people who have fled Ukraine here in Bremen were invited. Foundation board members Jan-Oliver Buhlmann and Alina Armerding were also guests in the town hall.



Andreas Hamburg, Alina Armerding, the Ukrainian Ambassador Oleksii Makeiev, Jan-Oliver Buhlmann, Consul General Irina Tybinka, the deputy governor Roman Grygoryshyn and Natalie Shtefunyk also visited the international match in the Weser stadium on the evening of June 12. Because of the early kick-off time at 6 p.m., many young visitors were also able to attend.



Declaration of intent: Jan-Oliver Buhlmann, Alina Armerding and other guests were present when the declaration of intent for the partnership was signed by Bremen's Mayor Andreas Bovenschulte, Irina Tybinka and Roman Grygoryshyn.

Several vehicles of the truck fleet of Brinker Fetten Logistik GmbH & Co. KG have been outfitted with the logo of the Solidarity Ukraine foundation. The company shows a clear sign of its commitment to the Ukraine and thus represents the values of the foundation's work throughout Germany.



## Stiftung

## SOLIDARITÄT UKRAINE

## Christmas is ...

... when someone thinks of you with love! Last year we were able to transport 12,000 cloth bags, filled with small gifts by kindergartens, schools and parishes from the Bremen region, to Ukraine and make many children happy. Because the idea was so successful, it will be repeated this year. For more information, please contact [sina.greve@buhlmann-group.com](mailto:sina.greve@buhlmann-group.com) and visit the foundation's website at [www.solidaritaet-ukraine.de](http://www.solidaritaet-ukraine.de)



# “Supporting Ukrainian independence”



Professor for East European Studies, Wolfgang Eichwede

Professor Wolfgang Eichwede was present at the signing of the Memorandum of Understanding on the twinning of the City of Bremen and Odessa Oblast. Professor Eichwede, Professor of Politics and Contemporary History in Eastern Europe since 1974, founded the Research Center for East European Studies at the University of Bremen. The emeritus professor has always had close connections with the states of the former USSR – especially with dissidents and the human rights organization Memorial.

**GLOBAL // Professor Eichwede, what can a twinning project achieve in the face of such colossal destruction – or a foundation such as Solidarität Ukraine (Solidarity with Ukraine)? Are they not but drops in the ocean?**

**Wolfgang Eichwede //** Such partnerships are very important for two reasons. The first is material aid: your company has sent a number of aid transports to Ukraine, other organizations are collecting and donating – that is simply specific and essential

material aid. The second aspect is that it is of extraordinary psychological importance for the people of Ukraine to know that they are not alone. The solidarity of the West supports and reinforces the Ukrainian will for independence.

If you look back, Ukraine has its own history. However, in our public memory, we have always simply associated it with Russia or the USSR. Even the President of Germany, Frank-Walter Steinmeier, spoke some time ago about the 27 million Russians who lost their lives in World War II – although more than 10 million of them were Ukrainians. Ukraine was politically linked with Poland and Lithuania for centuries, but also with Russia. For a long time, it was not a state on its own, but it always had its own language and culture, something which is true of many peoples in Europe by the way. World-famous artists such as the painter Kazimir Malevich and the authors Nikolai Gogol and Mikhail Bulgakov were Ukrainians, and they continue to shape our continent to the present day. As such, twinning projects are very important

for business and culture with their exhibitions, theaters, and school partnerships. What you are doing is helping the people in Odessa and bolstering the historical truth.

**You have been renowned as an expert on Russia and Eastern Europe since the 1970s. Would you ever have thought this breach of international law on Putin's part possible?**

In the years after 2000 – when Putin took office – I became increasingly skeptical. Internally, the structures in Russia became increasingly autocratic. However, Putin was still concerned with good foreign policy relations in the beginning, even when the Central European states joined NATO in 2004. Each nation may choose which alliance it belongs to, as he said. Russia did not feel threatened by that. Later still, he confirmed that Ukraine was an independent state and its borders must be respected.

“It is like I have lost my second home.”

**What has changed?**

As his power has increased, Putin has become more radical. He has not only expanded his dictatorship within the country but has also become more aggressive internationally. Following massive protests against him in Russia in 2011, he feared that “color revolutions”, pro-democracy movements, such as those in Georgia and Ukraine might also develop in Russia and challenge his rule. From that point onward, the suppression of dissidents and critics was stepped up and an unrestrained, intolerant nationalism sparked at the same time. The West appears in the official propaganda as the ultimate evil right to this day.

**What prompted Putin to occupy Crimea?**

When tens of thousands gathered in Kyiv's central square, Maidan, at the end of 2013 protesting in favor of Europe and democracy, Putin clearly feared that, if such a movement could emerge in the immediate neighbor Ukraine, it could also spill over into Russia. While the 2014 occupation of Crimea was meant to strike at the heart of Ukraine, it was exuberantly celebrated in Russia. The annexation of the eastern territories of Ukraine began around the same time. Knowingly, we were in a barely concealed war.

By claiming, contrary to all the facts, that there was a Nazi regime in power in Kyiv, Putin sculpted the justification for military interventions himself. The West did protest and impose the first sanctions, but it was still concerned with maintaining good relations with Russia. In 2016, Germany even signed the contract for North Stream 2, the second pipeline through the Baltic Sea. Putin was thus able to assume that his confrontational course against

Ukraine would not result in a rift with the Western powers, which were, after all, the devil from his perspective.

**When did you begin to think he would start a war?**

From mid-2021, I became increasingly concerned that a major military conflict could erupt. After all, there was already a limited one by then. I was alarmed by the news at the end of November that large quantities of blood reserves were also being transported to the border. There is no need for blood reserves in maneuvers which were still under discussion. When walking through Bremen, I suddenly contemplated scenes of devastation reminiscent of 1945 and 1946.

**Your work has seen you deal with Russia and Eastern Europe for decades – what does this war mean for you personally? And for your involvement with the human rights organization Memorial?**

For me, this war is an absolute catastrophe! I was at the founding conference of Memorial in 1988, I have lived in Moscow, I have visited the former USSR, Ukraine, and Russia way more than a hundred times in my life. I have close friends there; almost all friendships are disrupted today. It is like I have lost my second home.

**But you still have your contacts in Ukraine?**

Yes, they are still very close, both the friendships and the professional and academic contacts.

**Do you not have any contact with friends in Russia anymore?**

Yes, I do, but exercising caution. Calls from the West can also have dangerous consequences for partners there.

**People are afraid... Is that also the reason why there appears to be so little opposition to Putin's course within Russia?**

Yes, that is the reason why we hear so few social or political objections to Putin's policies, although they do exist there. There is the fear of ending up in jail on the one hand, plus many people have left the country – many civil rights activists have emigrated to Prague, Berlin, Paris, and Georgia. In addition, Putin has succeeded in putting Russian society into a state of passivity during his time in government. People were better off than in the chaotic 1990s thanks to international trade relations and high oil prices. With passivity comes a sense of powerlessness and paralysis. By no means does everyone in Russia agree with the war. I occasionally receive a text or WhatsApp message from friends. It merely says: “I am ashamed.” They cannot and are not allowed to write more than that. Plus, we all need to ask ourselves whether we would be willing to protest if we knew that we might be arrested. Or if relatives and children who attend demonstrations might be in jail the next day or have their homes searched.

**Thank you for your time!**

Questions by Gabriele Wiesenhavern

# BUHLMANN on the Road



Recruiting apprentices is one of the key tasks of BUHLMANN HR

The BUHLMANN trade show year 2023 has so far had a focus in the area of human resources. The team around Head of HR Elisabeth Heitmann was present at various job and training fairs in order to present the company as a modern and appreciative employer with many advantages. Starting with the Valourec trade fairs in Mühlheim and Düsseldorf in January and February, on to events in Chemnitz, Mannheim, Duisburg and Burghausen, the staff of the Human Resources department were on the road all over Germany.

In order to get the attention of newcomers to the job market, Human Resources' representatives traveled to various events throughout Germany to Jobs for Future, Job4U and Vocatium trade fairs to recruit trainees.

In addition to personnel fairs, BUHLMANN was also present as an exhibitor at a trade fair, Expoquimim in Barcelona at the end of May and beginning of June. Here, almost 19,000 visitors discussed various key topics such as Hydrogen, Circular Econ-

omy, Digitalization and Technology Transfer. The BUHLMANN booth attracted a large number of visitors and attention with its design in the new brand look. The colleagues made many new contacts.

**Coming highlights in 2023:**

**Hydrogen Technology Expo:**  
Sept. 27-28 (Bremen, Germany)  
Booth 5C100



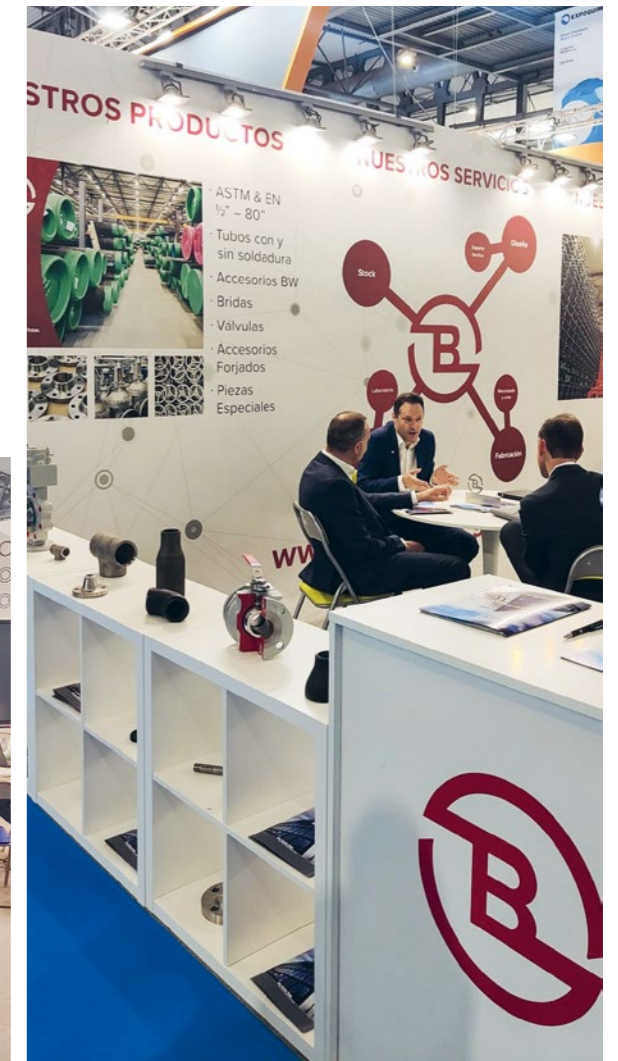
**Stainless Steel World Conference & Exhibition:**  
Sept. 26-28 (Maastricht, Netherlands)  
Booth D99



**World Nuclear Exhibition Paris:**  
Nov. 28-30 (Paris, France)  
Hall 7/Booth J003



From Barcelona to Burghausen: The new BUHLMANN brand design has been implemented at the fairs.

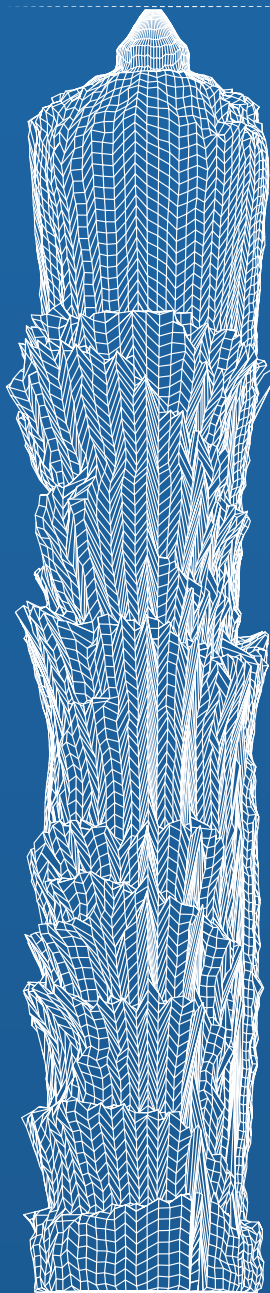




# Salt Caverns in Northern Germany

Geology & Size

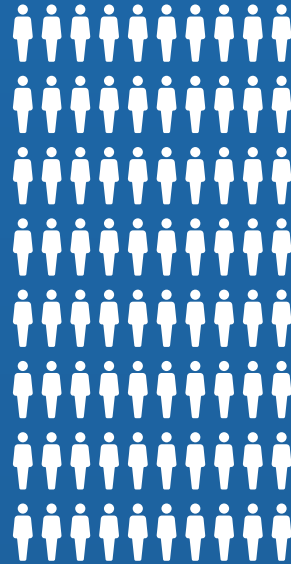
Illustration of a new gas cavern  
in standard size



approx. 1,200 meters  
below the surface

height ≈ 300 meters  
approx. 800,000  
cubic meters volume  
80 meters  
in diameter

approx. 1,500 meters



One gas cavern stores  
enough energy to supply

**80,000**  
people for one year

Size comparison

