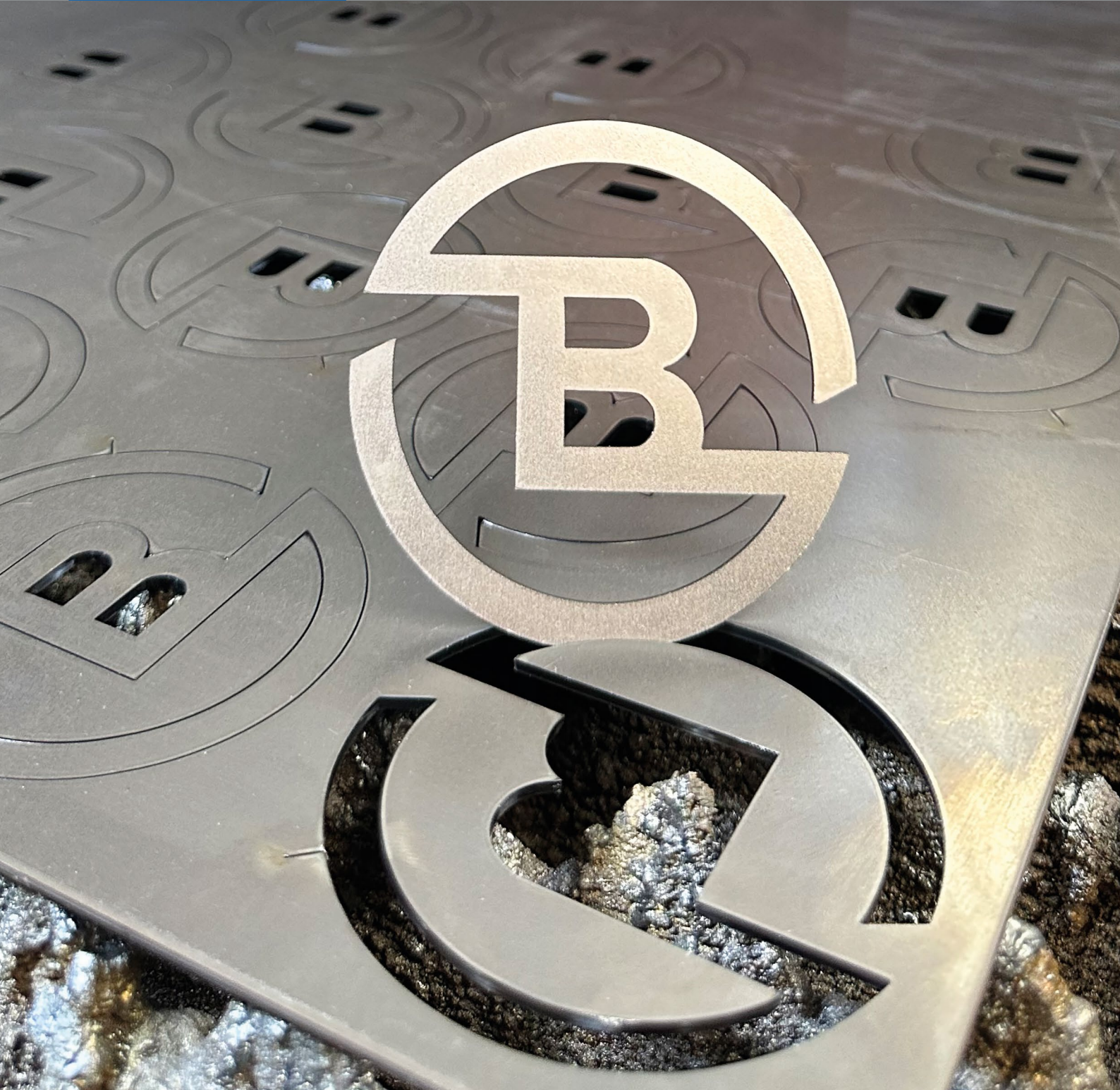




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GLOBAL



SHEET METAL AND FLAME CUT BLANKS BUHLMANN INDUSTRIE TECHNIK

> [BLUE AMMONIA FOR QATAR](#) > [10 YEARS BUHLMANN AUSTRIA](#) > [GAS STORAGE IN BULGARIA](#)

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Stahlhandel GmbH + Co. KG
Arberger Hafendamm 1
28309 Bremen, Germany

Editorial Team

Malte Addiks, Jessica Kajewski,
Katrin Steinkamp,
Gabriele Wiesenhavern (responsible)
corporate_communications@
buhlmann-group.com

Images and Graphics

BUHLMANN Gruppe
Thyssenkrupp Uhde (S. 4, S. 5)
Glavbolgarstroy (S. 6, S. 7)
iStock (S. 11 top left)

Design and Layout

Katrin Schumann

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EDITORIAL

Confidence



Dear readers,

In light of the current geopolitical tensions and political and economic uncertainties, it is harder than ever to offer a prognosis as to business developments in the energy industry. That is why it is so important that we communicate clearly to our customers and business partners around the world that we are a reliable and fair partner, even under challenging conditions, and that we are looking ahead to the new year with a sense of confidence.

Confidence is a luxury that many people around the world cannot afford right now: wars and destruction are casting doubt on the dreams, plans, and prospects of many. All the more reason for me to remind you of our Solidarität Ukraine (Solidarity with Ukraine) foundation, especially now at Christmas, traditionally a time of hope and new beginnings. The Solidarität Ukraine foundation was established by BUHLMANN together with HANSA FLEX AG. Its aim is to

provide financial support for the reconstruction of civil infrastructure in Ukraine such as clinics, ambulances, heated tents, and equipment for schools and nurseries. Your donation will offer the people of Ukraine hope and confidence in a new start and peace for the future. You can find more information at www.solidaritaet-ukraine.de and on Instagram.

I would like to take this opportunity to wish you and your families happy holidays and a peaceful 2024!

Yours sincerely,

Jan-Oliver Buhlmann

CO₂-reduced Ammonia Production



Visualization of a blue ammonia production facility

The construction engineering company Thyssenkrupp Uhde has been commissioned by Qatar Fertiliser Company with a major project to build an ammonia plant. The BUHLMANN International Projects division is also on board and is delivering the materials for this project.

Qatar Fertiliser Company (Qafco) has been producing fertilizers in the Arabian desert state of Qatar since 1969. The new plant Qafco VII will boast a Qafco VII, which is scheduled to start operating in 2026, will boast a reduced carbon footprint and produce blue ammonia. What is new is the sheer size of the project: with a planned annual output of 1.2 million tons, the plant based in Mesaieed Industrial City in the east of Qatar will be one of the largest in the world.

Ammonia and its usage

Ammonia is a molecule made up of one part nitrogen and three parts hydrogen. It is one of the most commonly produced chemicals in the world as it forms the base material for many other products. The best known is its further processing into fertilizers, as at the Qafco plant in Qatar. The role of green ammonia is of particular interest with regard to energy production: here, the idea is to utilize renewable energy to harvest the two components nitrogen and hydrogen from air and water. The resulting ammonia can be easily transported in tankers and subsequently burned after reaching its destination. The energy produced can power factories, as Aurubis and Salzgitter AG are planning, or drive turbines in a power plant to generate electricity. The advantage is that only nitrogen and water vapor are produced as exhaust gases when ammonia is burned and neither of these is harmful to the environment.



Left: Friedrich Uhde with his team around 1929.
Below: Friedrich Uhde (1880–1966)

But back to Qafco VII. As a long-term partner of Qafco, Thyssenkrupp Uhde was commissioned with the engineering, procurement, and construction of the plant in Qatar. That is hardly surprising, since the plan is to achieve a record capacity of up to 3,500 tons of blue ammonia per day using the Uhde ammonia technology. Furthermore, Qafco and Thyssenkrupp Uhde are committed to utilizing new technologies to reduce pollution and emissions in order to establish a CO₂-reduced value chain.

BUHLMANN's role in the project

Within the scope of the Qafco VII project, BUHLMANN was selected to deliver seamless and welded pipes, fittings, and flanges ranging from ½" to 56" in size. In the words of the BUHLMANN International Projects division Director, Jan-Paul Godhoff: "We cover the entire spectrum of material grades. From carbon steels such as A106 Gr. B and alloyed materials through to A335 P91 and stainless steels with special chemical restrictions in TP347H."

"Given the scale of this undertaking, BUHLMANN is having some of the materials produced specifically for this project," continued Mr. Godhoff. "We have tasked our valued suppliers in Germany and abroad with production. Nevertheless, a considerable share of the materials is also coming directly from our warehouses. In the tube sector in particular, BUHLMANN has the great advantage of boasting an extensive stock range. This puts us in a position to react flexibly to the additional orders that are inevitable with such projects."

According to IPD Manager Jan-Paul Godhoff, meeting the customer's quality, service, and timing expectations is of paramount importance. "These challenges can be met through accurate planning and an open communication culture with all those involved. We have proved time and time again in the past that we can handle projects of this magnitude successfully and to the

complete satisfaction of the customer in close cooperation with colleagues in Germany and abroad."

A pioneer: Friedrich Uhde

The name Thyssenkrupp is known around the world, the suffix "Uhde" perhaps less so: Friedrich Uhde was an engineer and entrepreneur born in 1880. He made a name for himself internationally with a testing plant designed to produce nitric acid through catalytic combustion of ammonia with atmospheric oxygen. As such, this was the first time that the experimental results recorded by the chemist Wilhelm Ostwald in a laboratory in 1900 were implemented technically. Uhde achieved international recognition in 1906 for this pioneering work in chemical plant engineering.



In 1921, the engineer founded his first company and in 1925 set about establishing his own plant engineering business specializing in ammoniac synthesis and the production of fertilizers with his company Friedrich Uhde Ingenieurbüro. He developed the Mont-Cenis-Uhde process for large-scale, low-pressure ammoniac synthesis. This process was named after the Mont-Cenis coal mine in Herne, North Rhine-Westphalia, which was used to build the first plant. Further large-scale plants went into operation from 1927 with a capacity of 100 and 120 tons of ammonia per day. By 1937, a total of 28 ammoniac synthesis facilities had been sold worldwide

Text: Gabriele Wiesenhavern

Extension of Chiren underground Gas Storage Facility

In the Balkans, the geological conditions for storing gas underground are currently only favorable in Croatia and Bulgaria. As part of the EU-wide energy security initiative, the Chiren gas storage facility in Bulgaria is undergoing expansion with support from the EU. Read on for an insight into the BUHLMANN Group's contributions to the project.

With a capacity of 550 million cubic meters, the Bulgarian gas storage facility Chiren currently covers approximately 20 percent of the country's annual gas consumption. Under the management of the Bulgarian construction company Glavbolgarstroy (GBS), this capacity is set to double by 2025.

The collaboration between GBS and BUHLMANN's International Sales division has spanned more than a decade,

beginning with the first modernization of compressor stations in Bulgaria in 2013. For this project, which focuses on the above-ground part of the extension of Chiren's underground gas storage capacity, BUHLMANN has supplied pipes ranging from 1" (DN25) to 20" (DN500) and various fittings, including elbows, tees, transitions, and bottoms. The pipes are fabricated from different steels and thicknesses according to their specific applications. BUHLMANN has delivered approximately 860,000 kg of pipes, covering 80 percent of the project's total requirements.

These pipes serve various purposes within the project, primarily conveying natural gas but also handling formation water and liquid hydrocarbons (hydrocarbon liquid). They are utilized in the construction of four gas compression installations

in injection mode, installations for filtering and measuring the quantities of natural gas entering and leaving the Chiren underground gas storage site, well filling and extraction installations in mining mode, gas separation and heating installations, gas pressure regulation installations, gas drying installations, and other auxiliary installations, all of which form part of the technological scheme for the Chiren underground gas storage facility.

UGS Chiren was constructed on a depleted gas condensate field discovered in 1963 in northwest Bulgaria. During the exploitation period, a total of 2.8 bcm of natural gas and 76,200 m³ of gas condensate have been produced. Operation of the gas storage began in August 1974 via transformation of the depleted gas condensate field into gas storage. So far, it is the only gas storage facility in Bul-



Visualization of the above-ground facilities



Aerial picture of the site

garia. 24 exploitation wells, a compressor station with a total installed capacity of 10 MW, and other facilities required to secure the injection and withdrawal as well as the quality of the stored gas are being operated in Chiren UGS.

The project has secured €78 million in support from the European Commission. The significance of this project has been underscored by Günter Verheugen, former EU politician and Chairman of the Advisory Board of GBS, who emphasized that the expansion of Chiren is crucial not

only for Bulgaria and the region but for the entire EU. Verheugen stated, "Such a gas storage facility holds economic, social, and political importance, as well as being of great significance for environmental protection."

Upon completion of the expansion work and the commissioning of new compressors, the storage facility will be capable of operating in reverse mode, enabling quick responses to market crises. This project also holds importance for neighboring countries; Greece and Northern

Macedonia have already expressed an interest in reserving capacities after 2025. This is in accordance with a European regulation adopted in June 2022, which mandates that any country lacking underground gas storage facilities on its territory must maintain strategic reserves equivalent to 15 percent of its annual consumption in another EU country. Greece currently lacks gas storage facilities, and Bulgaria is the nearest country where the required reserves can be stored.

Text: Gabriele Wiesenhavern

From a Holiday Park to Stainless Steel Expert



The red brick building used to house a stud farm.

The Dutch company Hellebeuk B.V., based in Valkenburg aan de Geul, has been part of the BUHLMANN Group since January 2020. At the end of September, the trading house for stainless steel products celebrated its 60th anniversary. High time to take a look at the most important milestones in the company's history.

Before Ger Laeven founded Hellebeuk B.V. in 1963, he owned a holiday park on the Hellebeuk hill. "Outside the holiday periods, however, the occupation rate of the park, which was named after the hill on which it stood, was low, and Ger Laeven started looking for other sources of income," explained Michel Borsboom, Managing Director of Hellebeuk B.V. "As a result, he began trading in all kinds of materials and, over time, specialized in stainless steel products." Then, as now, the product portfolio included round, square, and rectangular pipes, butt-weld, threaded, and press fittings, flanges, valves, and elbows.

When trading became his main business, Ger Laeven moved the offices to the foot of Hellebeuk hill, where the family business is still located today. The building in Valkenburg, with its red brick walls and well-kept grounds, is still reminiscent of the old days. "Ger Laeven was the owner of a horse stud farm at that

time, which was also located on this site. The hall where the Kardex storage towers and the offices are located used to be horse stables."



In the summer of 2013, the company invested in eight storage towers, which increased both capacity and delivery speed. In 2020, Hellebeuk joined the BUHLMANN Group. "This has created several opportunities for us. Among other things, we are now able to store our goods at other locations and thus expand our business. Currently, we are also looking into moving to another location. Here, we can draw on the experience of the BUHLMANN Group," said Michel Borsboom. Further opportunities will also present themselves in the future. For example, the BUHLMANN Group is in the process of expanding its valves division. Hellebeuk has already been active in this area for several years, albeit in a completely different segment.

Today, Hellebeuk not only impresses with a stock range of about 550 tons exclusively in stainless material and fast delivery, but also with an automated warehouse for small parts. The family business serves customers almost everywhere in Europe. It supplies the chemical and food industries, the installation sector, technical wholesalers, the water treatment industry, and heavy



Jordi Kraft and Marcel Meessen climbing at SnowWorld (from left to right)

industry. The product focus is on welded pipes and fittings up to 3 millimeters or S40 wall thickness as well as welded fittings according to EN and ASTM and flanges in line with ASTM standards. "In addition, we have some new product groups in stock such as 150# BSP threaded fittings, camlock couplings, as well as press fittings with DVGW approval and seamless pipes, the latter thanks to the large stocks in the Duisburg central warehouse," added Mr. Borsboom.

The employees of Hellebeuk B.V. celebrated the 60th anniversary at SnowWorld Landgraaf, an indoor ski hall in the south of the Netherlands. Climbing, ziplining, and tobogganing were also on the agenda. Afterwards, the team enjoyed a dinner together to round off the day.

Text: Katrin Steinkamp

LARGE-SCALE LNG PROJECT

Lockwood Partners in Plaquemines

Frank Durham, Director of Projects at Lockwood Partners, talked to (B) GLOBAL about one of its biggest projects to date: KZJV – Plaquemines in Louisiana. In the following interview, Frank Durham explains the key points of this project.



What's the most positive aspect for Lockwood Partners?

First, it has increased our sales opportunities overall and set us up as a distributor of choice for the owner. Second, it has strengthened relationships with our loyal manufacturing base. Now, our experience is providing us with an opportunity to be front and center of Venture Global's next project with Worley: Calcasieu Pass LNG 2, based in Louisiana.

GLOBAL // Not far from New Orleans, Louisiana, a huge LNG facility is in the making. How is Lockwood Partners involved?

Frank Durham // In the fall of 2022, Lockwood Partners was selected by the KBR to be the provider of manual cryogenic valves for the Venture Global Plaquemine LNG project. This decision was, in part, due to Lockwood's decade-long experience in supporting other major LNG Greenfield builds, including Cameron LNG, ELBA Island, and Freeport LNG. We have developed a reputation for supplying and assisting such projects.

For those who don't yet know, tell us about Venture Global...

Venture Global is the premier privately held owner of new LNG facilities in the United States. Venture Global's largest primary customers are based in Europe. As the project began to run into numerous issues relating to delivery constraints and availability of products from the originally approved list of manufacturers, we were able to successfully orchestrate getting several other of our key manufacturers approved by Venture Global for use on the project.

So, looking ahead...

We anticipate being successful in securing another attractive award from Worley and Venture Global based upon the support we are providing them early on. Another benefit of our reputation in the market is the opportunity it presents us for other key industry projects that are starting here in the US. We believe the future is bright for Lockwood Partners in the LNG, hydrogen, carbon capture, and petrochem work slated to start here in the coming year. And we also believe that coupling our new capabilities as provided by BUHLMANN with our already robust valve position will allow us to achieve great things.

Questions by Gabriele Wiesenhavern

Updated Brochures with a new Look

Our brand relaunch not only standardizes the look of the BUHLMANN Group, but is also an opportunity to bring our flyers and brochures up to date. Whether in printed or digital form, the information materials about the company, products and services are being updated step by step. The brochures on the Group, Stainless Steel, Nuclear Projects and Hydrogen Solutions are already available. Further products such as the delivery program or information on Special Materials and Non Ferrous and more will be available shortly. The brochures are available via your contacts in the BUHLMANN Group and on our website.



BIT and the Changing Markets



> The BIT team (from right to left): Matthias Buck, Marcus Seelbach, Marco Steffes and Dennis Ehlbeck. Sheet metal and flame-cut blanks have recently been added to the BIT portfolio.

Evolving market conditions, new sectors, technological advances – companies experience many changes with time. In this new section, we will be looking at the evolutions that the various departments have gone through over the years. We are getting the ball rolling with BUHLMANN Industrie Technik (BIT). The company has been active on the market since 2018 and has grown and developed continuously over the past five years.

While the company's initial focus was on industrial technology, further divisions have become established in the interim. The current focal area is the implementation of the sheet metal and flame-cut plate segments. "This results in a synergy effect allowing us to offer both new and existing BUHLMANN customers products that expand the standard portfolio," explained BIT Managing Director Marco Steffes. In addition to sheet metal, this also includes complementary products such as hollow sections, round steel, and steel beams.

But let's go back to the very beginning. BUHLMANN Industrie Technik started out in August 2018. Back then, the Duisburg-based company had just two employees. "In the early days, we were primarily looking at getting into technical building equipment," said Mr. Steffes. With this in mind, BUHLMANN Industrie Technik was founded to work on new fields of application. In addition to classic welded connections, BUHLMANN Industrie Technik provided Shurjoint pipe couplings as an alternative

connecting option. After three years, the company was eager to expand its portfolio. Consequently, attention was also turned to the mechanical engineering and automotive sectors. "Here, we successfully supplied axle support tubes for the agricultural sector and aluminum tubes for mechanical engineering," continued Mr. Steffes. "Shortly after that, we began marketing thin-walled stainless steel tubes and connecting parts." In recent months, efforts have also been concentrated increasingly on the wind energy, steel, bridge, and tank construction sectors.

Given that construction activities in the building sector are still at a standstill, the decision to open up new sectors has proved a wise one. "Should next year bring a boom in construction, the company would still be able to act again immediately," emphasized Mr. Steffes. "The solid foundations of the BUHLMANN Group mean that we can rapidly seize the opportunities that the market presents. And, in turn, this enables us to be innovative and react flexibly to market developments." Indeed, it is precisely these solid foundations which have made it possible to realign the company in recent years and open up other business areas.

Not only has our business grown, but the team has also doubled in size over the past five. Marco Steffes, Matthias Buck, Dennis Ehlbeck, and Marcus Seelbach are now based at the BUHLMANN site in Bremen.

Text: Katrin Steinkamp

The special BUHLMANN Christmas video



> Jessica Kajewski, Corporate Communication, and Markus Barthel, video artist and photographer

This year's Christmas greeting to our customers and partners will be unique: Numerous employees stood in front of the camera of videographer Markus Barthel in Bremen and Duisburg in November to record a personal greeting message. The speciality: The diversity of our company is reflected in the colourful variety of people with roots all over the world - and the multilingual greetings will hopefully also touch your heart. Look forward to this year's Christmas video, perhaps you will recognize a face or two!

Text: Jessica Kajewski



One Month, three Events



▼ The trade fair stand at Stainless Steel World offered an insight into our warehouse.

BUHLMANN employees attended three European events in September in order to represent the BUHLMANN Group. The three events could not have been more different: whereas plastics were at the heart of the LDPE Global Summit conference in Vienna, the focus in Maastricht was on stainless products and, as the name suggests, on hydrogen at the Hydrogen Technology Expo in Bremen. We asked our colleagues to share with us their experiences of the events.

LDPE Global Summit

At the three-day customer event in Vienna in mid-September, Michael Schweiger, Sales Coordinator, and Martin Tangl, Managing Director of BUHLMANN Austria, presented our Austrian site. The focus was on LDPE (low-density polyethylene), EVA (ethylene vinyl acetate) and the respective systems required for production. „There were 90 participating companies and organisations from all over the world, from manufacturers and material testers to the Austrian Chamber of Commerce,“ reports Martin Tangl. There was a lot of discussion, well into the night, and it was noted that the demand for LDPE and EVA will rise sharply and that this will be difficult for the industry to meet. „It’s an exciting future market and that’s why we definitely want to maintain a strong presence here,“ says Martin Tangl.

Stainless Steel World

The spotlight was firmly on steel at the three-day Stainless Steel World trade fair. Our colleagues from the Netherlands and Germany were among the around 300 exhibiting companies. And the interest shown was great: “The fair was very well attended this year, and we were more than satisfied with the number of visitors at our booth,” explained Christian Dörner, Director of the International Sales division, with a sense of satisfaction. “In addition to everyday issues, we were able to discuss stocking, pricing, and price trends in the market as well as security of supply for customers in a good and friendly atmosphere.” Looking back at the fair, Christoph M. Tirre, Special Materials expert, also felt positive: “Stainless Steel World is by far the best trade fair, as it is all about quality and not quantity. You can make specific appointments with old as well as new suppliers and you have time for more in-depth conversations.” After two events where BUHLMANN was absent, our presence this year was definitely noted. According to Christoph M. Tirre: “It felt good to have our own booth again, something which lots of companies also appreciated.” The next Stainless Steel World will take place in 2025.

Plenty of attention for the booth in Maastricht



▼ The trade fair team around Christian Dörner was available to our guests at Stainless Steel World for three days.

Hydrogen Technology Expo

Hydrogen is becoming ever more relevant as an energy provider, a trend which is underscored by the facts and figures from the trade fair. With more than 10,000 visitors and 550 exhibiting companies, this year’s Hydrogen Technology Expo set a new record: it is now the largest event of its kind in Europe. Numerous colleagues from Bremen were also in attendance at the two-day event, including Alf Schmeichel, Manager of the Sales North department. “More than 50 percent of our contacts came from abroad, which unequivocally demonstrates the cross-border interest and huge potential of this subject in Europe.” Reflecting on the interest in our booth, he added: “There was a lot of interest in the various possibilities offered by our materials, and contacts to electrolyzer manufacturers were also established.” Hendrik Wülbers, also Manager of the Sales North department, stressed the great network opportunities provided by the fair: “The fair serves first and foremost as an opportunity to exchange contacts and information in a growing market. Our name is now known here, and we are receiving important information and contacts for upcoming projects.” The next Hydrogen Technology Expo will take place next year. However, given the limited space available in the trade halls in Bremen and the ever-growing interest in this event, it will be held some 100 km further north-east in Hamburg in 2024.

Text: Malte Addiks



▼ Our Dutch colleague Desi Mahabier (left) visiting our stand at the Hydrogen Technology Expo

Competent contact persons in Bremen: Desi Mahabier, Jannika Ratzke and Alf Schmeichel (from left to right)



A lot achieved and a lot still to come



The team from BUHLMANN Austria around Martin Tangl (back row, third from right)

This year, BUHLMANN Austria in Mürzzuschlag, Austria, is celebrating its tenth anniversary. Ten years doesn't sound like an unmanageable amount of time, but Martin Tangl, Managing Director of the site, emphasizes that a great deal has been achieved in just one decade.

"A lot has happened here, particularly in the last seven years," explains Martin Tangl. "We've thought outside the box and dared to do a lot of things that we didn't do before," he adds. There were few restrictions in terms of products, materials or projects. Whether cylinder tubes, round material, sheet metal, hydraulic, civil engineering or high-pressure products: BUHLMANN Austria has broken a lot of new ground. "We recently supplied high-alloy stainless steel products for a medical alcohol distillation plant, a



A short break with the best view on the anniversary wine hike

very exciting project," reports Martin Tangl. The many new areas have created another mainstay for the site. However, the classic stock business for apparatus and boiler construction as well as for pipework has also been very successful, also thanks to the support of colleagues in Germany.

"The move to the new office five years ago was certainly a groundbreaking event for us," says Martin Tangl. "That was a kind of starting signal for a lot of new things that we subsequently tackled," he adds. Looking ahead to what is yet to come, Martin Tangl seems highly motivated. "We want to grow and expand in a healthy way. To this end, we are currently examining various options and are considering concepts for further development. However, we are still at the beginning of some of the new areas and can continue to grow," he says.

The BUHLMANN Austria team did not miss the opportunity to celebrate the anniversary together. "We went on a wine hike in southern Styria," reports Martin Tangl. The region is also known as Styria's Tuscany due to its hilly landscape and numerous vineyards. Also typical are the numerous Buschenschänken (wine taverns) – establishments where a farmers serve their own produce. Ideal conditions for a joint wine hike. "We walked for eight hours and had a great trip," says Martin Tangl.

Text: Malte Addiks

BUHLMANN Singapore



New warehouse in Tuas



Interior view of the new office at Interlocal Centre



"The end of one chapter merely marks the start of a new one," stressed Edwin Chen, Managing Director of BUHLMANN Asia. In September 2023, BUHLMANN Singapore relocated from its office and warehouse in Tuas to a new site. "Leaving Tuas and our spacious office, which has served us so well over the past 15 years was bittersweet," said Mr. Chen.

Der Umzug sei den sich verändernden Zeiten geschuldet; das The move is a reflection of our changing times; the company has to evolve and grow with the current economy. That was the reason behind the Board's decision to relocate to the Interlocal Centre. "The office is now in the center of Singapore, in a bustling business district, far from the industrial area where we were previously based."

Edwin Chen explained what prompted the move: "Over the past years, the focus has shifted to MRO contracts and projects. It was agreed that it was time to review the warehouse range, and with this, the decision to relocate and restructure was reached," he said. "As a hub for Asia, the new location is better placed for our visitors and employees."

Nevertheless, the company has very happy memories of the former site and is grateful for the many successful years there. Now, all eyes are on the future; the company is committed to taking on new developments and achieving new milestones.

Strategy meeting for the Asian region

A two-day sales strategy meeting was held in Singapore in September. Following the restrictions due to the COVID-19 pandemic, this presented an opportunity for colleagues from abroad to finally meet up in person again. Edwin Chen: "The two-day meeting provided a chance to discuss the market, customer expectations, the problems with which we were confronted, and product and presentation training. It was our third sales strategy meeting for Asia."

Text: Gabriele Wiesenhavern

Company Milestones

Many BUHLMANN locations celebrate anniversaries, a number of acquisitions have been made. To keep track, here's an overview of company milestones up to now!

