

CRYOGENIC
INDUSTRY
ENERGY



Maikel Malki

Area Sales Manager

Maikel.Malki@herose.com

Piraeus Chamber of Commerce and Industry

Our aim is simple: **Perfection.**
The result: **Products on the very highest level.**



Agenda

History of the company

Structure of the HEROSE group

Employees and markets

Products and applications

Service and safety valve sizing


For over 145 years: Quality as a benchmark



- 1873 Foundation of the Valves manufacturer „TH. ROSE KG“ in Hamburg
- 1921 Foundation of the „HERO Armaturenwerk G.m.b.H.“ in Bad Oldesloe
- 1947 Foundation of the common distribution company „HEROSE GMBH ARMATUREN UND METALLE“
- 1992 Move from Hamburg to Bad Oldesloe
- 1996 Move to the new production facility in Bad Oldesloe and „MBO“
- 1999 Expansion: Doubling the production area and founding of HEROSE Ltd. UK
- 2006 Extension of the production area by 75% to 9,400m² floor space
- 2009 Foundation of HEROSE Valves Co., Ltd. in China
- 2012 Extension of the administrative building by almost 1200m² usable area and founding of the HEROSE Iberica S.L. in Spain
- 2013 Broadening the product portfolio for industrial safety valves through acquisition of LORCH Sicherheitsventile GmbH & Co. KG
- 2017 Expansion of global presence through majority acquisition of the Australian valve manufacturer MACK VALVES Pty Ltd.

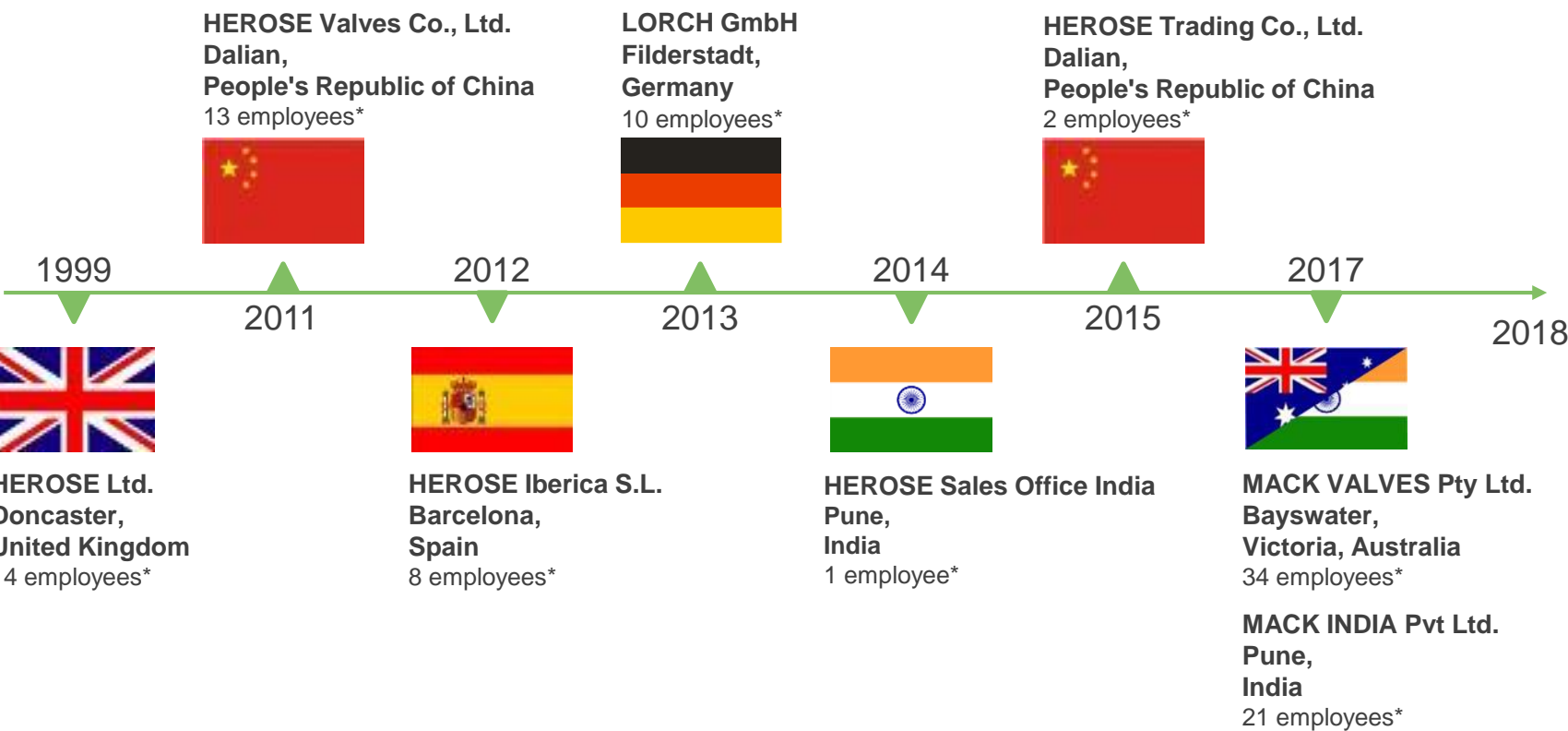
We are available for you: regional, continental, global

Parent company and headquarters



HEROSE GmbH
Bad Oldesloe, Germany
since 1873 – 310 employees*

Subsidiaries



*As of January 2019

Production is our core competence

More than 300 people work at the headquarters in Bad Oldesloe



Overview of the departments

- Sales
- Customer service
- Marketing
- Product Management
- Production
- Quality management and assurance
- Innovation and development
- Material logistics and purchase
- Human resources
- Finance / Controlling
- Apprenticeship workshop
- Production planning
- IT

CRYOGENIC



We enable safe handling of cryogenic industrial gases and LNG applications.

INDUSTRY



We ensure safe handling of gases, vapours, liquids, granular and powdered media.

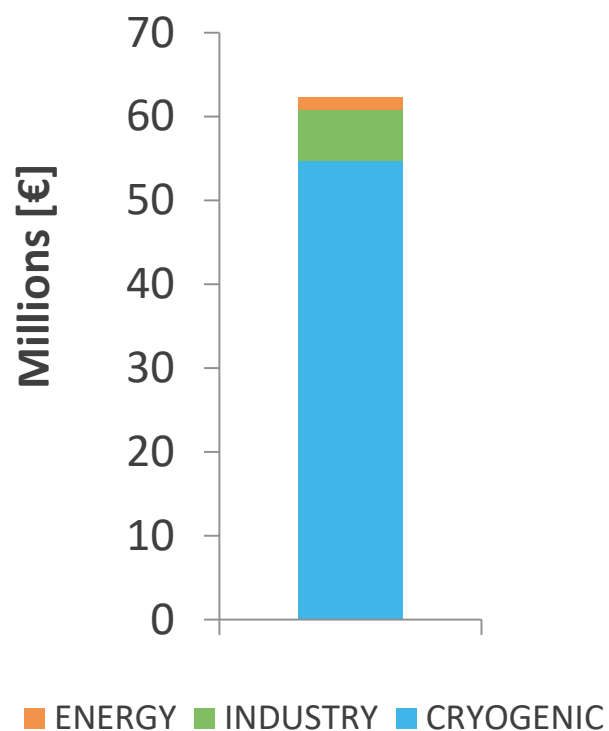
ENERGY



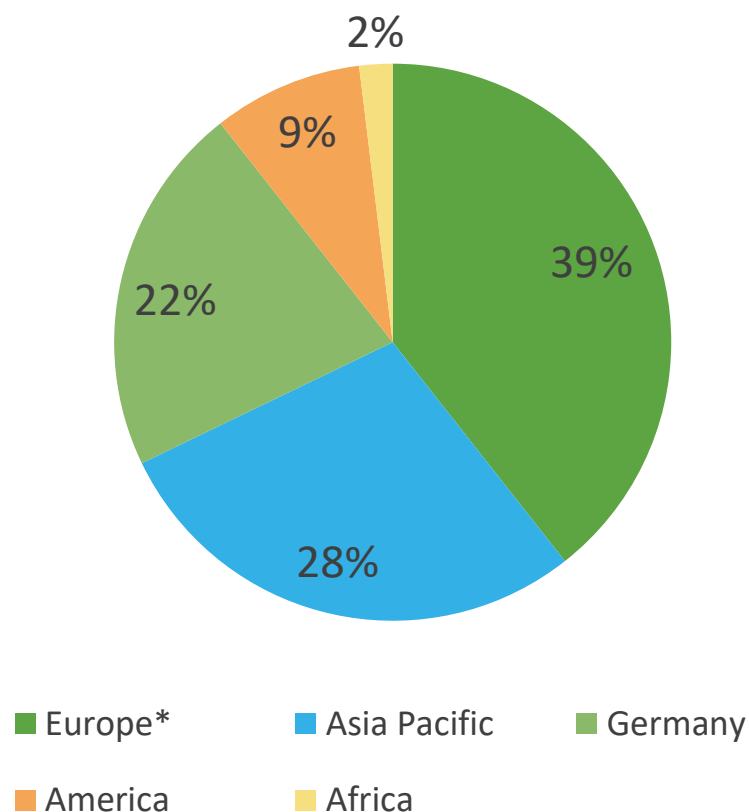
We contribute to a reliable global energy supply.

Our valves are in use in three market segments worldwide

Sales distribution by market segments



Sales distribution by region



*without Germany

At cryogenic temperatures,
experience is our greatest asset.

Transport



- Tank semi-trailer
- Railway trailer

Storage



- Stationary storage tanks with a capacity of 5,000 to 50,000 liters

Processes



- Air separation plants

π-marked valves and fittings?

With HEROSE products you'll always stay on the safe side.



Efficient commissioning of transportable pressure vessels

A wide range of HEROSE products are certified in accordance with the EU Directive 2010/35/EU on the International Carriage of Dangerous Goods by Road (ADR).

With the submission of HEROSE documentation, no further approval by inspectors will be necessary even during subsequent maintenance work.

There are π-marking options for the following valve types:

- Globe valves
- Angle valves
- Gate valves
- Safety valves



For the approved nominal sizes as well as further information please contact us.

Achieve the climate targets of tomorrow with LNG. We are ready for it today.

Transport



- Tank semi-trailer
- LNG bunker ships
- LNG feeder ships
- ISO container

Storage



- Small- and mid-scale LNG terminals from 10,000 to 100,000m³ volume

Fuelling



- Gas supply systems on ships
- Discharge pipe systems
- Bunker stations

Processes



- LNG liquefaction plants
- LNG regasification plants
- Gas power plants

Our valves are approved by the major classification societies and standards

Our Approvals:



ASSOCIATION OF
AMERICAN RAILROADS



Our Classifications:



More than 60% of all LNG fueled vessels worldwide are equipped with HEROSE valves and fittings



Cruise vessels

Hurtigruten
AIDA
Costa Crociere

Bunkering vessels

Seagas
Coralius
Flex Fueller
Future Sardinia

Ferries

Begrensfjord and Stavangerfjord -
Fjordline
Megastar (Tallink)
Spirit of British Columbia (BC Ferries)
Helgoland
Salish Orca, Eagle, Raven
Abel Matutes
Hasvik
Honfleur

Inland waterway shipping

Eiger
Greestream
Greenrhine
Argonon

Cargo and other vessels

Greenland (Cargo)
Ireland (Cargo)
Bergen Viking
Polaris (Icebreaker)
Hummel (LNG power barge)
Samuel de Champlain
(dredger)
L'Ostrea (dredger)

Product portfolio

Safety valves and
changeover valves



Globe valves



Actuated valves



Fill cluster



Strainer and Check
valves



Gate valves



Ball valves

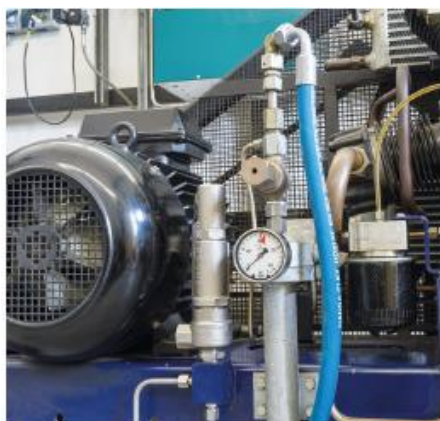


Combipressure regulators



Safety valves for industrial applications

Compressed air



- Industrial plants
- Municipal vehicles
- Brake systems

Liquids



- Waste water treatment
- Seawater desalination plants
- Fire extinguisher systems

Steam



- Special sealing materials
- Distillation plants
- Sterilisers/fermenters
- Autoclaves

Powder and grains



- Food industry
- Animal feeds
- Wood
- Cement

Product portfolio

Angle type Safety valves



Free discharge safety valves



Safety valves for powder and grains



DIN EN standard valves



As the demand for energy increases, so do the requirements. Transformer valves for extreme conditions.

Power plants



- Generator transformers

Offshore platforms



- Power transformers

Substations



- Oil-insulated shunt reactors
- Phase-shifting transformer / Quadrature booster
- Distribution transformers

Valves for oil-immersed transformers

Flanged gate valves



Three-way plug cocks



Outlet valves



Ball valves



HEROSE Service and Maintenance Portfolio



Commission Service

A team of service engineers is ready to assist you with installation guidance for the HEROSE product range

Maintenance Service Preventative

We suggest to regularly conduct preventive maintenance checks of the installed equipment in order to avoid unexpected downtimes.

Maintenance Service on demand

In case of any maintenance service our team of service engineers is ready for the next job.

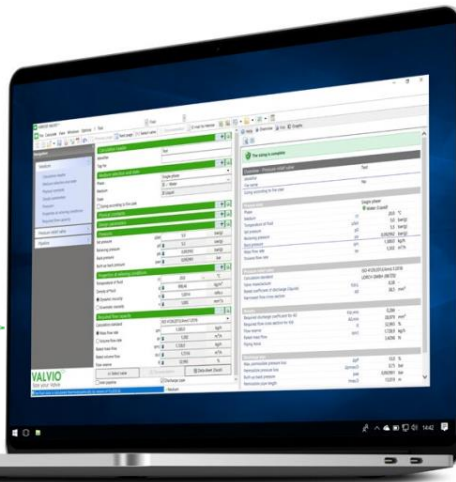
Spare Parts

Major spare parts are available from stock and can be shipped within a short time.

VALVIO sizing software

The intuitive sizing software for safety valves

VALVIO
Size your Valve



Convenient user guidance

for easy data entry and accurate design results

Medium-appropriate sizing

with corresponding temperature- and pressure-dependent behaviour

Realistic simulation

of pressure drop and back pressure situations to minimise errors

Calculation

of supply and discharge pipes to a safety valve

Standard-compliant sizing

of safety valves in accordance with AD 2000, DIN EN ISO 4126-7, ASME Section VIII and API520

Free of charge download

of the program as well as further information can be found here herose.com/valvio

Pune **Customer service** Worldwide partner network
400 employees Bayswater
CRYOGENIC
Constant quality checks
owner-managed Bad Oldesloe
ISO 9001:2015
Doncaster 145 years of experience **ENERGY**
Leading European supplier of valves
INDUSTRY
Reliability € 60 million in sales **Dalian**
Barcelona Made in Germany Filderstadt
VALVIO Customised solutions

Parent company and headquarters

HEROSE GmbH
ARMATUREN UND METALLE

Elly-Heuss-Knapp-Straße 12
23843 Bad Oldesloe
Tel.: +49 (0) 4531 / 509 - 0
Fax: +49 (0) 4531 / 509 - 120
info@herose.com
herose.com

National subsidiary

LORCH Sicherheitsventile GmbH & Co. KG

Echterdinger Straße 57
70794 Filderstadt - Bernhausen
Tel.: +49 (0) 711 / 22720 - 400
Fax: +49 (0) 711 / 22720 - 488
lorch@lorch.de
lorch.de

International subsidiaries

United Kingdom
HEROSE Limited

Finningley/Doncaster
Keith Stewart
Tel.: +44 1302 773 114
Fax: +44 1302 773 333
keith.stewart@herose.co.uk
herose.co.uk

Spain
HEROSE Ibérica S.L.

Barcelona
Javier Gorriz
Tel.: +34 662 625-614
Fax: +34 937 894-759
ofertas@herose.es
herose.es

P.R. China
HEROSE Trading Co., Ltd.

Dalian
Guoyong Zhou
Tel.: +86 411 6616 4388
Fax: +86 411 6616 4399
info@herose.cn
herose.cn

India
HEROSE India

Pune
Sankalp Tiwari
Tel.: +91 20 67 181 614
Mobile: +91 98 1839 0222
sankalp.tiwari@herose.com
herose.com

Australia
MACK VALVES Pty Ltd.

Bayswater, Victoria
Scott Gilson
Tel.: +61 3 9737 5200
Mobile: +61 (4) 31 050750
scott.gilson@mackvalves.com
mackvalves.com