



A PRODUCT OF THE BUHLMANN GROUP

ENGLISH  
1/2026

# GLOBAL



## THE MITTELSTAND CINEMA PREMIERE IN BREMEN

> HYDROGEN RAMP-UP WITH HURDLES > TECHNOLOGY TRANSFER > QUALITY ASSURANCE AND DIN EN 10204

# Content

3

Editorial

4

**Ramp-up with hurdles**

Hydrogen in Germany and Europe

9

**From Research to Economy**

Technology Transfer

10

**Research & Development**

Dr. Danuta Kohne about R & D Strategy

11

BUHLMANN USA LLC

12

**Cinema Premiere of “The Mittelstand”**

Insights into the company management

14

**Farewell, Jean-Philippe!**

BUHLMANN NL Director goes into retirement

15

New CSR Brochure

16

Sponsoring the TURNUP BRMN

17

Sponsoring at Wacker Burghausen and Waldhof Mannheim

18

**Quality Assurance and DIN EN 10204**

Janina Krewer joins the Standards Committee

20

**Economic Cooperation with Ukraine**

Opportunities and Risks

21

Truck no. 150 with relief goods sets off

22

**Interview with Pastor Alexander Gross from Ukraine**

Grief, anger, and hope

24

**Infographic**

Hydrogen use, production, and storage

## Imprint

### Publisher

BUHLMANN Rohr-Fittings-Stahlhandel GmbH + Co. KG  
Arberger Hafendamm 1  
28309 Bremen, Germany

### Editorial Team

Anna-Lena Blaauw, Dr. Danuta Kohne,  
Gabriele Wiesenhavern (responsible)  
corporate\_communications@  
buhlmann-group.com

### Images and Graphics

BUHLMANN Group  
Schumann/FreePik (p. 7)  
Wiegels/wikipedia (p. 8)  
Jan Burau Fotografie (p. 12, 13)  
Michael Holger Günther (p. 17)  
Katrin Schumann (p. 24)

### Design and Layout

Katrin Schumann, Bremen

EDITORIAL

# Mittelstand



Dear readers,

Small and medium-sized enterprises in Germany – referred to as Mittelstand – are the backbone of the German economy. Over 90% of companies in the country belong to this segment, which includes both small and medium-sized enterprises. Two-thirds of employees subject to social insurance contributions in Germany work in small and medium-sized enterprises – that is almost 70% of the working population. The Mittelstand generates over half of net value added and offer more than 80% of apprenticeships.

and social aspects are inextricably intertwined. This issue of **GLOBAL** provides many personal insights into these interrelationships and how the BUHLMANN Group fulfills its responsibility toward the economy and society. Also, a new episode of the Amazon documentary series “The Mittelstand” profiles our company. So this time, I hope you not only enjoy reading this issue, but also enjoy streaming the documentary featuring the BUHLMANN Group.

Sincerely,

Jan-Oliver Buhlmann

These are the figures from the German Economic Institute – but behind the numbers are real people. Not only the entrepreneurs and their families, but above all the employees of these companies and their relatives. Economic

# Hydrogen in Germany



The hydrogen core network is intended to reach large consumption and production regions for hydrogen in Germany, thereby connecting key locations such as large industrial centers, storage facilities, power plants, and import corridors. According to the Bundesnetzagentur (Federal Network Agency), the core network will include important hydrogen infrastructures that are scheduled to go into operation by 2032. However, a study shows that the ramp-up of hydrogen production faces many hurdles.

The Hamburg-based research institute Norddeutsche Reallabor (NRL) has set itself the task of identifying ways to achieve climate neutrality. The study “Hydrogen in Industry: Between Breakthrough and Blockade” is part of a series that examines various sectors in the energy, industry, and mobility sectors under the umbrella topic of “Energy Systems in Transition.” With regard to hydrogen, the study from December 2025 summarizes what pro-

motes the widespread industrial use of hydrogen and what slows it down.

The study is based on a series of events held last year by the NRL Transformation Labs. These events brought together representatives from industry, the energy sector, government, science, and civil society: Two of the labs focused specifically on the production and industrial use of green hydrogen.

### Broad consensus is necessary

Prof. Dr. Simon Güntner, professor of social sciences at Hamburg University of Applied Sciences and scientific director of the team of study authors, emphasizes that it is not just a matter of technological and regulatory problems, but that a broad consensus in society is necessary for green transformations. “When restructuring our energy system, the perspectives, interests, and expectations of very different actors must be taken into account. Only if they are incorpo-

rated into the transformation processes at an early stage and possible conflicts of interest are addressed jointly can the market ramp-up of essential technologies succeed.”

The analysis identifies factors that promote or inhibit the industrial use of green hydrogen: Participants criticized in particular unclear regulatory requirements in connection with the EU Renewable Energy Directive (RED II and RED III). From the stakeholders’ point of view, regulatory hurdles block important investment decisions, as do a lack of business models and insufficient economic viability. Factors that would promote ramp-up include lower electricity prices, faster and more uniform approval procedures, and the rapid expansion of import capacities, storage facilities, and the hydrogen core network. Public acceptance, which can be promoted through transparency and communication, is also identified as an important building block for market ramp-up.



> The hydrogen core network approval provides for measures with a pipeline length of 9,040 km, around 60 percent of which will be based on conversions of existing natural gas pipelines. The expected investment costs amount to € 18.9 billion.



Jürgen Olbrich, BUHLMANN Senior Team Manager Energy – Commercial

“The current situation is not only due to the German government’s lack of decisiveness, but also to the lack of export capacity in the producing countries. In addition, interest in ‘green hydrogen’ is high, but there is no willingness to pay the associated additional costs. This means that all available hydrogen, regardless of the production process, will remain an option.”

### The chicken-and-egg problem

It is remarkable that the discussions using scenario analysis reveal only one desirable scenario that would actually lead to a market ramp-up of green hydrogen. This can be attributed to a complex cycle of obstacles that many players are currently experiencing. Economic viability is difficult to achieve at present because predictability and guaranteed availability are not given. However, these depend on infrastructure, approval procedures, and regulations. Stable regulations would be essential for many adjustments, but due to a lack of practical implementation in this context, readjustments will be unavoidable.

At the same time, infrastructure expansion and entrepreneurial activity face a chicken-and-egg problem. Subsidies could help, but these require improvements to the subsidy and approval processes, which are themselves affected by the shortage of skilled workers. Formats »

» such as Transformation Labs make this restrictive cycle tangible by helping to understand the hydrogen market ramp-up as an overall system of interwoven factors.

Based on these findings, the report formulates a number of recommendations to support the market ramp-up of green hydrogen:

- **Reduction of uncertainty through subsidies:** Companies need stable regulatory requirements and predictable subsidy instruments (e.g., credit guarantees, PPAs, and carbon contracts for difference) to secure investments and ensure economic viability.
- **Maintaining a balance between planning security and adaptability:** Politicians and administrators must create stable framework conditions on the one hand, but on the other hand they must remove regulatory hurdles and develop rules pragmatically so as not to slow down investment.
- **Speeding up approvals:** Uniform requirements, basic research, and better exchange of knowledge and experience between authorities can speed up procedures and reduce uncertainty.

- **Ensuring economic viability:** Reducing operating costs—especially through cheaper green electricity—is a key lever. Many stakeholders consider transitional mechanisms such as an electricity price bridge to be necessary.
- **Expanding infrastructure:** Imports and the distributability of regionally produced hydrogen play a decisive role in hydrogen availability, especially for the chemical industry. Import terminals, storage facilities, and transport networks must be expanded at an early stage and coordinated with industrial transformation processes.
- **Creating acceptance:** Transparent communication about necessary changes and greater citizen and community participation lead to greater social support. Overall, the study concludes that the ramp-up of hydrogen can only succeed through coordinated interaction between regulation, funding, infrastructure, and communication. This and other studies are available in German at [www.norddeutsches-reallabor.de/presse](http://www.norddeutsches-reallabor.de/presse).

#### About Norddeutsches Reallabor

The title of the institute means Northern German Living Lab (NRL). It is a joint proj-

ect that is exploring new ways to achieve climate neutrality. To this end, areas of production and daily life with particularly high energy consumption are being gradually decarbonized—especially in industry, but also in heat supply and the mobility sector. Behind the project, which was launched in April 2021, is a growing energy transition alliance with more than 50 partners from business, science, and politics. The large-scale project will run for six years (04/2021–03/2027). The investment volume of the participating partners amounts to over € 200 million. The NRL is part of the “real-world laboratories for the energy transition” funding initiative and is supported with around € 30 million by the Federal Ministry for Economic Affairs and Energy (BMWE). Additional funding is provided by the Federal Ministry of Transport (BMV). The NRL sees itself as an expandable platform for further projects. More information on the North German Real-World Laboratory can be found at [www.norddeutsches-reallabor.de](http://www.norddeutsches-reallabor.de).

Text: Gabriele Wiesenhavern

## Hydrogen ramp-up in Europe

Europe is investing heavily in hydrogen projects with the aim of achieving green hydrogen production of 20 megatons per year by 2030. Key projects include the creation of a cross-border “European Hydrogen Backbone” pipeline system and large electrolysis plants, particularly in Germany, the Netherlands, and Spain.

#### Important hydrogen projects and corridors in Europe:

- **H2med / BarMar:** A major project to transport hydrogen from the Iberian Peninsula (Portugal/Spain) via France to Central Europe, with planned commissioning by 2032.
- **NorthH2 (Netherlands):** One of the most ambitious projects, using offshore wind power from the North Sea to produce green hydrogen for industry.

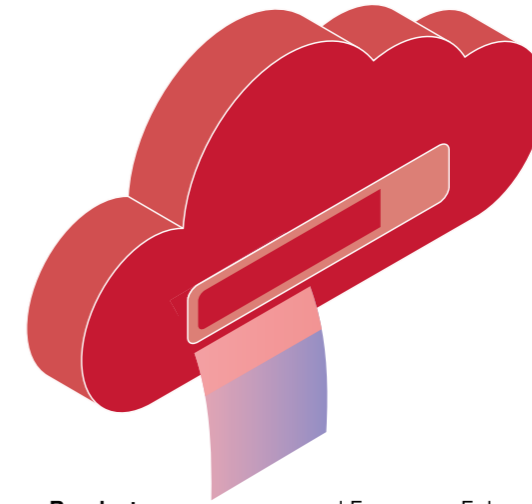
- **GET H2 Nukleus (Germany):** An integrated project in Lower Saxony/North Rhine-Westphalia that connects electrolyzers, storage facilities and pipelines.
- **SouthH2 Corridor:** Import corridor for green hydrogen from North Africa via Italy to Germany.

#### Framework conditions and funding:

- **IPCEI Hydrogen:** The EU is funding over 400 projects from 18 countries to accelerate market ramp-up.
- **PCI/PMI list:** The European Commission is funding over 100 hydrogen projects with accelerated procedures.
- **Import strategy:** As demand exceeds domestic production, massive investments are being made in import structures from North Africa and other regions.

## HYDROGEN ACCELERATION ACT

# Reducing bureaucracy



**At the end of February 2026, the German Bundestag passed a law to accelerate the ramp-up of hydrogen. Among other things, the law provides for digitized approval procedures. An accompanying resolution aims to expand the hydrogen infrastructure in ports.**

At the end of February 2026, the German Bundestag passed the Hydrogen Acceleration Act. Prior to this, the draft bill on “accelerating the availability of hydrogen and amending other legal framework conditions for the ramp-up of hydrogen and other energy law provisions” was adopted with amendments by the Committee on Economic Affairs and Energy.

According to the federal government, the aim of the act is to digitize approval procedures and reduce bureaucracy. The regulations envisaged are intended to cover the entire hydrogen supply chain.

In future, the expansion of the hydrogen infrastructure will therefore be in the “overriding public interest.” Water law provides for shorter deadlines for approval authorities. Energy industry law will also be amended to facilitate the approval of hydrogen pipelines.

#### Addition of power-to-liquid products

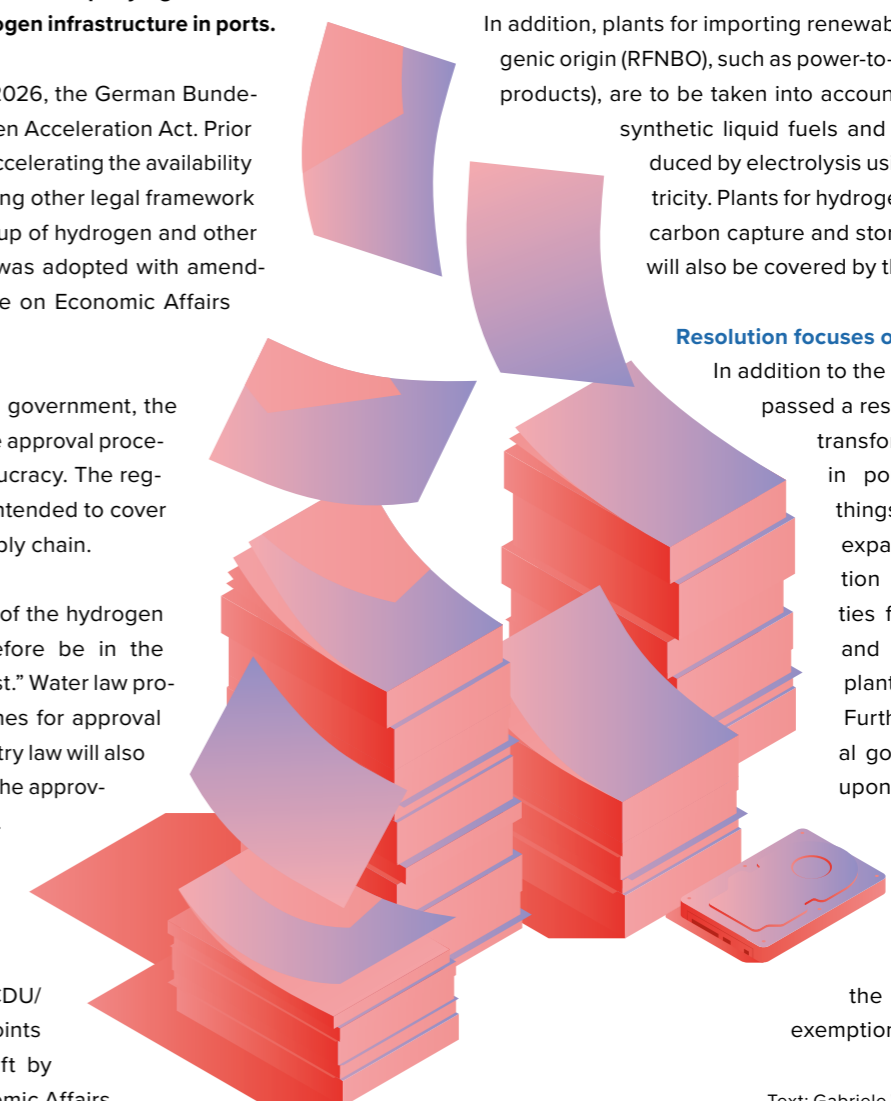
Following an amendment proposed by the CDU/CSU and SPD, several points were added to the draft by the Committee on Economic Affairs

and Energy on February 25, 2026. The law now approves the construction and modification of plants for converting hydrogen derivatives and liquid organic hydrogen carriers into hydrogen.

In addition, plants for importing renewable fuels of non-biogenic origin (RFNBO), such as power-to-liquid products (PtL products), are to be taken into account. PtL products are synthetic liquid fuels and raw materials produced by electrolysis using renewable electricity. Plants for hydrogen production using carbon capture and storage (CCS) facilities will also be covered by the law in the future.

#### Resolution focuses on port projects

In addition to the law, the Bundestag passed a resolution focusing on transformation projects in ports. Among other things, it provides for the expansion of production and storage facilities for energy sources and renewable energy plants in port locations. Furthermore, the federal government is called upon to advocate for an extension of the electricity price compensation and the maintenance of the electricity grid fee exemption for electrolyzers.



Text: Gabriele Wiesenhavern

# New Alloy Design

**With over 9,000 kilometers of pipeline, 40 percent of which still needs to be built, the German hydrogen core network is a major undertaking. What about hydrogen-compatible materials? The Max Planck Institute for Sustainable Materials (MPI SusMat) has presented a new alloy design that aims to overcome corrosion and embrittlement.**

Hydrogen is the element with the lowest atomic mass—it is extremely corrosive and therefore poses a major challenge in terms of materials science. Consequently, research is being conducted into how this key component of future climate-friendly energy systems can be stored and transported safely.

In a new study, an international research team led by the University of Science and Technology Beijing and the Max Planck

Institute for Sustainable Materials (MPI-SusMat) has developed a novel austenitic stainless steel that addresses both problems simultaneously.

## Nitrogen protects grain boundaries

Grain boundaries are among the most vulnerable defects in metals. They are fast diffusion paths for hydrogen and preferred locations for electrochemical corrosion reactions. “The challenge was to develop a stainless steel that remains mechanically reliable in the presence of hydrogen while also offering high corrosion resistance,” explains Dierk Raabe, director at MPI-SusMat and, corresponding author of the study. “At the same time, the material had to be cost-efficient and compatible with established manufacturing routes. Because grain boundaries are the most vulnerable defects, we focused on preventing hydrogen ingress at pre-

cisely these locations. This involves the use of an atomic protective layer on the grain boundaries—engineering at the atomic level.”

Atomic passivation provides lasting protection: instead of relying solely on a conventional oxide layer on the surface, the research team integrated nitrogen atoms directly into the grain boundaries of the steel. This blocks the penetration of hydrogen before damage can occur. The newly developed alloy (Fe-20Cr-9Ni-2.5Mn-1.6Mo-1Cu-0.2N) thus exhibits 3.8 times higher corrosion resistance and 1.35 times improved resistance to hydrogen embrittlement compared to commercial 316L stainless steel.

According to the institute’s press release, this is a scalable and sustainable solution. The new material is cost-effective, compatible with established industrial processes, and has a lower carbon footprint than many high-performance alternatives. Thanks to its combination of corrosion resistance, hydrogen tolerance, and cost-effectiveness, the newly developed stainless steel opens up realistic prospects for safer pipelines, tanks, and components in hydrogen infrastructure.

Text: Gabriele Wiesenhavern

Original publication: H. Cheng, H. Luo, Y. Li, Z. Rao, Q. Zhao, Z. Pan, Q. Kong, X. Li, D. Raabe: Segregation passivation makes cost-effective stainless steel resistant to corrosion and hydrogen embrittlement. In: Science Advances 12 (2026) eadz1833



✓ The Max Planck Institute for Sustainable Materials (MPI SusMat) in Düsseldorf, Germany

# Technology transfer



✓ Professor Dierk Raabe

**“The interface between research and business is difficult because industry in Germany does not provide financial support for research in this sector,” says Professor Dierk Raabe, commenting on the current situation. “In the past, there was a great deal of pre-competitive research on the part of the steel industry, but today they don’t even pay for a master’s thesis,” says Raabe, sounding frustrated. Innovation on hold? That’s the impression, anyway... But how do research results find their way into industrial use?**

The strategy consultancy The Living Core, which specializes in transformation processes, even speaks of a “philosophical divide between science and industry” when it comes to dealing with research results and intellectual property. The path from research to application is rarely direct. Often, a “proof of concept” is neces-

sary, followed by prototype development, validation, production preparation, and market launch.

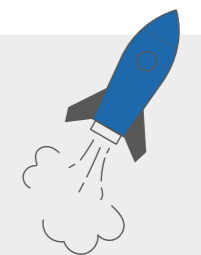
One association that has set itself the task of bridging the gap between research and industry is TransferAllianz: The German Association for Knowledge and Technology Transfer offers a nationwide network for universities, non-university research institutions, and transfer service providers.

- Pathways from research to industry:
- Contract research and collaborative projects
  - Spin-offs and start-ups
  - Patenting and licensing
  - Publications and conferences
  - Transfer offices as bridges between science and industry

Text: Gabriele Wiesenhavern

## BUHLMANN and Startups

**Supporting start-ups is one way of putting innovative thinking and new technology into practice and embedding it in companies. Start-up events and involvement in clusters of excellence at universities are therefore regular fixtures in the BUHLMANN management team’s diaries. Here are a few examples of collaborations that have been established to date:**



**dAlmension** has developed a prototype for automatic pipe length measurement. The aim is to enable AI-based automatic measurement of the lengths, diameters, and wall thicknesses of various pipes.

**syniotec**  
Siotec develops software and telematics solutions for the construction industry.

**flexality**  
fleXality offers innovative solutions for optimizing electricity costs that use dynamic AI systems to optimize energy consumption, especially for refrigeration systems.

# Research & Development

Driving product development forward in line with our customers' needs and staying at the cutting edge of science are important issues for the BUHLMANN Group. To improve even further in this area, Research & Development has recently been assigned to the strategic division. Dr. Danuta Kohne, Senior Vice President Group R&D, explains how she sees needs-based product development.

The meaning of research is investigating, inquiring, and searching systematically. That's exactly how I understand technology transfer: first, knowledge is methodically developed, then it is turned into something that works in practice and provides benefits.

For me, technology transfer is the bridge between knowledge and value creation. In research, methods, materials, and algorithms are often developed years before the market even knows it needs them. Universities and research institutes primarily provide knowledge bases and new principles, often in the form of basic or pre-competitive research, i.e., with an unclear business case and a long time horizon.

In business, on the other hand, what counts is whether this results in reliable products, stable processes, and measurable benefits. It is precisely in this area of tension that technology transfer takes place: it translates scientific possibilities into solutions that work under real-world conditions, with cost constraints, standards, supply chains, liability, and time pressure. Companies must develop insights into marketable solutions. That is why the key question is not just, "can we do it?" but "does it make financial sense—and does it fit in with our strategy?"

I don't see technology transfer as "publication → product", but rather as a joint maturation process. A laboratory prototype is like an engine on a test bench: impressive, but not yet a car for everyday use. A coating process may deliver perfect results in the laboratory, but in production, its success depends on whether it can be reproduced under fluctuating conditions. Or in the case of AI: it's not the demo that counts, but whether the data pipeline, updates, and traceability are reliable in operation.

For me, effective technology transfer is primarily a matter of translation: refining use cases, defining minimum requirements, setting up pilot projects properly, and quickly feeding practical feedback back into development.

In my R&D role for the entire BUHLMANN Group, I see this as our contribution: identifying relevant technologies early on, testing them in a targeted manner with partners from the research community, and preparing them in such a way that our customers can benefit from them. In short, we not only make innovation visible, but also usable.

Text: Dr. Danuta Kohne

# BUHLMANN USA



Everything under one roof: BUHLMANN USA in Pasadena, near Houston

**Since the beginning of the year, our companies in Houston have been operating under a common name and a unified organization: Lockwood Partners and Trupply Holdings are now operating as BUHLMANN USA LLC.**

"This merger brings our employees, our expertise, and our resources together under one roof. It strengthens cooperation, simplifies processes, and bundles the full capabilities of the BUHLMANN Group for our customers in the United States," explains Dr. Marcel Schneider, CEO of BUHLMANN USA.

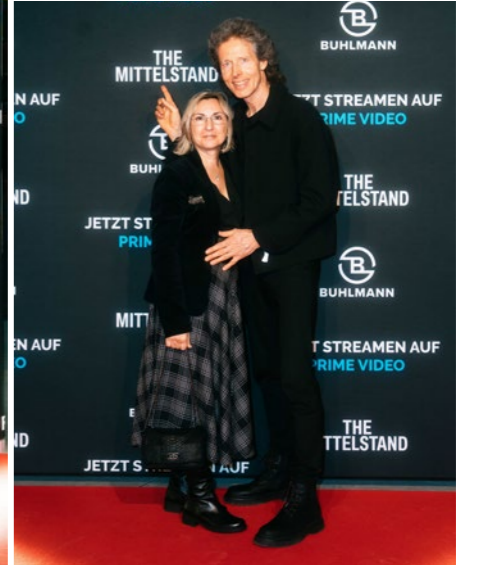
In January, BUHLMANN USA underwent another internal change: in order to strengthen synergies with the Latin American market, Werner De Saedeleer has taken on the position of Sales Manager at BUHLMANN USA in Houston, in addition to his current role as Sales Manager for BUHLMANN Spain, effective March 1, 2026.

Dr. Marcel Schneider: "With Werner, we are strengthening our team with a sales professional in a very demanding market, where we look forward to better integration of the teams in our group and close cooperation with the Lisega units in North America. We can now proactively leverage these strengths." De Saedeleer has been with the BUHLMANN Group for 14 years.

Text: Gabriele Wiesenhavern

**BUHLMANN USA LLC**  
1321 East Pasadena Freeway  
77506 Pasadena, Texas, USA  
T +1 713 675 8186 / +1 281 516 8100

# Premiere of “The Mittelstand”



A big get-together at CineStar Kristall-Palast in Bremen: The film’s protagonists and invited guests gathered in the lobby before “The Mittelstand” premiered on the big screen. Also pictured below right (far left in the photo) is LISEGA Managing Director Peter Vogt.

Mayor Bovenschulte (top right) was among the visitors, along with family, friends, and business partners. Top left BUHLMANN Managing Director Jörg Klüver in conversation; center right: BUHLMANN Director of Domestic Sales Torsten Cordes with Harald Nikutta; bottom left: the Tengel and Armerding couples, the Grabowski family, and Jan-Oliver Buhlmann with his wife Sabrina. Right: Zekiye and Volker Winkelmann

**What makes the BUHLMANN Group special? What drives its decision-makers? What philosophy underpins its business strategy? Answers to these questions are provided by the documentary “The Mittelstand – BUHLMANN Group,” which was released on Prime Video in March. To mark this portrait of a German medium-sized company, BUHLMANN hosted a cinema event—complete with a touch of Hollywood.**

Around 200 guests gathered on the red carpet and under the spotlights for the reception in the foyer of Bremen’s Cine-Star-Kristallpalast, before watching the one-hour episode together on the big screen. In addition to many representatives from other companies, the Buhlmann family, and the BUHLMANN Group, the

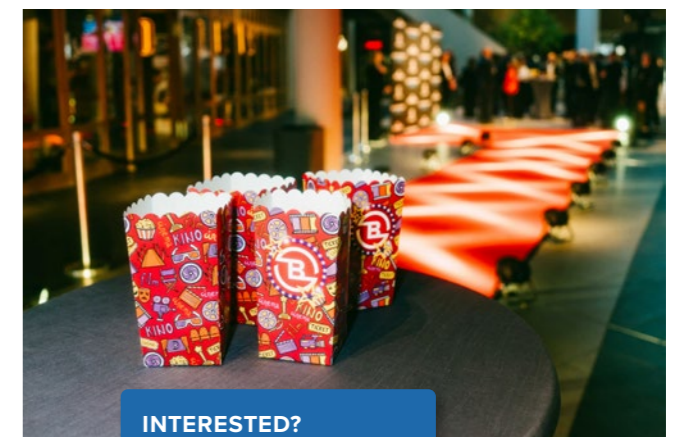
premiere guests included Bremen’s mayor, Dr. Andreas Bovenschulte, and Dr. Annette Lang, head of the department for international cooperation and development cooperation at the Bremen Senate Chancellery. “Through the close cooperation between the Bremen Senate and the Solidarity Ukraine Foundation, a bond has been forged that the film also addresses,” said Dr. Lang.

Produced as an observational documentary, the episodes of the Amazon series follow medium-sized companies in Germany over the course of a year. There is no host; only protagonists from within the company or its immediate circle have a voice. Using a “fly-on-the-wall” perspective, the production firm Selfmade GmbH provides both business and personal insights that highlight the

responsibilities of corporate leadership and how challenges are addressed in German small and medium-sized enterprises. The result is a very direct look into the inner workings of the company—in both good and not-so-good moments—that explains decision-making far beyond mere facts and figures.

“A lot happened for us in 2025. For example, our 80th anniversary and the business tour of our subsidiaries in the U.S.,” said CEO Jan-Oliver Buhlmann. “In that regard, the team was able to capture a wealth of very emotional impressions.”

Text: Gabriele Wiesenhavern



### INTERESTED?

The documentary is available only in German and in Germany: [t1p.de/q5ycc](http://t1p.de/q5ycc)

# Farewell, Jean-Philippe!



When he was approached in 2016 by BUHLMANN board members Reinhard Scheller and Wolfgang Huhn, Jean-Philippe van den Berg was working for PFF in the Netherlands. The idea of joining the BUHLMANN subsidiary DYLAN took some time to take shape. But in 2018 he started as Director Sales and, as he explains in an interview, there was a great deal of work to be done at that time and in the years that followed. We look back on his time at BUHLMANN and on what lies ahead for him.

**GLOBAL //** You describe yourself as active, passionate, and well-versed in many areas. Where will all that energy go now that you have more time on your hands?

**Jean-Philippe van den Berg //** To be honest, I do not have very fixed plans. I am working on an old four-wheel-drive vehicle with a roof tent to get it ready for the road. A Tour d'Europe through, among others, Spain, Portugal, Italy, and Greece lies ahead, perhaps even a small house somewhere down there... I am now 66 and have a great deal of experience with people. It may be that I will professionally engage in in-depth conversations with people who are seeking genuine inner growth. But nothing is set in stone. For now, I want to enjoy my freedom and the many possibilities that my free time will offer me.

**Let's look back: what was the beginning at DYLAN like?**

When I started at DYLAN as Sales Director, Wolfgang Huhn was Managing Director and he paved the way for me. What not many people know is that I had worked for DYLAN before, from 1994 to 2005. Some things were therefore still familiar. But I must say that when I returned, there was a great deal to be done in terms of changing the mentality and culture within DYLAN. There was reluctance to accept the change in ownership. The right trading spirit was lacking, and many people had lost the sense of being part of a trading company. The sales culture, or perhaps better put the business culture, needed to be revitalized.

**So you reorganized a great deal...**

Yes, that was necessary. With Michel Borsboom as Logistics Director, the introduction of a central back office, and increased cooperation with Germany, we achieved a great deal. And I admit that with my typically Dutch, direct way of working, people were sometimes confronted rather bluntly, and some perceived me as a bully. But by focusing on what is possible instead of what is impossible, we managed to achieve a much stronger commercial focus and higher turnover. And when I became Director of DYLAN Beheer in October 2020, Wolfgang Huhn returned to Germany.

**What were your personal highlights?**

The planning of the new building in Dordrecht and the move on

April 1, 2022 were major milestones. And the brand relaunch with the transition from DYLAN to BUHLMANN Netherlands was definitely a highlight, not only for me but for the entire workforce. The vast majority embraced the new name, the fresh start, and the feeling of visibly belonging to the Group. The fact that Jan-Oliver Buhlmann was personally present to explain the change and the new brand identity was wonderful and also gave people a sense of emotional belonging to the BUHLMANN Group. That was a great success.

**How did you approach the handover of your position to Jef Verschuren?**

I advised the board on Jef, and it took considerable effort to bring him on board at BUHLMANN because he had a non-competition clause with his former employer. We had to wait one and a half years before he could finally join us as Sales Director in March 2025. After that, it was my task to gradually step back and mentor him. He was also supported by Stef Schulpen, our Head of Sales, and Ronald Fenijn, our Head of Operations. Jef quickly picked things up and integrated with visible ease into our company and our management processes. The entire process took place in an atmosphere of mutual trust and respect. This positive start, as

well as the way our other local management team members Stef and Ronald contributed to where we stand today, gives me great confidence in the future development of Buhlmann Netherlands.

**So, it is time to wish you all the best!**

Thank you, and don't worry, I will not be sitting behind the geraniums. I am a very active person with a passion for sports such as judo, strength training, and mountain hiking. I own two motorcycles and have a strong interest in psychology and philosophy... My freedom will give me ideas and time to discover other sides of myself and to continue developing throughout my life. I look forward to a simple life without too many obligations, and I am certain I will tap into new inner resources.

**Thank you very much, enjoy your freedom and good luck!**

Fragen von Gabriele Wiesenhavern

## BUHLMANN achieves EcoVadis Bronze status



Despite stricter evaluation criteria, BUHLMANN achieved bronze status with EcoVadis in 2025. EcoVadis assesses the quality of companies' sustainability management, and the medals recognize companies that have demonstrated a strong management system in accordance with the EcoVadis methodology. In all four assessment areas—environment, labor and human rights, ethics, and sustainable procurement—BUHLMANN scored 68 points and ranked in the top 79% of the industry.

Further details regarding our joint course toward a responsible future are featured in the CSR brochure published jointly by BUHLMANN and LISEGA. The brochure is available in the download area on the BUHLMANN Group website at [www.buhlmann-group.com](http://www.buhlmann-group.com).

# Commitment with perspective



As a company, BUHLMANN has been firmly rooted in the Bremen region for decades. Our commitment follows a clear basic principle, explains Director of the Corporate Business Division, Ronald Speidel: „We want to take responsibility where we live and work. Culture is an important part of this social diversity. It creates encounters, dialogue, and identification—especially for young people.“

For this reason, BUHLMANN will once again enter into an exclusive partnership with the TurnUp BRMN Festival this year. A central goal of this commitment is to become more visible as an employer in the region and to show young people that BUHLMANN is a modern training company with prospects. Last year showed that this message is getting through: the sponsorship resulted in concrete applications for trainee positions.

“Last year, we learned a lot through sponsorship, developed further, consolidated new skills, and created symbioses,” says Ronald Speidel. All this hard work ultimately strengthened a team spirit that goes far beyond the planning and implementation of classic sponsorship. “With numerous colleagues on site, we were able to enjoy a wonderful day full of helpfulness, good entertainment, and above all, fun.”

BUHLMANN therefore sees partnerships in the cultural sector as a contribution to a vibrant location. They open up spaces for exchange and highlight the diversity of our region. This diversity shapes not only social life, but also the people who want to

shape their professional future here. Maximilian Mack, the festival project manager, shares this view and welcomes the sponsorship: “TurnUp BRMN and BUHLMANN are united by their love for the city, the federal state of Bremen, and the wider region. BUHLMANN is willing to take risks and to be bold – also in its communication. In the end, TurnUp BRMN was a crazy idea, but one that can bring real value to the location and the region. With BUHLMANN as a partner, it was simply a perfect fit: not constrained by conventional thinking, but with a genuine willingness to explore new paths.“

Responsibility manifests itself in various ways—in the social sphere, in sports, in international aid projects, and also in the promotion of regional initiatives. Because in the end, it’s about more than just a festival. It’s about companies taking a stand—for the region and for the future.

Text: Anna-Lena Blaauw



**TurnUp BRMN 2026 will take place on July 31 and August 1 at Bürgerweide.**

**Lineup:** 16 artists have been confirmed so far. Headliners are Bonez MC, Gzuz, and Haftbefehl. Ufo361 and many more are also booked.

# Team spirit and passion



Left: SV Wacker Burghausen's U19 team in action. Top right: boat tour on the Rhine; bottom right: BUHLMANN booth at Waldhof Stadium

**Sport—and soccer in particular—is a highly emotional topic and a unifying element. The BUHLMANN (B) on the jersey means more than just financial support, because our company cheers on “our” athletes: for example, the U19 team of SV Wacker Burghausen, as well as the men’s team of third division club SV Waldhof Mannheim.**

“We are incredibly proud of the performance of our U19 team in the current 2025/2026 season and are delighted for the entire team that they have rewarded themselves with the well-deserved autumn championship,” says Andreas Huber, general manager of soccer at SV Wacker Burghausen. With the sensational success of SV Wacker Burghausen’s youth academy in November last year, the Salzachstadt U19 team secured the autumn championship in the Bayernliga and the associated immediate promotion to the DFB youth league. As a promoted team from the Bayernliga, head coach Wolfgang Sonnenhauser’s team qualifies for League B of the DFB youth league.

The BUHLMANN Group’s regional involvement reflects the company’s commitment and deep roots in its various locations. This is also the case in Mannheim, where the cooperation with SV Waldhof 07 repeatedly reveals common ground and emphasizes team spirit: “For example, our presence last year at the SV Waldhof Mannheim Family Day, where we presented ourselves as a company with a stand, was a complete success,” says BUHLMANN Warehouse Manager Roger Reuling. Joint social media spots had an impact: “Almost 20,000 people came to the Family Day,

and many visitors knew us from the promotional video featuring former Waldhof player Kennedy Okpala. And our brochures and promotional items ran out right at the start of the game,” laughs Reuling, who, like the other BUHLMANN team members present, considers the day a complete success: “From the team’s point of view, the family day at SV Waldhof Mannheim 07 was an absolutely fantastic day for the BUHLMANN Group. We have gained considerable recognition – both at the location itself and beyond the region.”

Increasing brand awareness, image cultivation, new customer acquisition, and customer loyalty—of course, these factors also play a major role in sports sponsorship. But especially outside of the first and second Bundesliga leagues, and particularly with the youth teams that BUHLMANN also sponsors in northern Germany, fun, health, and the promotion of team spirit are the top priorities. “The message is that success only works when we work together,” says Reuling.

And the clubs’ thank-you events for sponsors are also well received: at the beginning of February, Waldhof Mannheim invited all of the club’s sponsors to a get-together on a boat trip on the Rhine. “A particularly memorable moment of the evening for me was when the ship passed directly by the BASF chemical site, the main customer of the BUHLMANN Group Mannheim. The bright lights of the sprawling factory grounds created an exceptionally impressive industrial backdrop,” says Roger Reuling.

Text: Gabriele Wiesenhavern

# Janina Krewer appointed to the Standards Committee



Senior Team Manager Janina Krewer has been with the company in Bremen for around 20 years. Spending the whole day looking through documents that prove the specifications of goods and checking their compliance with applicable standards may sound rather unexciting to some people. But Janina Krewer says that certificates are exactly “her thing.” Her expertise and enthusiasm for the job have now led to her being appointed to the standards committee for the revision of DIN EN 10204. In this interview, she explains why this is such a coup.

**GLOBAL //** For those who are not so familiar with quality assurance and certificates or attestations, could you please briefly explain your tasks again?

**Janina Krewer //** Our colleagues in quality assurance carry out incoming goods inspections, examining the materials we buy and sell. They check the quality and ensure that our requirements and those of the standard are met. QA also includes the certification department: Almost every product we have in stock or send to customers comes with a certificate, also known as a test certifi-

cate. This certificate lists the material the product is made of, the standard according to which it was manufactured, its chemical composition, and its mechanical properties. The tests vary and there are many different certificates, depending on the area of application and so on. There are many different standards and specifications that regulate what a pipe, fitting, or flange must be capable of. And then there is an additional standard that regulates what the certificate must look like.

**A standard for the standard, so to speak?**

Not quite. More like a standard for how certificates must be created and what they must contain. It describes the different types of certificates that exist. For example, whether they are issued and confirmed by the manufacturer or whether the manufacturer issues the test certificate together with a testing company such as TÜV. Then there are other certificates that may be issued for subsequent acceptance. It also deals with the form and transfer to our customers—how are we allowed to pass this certificate on to our customers? These many formalities are precisely regulated.

*The requirements for test certificates are described in this DIN EN 10204 standard. And my new task as a member of the committee means that I am involved when this standard is now being revised.*

**That sounds so bureaucratic that it's hard to imagine that something like that could be fun.**

*But it's a very interesting task and I'm delighted to be part of this revision. There are ten people on the committee in total. Seven come from manufacturing circles. I am the only representative from the dealer side. That's why it's something special, because it gives us the opportunity to bring dealer interests to the table.*

**Why does EN 10204 need to be revised at all?**

*All standards are reviewed regularly to ensure that they meet current requirements and remain applicable. The current EN 10204 dates from 2005. A lot has changed in recent years, especially in the area of digitalization. Twenty years ago, many certificates were issued in paper form, with an original stamp and signature. Today, certificates are usually created and transmitted digitally, or the data is even transmitted electronically so that it can be easily read and processed, for example with the help of AI. This is a point that needs to be considered very carefully and will also take up a lot of space in the new standard. Given the approximately 50,000 certificates we check annually in our company, we are well aware of the points that are missing, need to be described more clearly, or simply no longer correspond to the current status.*

**Sounds like a long process, especially since we're only talking about the German view of the standard here.**

*Exactly, that's handled by DIN, the German Institute for Standardization. But the commission for the revision came from Europe, from CEN, the European Committee for Standardization (Comité Européen de Normalisation), a private non-profit organization founded in 1961 and based in Brussels. It develops and publishes technical standards, i.e. ENs, for various industries in order to harmonize the European single market, remove trade barriers, and ensure safety. It includes 34 national standards organizations from European countries, including DIN in Germany, ON in Austria, and SNV in Switzerland. In this respect, it simply takes a long time to implement things. Before there is even a meeting at the national level where all ten of us get together and talk about things, it has to be discussed again at the European level. Everyone wants to have their say, and opinions may not always be unanimous.*

**How did you come to be involved in the committee?**

*There was a call for participation in the revision of DIN EN 10204*



**The DIN EN 10204 standard** defines types of test certificates for metallic products that confirm that delivered products comply with order specifications. It covers certificates from the manufacturer to independent acceptance test certificates that ensure traceability and quality in the supply chain.

Important test certificates according to EN 10204:

**2.1 Factory certificate**

Confirmation of conformity with the order, without specific test results.

**2.2 Factory test certificate**

Confirmation of conformity with the order, based on non-specific testing (e.g., batch analysis).

**3.1 Acceptance test certificate**

Issued by the manufacturer, confirms conformity, includes specific test results for the delivered batch, validated by a department independent of the manufacturer

**3.2 acceptance test certificate**

Highest level, validated by an independent acceptance inspector (e.g., TÜV, Bureau Veritas) and the manufacturer.

*“Metallic products - Types of inspection certificates.” In April 2025, our customer Siemens Energy approached us about this, initially via Christoph Eyl from Technical Service. He suggested me as a participant. After we had filled out and submitted a lot of forms, we got started and I was able to participate in the draft as a guest. About six months later, the other committee members voted and at the end of January I officially became part of the committee. I was also very pleased to be asked and to be trusted with this task – and I am definitely proud to represent BUHLMANN here as one of ten companies in Germany that are involved in this standard.*

**Thank you for the interview!**

Questions by Gabriele Wiesenhavern

# Opportunities and Risks



At the podium: Finance Senator Björn Fecker, moderator Daniel Günther, and Honorary Consul Jan-Oliver Buhlmann; on the screen, the Ukrainian delegation with Governor General Oleh Kiper (center).

**On March 13, an event focusing on opportunities for economic cooperation with Ukraine took place at Bremen City Hall. The event was hosted by Bremen's Deputy Mayor and Senator for Finance, Björn Fecker, and organized by Jan-Oliver Buhlmann in his capacity as Honorary Consul of Ukraine.**

A live video link to Odesa ensured that the focus was not only on local insights into the economic and humanitarian situation in Bremen's partner region, the Odesa Oblast, but also allowed for a discussion of the situation from the perspective of local political and economic representatives. Governor-General and Head of the Oblast Administration Oleh Kiper, along with Kateryna Marchenko (Director International Relations) and Oleksii Dmytrenko (Director of the Department of Economy), explained the current local situation. Using figures on companies and industries, Kiper highlighted the region's remarkable business performance. He emphasized that the economy is developing well despite the war.

Logistics, the port industry, and the construction sector, in particular, are areas where business relationships with Ukraine hold great promise. Drawing on the BUHLMANN Group's own experience with ongoing business ties to Ukraine, Jan-Oliver Buhl-

mann highlighted the reliability of suppliers. He also pointed to federal guarantees that mitigate the risk of war damage.

This was followed by a panel discussion with representatives from Bremen's business community, as well as the Chamber of Commerce and Industry and the Senate Chancellery. The focus was on offering support not only through aid shipments but also through economic cooperation. Particular emphasis was placed on the fact that other countries, such as France and the United Kingdom, were already establishing contacts and initiating cooperation on the ground. Honorary Consul Jan-Oliver Buhlmann, the Chamber of Commerce, and the Senate Chancellery all serve as points of contact for business representatives seeking information on business potential and investment opportunities in Ukraine. Particularly with regard to reconstruction and the country's integration into the EU, economic support—alongside ongoing humanitarian aid—is a key pillar. Further events of this kind are being planned to explore and advance opportunities for cooperation and potential.

Text: Gabriele Wiesenhavern

# Continued humanitarian aid

**On February 24, it was a full four years since the beginning of Russia's war of aggression against Ukraine. On this day, the 150th aid truck was dispatched from the BUHLMANN site in Bremen. A press conference was held to draw attention to the ongoing humanitarian crisis during what has been the coldest winter of the war so far.**

The donations included clothing, medical supplies, furniture, mobile power generators, and home textiles. Distribution is focused on the Odesa Oblast, where hospitals, children's homes, doctors' offices, retirement homes, and individuals in need were provided with urgently needed relief supplies.

This humanitarian aid would not have been possible without the broad support of the Bremen Senate, the Bremen Protestant Church, and numerous private donors. We would like to express our sincere thanks to all of them for their solidarity, trust, and sustained commitment. Even four years after the start of the war, support for the affected population remains indispensable. The relief efforts will therefore continue. Text: Gabriele Wiesenhavern



Items currently needed:

- Spring and summer clothing, such as light jackets, coats, etc., for women, children, and men; clothing must be in good condition
- Batteries, candles, LED lights
- First aid supplies
- Non-perishable food items, such as canned fish and meat
- Towels, bed linens, bedding, sleeping bags, and wool blankets
- Children's shoes

More information about the foundation and ways to donate: [www.stiftung-solidaritaet-ukraine.de](http://www.stiftung-solidaritaet-ukraine.de)



Director Corporate Business Division and foundation board member Ronald Speidel gave an interview to an RTL-Nord TV crew.

# Grief, anger, and hope



Pastor Gross in front of the altar in one of the churches from his five parishes

**Attacks on Kyiv, Kharkiv, Odesa... After four years of war, there are many young people in Ukraine who cannot remember peace, normality, and security, or who have never even experienced them. How can they carry this burden into the future? In this interview, Alexander Gross, a Lutheran pastor from the Odesa Oblast, talks about what he is building his hopes on.**

**GLOBAL // Alexander Gross, does a pastor also have to be a psychologist?**

**Alexander Gross //** Yes, of course. It's called pastoral care, after all, it's care for the soul. But it's different from therapy practices.

**There are many aid projects that focus on material support. What about helping people process what they are going through emotionally?**

First, I have to say that people and many organizations were very willing to help at the beginning, but now that willingness is waning. Perhaps because of the duration of the war or because of the many other conflicts around the world. In a way, that's understandable. Among private organizations, the Solidarity Ukraine Foundation, or BUHLMANN, is one of the few remaining aid providers for us, and we are very grateful for that. With this support, we can maintain many projects and activities in our communities.

**What do you do with the support material that the foundation collects and transports to Odesa?**

The foundation's donations enable us to provide people with material assistance in the form of everyday necessities – not to mention medical equipment from doctors' offices in Bremen, which directly affects the health of everyone living in the region. Once these primary needs are met, i.e., food, warmth, and medical care, then comes the pastoral work. Processing what they have experienced, not losing hope, sharing the emotional burden with



## About

**Alexander Gross** is married and has two daughters. He looks after five congregations in the Odesa Oblast. He has a long-standing relationship with Pastor Andreas Hamburg, a member of the board of trustees of the Solidarity Ukraine Foundation. Both were in church service in the Odesa Oblast until Pastor Hamburg moved to Germany. The direct contact between the two enables not only a close exchange of information regarding the situation on the ground, but also about the most urgently needed relief supplies.

one another: that is what we offer in our communities. And the fact that this is offered by the Lutheran Protestant Church is initially irrelevant to the people.

**The Solidarity Ukraine Foundation is not primarily concerned with supporting the church, but with helping people and rebuilding civil structures...**

People are also at the center of our work. I look after five congregations, including many internally displaced persons, who are not Protestant or have never had anything to do with the church. The aim is to offer people a forum for exchange, a community to which they can cling and orient themselves in difficult times. We facilitate discussion groups where people can talk about their experiences. We try to help older people, especially during the cold season. We take care of children by organizing excursions and leisure activities. We work together to build new shelters for more refugees. If people then also want to come to church because they want to be part of our congregation, that's wonderful.

**You mentioned discussion groups. How does that work?**

There aren't many psychotherapists available who can treat traumatized individuals, regardless of their age or whether they are soldiers or civilians. But everyone is affected, to varying degrees, of course. We offer a framework in the communities

where people can talk about their experiences with others who have also been through terrible things. It's not just about soldiers on the front lines. It's also about children who had to flee or who lost their father or mother. It's about parents who lost their children on the front lines. Or those who lost loved ones in bombings... There is hardly anyone left in our area who has not lost someone. The grief, the anger, the powerlessness have to go somewhere. And hope has to come from somewhere. I would particularly like to highlight the foundation's Christmas bag campaign, which made the children so happy. And joyful moments are so important to let us know that life goes on.

**The medical center being built in Petrodolynske with the help of the Solidarity Ukraine foundation will be fitted out with equipment and furniture donated by doctors from Bremen and the surrounding area who have retired and had no successors for their practices. Do you have enough staff locally who can then work in the medical center?**

Yes, we have an ancient, completely outdated medical center in which the doctors and specialist staff have been working in less than ideal conditions. The new building is now being constructed in container form in a very short time, financed by the foundation and donations from Hansa-Flex, as well as a contribution from the Bremen Evangelical Church. The contain-

ers will then be equipped with donations from the foundation. The land belongs to the municipality, and since we can connect water and electricity directly from the old building to the new one, not many permits were required. That's why everything is moving so quickly. We were able to avoid a lot of bureaucracy and only needed a little more than half a year for the new construction.

**That sounds like a very pragmatic approach...**

It is important to take action. This also applies to a project we are undertaking in Novogradkivka, where a historic church building is being rebuilt. The reconstruction also includes two floors for educational and social purposes. Church organizations from the US, Finland, and Germany are participating in the project. Here, too, we want to "build hope."

**Thank you very much for the interview!**

Questions by Gabriele Wiesenhavren



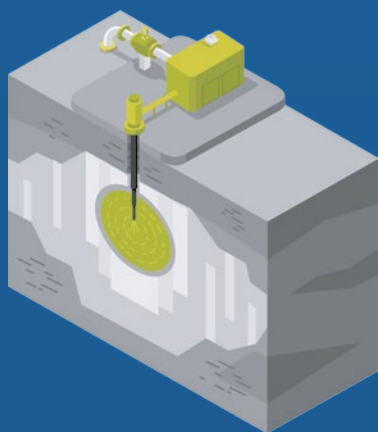
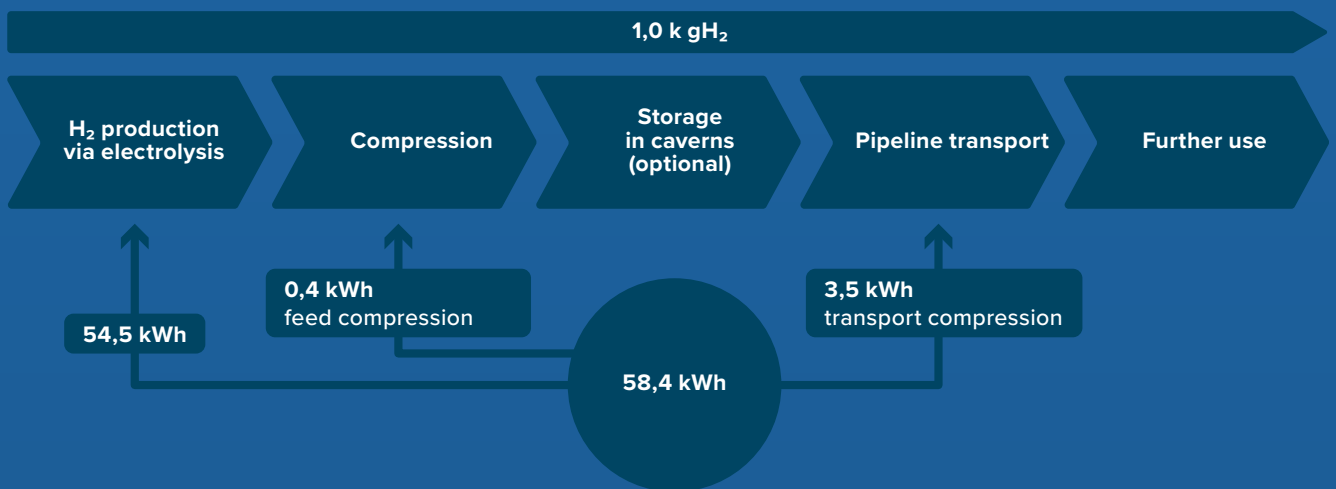
More about the foundation and current projects:

[www.stiftung-solidaritaet-ukraine.de](http://www.stiftung-solidaritaet-ukraine.de)

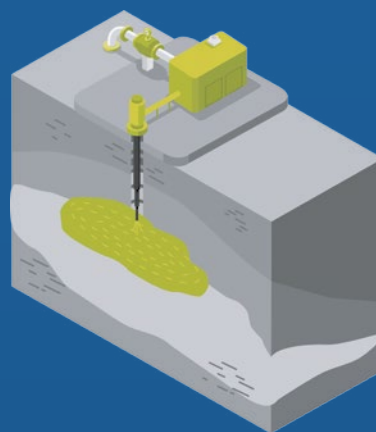
# Hydrogen utilization, production, and storage



## How can hydrogen be transported and stored?



Storage of hydrogen in underground cavities, such as salt caverns



Storage of hydrogen in the fold structures of porous rock layers with indicated fold