

WAGNERIMPULSE

THE WAGNER GROUP CUSTOMER MAGAZINE 1/2018



**Innovative solutions,
high quality,
committed employees:
the WAGNER Group brand**

PRACTICAL APPLICATIONS

OxyReduct® protects
Davert lentil currys

TECHNOLOGY

Linde relies on active
fire prevention

INTERVIEW

Andreas Erbe is a WAGNER
brand ambassador



Dear business associates and readers,

A study by the management consultancy firm McKinsey found that companies with strong brands evolve more successfully on the market than others. When WAGNER was founded in 1976, we were very far from establishing the company as a brand. We were a small team on a small budget. Today, we are an international technological leader. Our fire protection solutions are used in many parts of the world.

The WAGNER Group has become a strong brand in fire prevention. Our capacity for innovation, international commitment and financial independence have all helped us to achieve this position. You can read more in the article on page 6.

Gaining customer trust is the only way for a company to be successful. But how do we build such trust? By responding to customers' needs. We managed to convince Davert GmbH with a cost-efficient fire prevention solution which the customer wanted and which essentially consists of an OxyReduct® system to reduce oxygen (page 10).

For AstraZeneca in the UK (page 12), we have developed a container-based fire prevention solution for a high-bay warehouse which is precisely tailored to the warehouse's structure and meets the customer's special requirements for its logistics system. The WAGNER Group wishes to consolidate its presence on the international market even further this year. New, exciting projects are thus guaranteed around the world.

We hope you enjoy reading our magazine!

A handwritten signature in black ink, appearing to read 'Torsten Wagner'.

Torsten Wagner

A handwritten signature in black ink, appearing to read 'Werner Wagner'.

Werner Wagner

Managing Directors of the WAGNER Group GmbH

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News from the world of **WAGNER**



Fire prevention for retail giant

The online retailer **Amazon** is currently setting up a new logistics centre in Frankenthal in Rhineland Palatinate in Germany. The WAGNER Group also forms part of the project. More than 100 TITANUS® air sampling smoke detectors in the warehouse area ensure that any incipient fires are detected very early with minimal risk of false alarms. WAGNER has

installed a fire detection system with suitable technologies in the adjoining building, where the location management is situated along with other facilities.

Scheduled to go into operation in early 2018, the new Amazon logistics centre boasts a warehouse space of 50,000m², equivalent to some seven football pitches. It is expected to create around 1,000 new jobs in the region and that's just to start with – up to 2,000 people work in Amazon logistics centres of similar size after a few years of operation. That's hardly surprising since the online retailer is enjoying increasing popularity.

Everything under one roof

WAGNER Russia acquired a new location in Moscow in June 2017 to bring its offices, warehouse and production facilities together under one roof. "We are now able to produce fire prevention system parts directly in Russia. This helps to provide optimised logistics processes," says a pleased Vladimir Afanasyev, CEO at WAGNER Russia. The new premises even have space for a showroom similar to WAGNER World. Just like at the company's head quarter in Langenhagen, there is also an OxyReduct® booth in Moscow, which can be used to demonstrate effectively how active fire prevention works.



+++ Since June 2017, **WAGNER UK** has had another office in the centre of Birmingham in addition to its office in Bishop's Stortford.

+++ The baked goods manufacturer **La Lorraine** commissioned WAGNER Poland to extend an existing OxyReduct® system. An area of 215,000 m³ is now optimally protected against fires thanks to the extension to the WAGNER fire prevention system.

+++ **LEKARO Poland**, a modern, environmentally oriented recycling centre offering custom solutions for large businesses and private individuals, has had TITANUS PRO-SENS® air sampling smoke detectors successfully installed by WAGNER Poland in four monitoring areas.

+++ The frozen food specialist **NewCold** also relies heavily on WAGNER technologies in Poland. The fire detection system in their high-bay warehouse in Kutno has already been expanded to include another 17 TITANUS PRO-SENS® (cold storage) modules.

+++ WAGNER has implemented initial integration measures after acquiring majority shares in **Hypoxic Technologies** in May 2017. One such measure comprises a completely new IT structure, which has now been installed for employees at the Norwegian fire protection expert.

+++ WAGNER has installed a comprehensive fire protection system at **Südzucker's** production location in Saxony-Anhalt. The fire detection installation extends across the whole site, from the production lines to the staff facilities, while the WAGNER FirExting® gas extinguishing system provides comprehensive protection.





WAGNER Rail: customers value expertise

In Munich, WAGNER Rail GmbH is equipping underground carriages with innovative fire protection solutions. The client, the municipal service company, is placing regular follow-up orders with the WAGNER Group's subsidiary specialising in the railway sector.

Solutions include false alarm-proof air sampling smoke detectors, water mist systems which not only combat fire but also prevent toxic smoke gases from spreading in passen-

ger areas, and smoke and heat detectors with downstream gas-extinguishing systems in equipment areas. This complete fire prevention concept will give Munich underground passengers and staff valuable time in the event of an emergency. Münchener Stadtwerke placed its first order in 2008. Little by little, the WAGNER Rail subsidiary has been retrofitting the underground train fleet ever since. WAGNER Rail is the only provider offering different fire detection, suppression and extinguishing technology components from a single source, packaged into customised concepts.

Visit to the WAGNER World

Thirteen employees from the insurance company Hannover Rück visited WAGNER World in Langenhagen in October 2017.

Participants in the training event, now held for the fourth time, came from a variety of countries around the world, since it is a company with an international presence: Germany, Sweden, China, Bahrain, India and Columbia. The event at WAGNER aimed to present modern technical fire protection solutions and give an understanding of associated opportunities for minimising damage. The event primarily focussed on the OxyReduct® system for active fire prevention and very early smoke detection with TITANUS® air sampling smoke detectors.

System construction under new command

Lena Niederstuke, a qualified engineer, took over as Technical Manager in the Systems Construction International Team in April 2017. "We have restructured this post to allow us to manage the increasing number of projects worldwide effectively using a standardised approach," says the 32-year-old. Over the last four years, Niederstuke has handled numerous projects around the world. She still maintains an eye for detail today.

"It not only helps me when I'm coordinating with project and site managers locally but also in conversations and meetings with the clients," she says. If there should ever be a problem, clients can also contact Niederstuke directly.

With its more than a dozen employees, the Systems Construction International Team manages international projects, especially in countries where WAGNER does not have its own subsidiary or project management. "The branch offices in Germany and some WAGNER subsidiaries have their own

departments for managing projects, but the US and Australia do not. That's where our services are in demand," she states.

The largest undertakings presently include two new warehouses: one is a deep-freeze high-bay warehouse in Illinois, which OxyReduct® systems featuring VPSA nitrogen generators will protect against fires. The same system is being used in a paper roll warehouse in the Portuguese town of Cacia, another current major project.



**More information
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largest reinsurance company:
<https://www.hannover-re.com/>**



Innovative solutions, high quality, committed employees: the WAGNER Group brand

It all began in 1976 when Werner Wagner laid the foundation stone for today's WAGNER Group as a one-man company. His first major contract over 3 million Deutschmark in 1982 was completely unrelated to fire prevention: he supplied open country security surveillance to West Germany's nuclear waste repository in Gorleben with some 20 employees. The next major project followed in 1984: Werner Wagner was asked to develop a suitable fire protection solution with very early smoke detection for the Lower Saxony Savings Banks Association, which had recently experienced a fire in its data centre. This was the breakthrough for the company.

Today, fire prevention with very early smoke detection is established as standard in Germany's large computer centres. The one-man firm has now become a successful medium-sized company with 525 employees and a total annual turnover of some 85 million euros. The WAGNER Group is a leader in the sector with its innovative fire protection solutions increasingly becoming the standard. **The following report explains what exactly makes the WAGNER brand strong and how customers and partners benefit from its strength.**

Anything bearing the name WAGNER will contain WAGNER: the Patents Department

Is having your own patents department important for a medium-sized company?

"Of course!" declares Tanja Reichenbach, a patent administrator at the WAGNER Group. She and her colleague Florence Daniault, who has worked for the company for over 30 years, not only look after the inventions, ideas, brands and designs that the company owns.

They also keep an eye on competitors and their property rights. This includes everyone from small private patent applicants through to large company groups. "We attach great importance to product brands and their protection where as oth-

er medium sized companies often limit protection to their company logo," affirms Reichenbach. The two engineers see a patent department's main purpose as enabling the company to act freely, i.e. "without endangering company operations by disregarding property rights of others under any circumstances."

To protect our own inventions, brands and designs, the team ensures, for example, that wide-ranging patents are filed covering a large number of countries covered with smaller variations to the idea or product included. This comprehensive protection for innovations provides WAGNER with a unique position for many solutions. The close attention to brand protection makes it easy for clients to clearly identify and use WAGNER solutions and systems. "They also have the added assurance of working with an innovative, imaginative company with systems which meet strict requirements," underlines Reichenbach. More than 700 patents serve as a proof to such standards. "It's also reassuring to know that anything bearing the name WAGNER will contain WAGNER."

Guardians of WAGNER
patents: the engineers
Tanja Reichenbach (left)
and Florence Daniault.

Continued from page 7

Tough tests for OxyReduct® & Co. in the Development Department

An own research and development department (R&D) is not unusual for medium-sized companies but it is not a given either.

The WAGNER Group employs some 40 staff in its R&D Department, including hardware and software engineers, process engineers, physicists and electrical and mechanical engineers. "It is important for a technology leader to carry out research for new solutions and develop them," says Christoph Kuchenbecker, Head of Development and Process Technology at the WAGNER Group. This is because high capacity for innovation

and comprehensive knowledge of the market and its requirements are essential to achieve successes on a continuous basis. The client must be able to rely on the WAGNER brand promise and be sure that they are using tested solutions which fully meet their requirements. "The used system components must interact seamlessly from the very moment they are put into operation. Regular tests and checks form part of daily development work," says Kuchenbecker. He himself also ensures that his work always meets a standard which will satisfy the client. This is also the standard that Werner Wagner applies: "I always try to offer our clients an added value as a partner, such as our high quality standard for our solutions, providing a precise fit for the client at all times."

As Head of the Continental Division, Andreas Schober is responsible for the WAGNER subsidiaries in Poland, Russia, Norway, the UK and the Benelux.



Christoph Kuchenbecker is Head of Development and Process Technology for the WAGNER Group.

“Having customers’ trust is the only way for a company to be successful.”

Werner Wagner

WAGNER captures new markets with employees offering a local presence

WAGNER Group is developing new markets, both in Europe and on the American and Australian continent.

“Globally active key clients want to use our technology at their international locations,” states Andreas Schober, Head of the Continental Division. Schober is responsible for the subsidiaries in Poland, Russia, Norway, the UK and the Benelux countries. WAGNER prefers a direct sales channel via subsidiaries, which actively market and sell WAGNER installations and systems in new markets. Having an own local organisation offers key advantages: it knows the local market conditions, is familiar with the country and has direct contact with clients, projects and

installers. The operators of facilities protected by WAGNER frequently consider it highly important that service and maintenance is easily available for their installations. WAGNER can provide such availability. WAGNER’s international locations have offered more to clients yet: local sales and service employees speak the local language and are fully familiar with national standards, certifications and technical specifications for fire prevention. This allows the company to develop and implement optimum protection concepts.

“Active exploitation of additional markets and regions provides us with great inspiration to develop the entire company to an optimum extent,” states Schober. The WAGNER Group does not merely promote itself as offering “the better fire protection solution” – it also puts this slogan into practice as a strong partner in all areas on a daily basis.



Greater freedom and security thanks to financial independence: WAGNER undertakes major projects free of pressure

Werner Wagner takes a very clear position when it comes to financing the company and projects: “We want to expand our technology leadership further by using our own resources. This also includes our own funding. We are able to finance larger projects ourselves these days. My son and I are opposed to others acquiring an interest in the company. In our experience, partners do not share the passion that we have for the WAGNER Group.”

However, it took some groundwork to ensure that the company is free to act without involving banks, yet still able to persevere and deliver major projects. Over the decades, WAGNER Group Executive Management has also ensured that generated profits have been reinvested into the company, its employees and consistent capacity for

innovation. Success and healthy growth using our own resources have resulted in a high equity ratio, which gives the company greater leeway with regard to financing. This independent financial power ensures continuity for customer services and allows regular technical innovations. Clients themselves encounter a flexible company which is always on the lookout for the best possible solution, the best one for the client and not for the bank or other external financial investors. WAGNER thus has the freedom to demonstrate its solutions expertise even for challenging projects with specialist employees and a solid financial standing as cornerstones.

Dirk-Olaf Petersen is Head of Finances & Human Resources at the WAGNER Group.





OxyReduct[®] protects lentil currys by organic food manufacturer Davert

Photovoltaic systems deliver eco-friendly electricity to boot

High-grade packaging, healthy content: anyone who wishes to enjoy vegetarian or vegan whole-food dishes at mealtimes will find a great selection in supermarkets. Present-day vegetarian dishes include quinotto, chia cups or coconut lentil dal. One of the leading manufacturers and providers of organic food products in Germany is Davert GmbH. With more than 40 years' experience in the

segment, the company plays a pioneering role in everything from raw ingredients procurement through to sales and marketing. It is no surprise then that executive management decided on state-of-the-art technology for the new high-bay warehouse building at its Ascheberg location. This technology also includes an innovative WAGNER Group fire protection solution.

Company founder Rainer Welke laid the foundation stone for Davert GmbH back in 1973: his "macro shop" was among the first five health food stores throughout Germany. He took an improvised approach to management at that time, but the Ascheberg-based company is now one of the country's largest organic food providers. Containing raw ingredients from Asia, Germany, East Europe, South America and

other countries, its products can be found in whole-food retailers, natural food stores and drug stores. Davert also supplies raw ingredients directly to industrial clients, bakeries and can-teens.

With some 130 employees, the medium-sized company generates an annual turnover of 70 million euros. Davert affirms that this growth, especially the strong increase in turnover in recent years, is thanks to its concentration on a single location and highly efficient logistics structures. Inaugurated in spring 2017, the fully automated high-bay warehouse boasts a volume of 38,400 cubic metres. Up to 7,400 pallets can be stored in the racks standing 24 metres high. An electric pallet truck with an autopilot solution transports goods within the facility. The WAGNER fire protection solution ensures greater safety and efficiency:

▼ Davert is one of the leading manufacturers and providers of organic food products.



Davert specifically decided on an oxygen-reduction system to prevent fire for its new building. Davert's Executive Partner Friedrich Niehoff affirms that the financial outlay for an oxygen-reduction system compared to a sprinkler system was not the only crucial factor in the decision. "A fire prevention system for our warehouse costs around two thirds of the price for a sprinkler system," he states. Maintenance requirements are also significantly low. One pleasing secondary effect of oxygen reduction is that insects avoid oxygen-reduced air. That's an important factor to consider when storing rice, nuts, seeds,



▲ The OxyReduct® system reduces the oxygen concentration level below the ignition thresholds of the main materials in the warehouse.

legumes, pulses, dry fruits and cereal products, Niehoff opines.

The fire protection solution installed by the WAGNER Group basically consists of an OxyReduct® system with energy-efficient V-Line technology and very early smoke detection with TITANUS® air sampling smoke detectors. Since the warehouse is fully automated, the oxygen concentration is lowered to a level below the ignition thresholds of the main materials in the warehouse. One special feature of the solution is its power supply. The oxygen-reduction system is powered by photovoltaics in line with the company's environmen-

tal policy. The cells are located on the warehouse's roof and can generate up to 500 kilowatt hours of electricity per year.

It is not only the solution that pleases Davert GmbH but also WAGNER as a service provider. "Fire prevention needs to be problem-free and easy to service," says company manager Niehoff. The fitted technology meets these requirements. "The installation was hassle-free and the service is excellent." Last but not least, the long list of reference projects also convinced us. Niehoff says: "That's what gained our trust in WAGNER as a partner." ■

▶ The photovoltaic cells generate up to 500 kilowatt hours of electricity per year and supply the OxyReduct® system and other installations with environmentally friendly power.





Universally safe

Fire protection for medicine from Macclesfield, UK

AstraZeneca is one of the largest pharmaceutical companies in the world. The company operates a production site and distribution centre in the English town of Macclesfield, where it has built a new high-bay warehouse to increase its logistics capacities. What makes its fire protection solution so special is the fact that the OxyReduct® fire prevention system was pre-installed in a portable container.

AstraZeneca's new facility comprises two state-of-the-art packing lines,

where tablets and capsules are shrink-wrapped in transparent packaging, and a high-bay warehouse standing 30 metres tall with a capacity for about 11,000 pallets. From here, the company ships its products out to more than 100 countries all over the world.

AstraZeneca was looking for an alternative to conventional sprinkler systems for its fire prevention. Sprinklers soon reach their limits in high-rack storage facilities as they require a great deal of time and effort for installation and there is no guarantee that goods will not be

damaged by fire and extinguishing water. During its search, the company came across WAGNER and the OxyReduct® fire prevention technology. "They first contacted us in September 2015," recalls Carl Bryan, Managing Director WAGNER UK.

Lowered into place by crane

Construction began on the high-bay warehouse in 2016. Comprising approximately 54,000m³, the facility is protected by OxyReduct® fire prevention technology from WAGNER. The system permanently lowers oxygen concentra-



Preventing fires instead of extinguishing them

Scheduled to go into operation in spring 2018, the new high-bay warehouse is optimally protected by OxyReduct®. "It is essential that no fires break out here as the medicines from Macclesfield are required worldwide," says Bryan. Even the tiniest fire could interrupt the supply chain.

Yet even without considering this aspect, fire prevention in the automated high-bay warehouse is crucially important. "OxyReduct® protects the people who work at the Macclesfield site, the medicines stored there and, last but not least, the warehouse itself by minimising fire risk from the outset," states Bryan. "This is better than fighting fires reactively with sprinklers. Water would damage the stored goods and also affect the actual building."

A successful partnership

The importance of fire prevention for AstraZeneca is also evident from its collaborative approach to working with WAGNER during construction of the high-bay warehouse. "When working on new-build projects, we usually deal with general contractors who act as intermediaries between ourselves and the customer. This was not the case in Macclesfield," Bryan is pleased to say. "The general contractor Boulting Environmental Services was naturally our first point of contact on the construction site but AstraZeneca made it clear to us that we could also contact them directly at any time with regard to technical or safety-related matters. All things considered, we worked extremely well together – and a very constructive relationship has now developed between us, Boulting and AstraZeneca." ■

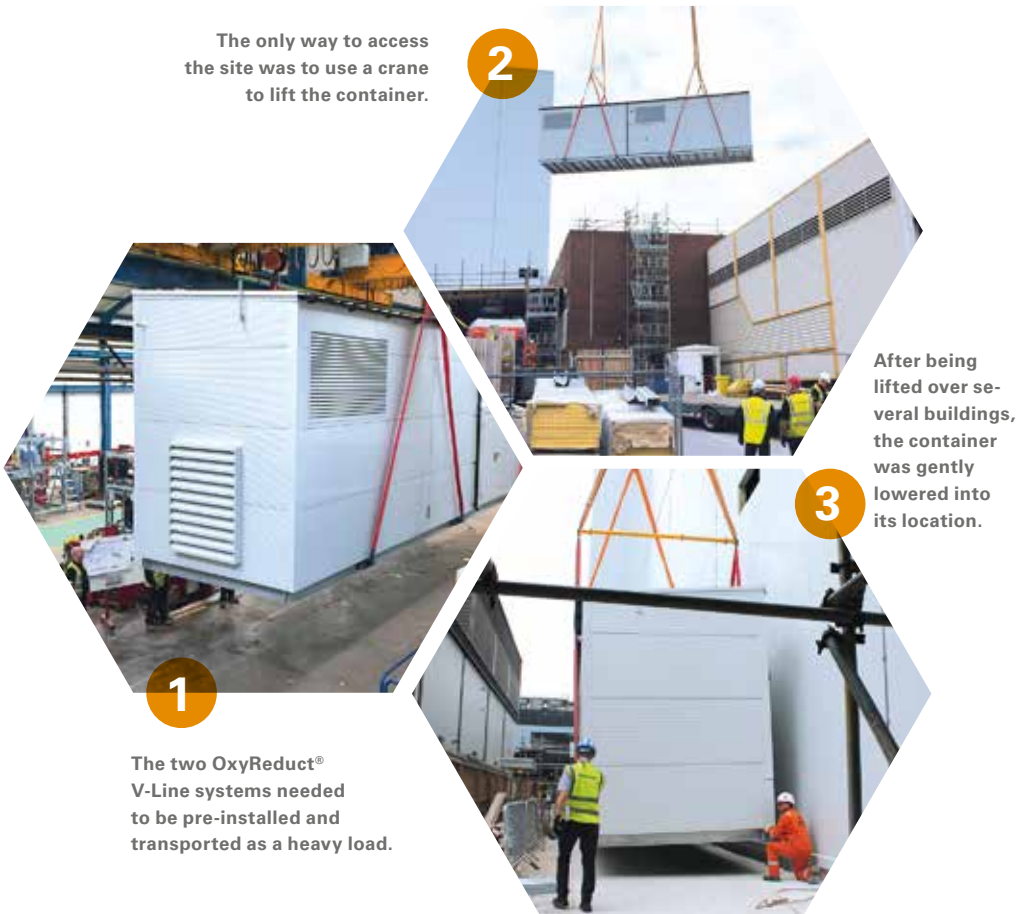
tion below the ignition threshold of the stored materials and monitors the concentration level to ensure it stays below the threshold, ensuring any fires are

” OxyReduct® protects the people who work at the Macclesfield site, the medicines stored there and, last but not least, the warehouse itself by minimising fire risk from the outset. “

Carl Bryan, Managing Director WAGNER UK

prevented from spreading. Two V-Line units efficiently generate the nitrogen required to reduce oxygen content directly from the air in the warehouse.

Installation took place in June 2017. "One particular challenge with this project was that we were unable to install the OxyReduct® system directly inside the building for logistical reasons," explains Bryan. The system was therefore pre-installed inside a 21-ton container 4m high, 14m long and 2.4m wide, which was then transported to Macclesfield as a heavy load. "The only way for us to access the installation site was to use a crane to lift the container over several buildings and lower it into place," states the fire protection expert.



The only way to access the site was to use a crane to lift the container.

1

The two OxyReduct® V-Line systems needed to be pre-installed and transported as a heavy load.

2

3

After being lifted over several buildings, the container was gently lowered into its location.

Linde relies on fire prevention for fire protection

WAGNER installs OxyReduct®-P-Line

Linde AG's industrial gases are used in a wide variety of application types all over the world. Fire prevention plays a crucial role in their storage. That's why Linde AG's Linde Gas Division places its trust in a WAGNER solution for its two new high-bay warehouses at its Marl and Unterschleissheim locations. The WAGNER solution will suppress any incipient fires before they manage to spread.

Linde celebrated the official opening of its most modern filling plant in Europe at the Marl site in North Rhine-Westphalia on 12th September 2017. This is where industrial gases, such as oxygen, nitrogen and argon, welding gases and food gases are filled into cylinders and manifolds. To ensure a complete product range, the location also supplies propane, acetylene, medical gases and special gases, storing them in a fully automated high-bay

warehouse until they are dispatched. "The Marl high-bay warehouse is the first client project that we have carried out for Linde," explains Jens Kasobke, project manager at WAGNER. Here, the fire prevention technology OxyReduct® ensures that the cylinder warehouse of around 10,000m³ is optimally protected against fires.

Linde made a prior visit to WAGNER World in Langenhagen in November 2015. "Fire prevention through oxygen reduction impressed Linde," says a pleased Kasobke. As a result, WAGNER fitters installed a fire prevention solution based on a P-Line OxyReduct® system (see box) in Marl.

Efficient solution

But why did Linde ultimately decide on this solution? "Instead of fighting fires, it is better to actively counter its incipience," says Giuseppe Venza, project manager at Linde. "That's exactly what WAGNER's OxyReduct® P-Line does. The oxygen content in our high-bay warehouse is permanently reduced to a level where fires cannot spread."



A physical filtering process is used to extract the nitrogen required to reduce the oxygen level from the air in the warehouse – an uncomplicated, highly efficient solution.

Marl is now no longer the only Linde location which uses WAGNER fire prevention technology. Linde operates a filling plant in the Bavarian town of Unterschleissheim, which has been recently upgraded and expanded. The upgrade and expansion also included the construction of a fully automated high-bay warehouse, which a WAGNER OxyReduct® P-Line protects against

fires. The volume of the cylinder warehouse here is about 23,000m³.

Preventing fire development

"The OxyReduct® P-Line is particularly suitable for medium-sized high-bay warehouses, so it's ideal for the Linde facility," states Kasobke. Another important consideration is the fact that the gas plants in Marl and Unterschleissheim are immediately next to residential areas and flowing waters. "The environmental requirements are very strict as a result," declares the fire prevention expert. "Sprinkler systems would be problematic since an extinguishing water retention system would be needed. With OxyReduct®, Linde does not need to worry about such issues since fires are not extinguished with water; their spread is prevented by oxygen reduction instead. ■



The new OxyReduct® P-Line

OxyReduct® P-Line is a new, further development of the WAGNER Group's successful oxygen-reduction system for fire prevention. It combines the principle of efficient, local nitrogen generation with a standardised structure, which can be extended if the protected area is expanded at a later stage. The operator receives a readily adaptable fire protection solution which actively minimises the risk of fire from the very outset.

The **OxyReduct® P-Line** can be cascaded to save space, allowing it to produce the volume of nitrogen required for the protected room concerned. It provides protection against loss of goods and investments caused by fire and against interruptions or failures which put operations at risk, especially in areas where assets and sensitive processes are concentrated. The needs-based nitrogen generation and custom-designed protection levels offer another decisive advantage if the room is put to a different use or structural alterations are planned since they can be flexibly adapted to any change in requirements.



Fully networked

Modern safety management with VisuLAN® for Munich's Olympiahalle

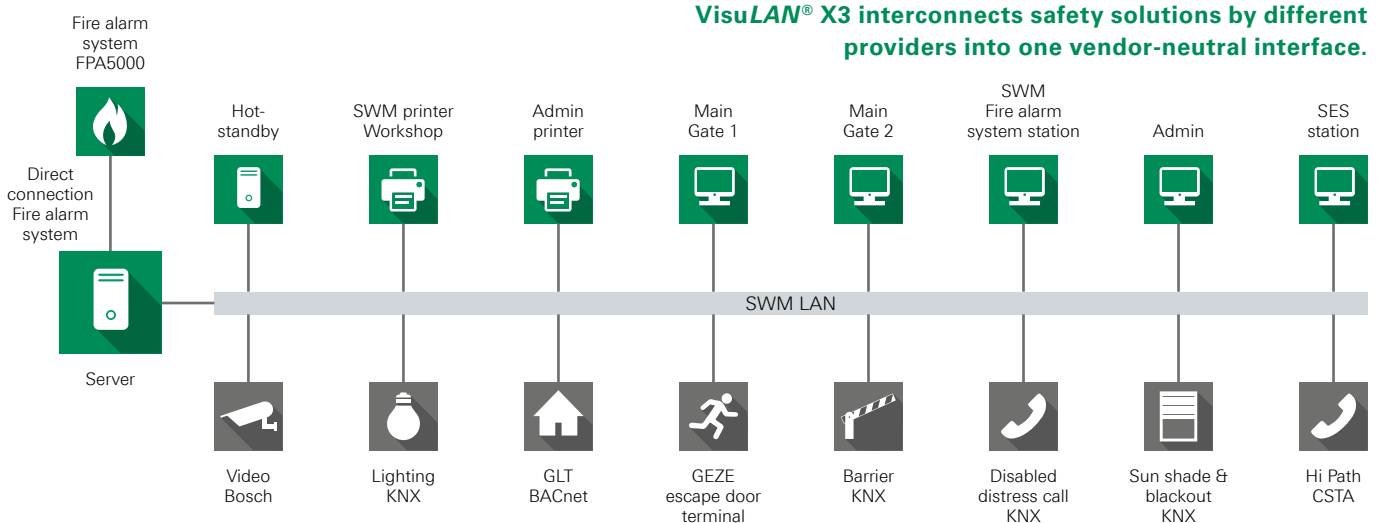
“Building management systems supply vast amounts of data these days,” states Andreas Haftmann, project manager at WAGNER. “The trick is to use a hazard management system to deliver safety-relevant information correctly to the right people in time. Scheduled for completion in 2019, the upgrade project Munich’s Olympiahalle will show precisely how this is done, aided by the VisuLAN® X3 hazard management system.

Once work is completed, nearly 5,000 sensors and control devices will transmit information to the building management system on a continuous basis, providing information on temperatures, humidity levels, lighting, door and gate statuses, and much more. VisuLAN® filters out almost 50 relevant signals from the virtually never-ending flood of information. “Lift statuses are largely

of no interest from a safety system perspective. But if lifts stop working and there is a danger that someone is trapped inside, security needs to be informed,” says Project Manager Haftmann, giving an example.

It does not matter which particular company installed the lifts or doors. “One strength of the system is that VisuLAN® offers interfaces with practically all current data protocols,” says the 32-year-old. The plant room next to the main gate of the Olympiahalle has been his second workplace since he set up VisuLAN® in early 2016. Since then, he has returned every month when the next construction stage in a total of six has been completed and more (new) doors, fire detectors and video cameras need to be connected to the system and their interaction tested. The venue is still in operation during restoration work to prevent it being

closed down for a year. The emblematic building with its 15,000 seat capacity is an institution for the inhabitants of Munich. Part of the Olympic Park complex now protected as a historical site, the arena was opened for the Olympic Games in 1972, together with





◀ Getting VisuLAN® up and running: project manager Andreas Haftmann.

the Olympic Stadium, Olympic Village, the extensive Olympic Park, numerous sports facilities and, of course, the world-famous tent roof, comprising 75,000m² of transparent plexiglas held up by 58 steel masts. "It wasn't expected to stay up for all this time," says Haftmann. "Today, it is one of the city's landmarks and a place where live events are held."

Efficient solution

Things really do get moving in the arena when thousands attend performances by Justin Bieber, Shakira, Cirque du Soleil or Holiday on Ice. "I should get myself tickets sometime," muses Haftmann. The day before, he had connected the workstation up for the security company which the arena operator, Olympiapark München GmbH, a holding company owned by the city

of Munich, contracts for events. "The workstation gives employees information about the locking status of emergency exits," explains Haftmann. He has already connected the four other workstations to the two servers in the redundant system, which, in turn, are directly connected to the fire detection installation.

Since too many setting options would overwhelm users, the workstations are specifically tailored for their use. "Each station has the precise access authorizations and user interface that the user requires," says Haftmann. If there is a fire alarm, the alarm signal is transmitted to the "Main Gate 1" operator station and includes details of those who need to be notified. The fire brigade is also alerted directly.

The "Main Gate 2" operator station is used to control the sun shade, barriers and automatic doors plus the lighting, which can also be adjusted on porta-

ble tablets in parts. Still video images are updated every ten seconds on the "Main Gate 2" station.

Comprehensive access

The arena's 3,000 or so fire detectors connected to VisuLAN® are tested on an external workstation at Stadtwerke München, which is responsible for technical systems and equipment in the Olympic Park. And then there is the admin station, where Haftmann takes up residence every month. "This is where you have access to everything that VisuLAN® can display and control: fault signals from cameras, CO₂ sensors, lifts and escalators. "You can even control the sliding doors at entrances from here," he says, beaming. ■

„WAGNER solutions inspire people around the world“

Andreas Erbe is a WAGNER brand ambassador



Andreas Erbe acts as a brand ambassador for WAGNER on an international level. It is his mission to increase awareness of the fire protection solution comprising OxyReduct® active fire prevention and TITANUS® fire detection and influence potential clients and interested parties in favour of WAGNER's innovative technologies.

Mr Erbe, what was your initial point of contact with WAGNER?

Four years ago, I was CEO at CNL GmbH and was faced with the task of equipping a distribution centre in Butzbach with fire prevention. Sprinkler technology was excluded since I was looking for a solution which would minimise fire risk from the outset to protect assets, processes and delivery capability. My team and I then came across WAGNER's OxyReduct® fire prevention technology. This solution impressed me since fire risk is reduced to a minimum.

You have been working for WAGNER since April 2017. How did it all begin?

As a result of the warehouse project in Butzbach, I knew from my own experi-

ence how important it was to provide maximum protection to people, goods and buildings. I then met Werner Wagner in person and was so fascinated by his idea of active fire prevention that I now wanted to spread WAGNER solutions into the world myself. I am now privileged to promote the OxyReduct® fire protection solution and TITANUS® very early smoke detection to people around the world.

What sort of events do you attend? Who are the people you speak to?

It varies a great deal. At events such as LogiMAT, Europe's largest logistics trade fair, I talk to people who are faced with the problem, like I was once, of how they can protect their warehouses efficiently against fires. At trade fairs such as Global Cold Chain Expo in Chicago, I assist Frank Siedler, Head of the Systems Construction America Division, by providing greater presence as an additional person of contact and WAGNER brand ambassador. At events

such as the Fire Safety Asia Conference in Singapore, I get into conversation with representatives from public authorities or even governments (see "Diary" section).

How do you manage to get on the same wave length in conversations?

By showing interest for your counterpart, their needs and requirements. Ideally, you will also find things in common. If you think about it, I was also in the same position when I was looking for a fire protection solution and ultimately found one at WAGNER. This example alone is a good opener – after all, I know from my own experience that OxyReduct® is the best fire protection solution for the warehouse logistics sector. I do not approach customers with the aim of selling them something; I am seeking to promote an idea to them, something which clients do come to appreciate.

Thank you for your time, Mr Erbe.

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A brief profile

Andreas Erbe has been Managing Director of WAGNER Fire Safety Consulting GmbH since 1 April 2017. The business graduate's most important task is to increase the WAGNER brand's awareness and rouse passion for the company's fire protection solutions all over the world as brand ambassador. The 57-year-old is married with three children. In his free time, he enjoys sports activities such as golf and travelling to his place of residence in England.



Josephine Teo appeared deeply impressed by OxyReduct® and the high level of protection which can be notably achieved in combination with TITANUS® fire detection.

In conversation with Minister Teo

Covering a total area of 712 square kilometres, the South-East Asian city-state of Singapore is roughly the same size as Hamburg. However, three times as many people live in Singapore as it has a population of 5.3 million. Optimum use needs to be made of the limited space, so there is a tendency to build upwards. Such high-density construction presents a challenge for fire prevention. In November 2017, there was an opportunity to talk to the Second Minister for Home Affairs to explain fire prevention.

The Singapore fire brigade is called out around 5,000 times a year. It is not easy for fire fighters since narrow street grids and huge skyscrapers make their work difficult. I met Josephine Teo during the Fire Safety Asia Conference 2017, which took place in Singapore between 15 and 17 November. As Singapore's Second Minister for Home Affairs, Mrs Teo is obviously greatly interested in the city's logistics centres having effective fire prevention.

During the meeting, I explained to her that a sprinkler system is justified in an office building, for example, but extinguishing water from sprinklers would damage stored goods and affect the building fabric in the event of a fire in a high-bay warehouse. WAGNER's OxyReduct® is the best solution by far in such buildings. It protects people, goods and the building; processes and deliveries can continue.

Mrs Teo came across as a highly personable, expert conversationalist and seemed deeply impressed by OxyReduct®. I was very pleased with the result as my work aims to inspire people with tailored solutions for fire prevention, detection and suppression and let them know the extensive level of protection that such solutions can achieve. ■

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WAGNER Group GmbH
Schleswigstr. 1-5
30853 Langenhagen
Germany
Phone: +49 511 97383 0
info@wagnergroup.com
www.wagnergroup.com

Responsibility in terms of media law:
Dipl.-Ing. Werner Wagner

Project Management:
Katharina Bengsch

Editorial staff:
Florence Daniault
Tanja Reichenbach
Andreas Schober
Dirk-Olaf Petersen
Christoph Kuchenbecker
Andreas Erbe

Layout and image editing:
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Editorial staff contact:
redaktion-impulse@wagner.de

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