

Briefly Asked

The sector is driven by its actors. We have asked entrepreneurs of the German Wind Industry about their most important innovations, strategies and markets. Read their answers on the following pages.



An excerpt of the
BWE Industry Report
„Wind Industry in
Germany 2021“

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Question #1: “Which **actors** have a particular responsibility for promoting the German wind industry?”

“Public acceptance of wind energy is strongly influenced by what it looks like in the countryside. Innovative beaconing concepts such as the ARC-SIRIL in combination with reliable transponder-based demand-controlled night-time identification systems are a logical step towards improving this situation.”

OLAF SCHULTZ, Geschäftsführer,
Lanthan GmbH & Co. KG



“More sites, faster approval processes, quick repowering and fair framework conditions provided by a new EEG are important prerequisites for re-establishing onshore wind as a strong pillar of the energy transition. This is what politicians at all levels need to ensure if we are to reach climate policy goals.”

DIRK GÜSEWELL, Head of Project Development, EnBW
Energie Baden-Württemberg AG



“Asset managers have started to utilise the advantages of digitalisation. Thus, they are still at the beginning, which is why numerous assets still have an enormous potential for optimisation!”

MORIS GABRIEL, CCO,
greenmatch AG



“The energy turnaround is one of the most ambitious projects of our time. Due to the expiry of the subsidized remuneration within the EEG and political uncertainties, the industry is now facing enormous challenges.

In connection with the set climate targets, it is equally important to utilize existing capacities through repowering and the lifetime extension of wind turbines after 20 years.”

MARCO SCHAROBE, Partner,
IDASWIND GmbH



“Politicians, whose task is to clear the backlog of permits caused by overlong procedures and legal blockades. We are part of a powerful industry that can and wants to push forward with the energy transition.”

BJÖRN WENZLAFF, CEO,
Windwärts Energie GmbH

Question #4: “What has been the most important **innovation** in your industry in the last two years and why?”



“Through our cooperation with a well-known vehicle manufacturer HAWART has developed, constructed and manufactured a hydraulic lifting adapter. This new product is a suitable component for transporting large and very long rotor blades by road. Our lifting adapter connects the vehicle to the flange area of the rotor blade. In combination with the self-steering trailer made by DOLL rotor blades are safely transported by land. As an additional feature, a so-called tandem frame was developed on the trailer that carries the rotor blade in two tip frames. We are pleased that several customers have now used this transportation concept.”

DIPL. ING. WILLY B. KÖRNER, CEO,
HAWART Sondermaschinenbau GmbH



“Fail-safe operation of the wind turbine requires knowledge of all construction activities in the park and line connection area. The wind farm operator benefits from the high number of requests via the cross-divisional BIL community portal.”

JENS FOCKE, Chairman of the Board,
BIL eG



“The most important development is the development of Na-NiCl batteries, as the cost is 50 percent lower than with lithium battery cells. Raw materials for this are well available. The battery can be scaled as desired.”

MICHAEL WAHL, Managing Director,
GAIA mbH



“Market and system integration via virtual power plants is the basis for a continued deployment of renewable energies and sector coupling.”

JOSEF WERUM, Proprietor, Managing Director, and
Founder, in.power GmbH



“For our company that would be the continuous development of the SPMT (self-propelled modular transporter) in combination with the bladelifter. This allows us a transportation of the blades through forests or small villages without the need to fell trees or widen roads. It results in a significant cost saving and at the same time represents a more sustainable solution.”

BIRGIT STEIL, Managing Director,
STEIL KRANARBEITEN GMBH & CO. KG



“PNE, as one of the most experienced wind farm developers, now develops into a “Clean Energy Solutions Provider”. We provide solutions for renewable energy projects - regionally, nationally and internationally. In addition to wind, we are developing photovoltaics, power-to-X like hydrogen and services.”

MARKUS LESSER, CEO,
PNE AG



“To no longer align our growth strategy to geographic markets but to our customer’s targets – and thus exploit Ramboll’s global presence and broad expertise”

JOACHIM BINOTSCH, Business Development Manager
Onshore Wind, Ramboll



“According to our holistic advice, we see wind energy more and more as a component within the sector coupling. This requires more complex solutions, for example in the production of green hydrogen, in order to further strengthen the role of renewable energy.”

STEFFEN KÖLLN, Managing Director,
Sterr-Kölln & Partner mbB



“Elpress focuses on nature’s own energy resources and supports the technology for harvesting these for a better and cleaner environment with Wind turbines and Solar power energy sources. We contribute to the industry and the OEMs with more than 60 years of knowledge with complete crimping systems. We design, develop, invent prototypes, test and validate new products according to the highest requirements and tests on the market. In the last 2 years our product series of bi-metallic connectors has been one of the market leader within the majority of the wind turbine manufacture due to the high quality and reliability for long term use. Together with our patented dual crimp technique this ensures a safe and reliable connection.”

HENRIK HØJ RASMUSSEN, Key Account Manager,
ELPRESS GmbH



“An important decision was to bring know-how and decades of experience in sealing technology for large and heavy machine construction into the challenging growth market of wind energy.”

DIPL.-ING. DIETMAR WOYCINIUK, Managing Director,
TECHNO-PARTS GmbH

Question #3: “What has been your most important strategic decision within the last two years?”



“For Gram & Juhl it has proven of the past years to combine a very solid ground of experience in our industry with new technologies and approaches – a path to follow. We have taken major steps towards software as a service. During the last two years we have worked on developing cloud solutions and investigated further into how machine learning can be used for our purpose.”

ZABIHULLAH ALEFI, COO/Head of Monitoring, Gram & Juhl GmbH



“One of the most important strategic decisions of the last two years was building up internal knowledge in order to be able to carry out all service work on Senvion 3X products. In addition, more site managers have been trained, so that with these additional site managers we are even better positioned to take on complex projects / main component replacements even more promptly and flexible than in the past.”

SARAH SCHWAB, Managing Director, Connected Wind Services Deutschland GmbH

“The consistent implementation of modifications and upgrades, in order to increase the operational capability and gearbox life expectancy, under consideration of technical and economical aspects“

ACHIM OEBEL, General Manager and Shareholder, Multigear GmbH



“What we have learned over recent years is that we need to be involved locally, that it is important to include residents and to give them more opportunities.”

HEINRICH LOHMANN, Founder and CEO of the MLK Group



“Nölting GmbH has internationalized its network of contacts and developed digital marketing formats in order to emotionalize companies from the renewable energies with moving marketing brands and services.”

VINCENT NÖLTING, Managing Director, Nölting GmbH – EXPERTEN FÜR VERTRIEBSUNTERSTÜTZENDE KOMMUNIKATION

Question #2: “In which foreign markets is your company particularly active and why?”



“France and Ukraine – two large and very different countries with high energy demand or considerable ground to make up with respect to renewable energies.”

HEINER RÖGER, Geschäftsführer,
NOTUS energy



“We are constantly expanding our foreign activities, recently to the US and Taiwan, often hand in hand with the customer. Always taking into account the economic meaning and qualitative feasibility.”

MATTHIAS BRANDT, Director,
Deutsche Windtechnik AG



“Parallel to the German market, we have aligned ourselves with Scandinavia since 2019. Here Green Wind is gaining experience in a purely market price-driven electricity feed-in system. In addition, after ten years we are now returning to our roots; the company to Denmark, I to Sweden.”

MARTIN KÜHL, Managing Director,
Green Wind Group



“One of our most important foreign markets is North America, where most of the world’s wind turbines are installed, along with China. The North American market is also very open to new technologies and innovations.”

STEFAN BILL, Dipl.-Ing., Managing Director,
REWITEC GmbH



“Apart from our long-standing stable markets in France, Finland, Croatia and Taiwan, Poland and Chile are particularly exciting growth markets at present. We’d also like to establish ourselves in Sweden and Spain to enable our customers to benefit from our usual high quality standards there. Our customers are diverse and we want to be a local partner to investors, wherever that may be. True to the motto “think globally, act locally”, as good operational management is more than sitting in front of a computer screen.”

HENNING RÜPKE, Head of Business Development
International, wpd windmanager GmbH & Co. KG



“With local production facilities in China, India and the USA, Rittal serves the Asian and American focus markets of wind energy.”

FRANZISKA HAIN, Vertical Market Manager Energy,
Rittal GmbH & Co. KG, Rittal GmbH & Co. KG