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**Act, don't wait: Wallstein is committed to the good cause**

It is important for the Wallstein Group not only to devote itself to new technologies, but also to take care of the people in need.

Last year, under its program "Act, don't wait!", the company donated to the children's hospice Ruhrgebiet e.V. in Witten, which has been taking care of terminally ill children, teenagers and their families in the Ruhr Area since its foundation in 2001. It is important for parents to be able live with their sick children in the familiar, homelike atmosphere. The children's hospice Ruhrgebiet e.V. has been accompanying and supporting terminally ill children and teenagers as well as their families at home, in clinics and in hospitals. Further information about the children's hospice Ruhrgebiet e.V. can be found [here](#).

Another donation was made to the Africa Amini Alama Germany Association, which Wallstein has been supporting since 2017. Further information about the Africa Amini Alama Germany Club can be found [here](#).



### **Wallstein was part of the Berlin Waste Management and Energy Conference**

On 28 and 29 January the "Berlin Waste Management and Energy Conference" took place under the technical direction and moderation of Prof. Dr. Peter Quicker of RWTH Aachen University.

The conference focused on the waste market, change management, BREF and the consequences of new construction, substitute fuels and waste gas treatment. Due to the large number of presentations, these were divided into 4 thematic blocks and held in different halls. In the plenary session, overarching topics such as waste policy in the EU and Germany as well as fundamental questions on future waste management were examined intensively. The second topic block dealt with the new construction and conversion of plants and CO<sub>2</sub> capture and utilisation. The third focus was on the optimisation and operation of plants and dealt with the issue of substitute fuels. This was followed by the fourth and final topic, Services of General Interest - Change Management and Internationalisation.

The Wallstein Group was also able to take part in the fourth block of topics with a lecture by Dirk Wallstein on the topic "Challenges of an SME expanding into China".

You can find the lecture in German [here](#)



### **Wallstein supplies heat exchangers to the Netherlands**

The Wallstein Group can record the receipt of an important international order from the Netherlands. HVC, a waste incineration plant in Dordrecht, about twenty kilometers southeast of Rotterdam, has commissioned a gas/gas heat exchanger. This is a part of the flue gas cleaning system, which cools the raw gas before entering the scrubber and simultaneously heats the purified flue gas after the scrubber. What is especially satisfying about these news is that Wallstein's products were chosen over the competitive products that are currently in use.

The components will be delivered and assembled in February 2019.

For more information, please contact Mr. Meinhof:



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**Wallstein Maintenance Service presented itself at maintenance Dortmund 2019**

On 20 and 21 February 2019, the entire maintenance industry meet again in Dortmund for Germany's leading trade fair for industrial maintenance.

Of course, the Wallstein Maintenance Service presented itself with a booth as in the past years.

With over 200 exhibitors, over 5,000 visitors and many interesting expert lectures, this event is a real "must" for all maintenance personnel and decision-makers from all industrial sectors.

"This year, the main focus will be on the "Science Center" and will take participants on a journey into the world of digital transformation in the field of maintenance. We are looking forward to another very exciting trade fair and many good discussions", says Andreas Kaßen - Sales Manager Wallstein Maintenance Service.



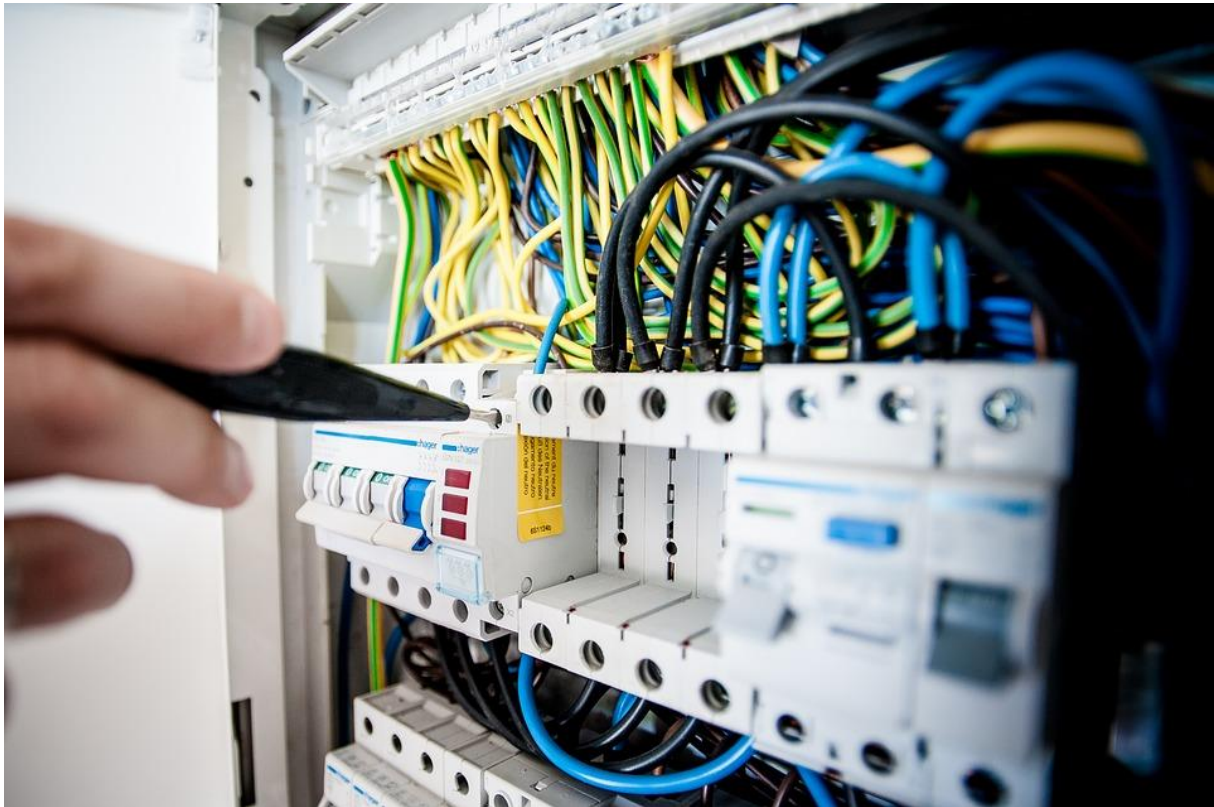


### **Wallstein is attending the 16th Potsdam Technical Conference**

On February 21 and 22, 2019, the traditional Potsdam Technical Conference on Optimisation in the Thermal Waste and Residue Treatment, its Perspectives and Opportunities took place at the Avendi Hotel Am Griebnitzsee in Potsdam's Media City Babelsberg.

Wallstein has been part of this event for many years and was happy to host the famous Wallstein Evening for all participants again in 2019.

The event is aimed at operators, authorities, suppliers and plant engineers working in the field of thermal processing.



**eTable: The meeting for electrical safety**

For more than a year, the experts from the field of electrical safety have been meeting in a convenient atmosphere to discuss a wide variety of technical issues and to share experiences from daily work.



**New Head of Production Planning and Control: Jonas Schadwinkel**

We are pleased to introduce a new member of the Wallstein Group, Jonas Schadwinkel. On January 1<sup>st</sup>, 2019, Mr. Schadwinkel took over the leadership of production planning and control. His responsibility will be to ensure a smooth, timely and efficient production process.

Jonas Schadwinkel is a graduate engineer in wood processing and also has other relevant qualifications. He has many years of experience as a production manager in a medium-sized medical device company. There, he was mainly responsible for occupational safety, quality, deadlines and cost targets in production.

As head of PPC with a broad knowledge base, Mr Schadwinkel will actively support the Wallstein Group on its way to the successful future. We wish him a good start and look forward to a successful and long-term cooperation.





**In conversation with Andreas Kassen (Sales Director, Electrical and Maintenance Department)**

**1. Could you briefly describe your career and explain what has motivated you to come work for the Wallstein Group?**

My background is in electrical engineering, I am a trained power electronics engineer for industrial production. In 2007, I earned my master's degree. At that time, however, it wasn't possible for a young master to find a good job as a manager. I ended up in network marketing, where I spent a year. The sales were great, and I learned a lot there.

In 2009, the economy slumped, and we in sales were laid off. I looked for possible new jobs, and came across an interesting vacancy at Wallstein, a sales manager and responsible electrician. This was a real opportunity for me to bring sales and my beloved electrical engineering under 'one roof'. At first, I was under a lot of pressure at Wallstein. Even though many of my friends advised me against choosing two tracks at the same time, for me, that was exactly the right decision. I heard phrases like "others tried it and failed" many times, but fortunately, it did not happen to me.

**2. As the Sales Director of the Electrical and Maintenance Department, you are always very close to your customers. What do your customers particularly appreciate about their cooperation with Wallstein?**

We are really straightforward and solution-oriented, which is certainly one of the main reasons why our customers trust us and value our expertise. With us there are no standard off-the-shelf offers, with each offer we cater to the individual needs and circumstances of our customers. We stand by our word and are very committed, and that is exactly what our customers appreciate.

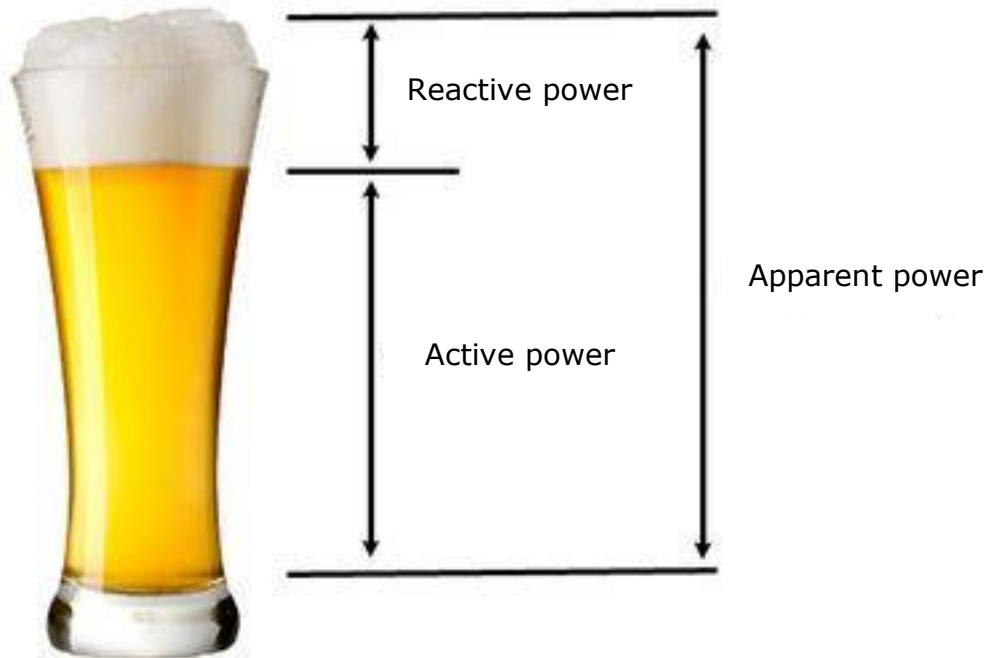
### **3. What is the main reason for the customers to opt for the Wallstein Maintenance Service?**

The customers may have problems with their systems, and these systems must always stay operational. Also, production must not be interrupted, when we look for the sources or error using measuring devices. Besides Wallstein, there are only a few companies that can offer the same quality of services. We also carry out a qualified inspection of the equipment, to ensure risk assessment and occupational safety for our customers. Trust is the alpha and omega and the reason for a longstanding good relationship with our customers.

### **4. How important is innovation for your business and how do you deal with it?**

Extremely important. In our work, innovation comes directly from the work with the customer. New topics are taken up and addressed during the work with the customer. It will not work without new technologies. Our approach to innovation is to start from an actual problem – we face the customer issue and then come up with a sensible innovative solution. We also use our previous experience in the same industry, so that our customers can benefit from it.

Of course, we also devote ourselves to some mega-topics, such as electromobility.



### Electrotechnical facts simply explained

Many people still know the various definitions from their studies or training, which were always explained so in such a boring and dry way. But there is another way, as you can see in our picture, and so the reactive power and the active power get a completely different meaning and above all, you certainly won't forget that anymore.

Reactive power, active power and apparent power are terms used in electrical engineering and refer in an electrical power supply network to the energy transmitted from the producer to the consumer.

Active power is the energy that actually works and can be converted into another form of energy, such as kinetic energy, heat or light. If one takes the popular example of a beer glass including a foam crown, the active energy, i.e. the actual power, corresponds to beer without a foam crown. This active energy is then converted into per mille. The active power is therefore the power that is actually consumed and with which the active energy is carried out.

The reactive power is the power required to build up magnetic fields in transformers, generators and electric motors or to charge capacitors. This reactive energy is contained in the transformers and capacitors and is needed to transfer the active power. It can be said that reactive power is generally undesirable because it cannot be converted into energy/power (such as movement, heat or, as in our beer example above, per mille) and additionally loads the grid. Explained using the example of beer with a foam crown, the foam crown corresponds to the reactive power. Despite everything, the reactive power is physically necessary in order to transmit active power in the alternating current system at all.

The apparent power now results from both, the active power and the reactive power and corresponds in our example to the complete beer.

However, there is still a problem, because you cannot simply add active power and reactive power. The apparent power corresponds to the geometric sum of active power and reactive power: This means that the root is taken from the sum of active power to the square plus reactive power to the square. Then the apparent power is calculated. And anyone who solves this arithmetic problem has earned the pleasure of beer!