

EDITORIAL



Philipp Bayat, Dr. Monika Bayat, Heinz Bauer (l. to r.).

The success of a company is primarily determined by how it acts in a challenging environment. Coronavirus is a challenge that we are successfully tackling at BAUER with flexibility and creativity. To give just one example, within a very short time our R&D Department developed and patented a highly innovative system for eliminating all viruses from compressor intake air. We can thus guarantee high-purity breathing air for firefighters, hospital personnel and divers, enabling them to continue operating safely in their difficult work during the coronavirus pandemic. BAUER is in an excellent position to emerge from the current crisis unscathed. Our main advantage is the commitment and dedication of our employees as they work under even the most difficult conditions. Our heartfelt thanks go to you all, and we appeal to you to continue making your vital contributions to our shared success.

Heinz Bauer, Dr. Monika Bayat,
Philipp Bayat

BAUER KOMPRESSOREN HEINZ BAUER CELEBRATES HIS 80th BIRTHDAY



Flowers and a great birthday surprise: in the cafeteria, BAUER employees used high-pressure cylinders and screw compressor rotors to portray Heinz Bauer's age!

80 years old and still going strong! It's a fitting motto for Heinz Bauer; at an age when others have long settled down to enjoy retirement, he is still a whirlwind of energy. Years after officially handing over the company to his daughter, Dr. Monika Bayat, he is still bringing his technical expertise to the table, developing visions of new markets and products and holding meetings with design engineers.

And no wonder; for almost three-quarters of a century, BAUER the man has been inseparable from BAUER the com-

pany. Heinz Bauer's life with BAUER began shortly after the Second World War in 1946, when the newly founded company began operations.

After leaving school, he went straight into the company. In 1956 he played a leading role in developing the legendary UTILUS, the original diving compressor. Spells working with other companies in Switzerland and Great Britain enabled him to build a wealth of knowledge and experience. In 1976 his father Hans handed the family company to him, and four years later he also took the helm of the

newly founded sister company, ROTORCOMP, a manufacturer of screw compressor modules with a revolutionary new rolling profile.

Under Heinz Bauer's leadership, in the following decades BAUER KOMPRESSOREN evolved into the international BAUER GROUP and today boasts 22 subsidiaries, over 350 sales partners and 600 service centres all over the world. At the same time, BAUER developed a legendary reputation for reliability that allowed the company to carve out its status as undisputed quality leader throughout all areas of industry.

BAUER has always focused on uncompromising product quality and technology leadership –but has also been careful to foster the human touch with the employees of the family-run company.

All these factors are, and always will be, the key to BAUER's success. In the current situation, employees and friends alike made the most of every form of media available to them to congratulate Heinz Bauer and express their thanks and admiration for his life's work. ■

BAUER KOMPRESSOREN WITH THE CHANCELLOR IN INDIA

German Federal Chancellor Dr Angela Merkel made a state visit to India from 1 to 3 November. Philipp Bayat, Chairman of the Executive Board of BAUER GROUP, was a member of the accompanying business delegation.

German-Indian government consultations focused on cooperation in the



Group picture with German Federal Chancellor Angela Merkel, Prime Minister of India Narendra Modi, APA chair and Siemens CEO Joe Kaeser, BAUER Group Chairman of the Executive Board Philipp Bayat

business, science and technology sectors. The two countries set out their intent to step up collaboration in many future-facing areas.

Chancellor Merkel mentioned sustainable development and climate action as a further field in which Germany and India will work closely together, noting that while India's CO₂ emissions are relatively low at present, its future industrial development should naturally aim for maximum sustainability.

At the CEO Round Table attended by Chancellor Merkel, Prime Minister Modi and high-ranking representatives from German and Indian government and business, Philipp Bayat spoke in his role as a supplier of advanced technology products and representative of Germany's SME sector. He described his experiences in public tender procedures and the situation regarding skilled personnel in India. Bayat's explanations were received by the Indian government with great interest. ■

BAUER KOMPRESSOREN BOOT 2020

NITROX and sustainability – BAUER's recipe for success at Boot 2020

This year's boot trade show in Düsseldorf showcased the relaunched Dive Center complete with new hall. BAUER's new stand location was in Hall 12 in the vicinity of the boot Dive Center. The company made the most of this great spot and presented a radical new stand concept focusing on sustainability. Instead of standard panels, which are discarded when the show is over, BAUER had used old shipping containers to create a full-scale stand including kitchenette and meeting room. The stand design can be used unchanged for the next trade show. An idea that was warmly welcomed by all environmentally aware diving enthusiasts.

Visitors crowded around the stand's two new displays; the MARINER 320 from the new Profi Line series was much



The BAUER team at the 2020 boot trade show

admired for its sleek modern design and sophisticated cooling system, which is directly reflected in the extended filter cartridge life.

But the absolute highlight at the stand was the new B-NITROX membrane system, which generated enormous interest among professional diving centre operators. The compact design and attractive price of the brand-new system immediately convinced customers and drew a host of enquiries. As in previous years, we set up a VERTICUS 450 with B-DETECTION PLUS online gas measurement system opposite the BAUER

stand. The system delivered high-purity breathing air for the divers lining up to try out the Dive Center's scuba offers. ■

BAUER KOMPRESSOREN NEW PRODUCTS AT BOOT

BAUER's new B-MEMBRANE system enables nitrox mixtures with up to 40 percent oxygen to be produced,

then compressed to a final pressure of 220 bar with BAUER OX compressors.

At the trade show, a NITROX 32 version was on display in tandem with a PE-VE-OX 40 320 system, Super Silent model. This all-new design combines screw compressor, filter and membrane system in a single unit, resulting in a footprint that is a fraction of its predecessor. As well as this outstandingly compact design, the B-MEMBRANE is an extremely attractively priced system for producing nitrox mixtures to BAUER's exacting quality standards.

The absolute eye-catcher at the BAUER stand is the new PROFI-LINE, likewise making its debut. The fan protector is an all-new patent-pending development that offers iconic design, and so much more; it also expands the range of potential uses for the system in challenging high-temperature locations. Cooling efficiency has been improved by up to 25 per cent by optimizing the cooling air flow.

A further highlight is the B-DRAIN automatic condensate drain system. Already thoroughly proven in the stationary VERTICUS Series, it is now



MARINER 250



B-NITROX membrane system



Dr. Monika Bayat gives a speech at the boot event

part of PROFI-LINE. The system minimizes loss of pressure during condensate drainage, which significantly prolongs the service life of pressurized parts. It is also ultra-quiet and efficient – an additional benefit that will be welcomed by filling staff. ■

BAUER KOMPRESSOREN BAUER CELEBRATES ITS PARTNERS

The success of BAUER is due to the uncompromising quality standards which the company applies to its products – but its long-standing sales partners are a further vital factor. For decades, these partners have made a major contribution to the market success of the world's leading high-pressure compressor manufacturer. A great reason to celebrate their achievements! “boot” – the world's biggest water sports trade show, held in late January – provided the perfect setting. BAUER's long-standing partners, some of them veterans who

had been dealing with the company for over five decades, had travelled from as far afield as Israel, Canada and the Maldives to take up the invitation.

They spent the day exploring details of the brand-new Nitrox system and re-designed Profiline series at BAUER's exhibition stand. This was followed by a festive evening event to honour their dedication and commitment to the company.

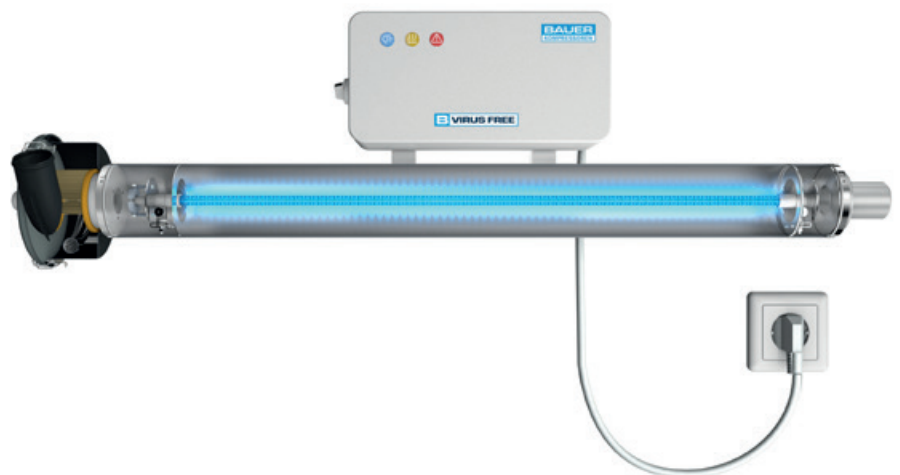
Afterwards, the informal atmosphere sparked many an interesting discussion and exchange of valuable experiences. An ideal opportunity, because as someone had calculated during the event, the room held over one thousand years of concentrated expertise! ■

BAUER KOMPRESSOREN B-VIRUS FREE

B-VIRUS FREE offers highly effective protection against coronavirus for firefighters, disaster relief teams and divers. For BAUER, protecting the health

of breathing air consumers has always been paramount. The B-DETECTION PLUS online gas measurement system already provides accurate measurements of the commonest hazardous substances associated with breathing air, such as CO, CO₂, moisture and oil, and eliminates them using BAUER filter systems. But viruses like the coronavirus (COVID-19) represent new dangers.

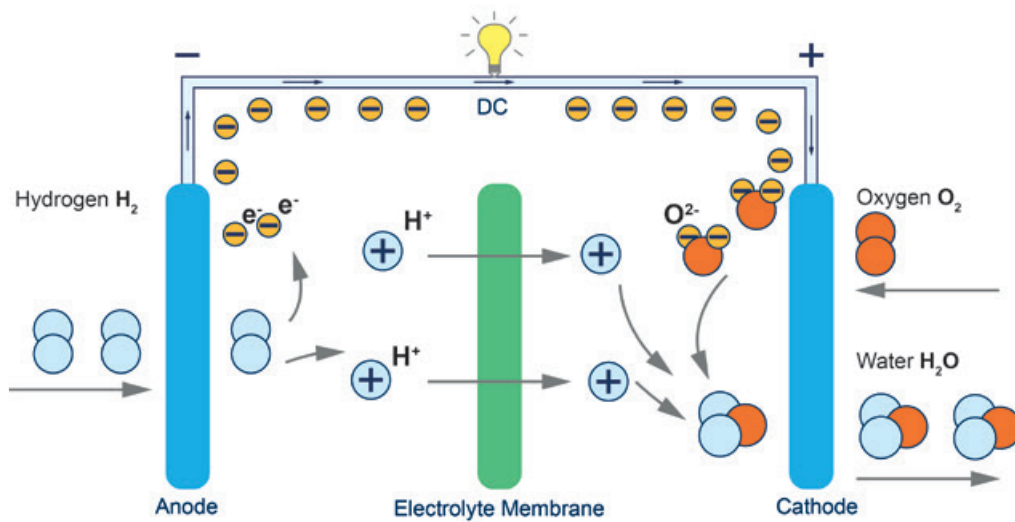
They are insidious because they are invisible, highly communicable and cannot be measured by sensors. Viruses in ambient intake air can pass through any commercially available standard air purification system. Even the high temperatures and pressure levels of the compression process have little effect on them because of their short exposure to the process. To protect firefighters, divers, pressure chamber operators and medical staff from these hazards whenever they require respiratory equipment for their daily operations, BAUER KOMPRESSOREN has developed B-VIRUS FREE – a virus filter system that provides highly effective protec-



B-VIRUS FREE can be ordered with any new breathing air system and can be quickly and easily retrofitted to existing BAUER systems.

DID YOU KNOW?

Did you know? How fuel cells work



How a PEFC fuel cell works

Fuel cells will play a major role in the climate-neutral mobility of the future.

Given this, it is all the more important – and interesting – to know how fuel cells work. They use hydrogen and oxygen to generate electricity, which drives an electric motor to power the vehicle.

A fuel cell has two chambers separated by a membrane. Each chamber contains two electrodes – an anode and a cathode. The anode splits hydrogen from a high-pressure external storage tank into negatively charged electrons and positively charged protons. The electrons pass through a conductor to the cathode, where the electric

power that powers the motor is generated. In parallel, the protons pass through the separating membrane to the cathode. Liquid or gaseous oxygen from an external source bonds with the electrons and protons to form water. Unlike the toxic emissions produced by conventional combustion engines, this water can simply be released into the environment.

He Bauer

Heinz Bauer

tion from coronavirus and other viruses as well as from bacteria and moulds. The new patent-pending filter can eliminate up to 99.9 percent (depending on compressor FAD) of coronavirus, bacteria and certain mould spores from intake air. Brilliantly simple and wholly effective, the chemical- and ozone-free technology of B-VIRUS FREE System uses a special UV light source to destroy the described pathogens in the intake air flow before they can reach the compressor.

The highly effective 254-nm UV wavelength is absorbed by the pathogens' DNA, where the photons destroy the bonds between the DNA strands of the viruses, bacteria and mould spores and effectively prevent them from reproducing.

B-VIRUS FREE can be ordered alongside any new BAUER system and is also easy to retrofit to BAUER systems. A standard 220V/230V power outlet is all that is needed for operation. A 110V version is also available. For more information, visit:

bauer-kompressoren.de/b-virusfree ■

BAUER KOMPRESSOREN MODULAR STRUCTURE AS THE KEY TO SUCCESS

While the progress of e-mobility can only be measured in baby steps as yet, highly compressed natural gas, or CNG, is experiencing a renaissance as a climate-friendly fuel alternative. The rise in consumption of climate-neutral biogas is the driving factor in this new development.

BAUER faced the challenge of designing custom solutions for increasingly diverse needs while ensuring that production remained efficient and lean. This is the only way for us to provide our customers with BAUER quality and technology in an outstandingly priced package.

The solution we found was the new CS modular concept, which combines

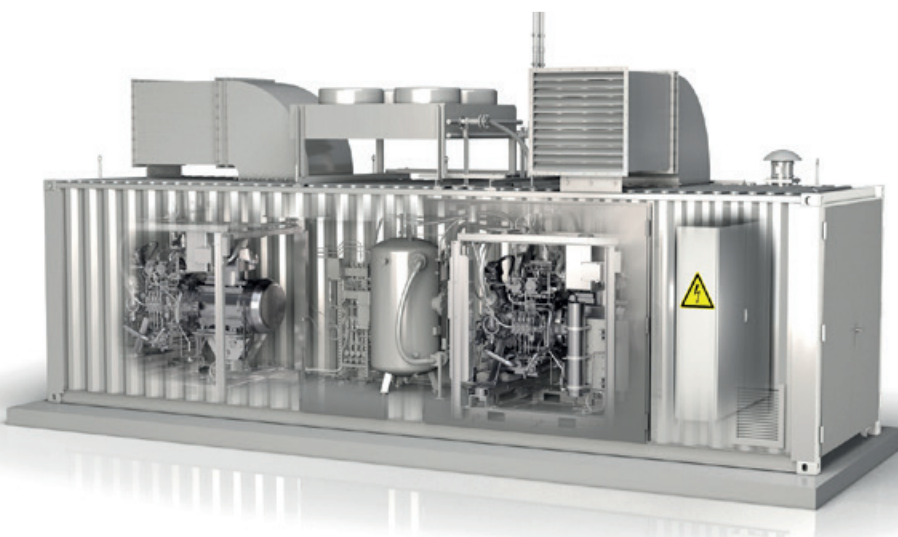
a small number of preconfigured standard modules in various exceptionally innovative ways. The concept enables tailored solutions to be created for virtually any need with the minimum of assembly – from small-scale depot fuelling points for passenger cars to large public fuelling stations serving many customers including buses. Depending on the configuration, component assembly is effected in standard 20- or 30-foot containers. Three pilot projects have already been completed using the new concept and demonstrate its potential scope and versatility:

The first CS compact system started operations in Pfaffenhofen, Upper Bavaria. An IK 22 block compressor housed in a 20-foot container compresses the natural gas to 300 bar. The gas is then fed into the integrated storage unit.

This public fuelling station is operated by Pfaffenhofen's utility company and used for fuelling private cars. The compressor used in the system is perfectly designed to fit the requirements in combination with the large-scale internal storage unit.

Pfaffenhofen, located to the north of Munich, also has a second fuelling station planned for lower fuelling volumes. This CS compact system, likewise housed in a 20-foot container, is based on a proven 15.4 compressor block.

The third system in the pilot series delivers significantly higher capacity; the semi-public fuelling station of the public utility company in Giessen is a Duo model with two water-cooled BK 26 blocks in a 30-foot container. Their powerful compression output is used to fuel the city's bus fleet, but also serves private car drivers that have the necessary fuel card. ■



The two powerful BK 26 blocks of the new CS DUO system keep Giessen's municipal CNG bus fleet on the road.

BAUER KOMPRESSOREN BAUER – ALWAYS A STEP AHEAD

The COVID-19 Task Force has been in action since the start of March, working with speed, prudence and responsibility on developing measures for protecting employees, maintaining delivery and business operations and continuously monitoring risks to ensure the BAUER GROUP can steer safely through the COVID-19 crisis. Our strategy so far has kept us permanently one step ahead of official recommendations and regulations, and enabled us to communicate our forward-looking approach in the COVID-19 crisis promptly and transparently.

2 March 2020

A code of preventive behaviour, “No Chance for Viruses”, is introduced:

- › Correct hand washing
- › Sneezing and coughing etiquette
- › Watch what you touch
- › Keep your distance – min. 1.5 metres
- › No handshakes or hugs
- › Avoid crowds / mass gatherings
- › People who feel ill and have cold/flu symptoms should see their doctor with rules for international business travel and increased use of GoToMeeting

8 March 2020

Testing facility is set up in partnership with MVZ Dachau, stricter distancing rules for workplaces

12 March 2020

Initial information on launch of “mobile



Examples of the information posters displayed at various BAUER locations

working” and recommendation to continue observing preventive workplace rules at home.

16 March 2020

State of emergency declared in Bavaria over the coronavirus pandemic. IT infrastructure expansion is completed with a speedy roll-out.

19 March 2020

Appeal to continue following strict safety and hygiene rules at home too:

- › Check your temperature daily for fever and follow the procedure.
- › Keep your distance (min. 1.5 metres) when shopping, filling up your car etc.
- › Wash your hands regularly and correctly (especially after shopping).
- › Limit your social contacts to people sharing your apartment/house.

20 March 2020

A letter from the owner family is sent to all employees.

26 March 2020

Works agreements on flexible working hours are published.

31 March 2020

- › Internal communication is stepped up with large-format posters:
- › BAUER GROUP Strategy in Dealing with COVID-19
- › SEVEN WAYS to reduce infection the most effectively
- › Correct hand washing
- › Typical COVID-19 symptoms and what to do if you have them



BAUER published information on the actions being taken to combat the coronavirus on its website and social media pages

- › BAUER GROUP conference and meeting rules
- › Measuring temperature before entering the workplace
- › Mask types and their purpose
- › FFP-2 masks are distributed to employees using public transport to get to work.
- › Surgical masks and BAUER snoods are distributed

A Newsletter “What BAUER GROUP is doing/COVID-19 VIRUS” is published on the company’s website and social media pages.

3 April 2020

Around 1,500 suppliers are informed of the system-relevant status of BAUER KOMPRESSOREN, UNICCOMP and ROTORCOMP.

6 April 2020

Extra sanitizer dispensers are installed at all locations.

9 and 17 April 2020

Instructions for correct wearing of masks are published, mask distribution is extended to employees’ families. Our special thanks go to all employees showing commitment to responsibly fulfilling their duties and following all safety and hygiene rules at work and at home. ■

BAUER KOMPRESSOREN DIGITALIZATION AT BAUER

Issue 01/2019 of B-NEWS contained an overview of how digitalization was

progressing in the BAUER GROUP. This update tracks the progress made since then in our digitalization projects. After



the diagnosis and analysis phases were completed, functional design documents (FDDs) were produced for the design phase. These FDDs describe the system features developed in the analysis and design phases based on the BAUER process catalogue.

The FDDs were produced in close collaboration with our implementation partner, HSO. As of mid-April, acceptance of the FDDs by our process key users (PKUs) had reached approximately 95 percent. The “develo” phase began in April, focusing on

- › parametrization – definition of basic system configuration based on the FDDs from the design phase
- › description and programming of interfaces with external systems, and preparation for stepwise data migration.

In terms of organization, key user coaches were appointed in addition to key users and process key users. These key user coaches are a highly specialized team drawn from the key users. They will be particularly vital as the project progresses, working with key users to leverage areas of productivity-boosting potential.

All in all, BAUER’s digitalization projects are thus well on track and the go-live is planned for January 2021.

BAUER included the area of digital commerce in the focus of its ERP project. In future appropriate e-commerce strategies will be applied to improve customer retention with the target of

increasing sales across the Group. The strategy pursues four overarching goals:

- › Online user experience will continue to advance with the aim of gaining new customers and growing sales.
- › Products and services will be presented on the Internet in an emotionalized setting that builds and enhances trust in the Bauer Kompressoren brand.
- › We will begin to utilize our most important asset: customer data. This will enable us to drive cross- and upselling.
- › Process integration: to create a successful experience, digital processes must be streamlined into a fully integrated whole. The various systems of our online store, configurator, Internet presence and ERP must seamlessly intermesh. ■

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