

PRESS RELEASE

Exhibitors continue to focus on the German market: Quotes from HUSUM Wind 2019

Companies are arming themselves with new technologies, services and business models for challenges in the core market / German market has unique potential with regard to ambitious national climate targets and a concentrated wind industry presence in Europe

HUSUM | 12 September 2019 – The Husum exhibition halls are crowded with trade visitors on day 3: Around 600 exhibitors are informing trade visitors about new products and innovative technologies at this year's HUSUM Wind. There is a strong focus on products and services that are optimally tailored to the specific requirements of the core market. Here are a few industry comments from the trade fair:

Alex Robertson, Vice President Sales D-A-CH Vestas, Denmark

"The first decade was devoted to 2MW platforms, the second decade to 3MW platforms and the next decade to 2030 will be the EnVentus series with its modular design. The technology is inspired by the automotive industry, where automation has been standard for years. In the future, we will take a giant step to introduce it to the wind industry. I come from the UK, also an important wind market – but the German market is unique in terms of the concentrated manufacturer presence and the comprehensive downstream supply chain for onshore. The wind industry has been doing solid business in this market for twenty years. Now in my area Northern & Central Europe the more interesting markets are Scandinavia, Russia, but also UK and Ireland. But if you ask me which market will be the most important in NCE in the future: Germany. Here we have to install 5 MW turbines in order to achieve the climate targets."

Karsten Brüggemann, Vice President Region D-A-CH Nordex

"Nordex is currently well positioned in the market. Incoming orders of more than 3.5 GW in the first half of the year are a record in the company's history. There is enormous demand for our turbine technology. In Husum we are presenting the new N163/5.X with a 163-meter rotor for the first time. The low wind turbine is highly flexible and can be fully adapted to local site requirements in the market with different power modes in the 5 MW segment."

Bernhard Zangerl, Managing Director Bachmann Electronic, Austria

"With our products we support the energy transition. As a world market leader, we are active internationally, but the German market with its potential market volume is still important for us - and it is all the more important that local industry has the opportunity to continue to play a leading role internationally thanks to improved framework conditions."

Matthias Zelinger, Managing Director VDMA Power Systems

"From our perspective, taking wind a step further means that wind energy will have much broader applications in the future. The question is in which energy systems wind turbines will be integrated in the medium term, what role wind energy will play in the production of hydrogen for heating, transport and energy-intensive industries, and how it can be combined with other renewable forms of power generation such as PV or biogas plants. These questions demonstrate the importance of our research landscape, which today still represents a locational advantage for Germany as an innovation hub. We can still say with self-confidence that German engineering know-how is in demand in a sustainable renewable energy market, both nationally and internationally."

Manuel Lasse, Managing Director Green Wind

"At HUSUM Wind we are showcasing an independent 24/7 control room for coordinating all machine, data and staff deployments. The trend is towards company-independent services. With this we particularly want to support smaller service companies in Germany and Denmark, which are important markets for us. Two years ago, we had numerous unexpected contacts that led to the conclusion of business transactions. The unexpected is what I once again expect from HUSUM Wind this year."

Stefan Bockholt, Managing Director Eno Energy

"Eno Energy has been attending HUSUM Wind for 20 years, and this year we are present even with two stands, as wind farm project developer and manufacturer as well as service provider for everything to do with turbines. I am curious to see what the trade fair, also covering neighbouring European markets, will bring. In view of international demand, including countries such as Sweden and France, we are currently seeing a shortage in the supply of turbines. With our turbines in the 2 to 4 MW+ range, we cover a different market segment than the major manufacturers, and for this range we have received quite a large number of enquiries."

Tom Sulzer, Co-Founder Sulzer und Schmid Laboratories, Switzerland

"Drones capture hundreds of thousands of images to document the entire surface of rotor blades, also over time. The trend is towards the use of resident drones, especially in the offshore sector. These are drones that operate completely autonomously on the wind farm. Autonomous drones carry out inspections from A to Z including data evaluation. Future applications will depend on battery development, since today flight time is still limited. The potential of drones is far from being exhausted. The German market offers good growth opportunities if the specific legal requirements are taken into account. Of course, markets dominated by large-scale wind farms are also attractive for us."

Roger Schmiemann, Isoblock Schaltanlagen, Managing Partner

"We don't build wind farms, we connect them to the grid or to energy storage facilities to store excess wind power. The electromobility market with its growing demand for charging stations is also becoming increasingly interesting for us. We are thus operating at an important interface where renewable energies are integrated into the energy system."

HUSUM Wind from 10 to 13 September 2019

HUSUM Wind mirrors the entire value chain of the onshore and offshore industry in the areas of plant construction, service, planning, financing and operation, plant components as well as raw materials. Located at the heart of Germany's largest wind farm network between the North and Baltic Seas, the trade fair offers a unique contact platform for the wind industry, characterised by practical relevance, networks that have grown over decades and an extraordinary personal atmosphere. The spectrum at HUSUM Wind is rounded off by the accompanying congress, forums and matchmaking formats for research institutions and companies such as the international cooperation exchange HUSUM Wind Match (organised by WTSH and Enterprise Europe Network), as well as the Windcareer job fair.

We take wind a step further.

www.husumwind.com

Contact:

Almuth Stammen – HUSUM Wind Press Office
RAIKESCHWERTNER GmbH
Ludwig-Erhard-Str. 6
20459 Hamburg
Tel.: +49 40 348092-27
husumwind@raikeschwertner.de

Nina Conze – Press and PR
Messe Husum & Congress
25813 Husum
Tel.: +49 4841 902-484
conze@messehusum.de