ROSCH
IHR WINDSERVICESPEZIALIST

SERVICE OF TOMORROW.

ON- AND OFFSHORE.

Your wind service specialist

The focus remains.

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We’re here for you!

Our focus remains. Service.

REAL TEAMWORK.
Without my team, RoSch would not have become what it is today: a quality service provider for the most challenging tasks that require technical knowledge and years of experience. And for which occupational safety and innovative technologies are important. Onshore and offshore.

»OCCUPATIONAL SAFETY AND QUALITY REMAIN THE FOCUS.«

Let’s talk about attitude: Confidence, a harmonious working relationship, and the identification with RoSch as a company play key roles. A team is required that can be relied on 100 % in order that everything is as solid as a rock. Whether the issue is the early elimination of malfunctions, minimizing potential downtimes, or customer-specific solutions: I am proud of my team – and of the added tailwind that we are receiving through ROBUR. Because the partnership with ROBUR opens up new options for our customers – whether through additional services, investments, or expansion of the international business.

MAIK SCHLAPMANN
Founder and CEO
of RoSch Industrieservice GmbH



RoSch. Today.

11 YEARS OF EXPERTISE

IS IT ACTUALLY ONLY 11 YEARS – OR RATHER: ALREADY 11 YEARS?

As a medium-sized company, we understand how to position ourselves in the highly competitive wind industry market, back then as well as today. Our focus is on the customer, which is why as a service provider we not only react quickly, flexibly and competently, but above all with personal commitment and the willingness to deliver top performance. This was, is, and will always be the case in the future – consistently practiced by a powerful team of 100. By our team.

LET’S GET IT DONE!

RoSch. The story goes on.

What would we be without change and development? The requirements of our customers have charted our course and let us grow constantly. Since 2008. From our beginnings as a special repair vendor to the present as an experienced all-around service provider.

41 VEHICLES



19 COUNTRIES



100 EMPLOYEES



631 WIND FARMS



As of 08/2018

Value Added Services.

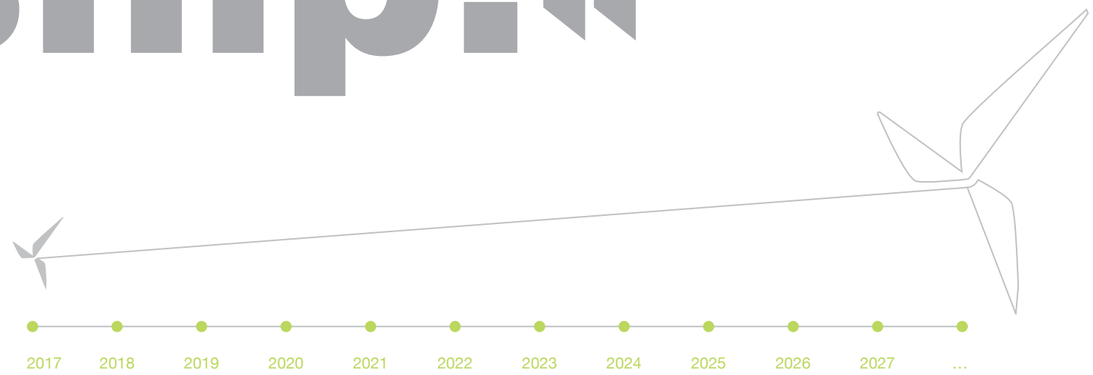
	ONSHORE	OFFSHORE	INDUSTRY
Service and Maintenance			
Maintenance according to manufacturer's specifications	●	●	●
Mechanical maintenance according to manufacturer's specifications	●	●	●
Electrical maintenance according to manufacturer's specifications	●	●	●
Torque check, including documentation	●	●	●
Repairs			
Repair and replacement of components	●	●	●
Processing of reports	●	●	●
Base frame repair	●	●	
Fault analysis	●	●	●
Gearboxes			
Installation of upgrades	●	●	
Replacement and fabrication of hose connections	●	●	
Bearing replacement	●	●	
Replacement of gearbox and hydraulic oils and coolants	●	●	
Filtration of gearbox and hydraulic oils	●	●	
Endoscopy	●	●	
Vibration analysis	●	●	
Fault analysis	●	●	
Drive Train			
Drive train check	●	●	
Drive train alignment	●	●	
Retrofits*			
Mechanical retrofits	●	●	●
Electrical retrofits	●	●	●
Marine Coordination			
Charter agreements		●	
Harbor coordination		●	
Bunker service		●	
Support of Port State Control MoU		●	
Logistics		●	
Communication agency		●	
On-hire survey		●	
24/7 Availability		●	

	ONSHORE	OFFSHORE	INDUSTRY
Safety Inspection*			
Expert inspection and maintenance of lifting devices	●	●	
Expert inspection and maintenance of ladders and treads incl. climbing protection	●	●	
Expert inspection and maintenance of suspension points	●	●	
Expert inspection and maintenance of service lifts/climbing aids	●	●	
Expert inspection and maintenance of personal protective equipment	●	●	
Expert inspection including TÜV testing	●	●	
Repairs of safety components	●	●	
Installation and Commissioning*			
Installation of wind turbines	●	●	
Mechanical commissioning	●	●	
Cold commissioning	●	●	
Hot commissioning	●	●	
Testing and trial run	●	●	
Pre-commissioning	●	●	
Repowering			
De-installation of wind turbines	●		
Transport of wind turbine components	●		
Large component replacement*			
Generator	●	●	
Gearbox	●	●	
Azimuth gears	●	●	
Switchgears	●	●	
Transformer	●	●	
Pitch gears	●	●	
Tower*			
Torque check, including documentation	●	●	●
Tower flange repair	●	●	
Gap measurement of flange connections	●	●	●
Expansion measurement of anchor bolts	●	●	●
Engineering			
Design and development of components	●	●	
Development of concepts	●	●	
Quality assurance			
Maintenance of large components according to manufacturer's specifications	●	●	●
Long-term storage of large components	●	●	●
Non-destructive materials testing			
Dye penetration testing PT	●	●	●
Magnetic particle testing MT	●	●	●
Testing of load-bearing components	●	●	
Rotor blade in cooperation with ROBUR/WKA			
Maintenance	●	●	
Repairs	●	●	
Reports	●	●	

**Wind turbine independent of manufacturer*

»Continuing to grow in partnership.«

MAIK SCHLAPMANN ANSWERS OUR QUESTIONS AS THE FOUNDER AND CEO OF ROSCH INDUSTRIESERVICE GMBH.



ROSCH JOINED ROBUR IN APRIL 2017

A step in the direction of increased growth: through greater safety, efficiency, and a broader service portfolio. Ever since then, synergies have been exploited and investments have been made for new challenges facing our customers – nationally and internationally.



MAIK SCHLAPMANN
Founder and CEO
of RoSch Industrieservice GmbH

Born in year
• 1974

Career
• Wholesale and foreign trade merchant
• Business economist & balance sheet accountants
• Masters in Wind Energy Management and Technology: “Certified wind energy expert

Maik Schlapmann answers our questions – as founder and Managing Director of RoSch Industrieservice GmbH since 2008. Attitudes and beliefs have created this boss. He is not your typical boss. Because RoSch is run with flat hierarchies and a family atmosphere. So, when colleagues become friends and friends become colleagues: “For me, this is of incredible value and is more important than anything else in the world”, Maik tells us. “Ultimately that enables me to have a team behind me that I can rely on 100 %.”

Over 11 years, 4 employees became 100, and RoSch established a reputation in the wind industry: for economic service excellence. In 2017, RoSch began a new chapter. Together with ROBUR they will be able to continue to provide customers with what they need: service, expertise and sound reputation.

MAIK, ROSCH HAS BEEN IN EXISTENCE NOW FOR 11 YEARS. HOW WOULD YOU SUMMARIZE THIS FIRST DECADE?

We have been growing continuously since 2008. I think, because from the outset, our focus was on quality and health and safety at work. This also required conscientiousness, vision, development of diverse and bespoke solutions as well as remaining technically up to date. Keeping the customer in focus – that has proved itself.

CAN YOU TELL US YOUR PLANS FOR THE FUTURE?

We are continuing to focus on growth as we intensify services, network more closely and expand. We have just added transmission repair and inspection to our portfolio and have grown considerably in the offshore sector. We are currently working on underwater inspections – we have a few plans there. Overall, we want to become even more economical, more efficient and pass on the savings to our customers. Digitalization of products, services, and tools is also an important issue. We will also optimize this area.

WHAT DO YOU EXPECT FROM ROBUR AND THE PARTNERSHIP?

In a nutshell, that RoSch can establish itself faster and over a wider area, because growth costs money. The reciprocal exchange will certainly bring more good ideas and concepts into the RoSch service world, especially with regard to the international service business. If we use our combined synergies, we will be able to deal with economically interesting larger scale offshore projects with a manageable financial risk.

HOW ARE YOUR CUSTOMERS REACTING?

The customers are reacting to this merger already, but we know very well that the RoSch autonomy and the qualitative standard remain the same, if not even better.

SO ARE THE CUSTOMERS AFRAID OF SIGNIFICANT CHANGES?

No, because the customer has also recognized that the team and the contact person have remained the same. And that is the most important thing for the customer.

HOW ARE YOUR EMPLOYEES REACTING TO THIS MERGER?

Positively! They see it as an opportunity to grow even more, to establish the RoSch business over an even wider area, and ultimately, through the fundamental security of their jobs, to progress themselves a little further too.

IS THERE SOMETHING THAT YOU WILL CONSISTENTLY MAINTAIN?

The entire understanding of our work. Because if all employees work together and principles, values and processes are clear, the RoSch brand is also consolidated tremendously.

WILL YOU BE BRINGING NEW CONCEPTS ONTO THE MARKET?

Let yourself be surprised.

WILL YOUR PORTFOLIO CHANGE?

The portfolio will be continuously adapted to individual customer requirements and must also continue to develop with the technical development process.

HOW IMPORTANT IS THE INTERNATIONAL ASPECT OF THIS MERGER?

The driving force is actually our customers, who, on the basis of the market situation in Germany, have to look beyond our borders. With a large, strong structure such as ROBUR in the background, of course, one is perceived differently and is also able logistically to do international business.

THANK YOU VERY MUCH FOR THE INTERVIEW!



That’s true partnership.

ROBUR IS A MERGER OF SEVERAL MEDIUM-SIZED COMPANIES IN THE INDUSTRIAL SERVICES SECTOR.

WHY IS THAT A GOOD POSITIONING IN THE BOOMING GLOBAL SERVICE MARKET?
At some point, customers wanted simplified processes and digital solutions. However, at the same time, the service company should stay as it was. And we said, then we’ll add two things to the company. 1. The ability to make major technological investments and 2. Organization of complementary solutions from a single source in the background – by a partner.

PLEASE EXPLAIN TO US THE PARTNERSHIP PRINCIPLE OF THE GROUP.
There are basically three main synergies. The first one is: Together, to offer customers a comprehensive service. In addition, there is the enabling of staff operations over a larger service area. In other words: Safe distribution of personnel resources and thus also provision of greater security for colleagues. And third, is the option to make investments in innovations and make them available to everyone.

WHAT IS YOUR PRINCIPLE FOR SELECTION OF NEW PARTNER COMPANIES?
They must be suitable and able to work together, that is the most important criterion: to be outstanding as a company and to act with passion. RoSch is just such a company. Because of its excellent management, the passion of its employees for the company and the fantastic performance across all services. RoSch wants happy customers – and one is only the result of the other. Passion creates good service.

IN 2017, YOU WERE ABLE TO WIN ROSCH AS 7TH PARTNER COMPANY FOR ROBUR. TO WHAT EXTENT DOES ROSCH COMPLEMENT THE SERVICE OFFER?

We did not do any portfolio management, but said, they are the right ones. Any omissions are covered by other partners or RoSch grows into the role – with the aim of achieving almost 100% coverage of all services in the wind sector over the next few years.

FROM THE PERSPECTIVE OF ROSCH – WHAT OPPORTUNITIES WILL BE CREATED?
RoSch was always dependent upon a few changing customers. Since RoSch has become part of ROBUR, it can grow stronger and build a larger customer base. The next step is for RoSch to profit from investment in the company. This will begin with IT and continue with hiring and the further development of the product portfolio. The advantage is, of course, its trusted position as a large group in the market.

WHY IS IT SO IMPORTANT THAT EACH PARTNER COMPANY MAINTAINS ITS ENTREPRENEURIAL ROOTS, ITS CULTURE AND VALUES?
Because in this way, we bring together the best of two worlds. Customers want to keep their business that they have learned to value and trust. And employees feel more comfortable in manageable systems which are organized in a much less central way.

DANIEL BERINGER
Founder and Managing Partner

Career
- Management positions at the technology companies Teledyne-LeCroy & YadYada/USA, from 2001 founded and developed the companies WebToGo, Valantic, Munich Hotel Partners and ROCKSTONE REAL ESTATE in the IT-service, hotel management and real estate development sectors.

ROSCH & ROBUR.

MANY SYNERGIES ARE THE BEGINNING OF A TRUE PARTNERSHIP

As an internationally active, collaborative, and innovative company, we capitalize on the power of diversity. The business units within the group represent continuity, sustainability, and longevity. In conjunction with our environmentally and socially responsible practices as well as our economic success, we are experiencing our partnership as an absolutely positive enhancement of our business through the exchange of employees, customers, investors, and business partners. Within the group of companies, we have more opportunities to carry out large projects and tap into new service and market segments.

WE'RE ENSURING THE QUALITY OF OUR VALUE CHAIN

Through our affiliation with ROBUR and its group structure, a close exchange has developed with 18 strong partner companies that have a variety of focus areas in the service sector. This creates a continual improvement of our processes as well as a wider variety of options in replacement part management, among other things. Operating costs are reduced for us in the long run, and availability is increased on a sustained basis. Through our partnership, we can mutually benefit from past experience, further expand quality management, and implement new potential solutions.

OUR EXPERIENCE AND OUR NETWORK ARE OUR MOST VALUABLE ASSETS

We assume with passion and commitment responsibility for the consequences of our actions. Thanks to our 100 employees and the merger of another 2,000 employees in the group of companies, there is a continual exchange with each other that benefits our customers. In line with the motto, "Learn from one another and become better together," knowledge-based skills create a solid, well thought-out, and transparent environment in which to operate on a solution-oriented and market-related basis. Direct lines of communication to our customers as well as our business partners are essential to us.

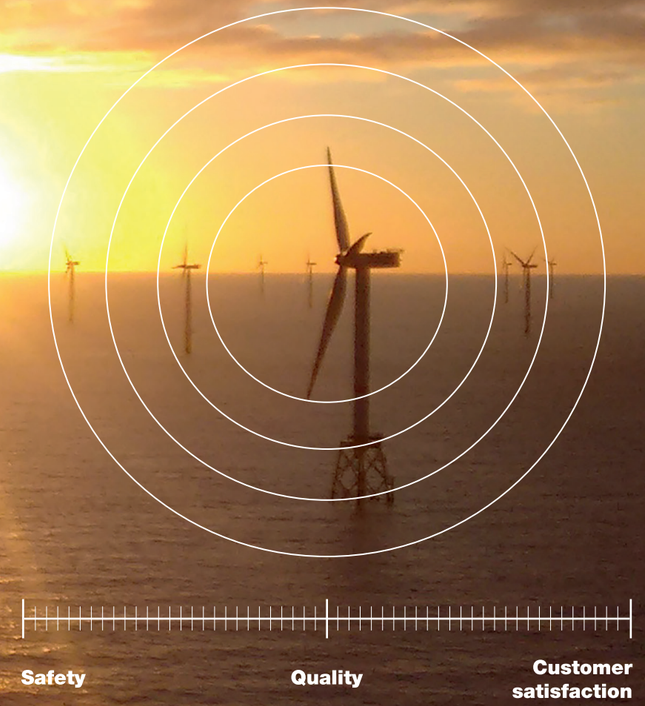
A STRONG ALLIANCE THAT COMBINES KNOW-HOW, SAFETY, AND INNOVATION

In order to be able to act even faster and more precisely in the future, we consider constant change to be an innovative tool. We are creative, we think outside the box, and we're always looking for new solutions. At the same time, we support our customers as they progress on their customized onshore and offshore projects. For us, as well as for ROBUR, maintenance, inspection, repair, and operational improvements are paramount. We value professionally talented people as well as the experiences of our partners and rely on industry-specific trainings in order to always stay one step ahead in terms of know-how.

The focus remains.

SAFETY, QUALITY, AND CUSTOMER SATISFACTION – ROSCH ADHERES TO ITS COMPANY TRADITIONS.

Our focus continues to be outstanding service 100 % of the time. Quality execution of work, excellent accessibility, and strict adherence to deadlines are standard business practices for us. Supported by digitalized procedures and sufficient human resources, we will keep an eye on your facilities over the long term even in the case of individual requirements and provide efficient and trouble-free operation. Onshore and offshore.



Occupational safety, quality & certification.

THREE PARAMETERS FOR OUR WORK IN THE FIELD.



OCCUPATIONAL SAFETY IS OUR TOP PRIORITY

Accidents are rare in the work environment. We show our employees that accidents are more than just a production factor for them, since our corporate culture is based on occupational safety and the right way of thinking. Whether on the ground or on the gondola, safety always comes first. Although hearing protection may be uncomfortable, hearing impairment may not occur for 20 years. Using selected training courses, we are improving the complex operational procedures of our workers. Potential accidents are simulated and processed by us in the training courses. Unsafe conditions are removed immediately. This, however, can only work when occupational safety is seen as teamwork. No work routine is so perfect that it can't be improved.

QUALITY IS OUR TRADEMARK

Safety-conscious work methods include first and foremost attention, concentration, and consistency. To be sure, quality stems from qualifications. Professional training and qualification are therefore significant key words for us. A workflow must of course prove itself from start to finish on an everyday basis, because the work environment is developing extremely rapidly. New processes, technologies, or instructions: Only with the specialized knowledge associated with these can we actively shape the future. That's why we support our employees with customized training courses. Regular discussions and reviews sensitize the team, because behind the term "life-long learning" is the idea of staying on top of things professionally. Continually closing knowledge gaps and undergoing further qualification – that's what it's all about!

CERTIFICATION ENHANCES PERFORMANCE

An in-house EHS department for Environment, Health, and Safety continues to raise the performance level. We want to have a motivating effect in order to constantly optimize the work environment of our employees. Our corporate culture is characterized by clear strategies and sustainable action. We are constantly advocating for using new and innovative work standards. Certified personnel is an explicit part of our company, which must be verified transparently. Verification must often be furnished for personnel used on construction sites, especially outside of Germany. We are therefore certified according to SCC** (Safety Checklist Contractors) and ISO-9001-2015 rules, regulations and audited by DEKRA. We see multilateral cooperation as an opportunity, because only in this way are changes initiated. For us, fair ethics and economic success are inseparably linked together.

ROSCH IS CERTIFIED

In accordance with SCC** rules and regulations and audited by DEKRA. We invest in safety.







5 reasons to go with RoSch.

1 CERTIFIED WITH SAFETY

Our employees' safety is always our top priority. Especially when your requirements are increasing and when it's a matter of audit-related components and structures. That's why we proactively invest in training courses and safety equipment and are therefore certified according to SCC** (Safety Checklist Contractors) and ISO-9001-2015 rules, regulations and audited by DEKRA.

2 QUALITY WORK

Quality is about relating to requirements and employees. Committed professionals and strong teamwork ensure a rapid response to discrepancies thanks to an intensive exchange of knowledge among the team members, so that planning can be adjusted immediately and maintenance delays can be avoided. This is the foundation for professional customized service solutions.

3 STATE-OF-THE-ART TECHNOLOGY

A wide range of technical features provide even greater efficiency and direct documentation of test results. Digital data transmission in real time ensures both data security as well as access that is independent of place and time to all data relevant to our customers and technicians.

4 PARTNERSHIP WITH ROBUR

A broader service portfolio, internationalization, and higher investments in technology are excellent reasons for an enhanced partnership with ROBUR – for less downtime and greater availability of materials.

5 COMMITTED PROFESSIONALS

Shortage of skilled professionals? Not with us! Qualification and commitment are key to us. Regular industry-specific professional trainings provide outstanding service know-how for our employees and continuous development. As a result, we can report a high level of satisfaction on the team and a continual increase in personnel. Safely also in the future.

»Wind is our challenge.«

**ROSCH EMPLOYEES KNOW WHAT THEY ARE DOING.
THE WAY THEY ARE AND WILL REMAIN. PERSONAL, OPEN, AND NEARBY.**

»MY MOTIVATION? GOOD ENERGY – AND I'M INVOLVED!«



»YOU GROW WITH YOUR ASSIGNMENTS – DAY BY DAY.«



»OUR WORK IS ONE THING ABOVE ABOVE EVERYTHING.«





»WORKING 100 M (328 FT) ABOVE THE GROUND – NO PROBLEM. AT LEAST I HAVE A GOOD VIEW.«



»GOOD PREPARATION = A GOOD FEELING = A GOOD START, BECAUSE EVERYTHING HAS BEEN THOUGHT OF.«



»WORKING AT HEIGHTS TRAINING: IT'S CLEAR THAT IT'S ALL ABOUT SAFETY AT ROSCH.«

»Pretty high up, but I've never had any fear of heights.«

EXPERIENCES OF A ROSCH SERVICE TECHNICIAN.

The wind whistles in our ears. A push of a button, and the rotor blades turn more slowly, then come to a stand-still. It extends a staggering 100 meters above me, like a 10 x 10-meter diving tower. "So, up we go and train the new colleague in service." We are in Titz, in a wind park with 2 MW wind turbines.

The gantry starts to move. Now there's no turning back. My legs are a little wobbly and I feel both excited and nervous. It takes a while until we are finally at the top. I take my first look from the nacelle and the roof hatch and see far across the countryside. A sublime moment – and best of all, I am not afraid of heights. This makes me confident – as well as the people behind me, the G41 examination, the abseiling training, the training courses.

At some point we will have our feet on solid ground again. The rotor blades begin to turn, the transmission and the generator begin to run and the wind turbine finally reaches its rated performance. I see how everything falls into place, and for the first time I felt that this is the right job for me.

»We can do offshore.«

A conversation with Alexander Wruck.

WHEN I CAME TO A RENOWNED WIND POWER COMPANY IN 2012, THEY WERE ALREADY WORKING WITH ROSCH. TO THIS DAY, WE ARE EXTREMELY SATISFIED WITH THE QUALITY, FLEXIBILITY, AND PERFORMANCE OF THEIR WORK.

We have had other service providers, but there was a world of difference between them. For one thing, because RoSch is one of the few service providers that brings its own tools. Others want tools provided for them. On the other hand, because RoSch is a company that covers everything that we need. That has a lot to do with the good training of their employees.

INCREDIBLY FAST AND FIRST-CLASS QUALITY WORK

An important point: They will do their utmost to meet every challenge on their own. A good example: We were very heavily occupied with the first maintenance of a wind farm. We were on a ship, an OSV – so 24 hour shifts, for 17 days – and I did not have the time to handle all the challenges of maintenance. In RoSch, we have a close partner that is very effective and focused on solutions. We have entered into a close partnership with RoSch that works very effectively and is solution-oriented. This has created a productive and constantly forward-looking framework for our joint work processes. So we can concentrate on potential solutions and coordinate the steps to achieve our goals together. Looking forward releases energy and creates space for innovation. That's a very important indicator of the success of our collaboration.

A LITTLE BIT MORE OF EVERYTHING

We stick together at RoSch and with RoSch. That's apparent in the work environment, in the open and friendly interaction, and in the motivation as well as in their teams' willingness to learn to optimize things and be concerned about occupational safety. A RoSch technician of course has everything that is required by law. But they also have a lot more that protects them in a preventative way or makes their work easier. For example, for protective clothing like jacket and shoes: These do not have to be electrically safe, but RoSch insists on it. So they have a certain level of safety that they don't have to have at all.

When the employer goes all out with lots of details, it of course also catches on with the employees as well as the customers. The employees are more motivated and will advocate for the company. After all, they will be wearing their work clothing for a good 12 hours on the construction site. It must fulfill its purpose, and employees should also feel good in it.

PREPARED FOR THE FUTURE AS AN ORGANIZATION AND IN TERMS OF PERSONNEL

RoSch does such good work that others also want to benefit from it. I therefore hope that RoSch will have even more well-trained people so that we will always be able to get sufficient support from them. In my opinion, the focus in the wind industry will shift even more in the future to offshore wind farms. Simply because there is more open space there and the yield is much higher. Service must keep pace; otherwise, things won't work out. However, I'm not really worried about it, because it already appears that RoSch is preparing for this future.





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Printing
Thiekötter Druck GmbH & Co. KG

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