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High-performance.  
Innovative.**

**AERIUS** 

A HEINEN & HOPMAN COMPANY



## Welcome to AERIUS Marine

We here at AERIUS Marine are HVAC experts in supporting shipyards and ship owners around the globe in the construction and development of passenger ships, naval vessels, yachts and specialised vessels that provide comfort and safety for passengers and crew. We develop high-quality, innovative and reliable air-conditioning, refrigeration and fire fighting systems tailored to the needs of our customers for use on ships worldwide. These types of ships are first and foremost the result of the work done by exceptional men and women with great passion for what they do.

Our team has gained broad experience by handling projects with customised HVAC systems on more than 50 cruise ships, two British aircraft carriers, numerous frigates, corvettes and specialised ships, and mega yachts. We actively develop, install, commission and service maritime air-conditioning, refrigeration and fire fighting systems around the world.

We see ourselves as a partner for every phase of a ship's life cycle, from design planning and just-in-time material logistics to handover and beyond. Performing as a full-service provider and system integrator for customised solutions with a focus on HVAC and fire fighting systems, we ensure maximum customer satisfaction with our innovative solutions and use of sustainable technologies.

Our employees and partners cooperate to achieve their goal of supplying air-conditioning, refrigeration and fire fighting systems that will ensure our customers' sense of comfort and safety on board. We are your partners of choice for HVAC and fire fighting systems whenever safety and well-being are paramount.

The company has a rich history that traces its roots back to Rud. Otto Meyer (ROM), founded in 1858. Reliability is ingrained in our employees' working methods, just as it is in our products and services. In practice, this means we offer systems and equipment featuring long service life and sound consulting services. We are a reliable system partner for our customers.





**AERIUS Marine UK Ltd.**  
**Hartlepool**

Site 6, Cameron Court,  
Hillington Park  
Glasgow, G65 4JH, Scotland

**AERIUS Marine India Pvt. Ltd.**

Karol Bagh, IN-110005  
New Delhi

**AERIUS Marine GmbH**

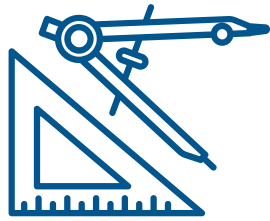
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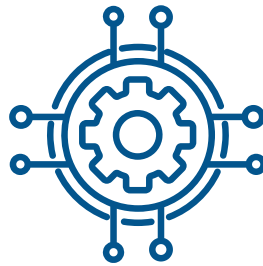
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## WE ARE YOUR SPECIALISTS FOR:



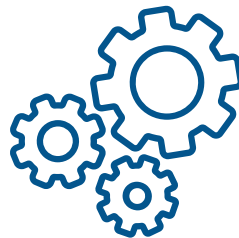
Project Management;  
System Engineering and  
Design



ILS: Integrated Logistic  
Support



Installation;  
Commissioning, Service



Spare Parts

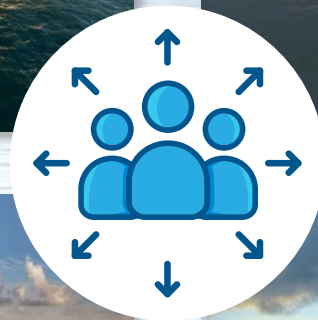
## An overview of our services

Our line of services begins with the technical development of customised solutions for HVAC-R and fire fighting systems. We are in a position, even at an early stage, to lay the groundwork for the ILS (Integrated Logistic Support). A turnkey supplier, we are involved in the complete process up to and including the acceptance of the systems on the ships and take charge of the initial training of the crew in the use of our systems.



## OUR MARKETS:

Our company is a full-service partner during the life cycle of ships and a system integrator operating on multiple markets. Our solutions employing sustainable technologies guarantee maximum customer satisfaction. Proud of a history rich in tradition since its foundation in 1858 by Rud. Otto Meyer (ROM), the company emphasises reliability in its employees' working methods and in the products and services it offers as an indispensable element for maintaining long-term system partnerships.



If requirements or customer wishes change over time or maintenance measures are scheduled, our service and conversion team is your experienced point of contact. Sometimes a spare part is all that is needed. We supply high-quality spare parts for HVAC-R systems and vessel installations. Our broad line of products and fast delivery times ensure seamless business continuity.

# The AERIUS process for design and development

## PRE-DESIGN

- Feasibility studies
- Concept studies
- Energy-saving studies
- Spatial integration

## BASIC DESIGN

- HVAC designs and calculations
- Specification of components
- 2-D layout (ACDL)
- Pre-coordination

## DETAIL DESIGN

- 3-D design (air-conditioning rooms and shafts)
- Pressure loss calculation
- Noise calculation
- Work preparation


## NAVAL SHIPS AND SPECIALISED VESSELS

### SHIP CONTRACT

Owner and shipyard

### TURN-KEY CONTRACT HVAC


Shipyard and HVAC supplier



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**INSTALLATION**

- Work preparation
- Detailed planning (section, block, board)
- Prefabrication
- Construction progress reports
- Installation handover

**COMMISSIONING/TRAINING**

- Fine-tuning of the various air-conditioning/ventilation systems
- Noise emissions
- Crew training
- Delivery of HVAC systems to shipyards and end customers

**LIFE CYCLE MANAGEMENT**

- Spare parts supply
- Maintenance concepts
- Conversions
- Obsolescence

## OUR APARTMENTS ARE BETWEEN 215 FT² TO 753 FT².

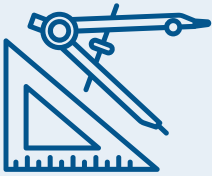
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## Engineering



### SYSTEM ENGINEERING

Our team of highly qualified and experienced engineers develop a broad line of technical solutions based on four main pillars.

- Requirements analysis and concept development:** Our system engineers work closely with our customers to obtain full understanding of the specific requirements of new construction projects. Initial discussions of the needs are conducted during the bidding phase. Based on the individual requirements described in the ship specifications, initial concepts are drawn up, overall requirements are determined, and the fundamental system design is discussed. From the starting point of the agreed information, we develop customised HVAC concepts that offer the optimum solution for a specific ship.
- System integration and design:** The detailed system designs created by our team of engineers are not limited to the heating, ventilation and air-conditioning systems; they also take into account the integration with other significant ship systems such as electrical facilities and automation. We verify that all systems work together seamlessly to ensure excellent performance, efficiency and integration into the ship's system.
- Energy efficiency and environmental protection:** We are proud to offer environmentally friendly HVAC solutions that minimise energy consumption and reduce emissions. Our engineers work to integrate the latest technologies into the system design that will ensure both environmental sustainability and economic efficiency.
- Regulatory compliance:** As experts in shipbuilding, we are thoroughly familiar with the strict international regulations and standards governing the industry. We ensure that all HVAC systems fulfil the normative and regulatory requirements and obtain the certifications required for their operation.

We at AERIUS are proud to support our customers in the realisation of ship projects offering maximum comfort, efficiency and environmental friendliness. Our system engineering team represents a key competence in this respect: in that its members are indispensable for achievement of the specific and innovative project goals of our customers.

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## DESIGN

The work of our design experts assures the integration of the HVAC systems within the ship. The fundamental challenges they face include:

- 1. Customised solutions:** Our experienced team of designers create customised HVAC systems that are perfectly tailored to the requirements and needs of the ships. The HVAC system is integrated into the ship in close consultation with our customers.
- 2. Air distribution and air flow:** The correct air distribution is crucial for the creation of an even and comfortable indoor climate in every area of the vessel. Our designers plan the optimum arrangement of ventilation openings and ducts to ensure that the air circulates efficiently and that temperature and humidity differences are minimised.
- 3. Durable material selection:** We place a high value on the selection of quality materials that can withstand the conditions at sea. Our components are sturdy and resistant to corrosion; their quality guarantees long-lasting performance even under the toughest conditions.
- 4. Energy efficiency:** The integration of energy-efficient technologies and innovative solutions reduce energy consumption and operating costs. In the coordination of the ship's HVAC systems, a particular emphasis is placed on efficient integration though moderate flow velocities to mitigate any loss of efficiency.
- 5. Optimised integration:** HVAC systems play a key role for system integration on ships. Due to the spatial requirements and integration of all systems on the ship, optimisation and customisation are major elements of the design. Designing to the strictest space requirements is our speciality.

At AERIUS, our passion for quality and innovation result in the highest standards of comfort and efficiency on board the ships sailing the seas.

**GLR** Gesellschaft für  
Leit- und Regeltechnik

Erbsenkamp 1  
18059 Papendorf

**Telefon:** +49 381 40578 0  
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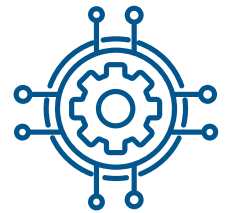


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## Integrated Logistic Support



### ILS in shipbuilding for HVAC solutions: maximum reliability and operating efficiency

Here at AERIUS, it is paramount that the HVAC systems on board ships not only offer first-class performance and comfort, but also function reliably in every situation. Our Integrated Logistic Support (ILS) division plays a decisive role in this respect.

#### Our tasks in ILS:

- 1. Requirements analysis and planning:** Our ILS experts work closely with our customers to identify the specific requirements of new build projects. Beyond the requirements of the HVAC system the ease of maintenance, spare parts supply and training requirements are equally critical.
- 2. Life cycle management:** We create comprehensive life cycle management schedules that cover the entire life cycle of your HVAC systems, from design to decommissioning. Our approach ensures long-term, reliable performance and minimises downtimes.
- 3. Spare parts supply and maintenance:** Our ILS team works closely with suppliers and service partners to ensure the on-time availability of any required spare parts. We support you when scheduling maintenance work and offer training programmes for your maintenance staff to ensure optimal care of your systems.

**4. Documentation and training:** We create comprehensive technical documentation ranging from maintenance instructions to training materials so that your team can care for your HVAC systems effectively and perform maintenance work appropriately.

**5. Risk management:** We identify potential risks associated with your HVAC system and develop risk mitigation plans to prevent unexpected failures or disruptions.

We at AERIUS are proud to offer our customers comprehensive integrated logistic support for their HVAC systems in shipbuilding. Our ILS team is ready to ensure that your HVAC systems operate reliably and efficiently so that your vessels are always ready for deployment. Contact us to learn more about how we can support your next shipbuilding project.



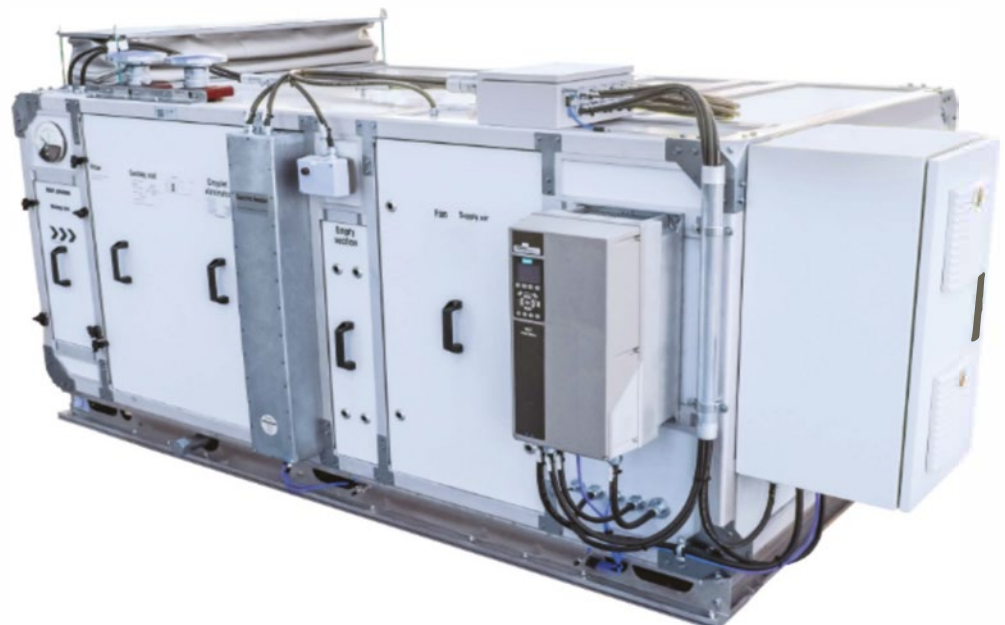
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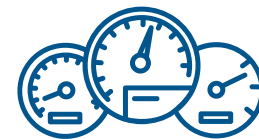
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Profitieren Sie von über 30 Jahren Erfahrung und technologischer Innovation vom Premiumhersteller.

**WEGER** – Ihr verlässlicher Partner für Lüftungstechnik auf See.



## Maintenance, Repair and Conversion



The HVAC-R (heating, ventilation, air-conditioning and refrigeration) Service and Repair department at AERIUS plays a decisive role in the maintenance of the best possible air-conditioning system during operation and in the conduct of conversions for its optimisation.

The primary task of the Service and Repair department is to ensure the performance capability of air-conditioning, heating and refrigeration systems on ships. The work demands comprehensive expertise concerning the various components of these systems as well as their installation, maintenance and repair.

The air-conditioning systems on board ships must be able to regulate the temperature and humidity in the living areas and technical rooms to ensure the comfort of passengers and crew members. Our HVAC-R

technicians review the performance of the air-conditioning systems and carry out maintenance work to ensure the equipment's efficient and low-energy operation. Should there be any systems failure or issues, repairs would be carried out to minimise disruption and ensure the continuity of operations.

Our team feels particularly at home in special surroundings. Yacht class requirements, the complexity found on cruises or the special requirements for military vessels are the norm at our company. During the realisation of our projects, the achievement of the best possible results is top priority, which is why we establish long-term business relationships based on trust with suppliers and companies that enable us to complete our projects on time, on quality and on budget.





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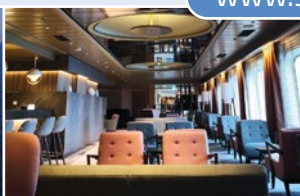


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**Wir wollen uns einbringen und beteiligt sein!**

**Wir wollen langfristig für unsere Kunden arbeiten!**

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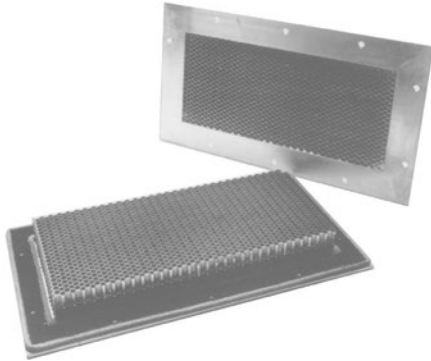


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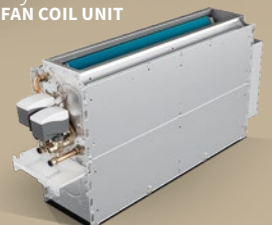
Based on a century of experience, FläktGroup provides the products and expertise needed to build complete Marine HVAC systems. Our vast product range includes Air Handling Units, Fans, Ducts and Air Terminal Devices, all developed and manufactured especially for the high demands of Marine and Offshore applications.

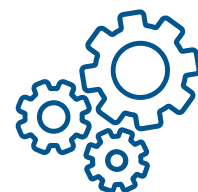
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## Spare Parts

**Spare Parts division: for uninterrupted performance of your HVAC systems on the high seas**

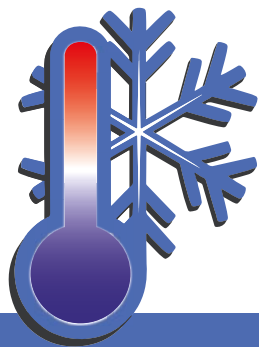
Here at AERIUS, we understand that the HVAC systems on board ships must not only offer first-class performance and comfort, but that spare parts and technical support must be available at any and all times. Our Spare Parts division is the key to seamless business continuity.

### Our tasks in the Spare Parts division:

- 1. Spare parts identification and procurement:** Our team of experts will assist you in identifying the spare parts you need for your HVAC systems. We maintain extensive databases and relationships to qualified suppliers so that you can be sure of always having access to the right spare parts when you need them.
- 2. Warehousing and inventory management:** We offer solutions for the storage and management of spare parts to ensure that you always have a stock of critical spare parts at hand, minimising downtimes and supporting the smooth continuation of operations.
- 3. Worldwide delivery:** Our network encompasses the world's oceans, and we can deliver spare parts to any location in the world. No matter the location, you can rely on our fast and reliable delivery.
- 4. Spare parts quality and compatibility:** We place the highest value on the quality of the spare parts we offer. Our products are specially designed for ships' HVAC systems to ensure compatibility and performance.
- 5. Consulting and support:** Our team is available and ready to answer any questions you may have regarding the selection, installation and maintenance of spare parts. We offer consulting and technical support to ensure that your HVAC systems are always in perfect working order.
- 6. Cost efficiency:** We help you to optimise the costs associated with spare parts by offering you tailor-made solutions and minimising expenditure.

We at AERIUS are proud to offer to our customers comprehensive and reliable spare parts supplies for their HVAC systems in shipbuilding. Our Spare Parts division is always prepared to ensure that you have access to the spare parts you need to guarantee your business continuity. Contact us to learn more about how we can support your next shipbuilding project.





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Unser Unternehmen, mit Hauptsitz in Schliengen, bietet nationale sowie internationale Dienstleistungen im Bereich Kälte- & Klimatechnik, Lüftungstechnik und Wärmepumpen an.

Wir sind spezialisiert auf Installation, Wartung, Inbetriebnahme sowie Austausch von Kleinkälte bis Industrie- & Gewerbekälte und Wärmepumpen.

Im Bereich Lüftungstechnik decken wir die Montage, Reinigung und Wartung ab, darüber hinaus auch fällige Hygieneinspektionen und Luftmengenmessungen.

Außerdem umfasst unser Leistungsspektrum die Montage und Demontage von Kühltürmen genauso wie den Austausch von Bauteilen und Retrofit sowie deren Reinigung







## Fire protection technology in shipbuilding: your safety is our priority

Here at AERIUS, we recognise the unique challenges that fire protection at sea presents. Our expertise in HVAC and fire protection technology ensures that your ships not only offer maximum comfort, but also guarantee the safety of passengers and crew.

### Our fire protection technology solutions:

- 1. Early warning systems:** We develop advanced smoke and fire detection systems that react immediately to hazards and trigger an alarm to enable rapid evacuation and fire fighting.
- 2. Fire fighting systems:** We offer customised fire fighting systems that intervene immediately to fight and extinguish fires in an emergency, increasing the odds for success in fighting fires.
- 3. Training and maintenance:** We offer training programmes for your crew to ensure that they are qualified in the use of the fire protection systems. Moreover, we offer comprehensive maintenance services to ensure that the technology is always ready for use.
- 4. Regulatory compliance:** Our solutions comply with the strictest international regulations and standards that apply to fire protection at sea. We make sure that your ships fulfil all legal requirements and obtain the certifications required for their operation.

At AERIUS, we pride ourselves on helping our customers to create vessels that not only offer the highest level of comfort, but are also equipped with the latest fire protection technology. Your safety is our priority.



# Our special components for naval vessels

## **Adaptability to maritime requirements:**

We understand that naval vessels are exposed to special conditions, whether extreme weather or the necessity to ensure their resistance to fouling and salt water. Our customised HVAC systems and components are specifically developed to withstand and overcome these challenges.

## **Optimum utilisation of space:**

We maximise the efficiency of the available space on board by developing special components that fit perfectly into the limited space available on naval vessels, in many cases to the millimetre.

## **Sturdy construction and durability:**

We use high-quality materials and develop our special components to work reliably even under the toughest maritime conditions, ensuring the longevity of your HVAC systems.

## **Integration into automated control systems:**

Our components are designed to be seamlessly integrated into the automated control systems of your naval vessels to ensure accurate control and monitoring of the HVAC systems to achieve the desired indoor climate conditions.



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## Individuelle Kälte- und Klimaanlage von Smardt

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## CAREER WITH AERIUS

AERIUS Marine maintains a close relationship with its employees based on an open, communicative, corporate culture with flat hierarchies. We see one another as peers and treat everyone with mutual respect. Moreover, we practise and encourage fast decision-making, coupled with a pronounced enthusiasm for our international projects. As a long-standing market leader characterised by innovative strength and state-of-the-art products, we place tremendous value on the ongoing development of our employees.

Our events such as “Lunch & Learn” or the “Come Together Breakfast” promote a pleasant learning and team atmosphere that encourages the open sharing of ideas and experience among employees. We know that recruiting and retaining talented people is essential for the achievement of AERIUS Marine’s goals because our employees and their commitment, skills and dedication are keys to our success. That is why we are committed to creating a positive and supportive working environment

in which all employees can realise their full potential. We understand the importance of a good work-life balance. Flexible working hours, part-time options and the opportunity to work on the go may also be available, depending on the position. Benefits such as free beverages and fruit, a contribution to the Jobticket for the public transport system and capital accumulation benefits round off our portfolio.

Set sail for your career at AERIUS Marine GmbH and send your application to **[recruitment.am@aerius-marine.com](mailto:recruitment.am@aerius-marine.com)**. We are always happy to receive unsolicited applications as well. Whether you already have experience in the shipping industry or bring your expertise from another area – we are interested in your potential! Our HR department will be happy to answer any questions you may have about our positions vacant.



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