



CASE STUDY

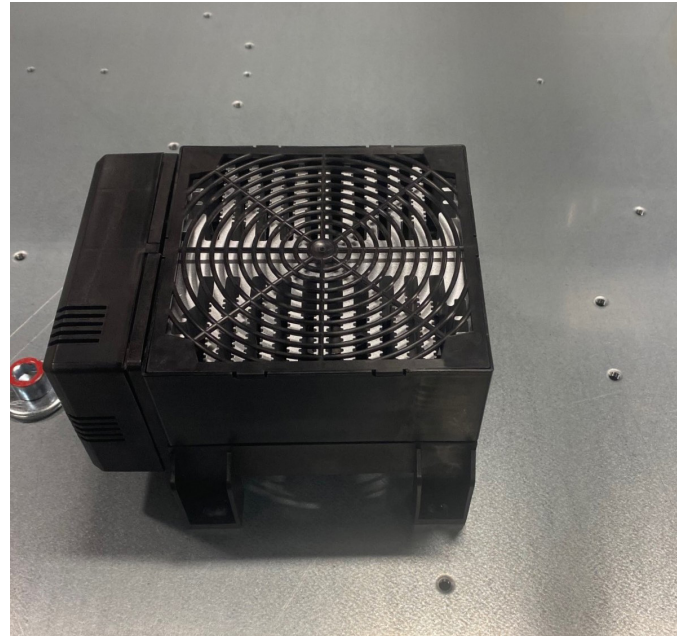
# ONE-STOP-SHOP WITH PFANNENBERG

Reliable and customized solutions



„As an internationally operating company, we were looking for a partner who could not only provide us with reliable and high-quality thermal solutions, but who could also provide us with a holistic solution - from application-specific customized products to a globally secured supply chain. With Pfannenberger, we have secured our ability to operate our systems efficiently and safely all over the world.“

Pauline Grieshammer, Global Sourcing Manager,  
Nordex Group



## Challenge

The Nordex Group generally pursues a multi-supplier strategy for many of the components installed in its wind turbines.

In future, Pfannenberger products can also be integrated into Nordex wind turbines as a second source. The difficulty was that our products had to be adapted exactly to the existing specifications. Nordex also demanded high availability and seamless integration into the existing systems.

## Situation

As the world's leading provider of wind energy solutions, the Nordex Group has been driving the green energy transition for over 40 years. With more than 10400 employees and a presence in over 30 countries, Nordex develops, manufactures and services onshore wind turbines in the 4+ to 6+ MW class. Nordex operates production sites in Germany, Spain, Brazil, the USA and India and is represented by branches in over 30 countries. In addition to manufacturing, Nordex also acts as a project developer for wind farms in selected markets.

Its wind turbines require a wide variety of control cabinet solutions, which include heaters, filterfans and thermostats from Pfannenberger.





## Solution

Pfannenberg positioned itself as a strong partner and one-stop-shop for Nordex. The solutions included fan heaters, filterfans and filter grids, signaling, thermostats and hygrostats. All of these Pfannenberg products are used in numerous functions of the wind turbine to ensure the correct air conditioning and safety of the machine.

Close cooperation between our sales, project management and development departments resulted in a customized solution:

Consulting and product customization: After analyzing the existing applications and specifications, our products were tailored to Nordex's requirements.

Customized solutions: With our heaters, filterfans and thermostats, we were able to meet the specific need for reliability, safety and the technical requirements.

Global availability: Our internationally oriented supply chain enables on-time delivery.

## Benefits

The cooperation with Nordex demonstrates Pfannenberg's strengths as a trusted advisor and provider of innovative, customized solutions:

**One-Stop-Shop:** With products from various business units, we offer a central point of contact for a wide range of requirements.

**Flexibility and adaptability:** Our products have been seamlessly integrated into the existing systems and meet Nordex's high standards.

**Reliability:** The punctual provision of our products ensures the smooth operation of wind turbines.

**Sustainable partnership:** This close cooperation strengthens our role as a strategic partner of Nordex.

With this solution, we not only met Nordex's specific requirements, but also proved that Pfannenberg is a reliable partner in the green transformation.



Jannis Koch

Global Product Manager  
Ventilation & Heating  
Pfannenberg Europe GmbH

# Pfannenberg – Protecting People, Machines and the Environment

## Vision

One Pfannenberg for Our Customers – We are constantly working to develop the best and most sustainable products for you.

## Global availability

Nine Pfannenberg locations in:

Hamburg (DE) - HQ	Suzhou (CN)
Rotherham (UK)	St. Petersburg (RU)
Fidenza (IT)	Indaiatuba (BR)
Lancaster N.Y. (US)	Łódź (PL)
Singapore (SG)	

In addition, we at Pfannenberg work in partnership with sales representatives and regional agents worldwide in order to be able to present our product portfolio to you.

## Sustainability

We combine the flexibility of a family-run company with the agility of a global corporation. In our work, we attach great importance to combining tradition with innovation in order to be able to act in a future-oriented manner.

Would you like to find out more about our solutions?

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