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Innovative.**

AERIUS

A HEINEN & HOPMAN COMPANY



Welcome to AERIUS Marine

As HVAC/R experts, we at AERIUS Marine support shipyards and shipowners 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. Our range of services includes the development, installation, commissioning and servicing of maritime air conditioning, refrigeration and fire suppression systems in accordance with our customers' requirements for worldwide use on ships. Together with our staff and partners, we deliver high-quality, innovative and reliable systems, thereby laying the foundation for pleasant, safe stays on board.

Our sustainable technological solutions are created with passion, expertise and the experience gained from countless successfully developed and implemented, bespoke HVAC/R

systems. Our team has delivered projects for more than 50 cruise ships, two British aircraft carriers, a large number of frigates, corvettes, specialised vessels and mega-yachts. We see ourselves as a partner for every phase of a ship's lifecycle: from design planning through just-in-time materials logistics to handover. As an experienced, flexible full-service provider and systems integrator for bespoke solutions specialising in HVAC/R and fire-extinguishing systems, we guarantee the highest level of customer satisfaction.

The absolute reliability of our staff, sound and practical advice, and systems and equipment with a long service life characterise our work and the long-standing history of our company, whose roots go back to the firm Rud. Otto Meyer (ROM), founded in 1858.



At your service worldwide

AERIUS Marine UK Ltd.

Hartlepool
Site 6, Cameron Court,
Hillington Park
Glasgow, 652 4JH, Scotland

AERIUS Marine India Pvt. Ltd.

Karol Bagh, IN-110005
New Delhi, India

AERIUS Marine GmbH

Lübecker Str. 128
22087 Hamburg
Germany

AERIUS Marine

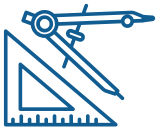
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System engineering
and design



ILS: Integrated
Logical Services



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Commissioning;
Service



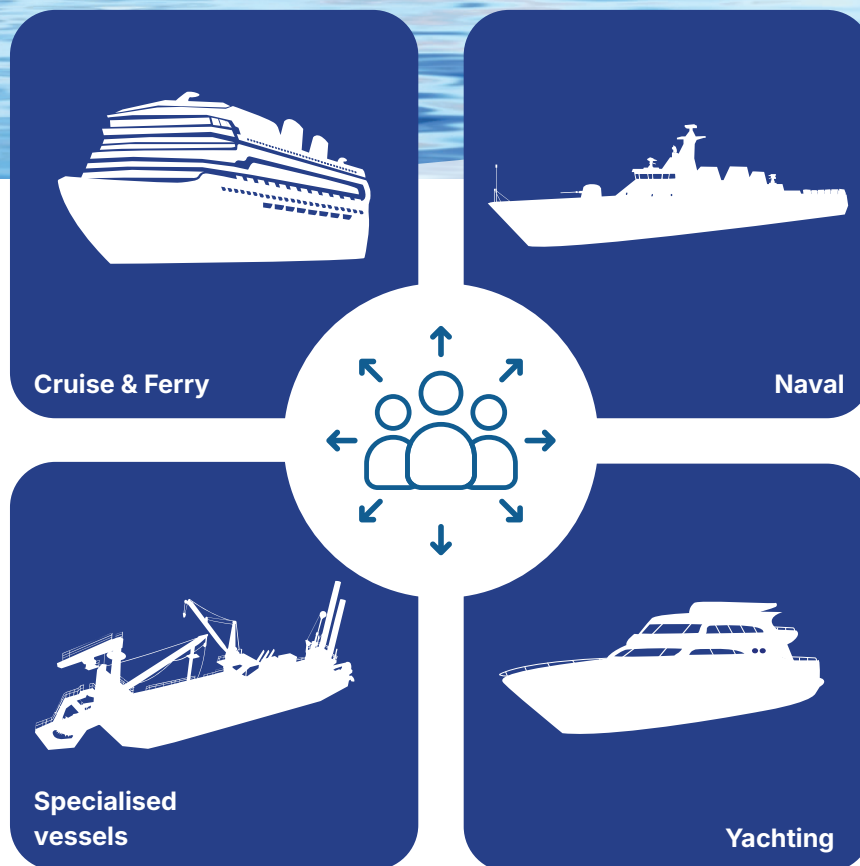
Spare parts

AN OVERVIEW OF OUR RANGE OF SERVICES

Our range of services begins with the technical development of bespoke solutions for HVAC/R and fire suppression systems. In doing so, we are able to lay the groundwork for Integrated Logistics Support (ILS) right from the start. As a turnkey supplier, we remain involved right up to the acceptance testing of the systems on board the vessels and also provide initial training for the crew in the operation of our systems.

Our markets:

Our company is a comprehensive partner throughout the lifecycle of ships and is represented as a systems integrator in a wide range of markets. Whether in the naval or cruise sectors, whether ferries, mega-yachts or research vessels – our technological solutions deliver.



Should requirements or customer specifications change over time, or should maintenance work be required, our service and conversion team is your experienced point of contact. We also supply high-quality spare parts for HVAC/R systems and marine equipment, ensuring smooth operational continuity with a wide product range and fast delivery times.

The AERIUS process for design and development

PRE-DESIGN

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

DETAIL-DESIGN

- 3D design (air-conditioned rooms and shafts)
- Pressure loss calculation
- Acoustic calculation
- Work preparation

COMMISSIONING/TRAINING

- Commissioning of the various air conditioning/ventilation systems
- Sound emissions
- Crew training
- Handover of HVAC/R systems to the shipyard and end customers

BASIC-DESIGN

- HVAC/R design and calculations
- Specify components
- 2D layout (ACDL)
- Pre-coordination

INSTALLATION

- Work preparation
- Detailed planning (section, block, panel)
- Prefabrication
- Construction progress reports
- Handover

LIFE CYCLE MANAGEMENT

- Spare parts supply
- Maintenance concepts
- Retrofits
- Obsolescence

MARINE VESSELS AND SPECIAL-PURPOSE VESSELS

SHIP CONTRACT

Owner and shipyard

TURNKEY CONTRACT HVAC/R

Shipyard and HVAC/R supplier



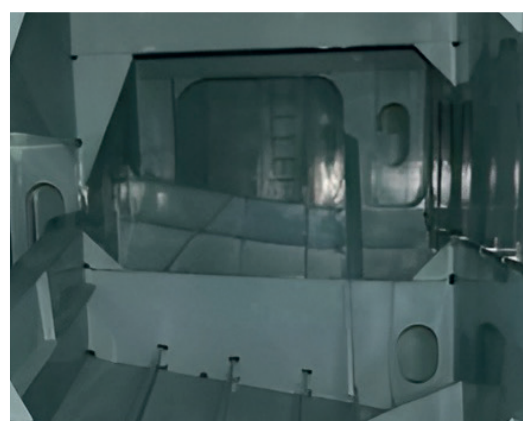
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Unsere Dienstleistungen decken ein breites Spektrum ab und erfüllen die Anforderungen von Großkunden, Werften und der Bundeswehr. Wir bieten Ihnen umfassende Lösungen von Reinigung und Desinfektion bis hin zur Laboranalyse.



Desinfektion



Reinigung



Laboranalyse



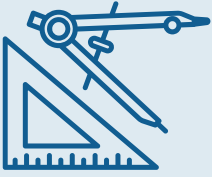
Vorher

Industrielle Rohrreinigung



Nachher

Beispiel: Reinigung von Seewasserleitungen



Engineering



SYSTEM ENGINEERING

With a team of highly qualified and experienced engineers, we develop a range of technical solutions based essentially on four key pillars.

- **Requirements analysis and concept development:**

Our systems engineers work closely with our customers to understand the specific requirements of new-build projects. Initial discussions take place as early as the quotation phase. Based on the individual requirements described in the ship's specifications, initial concepts are drawn up, overall requirements are determined and the basic system architecture is discussed. Based on the agreed information, we develop bespoke HVAC/R concepts that offer the optimal solution for the ship in question.

- **System integration and design:**

Our team of engineers creates detailed system designs that not only cover the heating, ventilation and air-conditioning systems but also take into account integration with other key ship systems such as electrical and automation. We ensure that all systems work together seamlessly to guarantee the best possible performance, efficiency and integration into the ship's system.

- **Energy efficiency and environmental protection:**

We pride ourselves on offering environmentally friendly HVAC/R products that minimise energy consumption and reduce emissions. Our engineers work to integrate the latest technologies into the system design to ensure both environmental sustainability and operational efficiency.

- **Regulatory compliance:**

As experts in shipbuilding, we are thoroughly familiar with the international regulations and standards applicable to the industry. We ensure that all HVAC/R systems comply with normative and regulatory requirements and obtain the necessary certifications.

At AERIUS, we are proud to support our clients in delivering ship projects that offer the highest levels of comfort, efficiency and environmental friendliness. Our system engineering team is a key asset in this regard: it is the key to achieving our clients' specific and innovative project objectives.

DESIGN

Together with our design experts, we ensure the integration of HVAC/R systems on board the vessel. The key challenges are:

1. Tailor-made solutions:

Our team develops HVAC/R systems that are optimally tailored to the vessel and the requirements of the crew and passengers. Integration takes place in close consultation with our customers.

2. Air distribution and flow:

Even air distribution ensures a comfortable indoor climate. We plan ventilation openings and ducts so that air circulates efficiently and differences in temperature and humidity are minimised.

3. Durable material selection:

We use high-quality, robust and corrosion-resistant materials to ensure long-term performance – even in maritime conditions.

4. Energy efficiency:

Through energy-efficient technologies and optimised system integration, we reduce energy consumption and operating costs. Efficiency losses are minimised through adapted flow velocities.

5. Integration optimisation:

The HVAC/R systems are integrated into the ship's overall system in a space-saving and customised manner to make optimum use of the available space.

At AERIUS, the focus is on quality and innovation to ensure the highest levels of comfort and efficiency at sea.

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Integrated Logistic Support



ILS for HVAC/R solutions in shipbuilding

At AERIUS, we ensure that HVAC/R systems on board are not only high-performing but also remain reliable and easy to maintain throughout their entire lifecycle. Our Integrated Logistics Support accompanies projects from planning through to long-term operation.

Our tasks within ILS:

- 1. Requirements analysis and planning:** Our ILS experts work closely with customers to define requirements for HVAC/R systems at an early stage. In addition to system performance, we take into account ease of maintenance, spare parts supply and training requirements.
- 2. Life cycle management:** We develop concepts for the entire lifecycle of the systems, from planning through to decommissioning. The aim is to ensure long-term reliable performance with the lowest possible downtime.

3. Spare parts supply and maintenance: Together with suppliers and service partners, we ensure that spare parts are available and that maintenance measures can be planned efficiently. On request, we also provide support with the training of maintenance staff.

4. Documentation and training: We produce technical documentation and training materials to ensure that the maintenance and operation of HVAC/R systems can be carried out safely and efficiently.

5. Risk management: Potential operational risks are identified at an early stage. On this basis, we develop measures to prevent breakdowns and enhance operational safety.



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Maintenance, Repair & Conversion



AERIUS's HVAC/R Service and Repair Department ensures that air conditioning, heating and cooling systems on board function reliably at all times, both during ongoing operations and during refits and modernisations.

Our technicians possess extensive expertise in the installation, maintenance and repair of complex air-conditioning systems. They regularly check the performance and efficiency of the systems and ensure that temperature and humidity in living and technical areas are optimally controlled.

Our team is experienced in working within the unique environment of maritime projects. The requirements of yachts, cruise ships and naval vessels are part of our daily working environment. Through long-term, partnership-based collaboration with suppliers and specialist firms, we deliver projects reliably, on time and to the agreed standard of quality.



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Spare Parts

Spare Parts Division: for the reliable supply of your HVAC/R systems at sea

At AERIUS, we know that HVAC/R systems on board must not only deliver performance and comfort, but also rely on suitable spare parts and rapid support at all times. Our Spare Parts division ensures that your systems can operate reliably.

Our tasks in the Spare Parts division:

- 1. Spare parts identification and procurement:** Our team of experts supports you in identifying the right spare parts for your HVAC/R systems. Through extensive databases and a network of qualified suppliers, we ensure that the required components are available quickly.
- 2. Warehousing and stock management:** We develop solutions for the storage and management of spare parts to ensure that critical components are available at all times and downtime is minimised.
- 3. Worldwide delivery:** Our logistics network enables the delivery of spare parts to virtually any location worldwide. This ensures you receive the components you need quickly and reliably.
- 4. Spare part quality and compatibility:** We consistently adhere to high quality standards. All spare parts are specifically designed for HVAC/R systems in shipbuilding and ensure optimum compatibility and performance.
- 5. Advice and support:** Our team supports you with the selection, installation and maintenance of spare parts and is always available to answer any technical questions you may have
- 6. Cost-efficiency:** Through tailored solutions and targeted spare parts planning, we help to optimise costs and avoid unnecessary expenditure.

At AERIUS, we ensure a reliable supply of spare parts for HVAC/R systems in shipbuilding, so that your systems remain efficient in the long term and operation is guaranteed at all times.

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Fire protection technology in shipbuilding

Your safety is our priority

At AERIUS, we understand the specific requirements of fire safety at sea. Our expertise in HVAC/R and fire safety technology helps ensure that ships not only offer a high level of comfort but also guarantee the safety of passengers and crew.

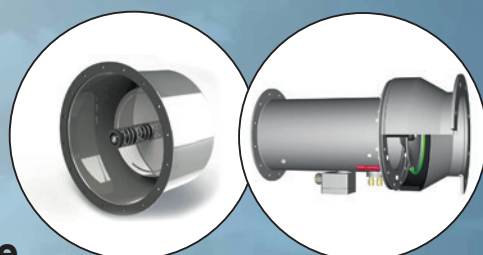
Our fire protection technology solutions

- 1. Fire extinguishing systems:** We develop bespoke fire extinguishing systems that respond quickly in an emergency and effectively combat fires.
- 2. Training and maintenance:** We train your crew in the use of fire protection systems and carry out maintenance work to ensure that the systems remain operational at all times.
- 3. Regulatory compliance:** Our solutions comply with all relevant international regulations and standards for fire protection at sea. This ensures that your vessels meet all legal requirements and certifications.

At AERIUS, we support our customers in building ships that combine comfort with modern fire protection technology. Your safety is our top priority.



We design and produce CBRN overpressure systems in HVAC for naval applications since 1980.



Mail: info@acin.nl | www.acin.nl





Our specialist components for marine vessels

Adaptability to maritime requirements:

We understand that naval vessels are exposed to specific conditions, whether in terms of extreme weather or the need to ensure resistance to contamination and salt water. Our bespoke HVAC/R systems and components are specifically designed to withstand these challenges.

Optimal use of space:

We maximise the efficiency of the available space on board by developing specialised components that fit perfectly into the limited space available on naval vessels. This ensures that you can make effective use of every square metre.

Robust construction and durability:

We use high-quality materials and design our custom components to operate reliably even under the harshest maritime conditions. This ensures the longevity of your HVAC/R systems.

Integration into automated control systems:

Our components are designed to integrate seamlessly into the automated control systems of your naval vessels. This enables precise control and monitoring of the HVAC/R systems to ensure the desired indoor climate conditions.



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A career with AERIUS

At AERIUS Marine, we embrace an open, direct and modern corporate culture. Flat hierarchies, short decision-making processes and transparent communication are second nature to us. We treat each other as equals, think in a solution-oriented way and drive our international projects forward with speed and enthusiasm.

As a long-standing market leader, we stand for innovation and forward-looking technologies. At the same time, we continuously invest in the further development of our employees. Formats such as 'Lunch & Learn' or our 'Come Together Breakfast' create space for knowledge transfer, exchange and team spirit – in an open and inspiring atmosphere. We are convinced that our success is based on the people

who work for us. Commitment, expertise and team spirit make all the difference. That is why we create a working environment that supports, encourages and enables individual development – so that everyone can fully realise their potential.

For us, a healthy work-life balance is not just a buzzword, but a way of life. Flexible working hours, part-time arrangements and remote working are, depending on the role, naturally possible. Furthermore, a wide range of benefits round off our offering.

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SP DEFENSE
BY PIP





Set sail for your career at AERIUS Marine GmbH. Whether you already have experience in the shipping industry or wish to bring your expertise from another field – we are interested in your potential. We welcome both applications for specific vacancies and unsolicited applications.

For any questions about our vacancies, our Human Resources department is always available to assist.



Please send your application o
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Informationen

Kontakt

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