



All over the world.
All about your success.



A PART OF HEINO WINTER GROUP

From Shipping



Heino Winter Group - Tradition Meets Innovation

All over the world. All about your success.

About Us

The Heino Winter Group unites two strong pillars: the **shipping company Heino Winter** and the technical trading house **Ingenieurbüro Heino Winter GmbH**. Rooted in the historic „Altes Land“ region, the family business has carried forward a maritime tradition for several generations.

After World War II, Jonny Winter laid the foundation for a modern coastal motor shipping company. A milestone followed in 1966 with the construction of one of Germany's first container vessels, the MS Bell Venture, at the renowned JJ. Sietas shipyard.

Continuing this legacy, **Heino Winter**, graduate engineer in marine engineering. In October 1977, he established the shipping company Heino Winter, commissioning its first newbuild in 1978 at Howaldtswerke Deutsche Werft AG.

From the very beginning, Heino and his wife Gerlinde Winter shared responsibility for the company's growth: Gerlinde built up the commercial department, while Heino focused on technical inspection and fleet development. At the same time, Heino founded Ingenieurbüro Heino Winter GmbH, providing technical support for both the company's fleet and other coastal shipping operators.

In 2006, the next generation joined the group: **Mareike Winter**, the youngest daughter of Heino and Gerlinde. A graduate business economist and Ship Finance Manager (Frankfurt School of Finance and Management), she took over management responsibilities in 2010. Since then, she has been steering the strategic development of both companies with a future-oriented approach.

Today, Ingenieurbüro Heino Winter GmbH has been specialising for over a decade in advanced Maritime technology for cargo vessels as well as equipment solutions for river and cruise ships. Our dedicated technology and cruise teams embody personalised service, proven expertise, and reliable partnerships.

At Heino Winter Group, outstanding customer service is not an added value
– it is a matter of course.





For Shipping

Heino Winter Group – Your Partner for Shipping and Cruises

Heino Winter Group brings together a technical trading house, an engineering office, and a shipping company under one roof. For more than 45 years, we have embodied a unique combination of tradition and innovation – and today the business is proudly led by the second generation. With our comprehensive services, we provide everything ships and the cruise industry need: fast, reliable, and from a single source.

Expertise in Ship Equipment and Cruise Supplies

We provide tailored technical solutions for cargo vessels and the cruise industry. Our expertise covers everything from specialized ship equipment for cargo ships to premium fittings for yachts, as well as solutions for river and ocean cruise ships. Backed by decades of expertise and a dedicated team, we ensure top-quality products and exceptional service.

Comprehensive Services for Maximum Efficiency

From procurement and transport to warehousing, we offer a complete range of services to ensure smooth and efficient operations. As **an ISO 9001:2015-certified company**, we are committed to upholding the highest quality standards throughout every stage.

Tailored Consulting and Individual Solutions

Your requirements are our top priority.. We offer specialize consulting and develop solutions precisely tailored to your needs. Our specialists oversee the entire process – from technical equipment and services to complete ship management – ensuring reliable and seamless execution.

Process Optimization for Your Success

We streamline ordering procedures, optimize logistics, and support effective cost management. By handing the details, we enable you to focus fully on your core business – with the confidence that comes from a reliable Partner at your side.

Thre Mareike Winter und Team



For Cruises

Your Partner for Perfect Cruise Experiences – Everything from a Single Source

A successful cruise experience begins with efficient organization behind the scenes. The Heino Winter Group ensures cruise ships are fully equipped with all essential non-food consumables. From professional crew equipment and engaging play materials for younger guests to premium care products for passengers and high-quality sports gear – we supply everything needed to keep operations running smoothly.

Sustainability, Flexibility, and Service Orientation

At the core of our work are sustainability, flexibility, and customer service. We pride ourselves on being a trusted partner for ship managers, shipping companies, and outfitters – especially when it comes to fulfilling special requirements. Backed by decades of experience, we deliver solutions quickly, efficiently, and with uncompromising quality.



Our Location – Your Advantage

With our warehouse in Hamburg, with direct connections to the port, highways, and airports, we ensure fast deliveries and noticeable relief for your procurement processes. Our dedicated team makes sure every detail is organized according to your needs.

Our Partners

Our valued customers include: **AIDA, Costa, TUI, Carnival Cruise, Hapag-Lloyd**, and many others.



Hotel equipment for Cruises



ENTERTAINMENT

We equip cruise ships with all essentials for onborad entertainment. From cosmetics to dance shoes to a wide range of stage accessoires, ensuring the entire stage program is perfectly equipped.



SPA- AND SPORTS

We provide everything necessary for the comfort and wellness of your passengers: high-quality sauna infusions, nourishing shower gels, yoga mats, and training equipment for a holistic wellness experience and relaxation at sea.



KIDS-EQUIPMENT

The kids' area of a cruise ship is our specialty. We supply the latest and most popular toys that meet the highest safety standards, as well as craft supplies for creative hours. With us, the kids' club is always up to date – happy children mean happy parents.



AUDIOTECHNOLOGY

We supply cruise ships with state-of-the-art sound equipment for a perfect audio experience. We ensure all technical requirements are met so the cruise is also an unforgettable listening experience.



CUSTOMS LOGO ITEMS

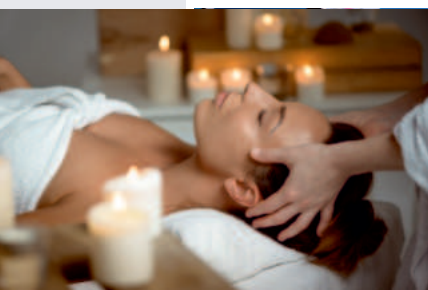
We manufacture custom logo items for cruise ships, from sports bags to water bottles to sanitary items and cup covers.



OUR SERVICE – YOUR RELIEF

We know how important quality and reliability are for our cruise customers.

We respond to individual requests, handle research for special items, and ensure everything runs smoothly. With us at your side, you can focus on what matters and we take care of the rest.



Our services for you:

- **Technical equipment and spare parts** for cargo and cruise ships
- **Technical and electronic original components/OEM** or **high-quality replacement.**
- **Fast, reliable, and cost-efficient.**
- **Direct procurement** to support your shipping company
- **Calibration** of SIKA devices

What we offer

- **Complete service:**
sourcing, technical procurement, worldwide transport to vessel/port/warehouse.
- **Short-term deliveries**
- **In-house engineering team** for customized solutions and individual customer requests

Your Advantage:

- **Efficient support** for your procurement processes and staff
- **Maximum safety** in crew and ship operations
- **Decades of experience** with ship technology
- **Fast delivery times** for maximum flexibility

Technical equipment and spare parts for cargo and cruise ships

We deliver everything required for smooth ship operations – reliably, quickly, and with top quality. Whether **genuine products/OEM** or **high-quality replacement products**, we provide tailored solutions to match your needs.



A selection of our partners



From **sourcing** to **procurement** to **transport** – we handle all services that ease the load on your organization. With our in-house engineering team and Hamburg warehouse, we ensure timely deliveries and maximum onboard safety.

Additional Support:

We offer an in-house procurement service upon request

Technique for the maritime industry



PUMPS

Genuine, OEM or high-quality replacement, we supply all common brands of electric, pneumatic or hydraulic pumps and spare parts for your ship operations.



FLOW TECHNOLOGY

From flow switches to flow sensors, we are your competent contact for flow measurement technology.



MEASUREMENT AND SENSOR TECHNOLOGY

Digital and analog thermometers, manometers, and electrical temperature sensors. As a distributor of the world market leader SIKA, we offer you a wide range of measurement and sensor technology „Made in Germany“.



CALIBRATION TECHNOLOGY

Our range includes a comprehensive solution of calibrators from SIKA, especially developed for temperature, pressure, and electrical standard signals.



COMPRESSED AIR TECHNOLOGY

As an exclusive partner of Teryair, we offer you a wide range of compressors and compressed-air-technology for the maritime use.



COMPRESSORS & SEPARATORS

Whether new equipment or spare parts, we are your competent partner in the procurement of units and the appropriate spare components.



VALVES & SEALS

Our procurement team helps you to find the right spare parts for your engine, unit or piping system.



FITTINGS & PIPELINE TECHNOLOGY

We provide the needed solution for ship building, repair and offshore projects



From Shipping – for Shipping
Visit our **online shop** for high-quality products
of **SIKA**, **Teryair** and maritime technical equipment
www.heinowinter.com



Flow Technology

Qualität „Made in Germany“ – fast, reliable, and at fair prices.

We provide a comprehensive range of flow measurement products.

Our long-standing partnership with

SIKA Dr. Siebert & Kühn GmbH & Co. KG

from Kaufungen (Hessen) enables us to offer you a comprehensive range of flow, measurement, and sensor technology. Thanks to our own stock inventory, we guarantee **short delivery times** and consistently **supply high-quality products** that meet SIKA's exacting standards.

Flow Switches



- ▶ Inline versions DN 8... DN 50 or direct installation up to DN 200
- ▶ Magnetic force instead of spring, long-term stable switching points
- ▶ OEM versions

Oval Gear Flow Meters



- ▶ Displacement meters with direct volume measurement
- ▶ No inlet and outlet sections required
- ▶ High long-term stability
- ▶ Low pressure loss

Magnetic-Inductive Flow Sensors

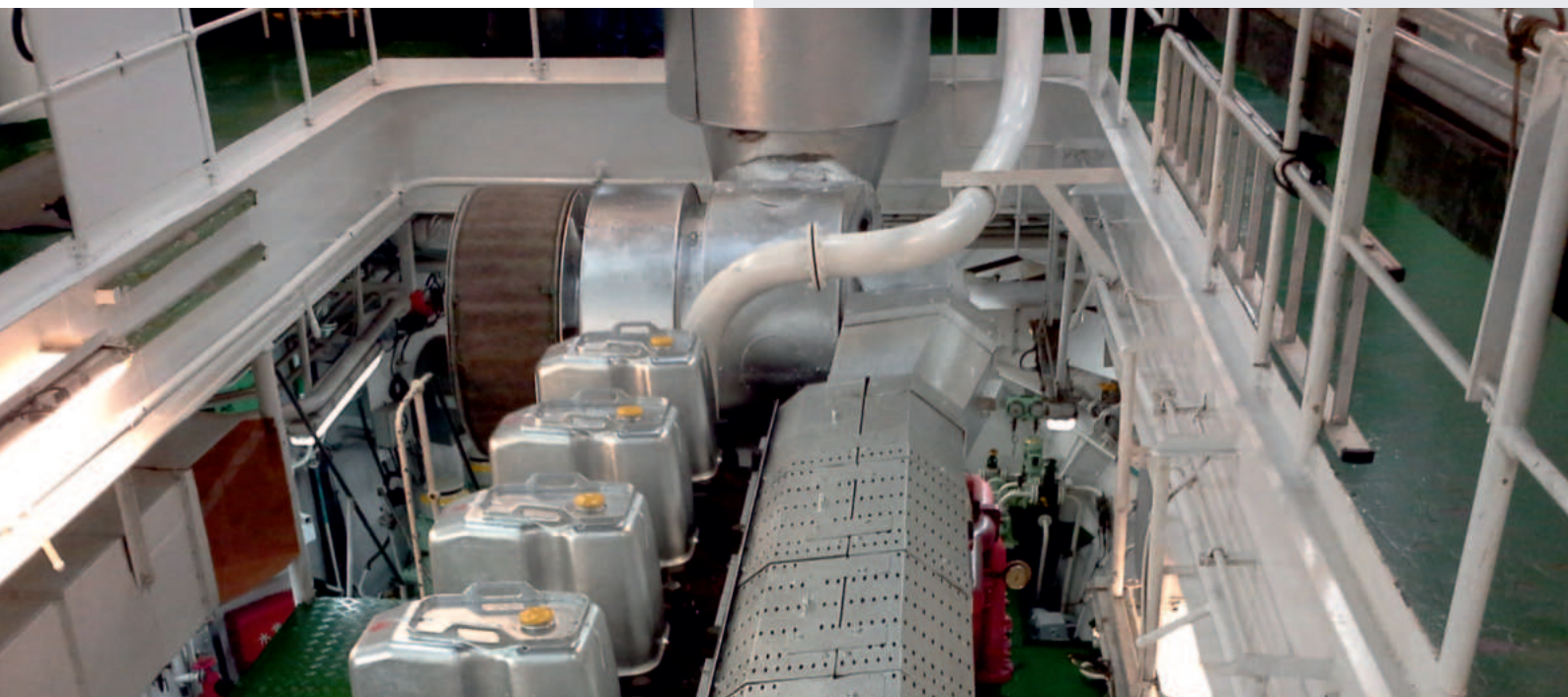


- ▶ Plastic devices DN 3...DN 25 for series applications
- ▶ Metal devices DN 2...DN 20 for machines and systems
- ▶ Flange devices DN 15...DN 200

Calorimetric Flow Monitors



- ▶ Direct installation in pipelines DN 15...DN 150
- ▶ No moving parts
- ▶ Switching point adjustable via potentiometer
- ▶ Compact or separate version



For precise measurements in your operation, we deliver high-quality instruments in the field of temperature and pressure measurement.

**sales
partnership
with**

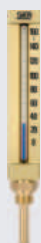


Digital Thermometers



- ▶ Accurate and robust
- ▶ Versions with solar power or lithium battery
- ▶ Display ranges: -40...650 °C
- ▶ Marine approvals

Machine Thermometers



- ▶ Housing in 200, 150, 110 mm
- ▶ Two standard versions: straight and 90° angle
- ▶ Special variants on request
- ▶ Various display ranges from -60...40 °C to 0...250 °C

Manometers



- ▶ Pressure measurement of liquid and gaseous media
- ▶ Nominal sizes: 63... 250 mm
- ▶ 0...2.5 mbar to 0...1000 bar

Room Condition Monitoring



- ▶ Multisensor system
- ▶ Simultaneous detection of humidity, temperature, and pressure
- ▶ Integrated 3-channel transmitter
- ▶ Graphical trend display of all parameters
- ▶ EU-RO approval

Measurement and Pressure Technology

Pointer Thermometers



- ▶ Various display ranges from -40...40 °C to 50...650 °C
- ▶ Nominal sizes: 63...160 mm
- ▶ Gas-filled or bimetal version

Temperature Sensors



- ▶ Temperature ranges: -50...850 °C
- ▶ Special variants on request
- ▶ Vibration-resistant and short response times
- ▶ Marine approvals
- ▶ Type-tested according to DIN EN 50155

Digital Manometers



- ▶ Display ranges -1...1000 bar
- ▶ Display accuracy up to 0.05%
- ▶ Optional with data logger
- ▶ Switchable units

Handheld Measuring Instruments



- ▶ For temperature and pressure
- ▶ Easy handling with high measurement accuracy
- ▶ Logger, alarm, and clock function possible

Calibration Technology

Our range includes a comprehensive selection of **calibrators from the SIKA brand**, specially developed for **temperature, pressure, and electrical standard signals**. Rely on **long-term reliable measurement technology** and **innovative calibration technology**.

Table Test Pumps



- ▶ Pneumatic and hydraulic pressure pumps
- ▶ Pressure ranges -0.95...1400 bar
- ▶ Fast pressure generation with low effort
- ▶ No power supply required

Hand Test Pumps



- ▶ Pneumatic and hydraulic pressure pumps
- ▶ Pressure ranges -0.95...60 bar
- ▶ Ideal for mobile use
- ▶ No power supply required

Temperature Calibrators



- ▶ Dry block, calibration bath, infrared, and surface function
- ▶ Temperature ranges -55...1300 °C
- ▶ Effective and compact with extensive equipment options
- ▶ Fastest and most stable control on the market

Hydraulic Pressure Carts



- ▶ Highest accuracy with 0.015% of the measured value
- ▶ Pressure ranges 0.25...1400 bar
- ▶ Free calibration to local gravity values according to DAkkS standard

Process Calibrators



- ▶ For temperature, pressure, current, voltage, resistance, or frequency/pulse
- ▶ Various equipment
- ▶ Powerful mono and multifunction process calibrators
- ▶ For mobile on-site calibration



Our Calibration Service for You

We offer you a comprehensive service for **recalibration**.

Calibration Sets

- ▶ Reference thermometer MH 3750 – high-precision temperature measurement for exact calibration
- ▶ High-temperature sensor TF 700 – control of the heating block temperature of dry block calibrators
- ▶ SIKA pressure reference type D2 – reliable verification of pressure calibrators
- ▶ Robust transport case – secure protection for all components, including certificates

Our Calibration Service for You

- ▶ Accredited calibration laboratory
- ▶ Temperature ranges for temperature calibrators -55...1300 °C
- ▶ Pressure ranges 1...1200 bar
- ▶ Electrical sizes mA, V, Ω



Calibration Technology



SIKA®

- **Fast and reliable recalibration** of your equipments.
- **Collection or delivery** of equipments from/to your vessel or location.
- **Certified recalibration** to the highest standards.



Compressed Air Technology



Teryair: A leading manufacturer of pneumatic machinery for the marine industry. Founded in 2002 by engineers passionate about high-quality marine products. Products used on oil tankers, container ships, passenger ships, bulk carriers, naval, and offshore vessels.

Modern Mumbai factory with state-of-the-art equipment and experienced staff.

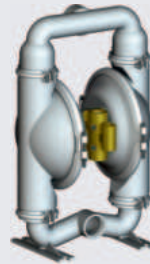
Certifications to the highest international standards; renowned for quality and reliability.



Pneumatic Diaphragm Pumps

1/2 inch to 3 inch,
Aluminum, Stainless
Steel and Polypropylene

Air operated Diaphragm Pumps



- ▶ Handling of viscous fluids, slurries, solid-laden fluids and shear-sensitive fluids.
- ▶ No priming needed.
- ▶ Robust construction is conducive to all weather outdoor use.

Membran Pumps



- ▶ Handling of viscous fluids, slurries, solid laden fluids and shear sensitive fluids.
- ▶ Robust construction is conducive to all weather outdoor use.
- ▶ No priming needed.

Pneumatic Sump Pumps



- ▶ Will pump down to 22 mm and handle up to 3 mm solids.
- ▶ Governor controlled motor.
- ▶ Compact design enables use in restricted areas



As a sales partner of Teryair, we offer our customers a wide range of pneumatically operated products for marine operations. If you are looking for high-quality pneumatic machines, we have the solution for you.

Teryair products are certified by



Air Motors



- General machinery: Multiple uses such as mixers, agitators power-driven tumblers, barrels, indexing tables, paint finishing equipment
- Valve operating: Actuation of valves
- Cool Running, Variable Speeds, Load to Stall, Instantly Reversible

Grease Lubricators Air Operated



- powder-coated finish with all the external components nickel-plated for longer life.
- provided with castors for easy mobility
- The anti-lock pressure plates ensure easy flow of grease

Airless Paint Sprayers



- include specially treated chrome stainless steel rods
- Consistent spray pressure
- Easy to clean and maintain

Compressed Air Technology



Tank Cleaning Machines



- Nozzles can be freely positioned to facilitate usage in tight-spaces.
- Choice of nozzles available depending on tank size
- 31-meter Jet Length



Portable Ventilation Fans



Electric and Pneumatic
200 to 500 mm

- Confined Space Ventilation
- ATEX air motor on pneumatic versions
- highly efficient and portable

Quick Connect Couplers



- Automatic shut off.
- Hardened wear parts
- Nitrile rubber seals

Compressed Air Technology



Teryair: A leading manufacturer of pneumatic machinery for the marine industry. Founded in 2002 by engineers passionate about high-quality marine products. Products used on oil tankers, container ships, passenger ships, bulk carriers, naval, and offshore vessels. Modern Mumbai factory with state-of-the-art equipment and experienced staff. Certifications to the highest international standards; renowned for quality and reliability.

Pneumatic Impact Wrenches



- ▶ Rapid assembly and disassembly of fasteners
- ▶ Compact ergonomic design for increased comfort
- ▶ rocking dog mechanism that provides powerful torque

Pneumatic Grinders - Angle Grinders/Scalers



- ▶ Variety of accessories offers multi-purpose usage
- ▶ Lightweight aluminium die cast bodies for easy manoeuvring
- ▶ For sanding, rough grinding and removal of rust/paint from metal surfaces

Pneumatic Chipping Hammers



- ▶ or any light-duty chipping work
- ▶ Hard-hitting and high-frequency of blows
- ▶ AccePts universally available 10mm shank accessories

**Further tools on request;
please feel free to contact us
about this**

Teryair products are
certified by



As a trusted exclusive sales partner of Teryair, we provide our customers with a comprehensive range of pneumatically operated products for marine operations. If you're seeking high-quality pneumatic equipment, we have the right solution for you.

- Air-operated diaphragm pumps
- Air-operated centrifugal pumps
- Air-operated motors
- High-pressure water jet series
- Fans
- Paint spray systems
- Pneumatically operated tools

Pneumatic Hard Steel Tipped Scabblers



Single Piston Head

- ▶ Light weight, less operator fatigue and easy to manoeuvre
- ▶ Twist type throttle, control and ease of use
- ▶ Removal of heavy and stubborn layers of rust and hard chemical coatings.

Pneumatic Tungsten Tipped Scabblers



Single and Triple Piston Heads

- ▶ Light weight, less operator fatigue and easy to manoeuvre
- ▶ Suitable for use on small hard-to-reach areas as well as for maintenance work on larger areas
- ▶ Removal of heavy rust or chemical coatings, fresh concrete layers, rout, mortar, laitance, encrustations, paint, wood, and rust

Pneumatic Needle/Chisel Scalers



- ▶ Independent needle motion ensures descaling coverage over irregular surfaces like bolt heads, corners and other hard-to-access areas.
- ▶ Lightweight - easy to use and manoeuvre
- ▶ A great assortment of accessories and spare parts on request

Compressed Air Technology



Rotary Deck Scalers

Pneumatic and Electric Variants

- ▶ Marine, removal of old rust, paint, or coatings from decks, platforms, floors and surfaces
- ▶ Eleven independently hitting pistons cover irregular surfaces
- ▶ Ergonomically designed for minimum operator fatigue



Pumps for Ship Operations

Manufacturers: IMO, Allweiler, Desmi, Kral, Naniwa, Teryair etc.



We supply the pump for your vessel, whether new or replacement parts for existing pumps – genuine, OEM, or high-quality replacements. We offer high-quality products from top manufacturers.

- Centrifugal pumps
- Screw pumps
- Piston pumps
- Gear pumps
- Vacuum pumps
- Hydraulic pumps
- Diaphragm pumps
- Screw spindle pumps
- Injection pumps
- Cooling water pumps
- Spare parts for pumps



Compressors and Separators

Manufactures: BOCK, BITZER, DANFOSS, WESTFALIA, AlfaLaval etc.
Partner Company:
VESTEC Marine Compressors

We offer a wide range of units for your engine room. Whether new equipment or spare parts, we assist in procurement.

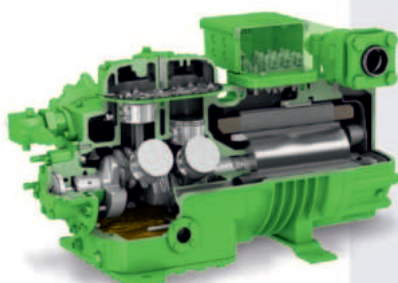
Separators:

- Fuel separators
- Lubricating oil separators
- Bilge water separators
- Centrifuges for refrigeration and air conditioning systems
- Spare parts



Compressors:

- Starting air compressors
- Control air compressors
- Refrigeration & air conditioning compressors
- Special compressors
- Tool & service compressors
- Spare parts



Belimo is a global leader in the development, manufacturing, and distribution of field devices for energy-efficient control of heating, ventilation, and air conditioning systems. Their product range includes damper actuators, control valves, sensors, and meters.

Valves:

- Valve design and selection
- Belimo Energy Valve™
- Pressure-independent control valves
- Zone valves
- Control ball valves
- Ball valves
- Butterfly valves
- Lift valves
- Drinking water valves
- Refrigerant valves
- Valve actuators

Sensors/Meters:

- Sensor/meter selection
- Duct sensors (air)
- Pipe sensors (water)
- Outdoor sensors (air)
- Room devices
- Thermal energy meters (TEZ)
- Belimo Energy Valve™ with TEZ

Fire Protection and Smoke Extraction Solutions:

- Motorized fire dampers to create fire compartments – offering optimal protection against the spread of fire and smoke through air ducts
- Motorized smoke extraction dampers – keeping escape and rescue routes smoke-free during fire
- Actuators and sensors for smoke protection pressure systems – maintaining smoke-free stairwells and similar areas during fire

Sensor and Valve Technology

BELIMO®



Sensor Types from



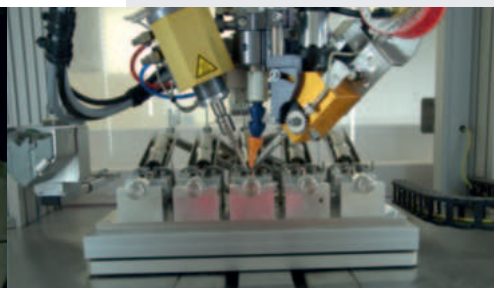
Intelligent Measuring Systems for gas, marine diesel- and future-fuel engines

Our product portfolio includes a wide range of cylinder pressure sensors for diesel, gas, dual-fuel-, and future-fuel engines. We offer to our clients various types of handheld electronic engine analyser and Combustion monitoring systems.

- IMES Cylinder pressure sensors (ready for future-fuel)



- Two-Stroke combustion sensor TCS-01 CA-PMI for application on electronically controlled engines (e.g. all MAN ME – engines)
- Accuracy check for all IMES sensor types
 - Sensor Test Kit for Sensor offset and -span evaluation
 - Check-box for sensor data evaluation
- CCM – Combustion Control Module
- EPM Next Generation for 2- and 4-stroke diesel engines,
4 different EPM types only one device:
 - EPM Peak
 - EPM-XP
 - EPM-XP Plus
 - EPM-XP plus-vibro
- Compri electronic compression pressure meter and leakage test device



Solution for Shipbuilding, repair and offshore projects

VIEGA Marine Systems

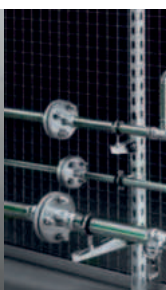
Safe vessel operation: Viega products make maintenance, repair and overhaul (MRO) easier for customers working on vessels with small spaces and with tight windows for work.

With no need for flame or harsh chemicals, workers can use Viega press fitting to make quick connections while other trades work alongside them.

- Smart piping retrofits to increase ship efficiency
 - Optimize your existing piping layouts and weights
 - Easy and fast replacement pipelines in copper, stainless steel, CUNiFe and multilayer
 - Important! Viega offers adapters from BSP (metric) to NPT (imperial) threads
- Repair of thick-walled steel pipes
 - Megapress fittings to work with tankers, bulkers, gas carriers and other cargo ships
 - Press-in-branch connector for subsequent use of measuring points
- Individual composition of service packages for your ship
 - Viega press tool combined with the right material assortment
- Potable water management
 - Maintaining water quality on board automatically
 - Optimized flow rates smart circulation valves for safe water and energy supply
 - Protection against bacteria such as legionella
 - Increased comfort through noise reduction and precise temperature control

Piping Systems

viega





HEINO WINTER GROUP

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REEDEREI**