

# NEWS++++

ALL THE LATEST OF THE WORLD OF SCHÜTZ | ISSUE 3 – 2016



**IOS · ANDROID**

## SCHÜTZ TICKET SERVICE – NOW ALSO VIA APP

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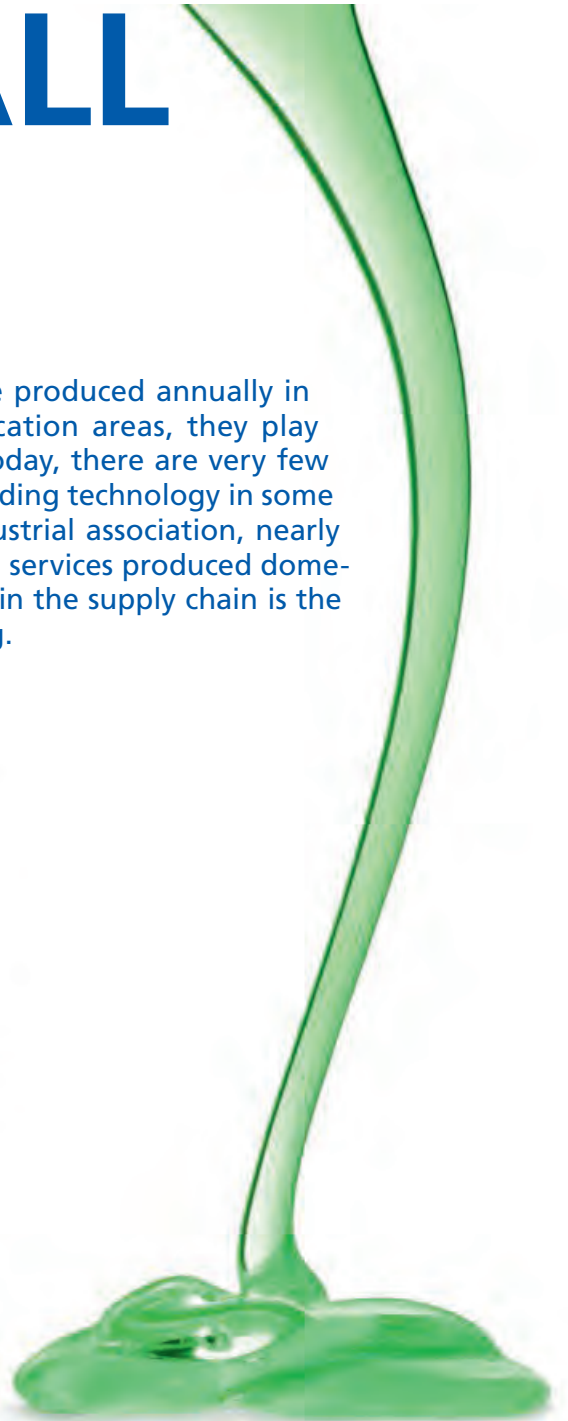
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# AN OVERALL SOLUTION FOR THE ADHESIVE INDUSTRY

Almost one million tons of adhesives are produced annually in Germany. Due to the diversity of application areas, they play an essential role in our everyday lives. Today, there are very few industrial sectors that do not use this bonding technology in some form. According to figures from the industrial association, nearly 50 percent of the goods and construction services produced domestically use adhesives. A major challenge in the supply chain is the residual quantities in transport packaging.

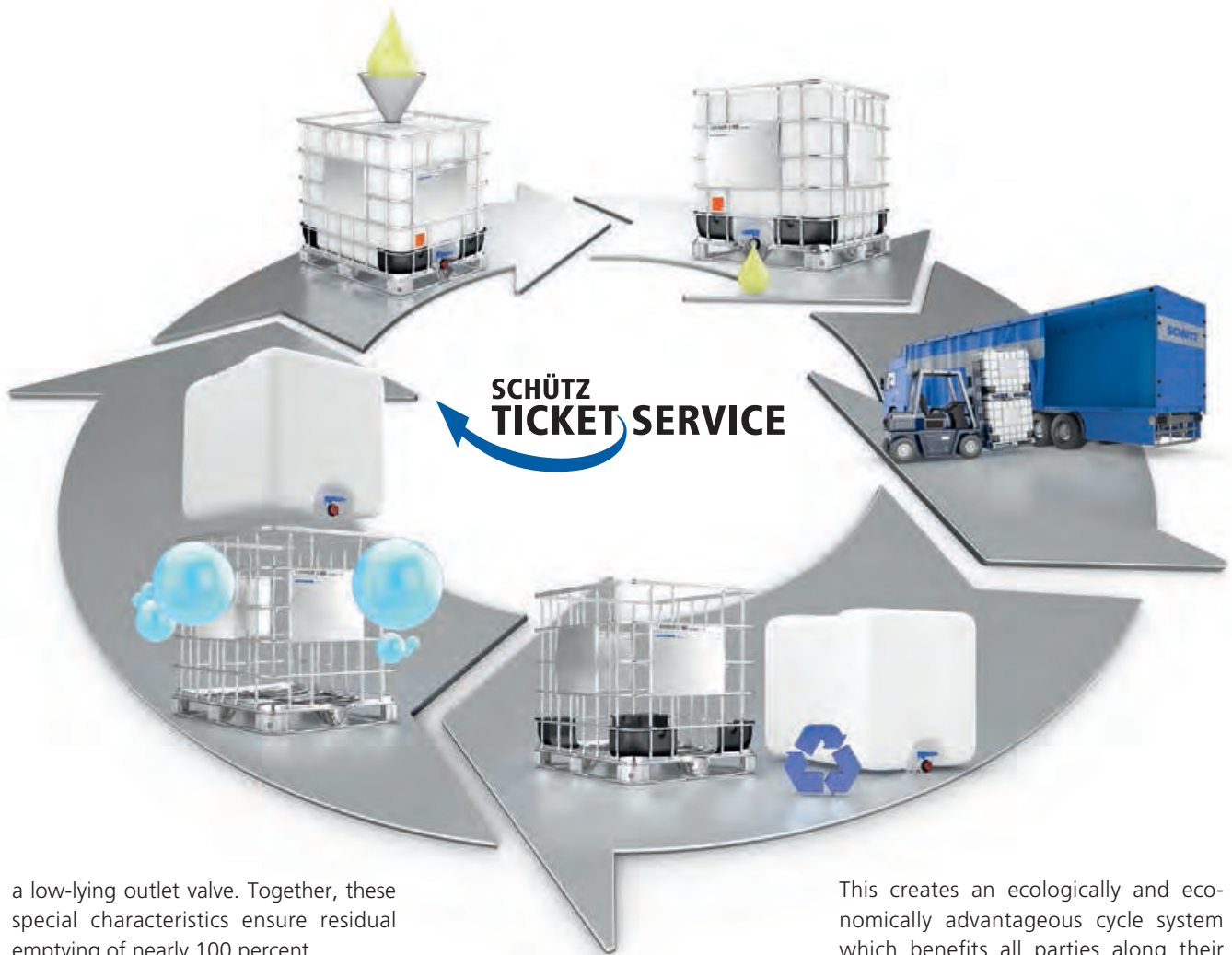


As one of the world's leading manufacturers of adhesives, Jowat SE is familiar with the difficulties in handling this typically highly viscous filling product and started proactively searching for a solution for the problem their customers faced.

## **ECOBULK HX: SLOPING SHAPE REDUCES RESIDUES**

Until now, Jowat supplied adhesives to its customers in packaging where, depending on the shape, residual quantities of up to 70 kilograms remained in the packaging. Often, it was impossible to remove these residues, which made disposal of the containers expensive, generating significant additional costs for end cus-

tomers. And, on top of this, the residual quantities represented a considerable economic loss, as this proportion of the product could not be used. For these customers in particular, Jowat set out to find a more efficient solution and discovered our SCHÜTZ ECOBULK HX. The special feature of this IBC is its geometry: the inner bottle of our HX has a sloping bottom with a closed, stable supporting cushion, optimised outlet geometry and



a low-lying outlet valve. Together, these special characteristics ensure residual emptying of nearly 100 percent.

Jowat conducted a series of tests on the IBC – with positive results: the residual quantities were reduced from 70 to a maximum of 10 kilograms. Several field tests with a variety of customers verified this highly satisfactory result. “Thanks to the HX we can finally offer our customers an effective solution for the issue of residual emptying and disposal with regards to highly viscous products. This has allowed us again to emphasize our exceptional customer-orientation and innovative drive. Innovations should create added value and satisfy the customer requirements for the future, not just for adhesives. This is our conviction, and it is what motivates us”, says Dorothea Morise, Packaging Manager at Jowat SE.

**The special characteristics ensure residual emptying of nearly 100 percent even for highly viscous filling products.**

### **ECO-FRIENDLY CYCLE – A SERVICE THAT ALSO BENEFITS JOWAT’S OWN CUSTOMERS**

Another advantage is the fact that the HX is the ideal tool for efficient customer-pool management. After emptying, we collect the HX containers in full loads from the end customer as part of our SCHÜTZ TICKET SERVICE, thus relieving the customer of the burden of further process steps and ultimately the disposal of the container. These IBCs are reconditioned, which means that they receive new inner bottles, outlet valves and screw caps. In exact compliance with specifications, reconditioned HX IBCs are supplied to Jowat for refilling. Jowat can concentrate fully and completely on its core business and no longer has to manage its own container pool, as was the case with the previously used steel IBCs.

This creates an ecologically and economically advantageous cycle system which benefits all parties along their supply chains, allowing them to significantly reduce both administration input and expenses. Alexander Klat, Packaging Procurement and Administration Manager at Jowat SE, is delighted with the eco-friendly aspect of this overall solution: “In combination with the collection and reconditioning system offered by SCHÜTZ, we can not only reduce our administration input and the residues in our transport packaging considerably, we can also significantly increase our sustainability through the reduction of CO<sub>2</sub> emissions.” Internal SCHÜTZ studies show that compared with new HX containers, our reconditioned IBCs reduce CO<sub>2</sub> emissions by approximately 150 kilograms.

Jowat already packages its premium products in the ECOBULK HX. In response to the positive feedback by consumers, and also in compliance with the company’s customer-oriented, sustainable corporate philosophy, Jowat is also planning to start using HX IBCs in its commodity business.

# SCHÜTZ TICKET SERVICE – NOW ALSO VIA APP



1.9 billion smartphones will be sold worldwide by 2019 according to a forecast by the International Data Corporation (IDC). Smartphones have become constant companions and source of digital information in everyday life: we use them to communicate, to access information while out and about, to take photos and even to track our own fitness progress. SCHÜTZ customers can add another function to this long list: now they can use their smartphones to order the fast and easy collection of empty IBCs – thanks to the new SCHÜTZ TICKET SERVICE app.

Over 20 years ago, SCHÜTZ decided to offer its expertise in reconditioning as a service to customers. Since then, the SCHÜTZ TICKET SERVICE has grown to become the largest global network for the environmentally friendly collection and reconditioning of empty containers. As well as ordering collections by fax, email or phone customers can also book free collections online after a short registration process. For mobile devices such as smartphones and tablets, SCHÜTZ has now developed a special app which makes the whole ordering process even easier.



**SCHÜTZ has now  
developed a special  
app for mobile devices.**

After downloading the app and before using it for the first time, users enter their name, email address and customer number in the "Settings" section. This data is saved for all subsequent uses. The collection data is entered in the "New Order" section, including the container types, the quantity and the trade name of the filling product. Users can specify any individual logistics requirements in a special comments field. Then all that needs to be done is to accept the collection terms and conditions with a click. Immediately. A collection order is immediately generated at the applicable SCHÜTZ

## EXCLUSIVE PREVIEW OF THE APP FUNCTIONS:



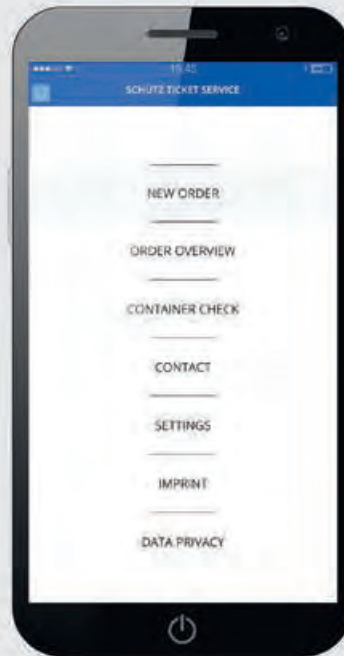
handling office and the collection process for the IBCs is initiated.

### COPY & SEND

One advantage of the SCHÜTZ app is that a complete list of all previous orders can be accessed under the menu item "Order Overview", allowing users to repeat a previous order without the need to enter all the details again. Alternatively, a previous order can be modified quickly and then sent.

A useful additional feature in the app is the "Container Check" option. This feature includes all information about our collection terms with illustrations. These Dos and Don'ts are listed by category: "Residual emptying", "Recyclability", "Label plate, labels, hazardous goods warnings", "Caps and leak-tightness" and "Soiling, damage, corrosion".

**The SCHÜTZ TICKET SERVICE app is available in five languages and can be downloaded from Google Play and the App Store.**



# MOTIVATION, TRAINING AND ACTION

## ON THE NORDIC AGENDA



A well functioning team is a sound basis for enduring success. This is a motto that SCHÜTZ Nordic fully embraces, and this year again focused on employee motivation, training and team building.

In April, the colleagues at Kongsvinger took up the SCHÜTZ Challenge 2016 and started out with a fitness session every day of the week. This mental and physical fitness programme started at 5am every morning and had everyone filled with fresh energy thanks to a work-out plan devised by an external trainer, which included stretching exercises, muscle-building units and endurance training.

In what was possibly the biggest challenge, at 0° Celcius the participants also swam in the Glomma, Norway's largest river. In the individual follow-up sessions, the sports expert gave useful tips and tricks. The group was highly committed and enthusiastic about their fitness week, and a staff party was held at the end of the week to celebrate their sporting success in true style.





In September, our site in Norway had a "Safety Week" which aimed at consolidating existing knowledge and skills and increasing safety consciousness throughout the company. In cooperation with the local fire brigade a number of safety talks, presentations and training sessions were held, for instance, to teach people the correct use of a fire extinguisher. To ensure that the entire workforce was included and that all employees learned the same skills, the programme was repeated during the week so that every shift got a turn. The course concluded with a quiz to test how well everyone remembered what they had been taught. The theory was complemented by three practical fire exercises in which the entire site was evacuated, thus ideally preparing everyone at SCHÜTZ Nordic in the event of an emergency.



# SCHÜTZ IMPRESSES AT FACHPACK 2016



## ► FachPack 2016

“Innovations aimed at Sustainability” was the motto of this year’s FachPack. Exactly in keeping with

this motto, SCHÜTZ presented its latest packaging solutions at the end of September in Hall 6 at the Nuremberg exhibition centre. This year, the trade fair for packaging technology, finishing and logistics attracted over 41,000 visitors who came to find out about the new products presented by more than 1,500 exhibitors.

There was a strong international turnout, with 25 percent of the visitors coming from the Czech Republic, Austria, Poland, Italy, the Netherlands, France and Switzerland. Compared with last year, the proportion of international guests rose by two percent. This makes FachPack one of the key international fairs for the industry!

Numerous meetings with customers from a wide range of industries again showed that in a production chain that starts with valuable raw materials and ends in high quality finished products, choosing the right packaging plays a crucial role. The ideal packaging ensures that transport and storage are economical, it secures the quality of the filling product and can

simplify processes. And if the packaging is recycled after use, it also helps to conserve valuable natural resources.



**ECOBULK****RECOBULK**

### ECOBULK + RECONDITIONING IN ORIGINAL QUALITY = RECOBULK

New at our booth this year was the RECOBULK. The new brand name for reconditioned SCHÜTZ quality was enthusiastically welcomed by our customers. With ECOBULK and RECOBULK, they benefit from full compatibility between new and reconditioned packaging. Both products are available in exactly the same standard specification and provide the same quality and performance – for absolutely safe use, even when combined! Both production and reconditioning of the IBCs takes place in compliance with uniform environmental, safety and quality management guidelines. The system's modular design allows it to be perfectly configured for most applications and is also the key to its recyclability through the eco-friendly SCHÜTZ TICKET SERVICE. The RECOBULK offers a further environmental advantage: the production of each new RECOBULK saves around 100 kilograms of CO<sub>2</sub> emissions compared with a new IBC! This system helps our customers to improve their eco balance and thus also document and communicate their sustainability activities.



### ECOBULK HX & IMPELLER

Our dream team for high viscosity products was another highlight at the FachPack show. With its conical shape, the ECOBULK HX was a special eye-catcher at the SCHÜTZ booth. This model is also available in an ex-version and with the SCHÜTZ IMPELLER.

Visitors to the trade show were able to see how it worked in a model: a transparent element in the inner bottles of two IBCs gave visitors a glimpse inside the containers.



### FOODCERT & CLEANCERT: SPECIAL PROTECTION FOR SENSITIVE FILLING PRODUCTS

Another important issue for experts is how it is best to protect quality-sensitive filling products, such as those used in the food, pharmaceuticals, cosmetics or automotive industries. Our solution: IBCs and drums from the established FOODCERT and CLEANCERT lines. These products offer comprehensive material, product and process safety. We have implemented a wide range of stringent preventive measures for the production of these products in order to rule out contamination from the very beginning. The measures apply to buildings, equipment

and the entire production environment. They have also been certified according to the FSSC 22000 industrial standards, which means that they comply with the significantly higher demands for safety made by producers and consumers. This packaging is produced to customer speci-

**This packaging is produced to customer specifications, just-in-time and is seamlessly traceable.**



cations, just-in-time and is seamlessly traceable. All components and every step in the production process is totally free of silicone. On request, SCHÜTZ will supply both models with an EVOH barrier as effective protection against permeation. This prevents the permeation in or out of gases, flavours and fragrances and solvents, and significantly increases the shelf-life of sensitive products.



Trade fair visitors were also given an overview of our extensive range of drums, including the universally suitable F1 tight-head plastic drum and a selection of tight-head and open-head steel drums.



# HX WITH IMPELLER CRACKS THE “SILVER NUT 2016”

Our dream team for highly viscous filling products – the ECOBULK HX with the IMPELLER – won second place in the Dutch packaging competition “De Gouden Noot 2016” (The Golden Nut 2016). At the awards gala on 24 November in Evoluon in Eindhoven, our packaging combination was honoured with the “Silver Nut”, making us the only representative of the B2B segment amongst the winners!

From the left:  
Berry Plas (Managing Director, Bark Verpakkingen B.V.),  
Veit Enders (Business Unit Manager EMEA, SCHÜTZ),  
Bert Himpe (General Manager SCHÜTZ Benelux),  
Leendert van Os (Sales Manager SCHÜTZ Benelux) and  
Melanie Ivelo (Manager Advertising & PR, SCHÜTZ).

The other prizes all went to B2C products: the winner of the “Gouden Noot” was the Flexa Creations Color Tester. This handy colour cartridge allows consumers to apply a small amount of wall paint directly onto the wall at home, to test it. The ten finalists in the contest also included an innovation from our customer Coca-Cola. The Bow Label allows a conventional bottle to be transformed into an attractive gift: pulling on a tab turns the special wrap-around label into a decorative bow.

## SUBMISSION INITIATED BY A LONG-STANDING CUSTOMER

The idea of taking part in the competition came from our customer Akzo Nobel Nederland B.V.: “SCHÜTZ presented their new product to us, the ECOBULK HX. I was won over by the idea, and when registration started for ‘De Gouden Noot’ I immediately got in touch with Kai Reichensperger, who is responsible for projects at SCHÜTZ, and suggested that they submit the product. He hesitated at first, because it isn’t easy for an industrial container to compete against so many consumer packages. I am all the more delighted that the jury, which consisted of 20 packaging experts, recognised the innovative drive of this new product by awarding it a prize. And after this success, I don’t have quite such a guilty conscience for pushing SCHÜTZ into taking part”, says Loek van Driel, Industrial Packaging Technologist EMEA at Akzo Nobel.

## EXCEPTIONAL GEOMETRY WAS SCHÜTZ’S TRUMP CARD

The comprehensive application form requested a detailed product description, an explanation of why the packaging, the design and the material are innovative, and details of its environmental aspects. In the second stage, Kai Reichensperger and Bert Himpe, General Manager of SCHÜTZ Benelux, personally presented our product to the jury. The HX convinced the jury on account of its unusual geometry, which enables optimum



residual emptying, even for highly viscous filling products. As these products usually have to be stirred prior to use, the SCHÜTZ IMPELLER is the perfect addition. The disposable stirrer is a fixed attachment of the IBC's screw cap. The container remains closed throughout the entire stirring process, which vastly reduces the risk of contamination. The system has economic and environmental advantages: compared with steel packaging, the ECOBULK HX reduces costs in the supply chain by 50 percent. Its tare weight is 67 percent lower, resulting in significant raw material, energy and CO<sub>2</sub> savings in production and transport. The HX and the IMPELLER are collected for reconditioning by the eco-friendly SCHÜTZ TICKET SERVICE and are reused internally as HDPE recycle.

**The competition “De Gouden Noot” is an initiative of the NVC Netherlands Packaging Centre and it aims to support innovation in the packaging industry. The association was founded in 1953 and comprises of companies that are committed to continued optimisation of packaging and packed products in the supply chain.**

Visible from afar: the external façade of Rora Installationen GmbH in the dusk.



# A SHOWROOM FOR PLEASANT AMBIENT TEMPERATURES

Rora: a showroom. Faced with the need to extend the company's showroom and offices, Roman Rammerstorfer, managing director and owner of Rora Installationen GmbH in Feldkirchen, Austria, seized the opportunity to install a state-of-the-art system. His aim was ambitious: not only was the new building to be an architectural attraction, he also wanted it to provide a supremely pleasant indoor climate with advanced technology.

The official opening was celebrated at the end of May. Roman Rammerstorfer (far right), the building owner and specialist fitter for the project, is standing next to his wife, Maria.

Forming the heart of the new extension, AIRCONOMY® provides pleasant heat, controlled ventilation and cooling. Choosing AIRCONOMY® was easy for Rammerstorfer, as he had already successfully installed our system in several projects for clients. The new Rora building not only boasts a modern facade that integrates the company's logo in six-meter high, illuminated letters, it also has a showroom that really says it all.

The big day finally came at the end of May 2016, when the operations manager and staff celebrated the new Rora building with a grand opening party. The extension to the existing main building was completed in roughly six months of construction work. Now, everyone approaching Feldkirchen an der Donau sees the beautifully illuminated company



building from afar, with six-metre high letters spelling out "RORA" integrated into the facade. Engineer Markus Fahrner, managing director of Fahrner GmbH – the master planner and general contractor for the project – explains the idea: "The letters in the logo are made of reinforced concrete and act as supporting columns for the extension. The ventilated curtain facade by Domico, with a carbon finish, provides a frame for the letters, thus creating a beautiful contrast between the metal, glass and concrete." The company's name can be seen

**The latest developments  
and options in building  
technology services  
are made transparent  
on the highest possible level.**

from far away and serves as an advertisement for the company. Roman Rammerstorfer wanted the new building to be seen as an invitation to designers and architects, stating: "We make the latest developments and options in building technology services visible at the highest possible level." As a full-service provider for building and electrical technology, plumbing and heating, ventilation and air conditioning, solar and photovoltaic systems, the people at Rora know exactly what they are talking about.

Rora's new extension features a modern façade.



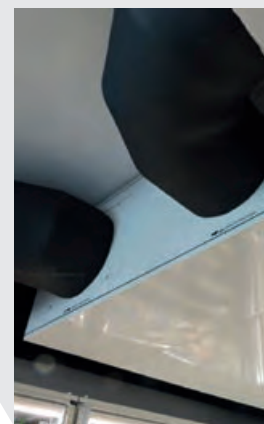


The reception area in the showroom is a continuation of the exterior design.

**The Rora project comprised of an area of 250 m<sup>2</sup> on the ground floor and 125 m<sup>2</sup> on the first floor which needed to be ventilated with fresh air, kept warm in the winter and cool in the summer. The new wing includes a large exhibition area, a reception area and the managing director's office on the ground floor; there are several offices, conference and training rooms on the first floor.**

When choosing the ideal HVACR system, Rammersstorfer wanted a system that provided heating, ventilation and cooling all in one. For the company owner, energy consumption was just as important as providing a pleasant indoor temperature, not just in the individual offices but, most importantly, also in the large atrium-style showroom which extends over both storeys. One of the key design targets for the new extension was to achieve excellent air quality at low operating costs. The large glass areas heat up fast in summer, meaning that from the very outset achieving efficient cooling and dehumidifying was an important factor in the choice of HVACR system.

Rammerstorfer chose AIRCONOMY® because it not only combines classic hot water underfloor heating with controlled ventilation and heat recovery, it also allows the rooms to be cooled as required. At the heart of the AIRCONOMY® system is the system module, which functions as a heat exchanger. The module has profiles for fixing the pipes on the upper surface and truncated cones on the lower surface which create a 2 cm ventilation channel through which the incoming air flows to the relevant floor outlets. The incoming air is either heated or cooled, as required. Due to the special design of the system module it also functions as a



highly efficient sound absorbent. The sound insulation effect of the AIRCONOMY® system module has been confirmed by the Fraunhofer Institute in Stuttgart. Additionally, the system also ideally complies with today's heightened awareness of allergies and the importance of hygiene: the Ruhr Valley Center for Environmental Hygiene certified that AIRCONOMY® provides "A1 room air". Choosing controlled ventilation also provides considerable benefits in terms of lower energy consumption. In the AIRCONOMY® system, the high efficiency of the heat recovery unit (97 percent) and the flow temperature, which is lower than in conventional underfloor heating systems, results in a very low energy

consumption, which in this project is generated by a heat pump. The entire system in this installation uses groundwater for cooling – a special feature of our AIRCONOMY® system.

All the system's technical components were invisibly integrated into the building design, meaning that nothing detracts from the visual impact of the architecture; only the discreet air outlets in the floor covering hint at the harmonious integration of the underfloor system.

In the central control room, the cooling coil cools and dehumidifies of the incoming air flow. If required, AIRCONOMY® will pump chilled water through the underfloor pipes for silent cooling; this principle is used to absorb heat from the room. "The incoming air is pre-cooled automatically, this makes it slightly drier, which is perceived as pleasant," says company owner, Rammerstorfer.

Pre-heated water or, in summer, cooled water is pumped through the pipe system and reaches the 42 installed AIRCONOMY® system modules: in nine supply air routes on the ground floor and five on the first floor in which the air is heated or cooled before it flows out without causing a draft. In addition two supply air valves were installed in the ceiling on the first floor as the original structure was used and no new screed was laid. Overall, the system controls between 150 and 800 m<sup>3</sup>/h of supply air volume in the building, depending on the CO<sub>2</sub> levels, which are continuously monitored in the extracted air.

At the opening party at the end of May, Roman Rammerstorfer was extremely satisfied with his very successful project: "The standards and requirements for energy efficiency, sound insulation and hygiene are even higher in complex building projects: complete solutions from a single source which unite carefully coordinated, tested components – that is an perfect match to our own philosophy."

For more information, visit:  
[www.AIRCONOMY.net](http://www.AIRCONOMY.net)



The ventilation unit Evotherm 1000 F – shown here – and the heat exchanger were both installed flatly on the ceiling of the technical facilities room to save space. From here, the air is pumped into the individual rooms where only discreet slits in the floor indicate the presence of a controlled ventilation system.



# CORMASTER

## DELIVERS TOP PERFORMANCE IN MANY APPLICATIONS

We have further expanded the product portfolio of our light-weight material CORMASTER, which ranges from honeycomb and sandwich panels to milled and heat-formed parts through to engineered panels, and have invested in new production equipment.

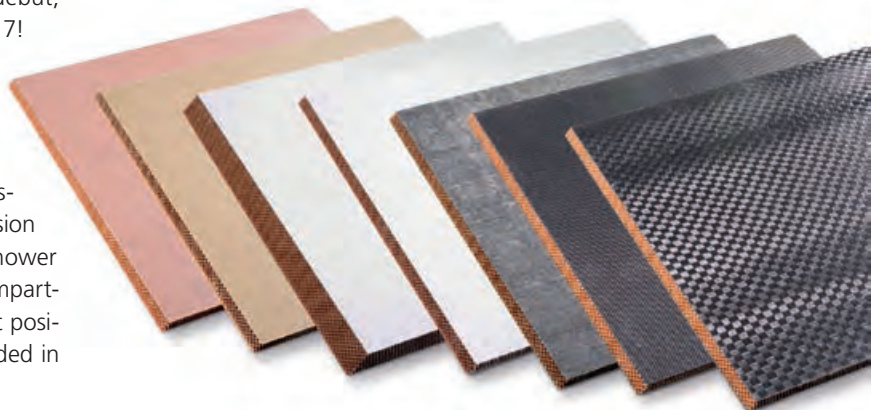


There was also great customer demand for additional autoclave curing of a wide range of complex structures. In response, after expanding capacity in the factory premises in Selters, this year we invested in new equipment for all production areas and increased our staff.

There was also a trade show premiere for CORMASTER in 2016: for the first time, we were one of 530 exhibitors at the Aircraft Interiors Expo in Hamburg. The trade show for cabin equipment was the ideal platform to showcase our high-tech composite material because it is used by many OEMs and aviation suppliers to build aircraft interiors. After this successful debut, we immediately knew that we would be returning in 2017!

We have also opened up a new market segment: converting serial production aircraft into private VIP models. Like the major airlines, owners of these aircraft are just as interested in reducing fuel consumption and minimizing their CO<sub>2</sub> emissions. A global market leader in conversion has started using our material for the production of shower enclosures, exclusive interior panelling and luxurious compartments. This collaboration has already brought on the first positive results: together with the customer, we have succeeded in optimising the material layout of our sandwich panels.

**We are very grateful to all CORMASTER customers and partners for their loyalty to our product. Together, we would again like to work with you in 2017 to achieve lighter weight and emission reductions in the automotive, marine and aerospace industries.**





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# OUR THIRD TIME!

1,400 exhibitors from 34 countries, 35,000 visitors from 48 countries and a wide range of onshore and offshore solutions covering the entire spectrum, from planning to realization and maintenance of existing equipment. In a nutshell: the 2016 WindEnergy fair in Hamburg was again a hotspot for fabulous pioneering technical innovations and interesting exhibits.

And in the centre of it all, in Hall B5, was our busy SCHÜTZ COMPOSITES booth. The newest and highly successful division of the SCHÜTZ

Group attracted the attention of trade show guests with its detailed exhibits – including an illuminated and moving rotor blade cross-section, a section of the master model and three rotor blade models. What made numerous exhibits special was that the individual components and superimposed layers were clearly visible to the viewer. For example, the classic structure of the prototype, from the steel base to the wooden frame, the planking with roof battens, the vacuum-tight hand-applied laminate, the application of epoxy paste and the CNC machine-milled contours were all presented at the



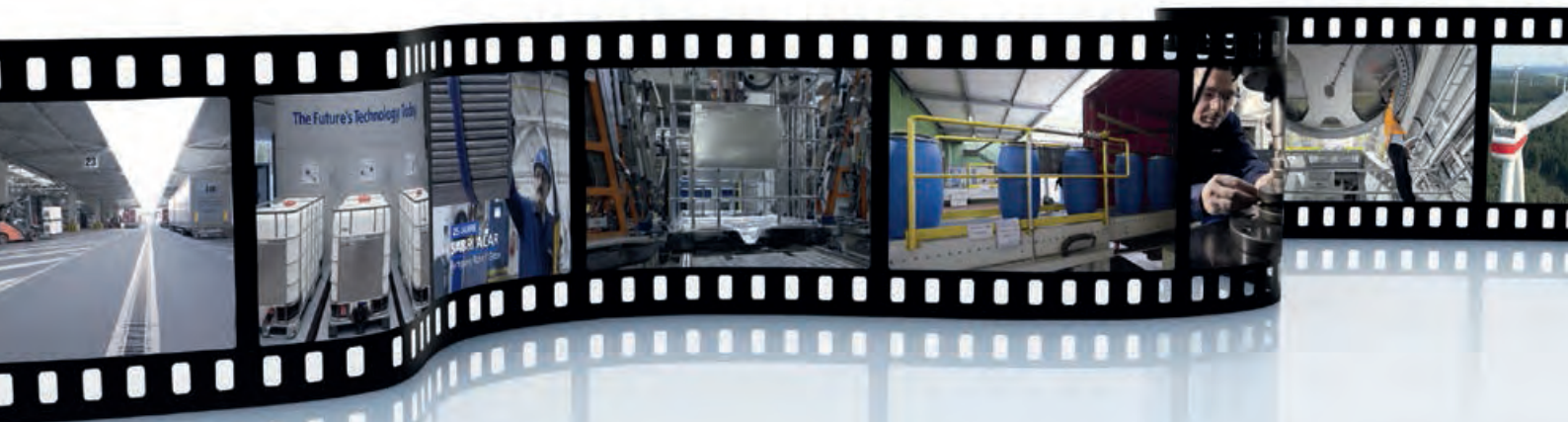
SCHÜTZ booth. The cross-section of a wind turbine rotor blade gave visitors a direct view inside a rotor blade and revealed the components of

the structure, such as the sandwich ribs, the solid spar flanges and the sandwich structure of the shell. Another eye-catcher was the three rotor blade models in varying sizes. Many existing and prospective customers and suppliers took the time for an in-depth discussion with our team at the stand and arranged follow-up meetings. The trade show was an absolute success, and we are already planning for the next WindEnergy, which will take place in 2018.

# “...AND ACTION!”

## A SPOTLIGHT ON OUR JUBILARIANS

These are the people who shape the company: qualified employees who are dedicated to the company are essential for its success. People who have been working for a company for many years are loyal, they have a deep bond with the company – and they usually love their jobs.



At SCHÜTZ, we know that our employees have a sense of deep affinity towards the company, and we reciprocate this with our tradition of inviting employees celebrating anniversaries and retirees to the jubilee celebration at the end of the year to show our appreciation and gratitude. In mid-November, 34 employees were honoured for 25 years of service to the company, and three for a very impressive 40 years at SCHÜTZ. Almost 80 former employees gladly accepted SCHÜTZ's invitation and came to the celebration where they were also informed of the latest developments in the company.

In the late afternoon of 18 November, our company founder Udo Schütz warmly welcomed the guests warmly to the SCHÜTZ headquarters. The board of management, the works council and representatives of the HR department honoured the jubilees. For the first time, a film was made for the celebration, showing the employees at their workplaces and following the production flow in a narrative that also showed how the individual jobs are interconnected. Following a presentation of the current products and the new and expanded services and locations in our global SCHÜTZ network, the evening ended with a dinner and plenty of stimulating conversation.





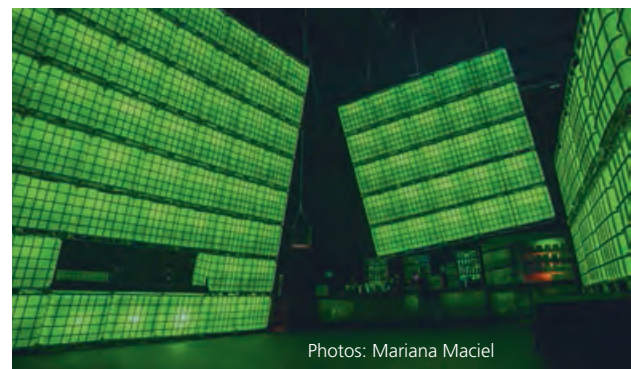


# “KUBIK” IN BRAZIL

Our IBCs aren't just a sustainable transport packaging system – they are also ideal as stylish, glowing cubes! Stacked high, the containers are used in the light and space installation “kubik” to form illuminated walls, becoming urbane party locations – indoors and outdoors.

Between May and October 2016, the art project by the creative group Balestra Berlin also stopped off in São Paulo, built with IBCs supplied by SCHÜTZ VASITEX. Every Friday and Saturday, international DJs worked the decks and provided a great musical backdrop of minimalist electro music for the audiences. Originally, the installation in São Paulo – which was the first “kubik” in Latin America – was intended to run for 20 shows only, but was extended due to its overwhelming success. Felipe Batalha, one of the organisers in São Paulo, praised the collaboration with our Brazilian subsidiary: “SCHÜTZ VASITEX provided really excellent service, starting with the project planning stage. From visiting the plant, selecting the containers all the way through to delivering them to the location, our cooperation went really smoothly.”

“kubik” took place for the first time in Berlin in 2006. In the meantime, the art installation has made guest appearances



Photos: Mariana Maciel

in more than 30 international cities at corporate events, trade shows and festivals, including Paris, Barcelona, Lisbon, Vienna, Lausanne, Dubai and Melbourne. The venues, each of which has a different architectural design, can host up to 8,000 guests. The IBCs are used as coloured bricks. There is no limit to creativity: the stacked containers can form individual sculptures, static and moving walls, walls with cantilevers, free floating ceilings and even islands swimming in water.

**Throughout the exclusive event, our ECOBULKs glowed in different colours with varying intensity. Like individual pixels they formed patterns and structures, pulsing to the rhythm of the music. A special technical feature developed by the Balestra team is sensors that can detect the audience's mood and translate it into light effects.**



# SNAPSHOT

## CONSERVATION PROJECT FOR SEA TURTLES ON THE CAPE VERDE ISLANDS

Sea turtles live in tropical and subtropical seas around the world and can be found far out at sea and in coastal areas. They lay their eggs on beaches where they hatch in the warm rays of the sun.

Although sea turtles are protected, they are exposed to numerous threats. The females are hunted, the eggs collected, turtle shells are commercially used, and the animal's nesting beaches are being destroyed by unregulated construction to keep up with the rapid rise in tourism: all of these factors are responsible for leaving sea turtles on the brink of extinction.

In 2008, the Turtle Foundation started taking action on the Cape Verde Islands to halt the acute and very severe threat that turtles face here. Personnel from the foundation and volunteers from all over the world now monitor the beaches during the nesting season. Additionally, the charity has set up a programme to collect data and tag the turtles by marking their shells and/or using implants. Turtle poaching has been reduced by more than 95 percent.

**Our SCHÜTZ IBCs also play a role in this wildlife conservation project. While visiting a camp run by the Turtle Foundation on Boa Vista, we discovered a SCHÜTZ IBC, which is being used to provide clean water for people at the camp.**



# RECRUITING TOMORROW'S APPRENTICES

Anyone who enjoys technology and metalworking, who is looking for a career that offers a wide range of options and would possibly like to spend a period of time working abroad has found their perfect partner in SCHÜTZ! As one of the biggest employers in Rhineland Palatinate, we offer up to 30 apprenticeship positions every year.



On 3 November, we held our first information evening at the headquarters in Selters for the parents of youngsters interested in the technical and commercial vocations we offer.

Paul Bläcker from the employer services team at the Employment Agency in Montabaur praised our commitment to providing training and careers for young people. The information evening kicked



off with a presentation of SCHÜTZ for the parents. Some were not aware that we have four divisions and have an international network of locations. We also provided an overview of the technical apprenticeships we offer, ranging from electricians to toolmakers and technical product designers in machinery and equipment construction. The evening also included details of the application process, the apprenticeship curriculum and an overview of the further qualification options available after the apprenticeship has been completed. Parents

were invited to individual meetings to discuss any further questions with the trainers. We also highlighted the fact that we offer work experience for school students to give them an impression of what a career at SCHÜTZ could involve.

**The response was positive, and it will most likely be repeated, as we believe it is a good way of ensuring that there are enough skilled workers, now and in the future.**

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# COLLEAGUES LEND A HELPING HAND

The catastrophic floods caused significant damage throughout Baden-Württemberg and Bavaria last June. Simbach was particularly badly hit. The town in Lower Bavaria is the site of our southern-most production facility in Germany.



SCHÜTZ employees were also affected by the flooding, and the houses and flats of some of our colleagues were so badly damaged that they are no longer inhabitable. Furniture, household goods and clothes could not be saved.

To help our colleagues in Simbach get back on their feet after the flooding, the SCHÜTZ works council launched a collection amongst all employees. They gave generously and donated 5,190 Euro, which SCHÜTZ doubled.

The symbolic presentation of a cheque took place on 24 November 2016 after the works council meeting in Simbach. The colleagues affected by the floods were visibly touched by the gesture.

**A BIG THANK YOU TO EVERYONE INVOLVED AND TO ALL THOSE WHO DONATED, FOR THEIR GENEROSITY!**



DEAR READERS,

The year is coming to an end, and we would like to take this opportunity to say thank you to all our customers, suppliers, business partners and colleagues for your loyalty to our magazine, for your suggestions and constructive criticism.

We look forward to keeping you up to date with what's happening in our company again next year with SCHÜTZ News.

**THE SCHÜTZ NEWS TEAM WISHES YOU AND YOUR FAMILY A VERY MERRY CHRISTMAS AND A HAPPY AND SUCCESSFUL NEW YEAR!**

Season's greetings,  
**THE SCHÜTZ NEWS TEAM**

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