



SCHÜTZ RECOBULK:

THE NEW NAME FOR THE HIGHEST PACKAGING QUALITY THANKS TO ORIGINALITY

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SCHÜTZ FOODCERT FOR SENSITIVE CITRUS AROMAS

Consumer demand for transparency and safety is rapidly increasing – and particularly in the areas of food, pharmaceuticals and cosmetics. A rising number of producers are setting a good example, by establishing exceptionally high standards in the production and transport processes for their foods and the raw materials used in them. The FOODCERT IBCs and drums made by SCHÜTZ fully comply with these consumer and industry requirements. They guarantee complete material, product and process safety. MCI Miritz Citrus GmbH & Co. KG, makers of high-quality citrus products, is one of many customers who use our FSSC 22000 certified containers.

Public and personal interest in food and food manufacturing processes is steadily increasing. According to a 2015 DLG study on the topic of consumer competence and labelling, up to 77 percent would like more transparency when it comes to food. The survey also showed that consumers who focus on transparency and background food facts also want greater safety standards. MCI Miritz, one of the leading producers of citrus aromas and essences, has registered

The SCHÜTZ FOODCERT IBCs offer complete material, product and process safety.

these expectations, which also apply to the B2C segment. "As producers and service providers we want to fully comply with the current requirements both in terms of the product and additional services. Naturally, this also applies to the safe and correct packaging of our ingredients," says Ralf Nolte, Commercial Director of MCI Miritz.



The family company, which is headquartered in Kirchgangern, Thuringia, was founded over 50 years ago in Sicily. Only three years later they set up their first factory for production and quality control in Germany. In order to ensure that it is not affected by harvest fluctuations, MCI now sources its raw materials from producers all over the world, for instance, Florida, Brazil and Argentina. The extracts of the fruit are locally processed, for example to yield citrus oil. More complex technical processing to extract the individual components takes place in the laboratory.

CERTIFIED PARTNERS

In 2014, the company was certified according to the industry standard FSSC 22000 (Food Safety System Certification, based on ISO 22000 in connection with ISO/TS 22002-4). "More and more customers in the international food industry specify this as an essential condition,"

explains Nolte. "SCHÜTZ supplies us with the packaging we need, and it is also certified." As early as 2012, we started rolling out this complex certification process worldwide in all SCHÜTZ production sites. Annual audits take place to ensure continued FSSC compliance. The FOOD-CERT range is based on this decisive process. These IBCs offer complete material, product and process safety. They not only comply with the guidelines of the Food and Drug Administration (FDA) and the European regulations, they also take additional risk minimisation factors into account. These SCHÜTZ containers make an important contribution to the significantly increased need for safety in the food segment.

Both companies follow the recommendations of the Global Food Safety Initiative (GFSI), which recognises this system certification. The GFSI is the world's largest non-profit organisation for the improvement of food safety. It was founded in

2000 by producers and retailers in order to define and put in place international standards. The GFSI's guidance document is currently followed in Europe, the United States, South America, China and India.



For MCI Miritz, cleanliness and safety are very essential requirements along the supply chain for their top quality products. The company processes essential oils to produce highly concentrated aromas. For these highly sensitive filling products ex-protection, purity and product safety play an important role – all of which are no problem for FOODCERT IBCs.

Cleanliness and safety are very essential requirements along the supply chain for their top quality products.

Customers such as MCI Miritz benefit from the fact that our containers enable them to protect the consistently high quality and shelf life of their products. The packaging is used for export, including to Japan, China, USA and even Australia, as well as for storage.



FOODCERT: TRACEABLE, PREVENTIVE, JUST-IN-TIME

FOODCERT packaging is produced just-in-time on the basis of specific customer orders. In order to minimise the risk of contamination during interim storage the inner bottles are transferred and inserted in the IBC directly after blow moulding. Each production step and each component can be clearly assigned to the relevant packaging, and all parts and steps are completely silicone-free. A barcode system is used to identify all parts and ensure complete traceability, right down to batch and process level. On request, SCHÜTZ will also assign identification numbers for articles or packing items. This complies with the current consumer need for more transparency in the origin labelling for foods.

Finished FOODCERT IBCs are loaded without any further storage and shipped immediately. All pre-produced components, such as screw caps, discharge valves or bung stoppers, are hygienically packaged and are stored separately. If the containers are to be shipped at a later point then they are stored in special, closed rooms. Optional plastic covers can be used to provide additional protection.



These maximum safety requirements demand an extensive array of preventive concepts and risk analyses. For this reason we have defined and implemented a wide range of preventive measures which follow the HACCP system (Hazardous Analysis and Critical Control Points). These apply to the building, the equipment and the entire production environment. The measures are backed up by strict hygiene rules for employees and cleaning plans for the workplaces. Additionally, there are measures to avoid contaminants such as dirt or dust, regular microbiological tests of process water and blow air, protective measures against waste, and glass and blade management. Maintenance rules and controls for machines including mandatory inspections and approval after retooling and maintenance, systematic pest control on the entire site, rules for the controlled use of all working substances, especially chemicals, and a secure incoming goods area round off the package. Together, all of these measures substantially help to protect the quality of the filling product.



From left to right:
Andreas Scharf (Director of Commercial Services, WACKER Nünchritz site),
Vassiliki Frey (Director General Procurement, WACKER),
Boris Gräter (Head of Sales D/CH/AT, SCHÜTZ),
Heinz-Peter Martin (Sales Manager IBC D/CH/AT, SCHÜTZ) and
Jörg Krey (Senior Vice President Technical Procurement & Logistics, WACKER)

A CERTIFICATE FOR THE “BEST GLOBAL PARTNERSHIP”

At this year's "Suppliers' Day", SCHÜTZ was again honoured in the category "Best Global Partnership 2015" by WACKER Chemie AG, Munich. As a global packaging partner for all the key sites operated by WACKER, we received this award for our "strong global presence, great commitment to service and exceptional quality consciousness".

In their speech, the chemicals company praised the absolute dependability, the always-punctual deliveries, and the consistently outstanding quality of our products. The business partnership is governed by a global framework agreement and managed by a central point of contact in our office.

WACKER is a globally operating chemicals group with approximately 17,000 employees and annual turnover of

around 5.3 billion Euro (2015). The enterprise has 25 production sites worldwide, 22 technical competence centres and 50 sales offices.

For this year's "Suppliers' Day", WACKER invited its partner companies to Großenhain, which is close to the WACKER site in Nünchritz. At the same event in 2012, SCHÜTZ was honoured with one of the coveted awards, when we received the "Best Packaging Supplier 2011".

The criteria for the award were quality, delivery punctuality, service and environmental sustainability; we are proud to have again received the highest scores in all of these segments for 2015!

SCHÜTZ RECOBULK: THE NEW NAME FOR THE HIGHEST PACKAGING QUALITY THANKS TO ORIGINALITY

SCHÜTZ is synonymous with the highest safety and globally consistent quality. These two attributes apply both to new packaging and to our reconditioned containers, which we collect all over the world as part of the SCHÜTZ sustainability philosophy and are fully reconditioned prior to being reused.

ECOBULK



With the ECOBULK, SCHÜTZ created the most frequently used IBC system in the world. Since the beginning, the pioneering core of the packaging system has been its modular design, which is also a key factor in its global success. The container can be perfectly adapted to meet the specific requirements of the filling product and the customer's individual supply chain. From the inner bottle to the bottom plate and components such as outlet valves and screw caps, we are continually improving the overall performance and opening up new application fields through a process of constant development and diverse innovations. The ECOBULK can be optimally configured to suit all needs and requirements, for instance providing special protection for highly permeable filling products, meeting the highest hygiene standards for foods or designed specially for high-bay racking systems.

The container can be perfectly adapted to meet the specific requirements of the filling product and the customer's individual supply chain.

RECONDITIONING IS AN INTEGRAL PART OF THE SYSTEM

The modular design of the ECOBULK is also a decisive factor in the second reason the system is so successful: SCHÜTZ IBCs offer complete recyclability, giving them outstanding economic and ecological efficiency in the global cycle. As a pioneer in the industry, we gained experience with reconditioning IBCs from as early as 1976 and in 1980 we were the first IBC producer to guarantee the collection of empty containers. Since then, our eco-friendly recycling system has developed to become the biggest producer-operated network for the collection and reconditioning of empty IBCs anywhere in the world.

RECOBULK STANDS FOR UNCOMPROMISING PRODUCT QUALITY

Just like our new packaging, SCHÜTZ applied the highest quality standards to the reconditioned containers from the very start, and established a dedicated standard. In order to completely rule out any potential risks that could result from the parallel use of new and used packaging, reconditioned ECOBULKS offer exactly the same high level of safety as new ones. We achieve this by using a standard global reconditioning process which is based on the very highest environmental, safety and quality management standards. Retrieved ECOBULK containers are

reconditioned by fitting them with a brand new inner bottle. All other components, such as screw caps, outlet valves, and label plates, are replaced with new original components. The robust steel grid and the bottom plate are repaired if necessary and reused. If the IBC has UN approval, this is then extended for a further five years. The plastic components that have been removed are internally recycled and the material is fully reused to make new packaging components, for example plastic pallets.

RECOBULK



In order to make the close link between originality and quality instantly visible on reconditioned SCHÜTZ IBCs, we have launched a new brand name: RECOBULK. **Both packaging versions now have SCHÜTZ ECOBULK/RECOBULK embossed on the label plate in order to document the recyclability and the uncompromising quality of both products.** In doing so, we are communicating a clear message: regardless of whether customers use an ECOBULK or a RECOBULK, they always benefit from the same original quality paired with high safety. Both the ECOBULK and the RECOBULK have the same standard specifications and are one hundred per cent compatible.





A GLOBAL NETWORK THAT INCLUDES RECONDITIONING

The basis for the constant availability and supply security is a global network which consists of 45 production and service sites, thus securing the supply of raw materials and components. Transport and handling times are also shorter, which benefits customers and the environment alike. Global collection and reconditioning comprehensively protects natural resources and reduces the emission of greenhouse gases: the production of each new RECOBULK saves around 100 kilograms of CO₂ emissions compared with a new IBC.



SCHÜTZ is presenting these two containers along with many other products at the FachPack in Nuremberg from 27 – 29 September.

Experts from the company will be at the SCHÜTZ booth, 6-357 in hall 6, and will be happy to provide more information about the sustainable recycling system ECOBULK/RECOBULK.

 **FachPack 2016**

SCHÜTZ
PACKAGING SYSTEMS

LATEST NEWS 2016

FOOD & DRINK
BUSINESS CONFERENCE
& EXHIBITION
CITYWEST, DUBLIN (IE)
SEPTEMBER 14, 2016
HALL/BOOTH B41

FACHPACK
NUREMBERG (D)
SEPTEMBER 27 – 29, 2016
HALL/BOOTH 6/357



SNAPSHOT



THE BEST PLACE IS ALWAYS AT THE BAR!

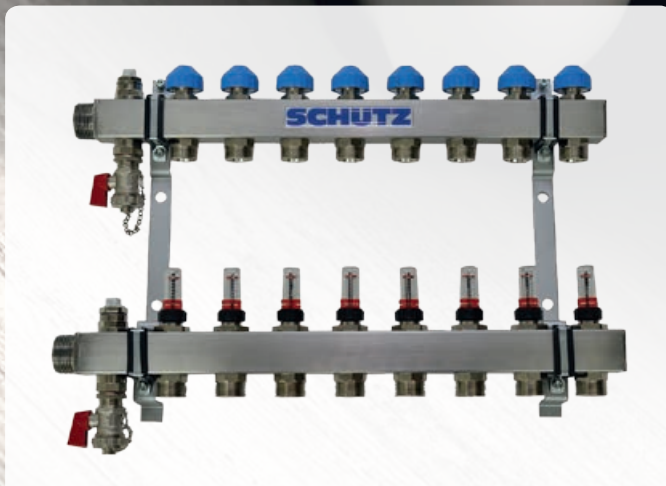
Creative furniture designers have long since discovered steel drums. The sturdy drums by SCHÜTZ can be transformed into stylish items of furniture and look great as bistro tables.



GRAB A SEAT – ON A SCHÜTZ STEEL DRUM!

In a food circle in Bangkok, old drums are used to make seats that are both hip and comfortable.





INNOVATIVE HEATING CIRCUIT MANIFOLD FOR FAST AND EASY VENTILATION

SCHÜTZ has developed a new heating circuit manifold, making the company one of only a few manufacturers who now manufacture and can supply all relevant main components for underfloor heating – with a remarkable degree of manufacturing depth.

Last year, nearly 15,000 of the pre-series production run of the new heating manifolds were shipped from our plant in Selters, and now serial production is about to commence. By investing in the new heating manifold we aim to emphasise the growing significance of our underfloor heating system.

The heating manifold in an underfloor heating system ensures that the heat is evenly distributed in all heating circuits, hence providing a constant temperature in the room. In combination with the thermostat the manifold allows the flow rate to be precisely regulated. The new heating circuit manifold, which

was designed and developed by us, has a patented system that allows the entire system to be easily, quickly and completely ventilated. As well as saving time for the heating engineer, the new system offers the long-term advantage that once the system has been vented there is no more oxygen in it which could



potentially compromise the optimum distribution of heat.

When developing the new stainless steel manifold we attached particular importance to large diameters and ensuring low pressure losses. Our new heating manifold also has benefits for hydraulic adjustment and can be used for up to 14 heating circuits simultaneously.

In-house production also allows us to ensure compliance with the very highest quality standards. We use a complex dual-inspection process to first check that the pipes in the distributor stands for tightness and each individual component for dimensional accuracy. Each heating manifold is subsequently assembled and then pressure tested again.

The heating manifold in an underfloor heating system ensures that the heat is evenly distributed in all heating circuits, hence providing a constant temperature in the room.

compact dimensions: the manifold and the additional components, such as heat meters or differential pressure regulators easily fit inside the manifold cabinet. We can also supply the manifold ready assembled with all extras straight to the construction site.

The new heating manifold also boasts very

the manifold and
ents, such as heat
pressure regula-
manifold cabinet.

the manifold ready
as straight to the



SCHÜTZ
ENERGY SYSTEMS

LATEST NEWS 2016

HEINZE ARCHITEKTUR
KONGRESS
DÜSSELDORF (D)

NOVEMBER 30 –
DECEMBER 01, 2016

HALL/BOOTH:
SCHMIEDEHALLEN



NATIONWIDE CAMPAIGN FOR "SAFE OIL TANKS"



A good two years ago, Germany's leading producers of oil tanks – organised in the Bundesverband Lagerbehälter e.V. (Federal Association of Storage Containers) – started a collaboration with renowned expert organisations to launch a nationwide media campaign called "Safe oil tanks". Our division SCHÜTZ ENERGY SYSTEMS is one of the key drivers and supporters of this campaign and we have been involved from the very start.

For us, the central objective of this campaign is to educate private heating oil tank owners about the legal responsibilities they have. We also want to use the campaign to inform consumers about the advantages of modern safety tanks. This is a key issue, and it also benefits our own tank products.

Winfried Heibel, member of the SCHÜTZ Board of Management, is one of the "founding fathers" and initiators of the "Safe oil tank" campaign, and he explains what motivated the industry to set it up: "In principle, the 'Safe oil tank' campaign was born from the recognition that politicians

have yet to reach an explicit and clear resolution governing the inspection obligation for privately-operated oil tanks. We all agreed that it was time to take things into our own hands and get the ball rolling."

"Our sense of responsibility to consumers demands that we bring the issue of the increasing age of many oil tank systems in Germany to the spotlight," adds Alexander Muster, Division Manager of SCHÜTZ ENERGY SYSTEMS. "More

than four million tank systems are older than 25 years. And that makes them increasingly likely to break or become damaged." This assessment is also confirmed by the expert reports for the

**A central focus
in the media campaign
is the consumer portal,
www.sicherer-öltank.de**

inspection of heating oil tanks across Germany for 1999 – 2012: in more than 50% of the tanks, the inspection revealed faults. A considerable proportion of the faults were directly related to the containment room, such as plaster that had flaked off or cracks in the floor.

“A further decisive aspect for the successful launch of the media campaign was that the most important expertise and validation organisations, such as TÜV, DEKRA, etc., were prepared to collaborate,” recalls Winfried Heibel. “As the inspection organisations naturally have a very clear focus on quality, we were able to persuade all parties to get involved without further delay.”

A central focus in the media campaign is the consumer portal, www.sicherer-öltank.de, which is communicated as a service site in all publicity activities. The website includes a nationwide database in which consumers everywhere can find an expert “on their doorstep” in order to have their oil tanks inspected voluntarily. We are also employing the “Safe oil tank” campaign in our consumer communications. For example, the campaign is extensively promoted on our website, and we regularly and repeatedly mention it in our press releases.

Since July 2016, the consumer website has also included a so-called Quick Check for heating oil tanks. By completing the short test, which takes a maximum of five minutes and can be done easily from home, tank owners can find out whether their tank system would pass an inspection.

Homeowners can find the Quick Check at www.sicherer-öltank.de

Alexander Muster from SCHÜTZ ENERGY SYSTEMS has already drawn a positive interim conclusion: “This educational campaign will help everyone: the operator, who now has the peace of mind of knowing that his or her fuel tank system complies with safety standards; the heating engineer, who knows that the new tank is completely safe, and us – the manufacturers of tanks and components – who look forward to new orders and satisfied customers.”

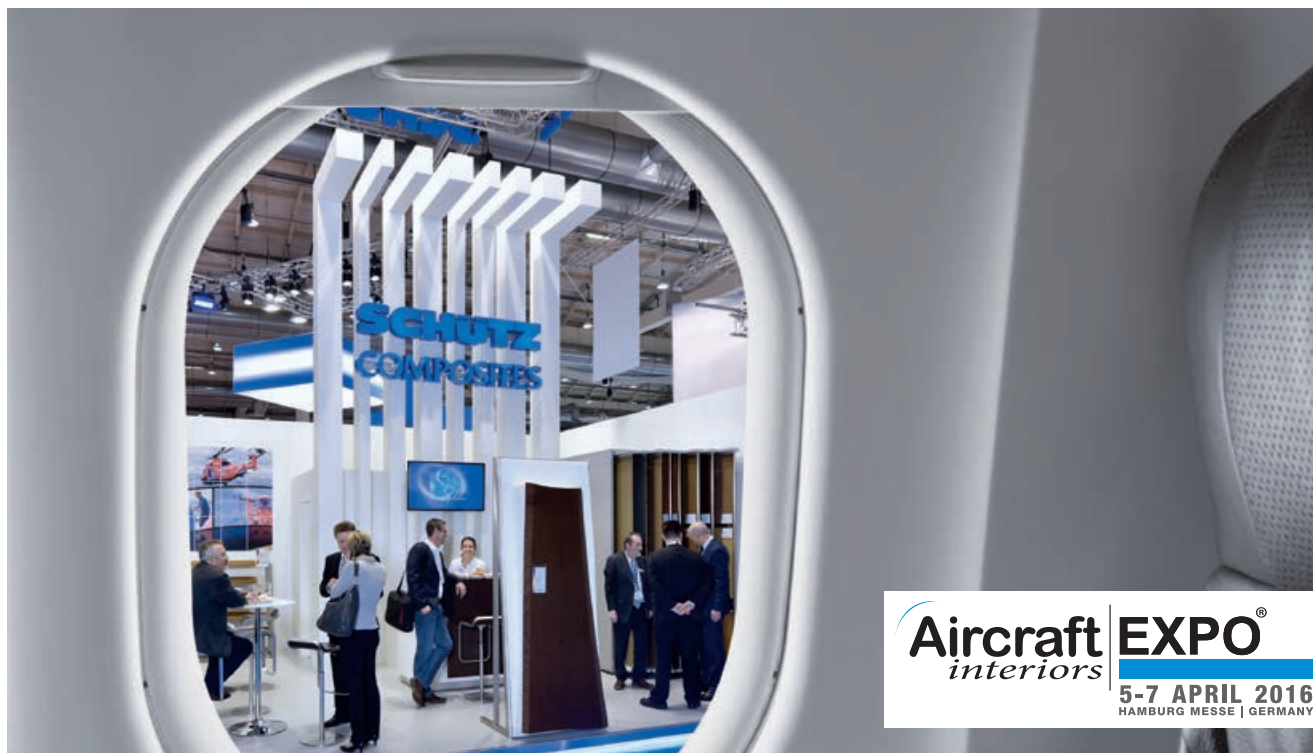


„PROOFED BARRIER® – SCHÜTZ HEATING OIL TANKS WITH A CERTIFIED ODOUR BARRIER”

One of the central requirements that consumers expect a modern oil tank to provide is the avoidance of that typical, unpleasant smell of oil throughout the house. Our fuel tanks are securely protected against diffusion and are fitted with a highly effective odour barrier. This uses a

patented SMP process where the tank walls, all polyethylene parts and pipes are coated with a protective layer that is similar to Teflon. The effectiveness of the SMP process is regularly tested and validated by the Fraunhofer Institute. This successfully validated odour barrier

entitles SCHÜTZ to use the quality label PROOFED BARRIER® on its products.



Aircraft **EXPO®**
interiors
5-7 APRIL 2016
HAMBURG MESSE | GERMANY

SCHÜTZ ATTENDS AIRCRAFT INTERIORS EXPO FOR THE FIRST TIME: **A SUCCESSFUL PREMIERE**

It's the inner values that count – a saying that applies particularly to aircraft. The lighter, the better is definitely the guiding principle here.

The latest aircraft cabin trends and innovations were presented at the Aircraft Interiors Expo from 5 – 7 April in Hamburg. In 2016, the biggest trade show for cabin interiors, from seats to in-flight entertainment, took place for the 15th year, and set a new record with 16,000 trade visitors from all around the world. For the first time, the 530 exhibitors also included SCHÜTZ. Our lightweight material CORMASTER is used by many OEMs and aviation suppliers for aircraft interiors.

The SCHÜTZ booth in Halle 6 was visited by numerous aircraft interior experts. A variety of display models were used to demonstrate the durability and exceptional mechanical stability of our material, including honeycomb and sandwich panels, moulded and machined parts and Engineered Panels. The SCHÜTZ staff at

the booth showed application examples of our composite material for lightweight structures, including the rotor blade of the MK1 helicopter, the landing gear door of the Airbus A380, the nose cone of the slightly smaller A350. CORMASTER is also used inside aircraft, in cupboards, partition walls, toilets and galleys. Fuel savings due to the lower weight also sustainably reduce CO₂ emissions. CORMASTER is also resistant to corrosion caused by water, oil and kerosene and can withstand even extreme heat.

The SCHÜTZ team had many productive meetings and talks with German and international visitors, and was very satisfied with its premiere. Several concrete projects which were discussed at the trade show are already being implemented. All in all, it was a very successful

debut, and we will be using this platform again in 2017 to showcase CORMASTER!

SCHÜTZ
COMPOSITES

**LATEST
NEWS 2016**

**WINDENERGY
HAMBURG (D)**

**SEPTEMBER 27 – 30, 2016
HALL/BOOTH B5/205**



SCHÜTZ STEEL SERVICE CENTER: A LONG-STANDING COOPERATION WITH THE VENTILATION SPECIALIST

Steel production in Germany has increased. According to figures published by the industrial association, German steel works produced nearly 3.9 million tons of raw steel in May 2016. This is four per cent more more than in May of last year. With several hundred thousand tons, our Steel Service Center operated by SCHÜTZ Industrial Services has for decades been one of the largest processors. The products manufactured at the Center include coils, plate bars and strips in the very highest quality, custom-made to the specifications of a large number of different industries. These are benefits that TROX GmbH from North Rhine-Westphalia appreciates. The ventilation expert has been a SCHÜTZ customer for the past six years – and now our COMPOSITES unit has been repaying the compliment!

In 1951, brothers Friedrich and Heinrich TROX founded a company to produce air vents. Three years later, TROX already had 15 employees and a new production and office building, which remains the company's headquarters; it was built in Neukirchen-Vluyn, in North Rhine-Westphalia. In 1960, the company started setting up their own research and development centre for acoustics, fire protection, filter and fluid mechanics. That same decade, TROX founded its first internati-

onal subsidiaries, and in 2009 the company opened an International Center for Fire Protection Technology. The testing equipment in the fire laboratory enables experiments to be conducted in compliance with international standards for the classification of building materials and components. TROX is one of the leading enterprises for the development, produc-





tion and sales of components, equipment and systems for the ventilation and air conditioning of rooms. The portfolio includes air diffusers, sound attenuators, fire and smoke protection components, control systems and building fans.

PERFECTLY BALANCED EXPERTISE

With 30 subsidiaries in 28 countries on all five continents, 14 production sites, 12 research centres and 3,700 employees, the TROX Group is represented in more than 70 countries around the world. The expertise in diverse areas and the high product quality of both companies complement each other very well and sparked a business partnership: since 2010, SCHÜTZ has supplied TROX with hot-dip galvanised split strips, fixed measure pieces, standard formats and coils for ventilation technology.

These components are used to produce and finish the company's products, e.g. fire dampers, which we, in turn, use in our own wind turbines – an ideal product cycle!

A business partnership based on know-how and quality.

HIGH PRECISION STEEL PROCESSING

At SCHÜTZ we source our top quality material direct from leading steel manufacturers in Europe. The almost 140,000 square-metre site in Siershahn has its own railway sidings and is centrally located between Cologne and Frankfurt, right next to the A3 motorway. Coils of up to 30 t can be delivered direct to the plant. Modern splitting units use these coils to produce high-precision split strips down to the smallest widths, direct and in a single pass. Careful treatment during splitting guarantees clean edges. Our ultramodern cut-to-length unit produces formats and

blanks precisely to customer specifications. Protecting natural resources is a priority at our Steel Service Center; highly efficient production and environmentally friendly logistics with rail transport make an important contribution. In addition to the Steel Service Centers in Siershahn and Selters, SCHÜTZ also has plants in North Branch (New Jersey, USA) and Shanghai (China).

FLOODING IN SIMBACH: SCHÜTZ HELPS BY PROVIDING IBCs FROM OUR LOCAL SITE

In summer 2016, days of heavy rain caused flooding across large parts of Baden-Wuerttemberg and Bavaria. In Simbach am Inn the floods were especially bad, causing a lot of damage.



The town in Lower Bavaria is our southern-most site in Germany. Within a short space of time, 175 litres of rain fell per square metre – the level of the Simbach River rose by five metres! The water masses flooded the town centre, gushing into houses and shops, uprooting trees and carrying away. All of the town's bridges were damaged and were impassable. The ring road was also completely flooded. Luckily, our factory was not affected. However, as there was an electricity cut and actually getting to the site was practically impossible, part of the production was shifted to Selters. For us it was the most natural thing to provide all the help we could, particularly because many of our employees were affected.





Many pipes and power lines had been uncovered and destroyed by the flooding, and there was no power or water in the entire town. SCHÜTZ helped the aid organisations, including the fire brigade and the Technical Relief Agency, by providing 160 IBCs for water supplies and processing. These containers were set up throughout the town to provide drinking water for local inhabitants. Water from our ECO-BULKs was also used to wash away the mud and debris, and some IBCs were filled with fuel to drive the emergency generators.

Several organisations swiftly implemented further aid measures. The Technical Relief Agency erected temporary bridges in next to no time in order to get the town's infrastructure back up and running. There is still a great sense of solidarity and rebuilding is making great progress.

WE WISH EVERYONE AFFECTED ALL THE VERY BEST AND A VERY SWIFT RETURN TO NORMALITY!



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ALLEZ LES BLEUS!



This year, 14 SCHÜTZ France employees again competed in the company run "Les Foulées de Courtaboeuf" on 25 May near Marcoussis. The contestants can choose between the five or ten-kilometre run, depending on their personal fitness. Traditionally, our athletic colleagues in France set the speed and put on a top performance, and this year was no exception: **Pascal Bernier was fastest in his age group, completing the 10 kilo-**

metres in 42 minutes and 57 seconds. Jacques Guilbert ran five kilometres in 22:39 and passed the finishing line as second in his age group. In the women's ranking, Sandrine Berquet came fourth overall, completing the ten kilometres in 50 minutes and 28 seconds.

This year, the weather was definitely on the side of the more than 500 runners, while the company run in Koblenz had to be cancelled due to a storm warning. We will continue to train, keep in shape and look forward to summer 2017!



CONGRATULATIONS & WELCOME

In Winter 2015/2016 and Summer 2016, 29 apprentices from 12 different vocations successfully completed their apprenticeship at SCHÜTZ. Six of these passed their final exams with straight "Very Good" grades. Traditionally, this is a welcome opportunity for a small, internal graduation celebration at the main site in Selters.



Johannes Nonn, COO, and Jürgen Marx, Human Resources Director, Germany, honoured the freshly-minted SCHÜTZ skilled workers. Together with the trainers from the various divisions of the company, they presented the former apprentices with a certificate in recognition of their achievements. Armed with the expert knowledge acquired in the past years, they are now ready to face the challenges of their day-to-day work at SCHÜTZ. **There are many doors open to them in future, and we are happy to continue supporting them, for instance by providing further training to become a master, engineer, a certified industrial specialist or complete a vocational work and study programme at university.**





WE WELCOME OUR NEW APPRENTICES!



A total of 32 new apprentices are ready to step into the footsteps of their older colleagues; they started their career in our international enterprise on 1 August

with the prospect of a wide variety of career opportunities. An introductory week with speeches, training courses, a guided tour of the factory and an

entertaining programme of events eased them into their new working life.
We wish everyone much success!



A DOUBLE DUAL STUDY COURSE AT SCHÜTZ: COMBINING THE BEST OF BUSINESS AND UNIVERSITY

Industry, trade and the food services in Germany are noticing an increasing lack of qualified young employees. Despite the good career prospects for young skilled workers, every year tens of thousands of apprenticeship places remain untaken.

The results of a current survey conducted by the German Chamber of Industry and Commerce also show that 31 per cent of businesses were unable to find candidates for all of their apprenticeship positions last year. Fewer school leavers and the persistent trend of going to university straight after school means that there are fewer applicants. But why not combine vocational training with a university course? SCHÜTZ has been offering this option for ten years as a double dual study programme in three areas.

Our training portfolio is exceptionally attractive! As one of the biggest employers in the Westerwald region, we offer up to 30 apprenticeships every year, including 18 different commercial and technical vocations. SCHÜTZ also currently offers two dual study courses

(Business Informatics and Forwarding, and Transport and Logistics, both at the Baden-Wuerttemberg Cooperative State University Mannheim) and three double dual study courses. These options give students the opportunity to complete two vocational degrees at the same time. They complete a training course in our company, attend a regional vocational college and at the same time study at a university. The advantages of this special model result directly from the close combination of practical experience and academic learning, and it significantly boosts career opportunities further along the line: the high employment rate after graduation and faster promotion are clear proof of the benefits of this approach. An early start at university helps to give the young trainees greater self-reliance and independence. Being paid a monthly

wage for the entire time of their studies also provides financial security during their degree programme. SCHÜTZ will also, in special circumstances, contribute to the university fees.

TECHNICIAN, MECHANIC ENGINEER OR COMMERCIAL ASSISTANT + BACHELOR

Prospective **Electronic Engineers for Industrial Engineering with a Bachelor of Engineering** start their practical training at SCHÜTZ and learn the theoretical skills at the BBS Vocational Technical College in Koblenz. In the first 13 – 15 months, the students learn all the necessary basic skills and specialist know-how. In the second year, the students start on their electrical engineering course at the University of Koblenz. During term holi-

days, the students continue to learn in the company. Within 4.75 years our trainees complete their International Chamber of Commerce training in their chosen vocation and graduate as a Bachelor of Engineering. After this, they have the option of continuing with a master degree. Prospective candidates must have a good university entrance diploma with a focus on mathematics and sciences in addition to strong technical skills. This also applies to the double dual study programme **Industrial Mechanic with Bachelor of Engineering**. The time-frame and the training centres and colleges are identical.

In collaboration with the ADG Business School in Montabaur we also offer a Bachelor degree programme combined with an apprenticeship to become an **Industrial Management Assistant**. After between three and four years, the graduates have a **Bachelor of Arts** degree in business administration. The major proportion of the university programme is self-organised; in preparation for the mandatory attendance time at the ADG Business School – 48 days in total – the students prepare the relevant subjects with the aid of the course books provided. The lecturers recap the subject matter in the seminars, expand on it and provide practical examples to illustrate it. In the foundation course the classes are also attended by students majoring in other subjects. This helps to promote interdisciplinary exchange and the cross-industry networking that is essential in today's world of work. Day-to-day practical work at SCHÜTZ makes it easier to understand the underlying theory. Our mentors and the team at the ADG Business School closely monitor this special form of training; the basic requirement is also a university entrance diploma.

AN INTERVIEW WITH A STUDENT

We spoke to Julian Wessel about the double dual study programme. The 23-year-old is a double dual student of electrical engineering at SCHÜTZ. He has just completed his fourth semester and successfully passed the first part of his examinations. He now has a practical semester and the second part of his examinations ahead of him.

What influenced you in your choice of vocational career?

What influenced me most was, quite simply, personal interest in working in a technical job. Additionally, electrical engineering offers great insight into the overall process of a project. Organising the practical workflows and processes, for instance automation technology or the definition of causalities, requires both knowledge of the mechanical processes as well as programming and parameterisation of individual technical components. These factors make electrical engineering an important link between information technology and computer sciences.

And what made you pick this particular study model?

The key reason was the enormous practical relevance of this model. Although there is a great choice of practical internships during any course at university, the hands-on practical work within a company is a completely different experience. You are not just repeating material from the lectures, but are instead working according to special plans and targets to implement a specific project. During this work you are more likely to encounter new challenges which you have to solve using your own methodologies and based on what you have learned. This ideally prepares you for the tasks you will be facing later in your career as an engineer.

And, on top of that, a double dual study programme gives you a regular income. This financial aspect and the skills I have already acquired are a great boon for my future career, particularly compared with part-time jobs that some of my co-students have to juggle



alongside their university work. On the other hand, I do have a little less leisure time, because I work for SCHÜTZ during the term holidays. But even trainees have holidays.

What are the advantages of this programme for your future career?

The diploma of my double dual study programme combined with a certificate of apprenticeship means that I have a bachelor's degree. Regardless of whether I decide to continue with a master in cooperation with SCHÜTZ or start working immediately, I will never be a novice. I am already familiar with the working environment, the structures within our globally operating company, the contact people and the colleagues, meaning that I can dive headfirst into my career without delay.

What drew your attention to SCHÜTZ as a training company? Was the double dual study course a decisive factor?

I first encountered SCHÜTZ while chatting with friends who were already familiar with the company. Originally, the option of a double dual study programme for electrical engineering sparked my interest in SCHÜTZ, but ultimately it was the wide range of applications, which are the result of a broad, innovative range of products and steady global growth, that convinced me that this was the right company for me.

For more information about training and apprenticeship options at SCHÜTZ, visit www.go-schuetz.net



Parlez-vous français?

In the spring, 17 school students from the 10th grade of the Martin-Butzer-Gymnasium Dierdorf who are doing higher French visited our main site in Selters as part of the "German-French Day of Discovery 2016".

This project, which is organised by the German-French Youth Association (DFJW), gets students to visit a company in their region that works closely with the partner nation. The aim is to demonstrate what an important role that foreign language plays in the day-to-day work of internationally operating enterprises. French is one of the key business languages and our neighbouring country is Germany's second most important trade partner after the United States. According to a study conducted by the banking sector, French could well become the most-frequently spoken language by 2050.

After their arrival in Selters, the students from Dierdorf started the day with a typical French breakfast, complete with croissants, baguette and café au lait. Then Marcel Schweitzer, our HR officer in charge of training and qualifications, Matthieu Deschamps, Account Manager, and representatives of the marketing department told them about SCHÜTZ and our global operations. They emphasised that foreign language skills are

not only needed in administration, but also in production and that these skills always improve a candidate's career prospects. In a quiz on German-French history the students were able to demonstrate their French skills, and they had also brought along applications written in French. Native speaker Matthieu Deschamps chatted with them individually and gave each student valuable tips on how to optimise their French. The event concluded with a tour of the factory, giving the students a glimpse of our production. Finally, everyone was given a small gift to remind them of their outing.

For a global player like SCHÜTZ, motivated employees with good foreign language skills will always be essential. It was a pleasure to be part of this cross-border project which is sponsored by the Federal Foreign Office and the French Ministry of Foreign Affairs.

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