# Schütz Expands Network in China

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**Schütz**

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SCHÜTZ EXPANDS NETWORK IN CHINA WITH THIRD PRODUCTION SITE

SCHÜTZ Container Systems Co. Ltd. in China opened a new factory in Foshan in March 2019. This third production site, alongside Shanghai and Tianjin, sees us continuing to expand our network in China. State-of-the-art facilities and an infrastructure that has been carefully planned down to the smallest detail ensure maximum efficiency in the production of our innovative transport packaging in southern China.

The new high-tech plant on a 20,000 square meter site in Foshan, in the south of China, started operations in March as a logistical addition to the existing network. In recent decades, the People’s Republic has enjoyed rapid economic growth and the country still has high development potential. Foshan in the province of Guangdong is part of one of the most important economic centres, and it is close to Hong Kong and Shenzhen. The city is one of the most important commercial and industrial centres for the pharmaceutical, food and automotive sectors. This third Chinese location puts us even closer to our customers; the additional production facility in the southern Chinese province guarantees faster response times and thus further boosts our flexibility to supply SCHÜTZ packaging across China. In addition, the new plant ensures shorter transport routes in the fourth-largest country in the world. The optimisation of logistics allows us to reduce our CO₂ emissions and makes a contribution to environmental protection!

IDEAL INFRASTRUCTURE

The new production building and the adjoining office complex have a combined area of 9,500 square meters and are fitted with state-of-the-art equipment. The layout and the construction of all lines were based on the latest manufacturing technology research. Achie-
ving optimum internal logistics also played an important role in our plans as they help us to meet sustainability targets: short distances to our customers make a contribution to the environment, and short distances on the company premises thanks to optimal infrastructure ensure a high degree of energy efficiency.

The three-layer extrusion blow moulding machine installed in the new plant complies with the latest standards. It produces both non-UN containers and IBCs with hazardous goods approval. Our FOODCERT models for sensitive products in the food industry will in future also be part of the portfolio produced at SCHÜTZ Container Systems in Foshan. The certification of this location according to the industry standard FSSC 22000 (Food Safety System Certification) is already in preparation. It serves as the basis for the production of this IBC line. The corresponding requirements, such as maximum safety measures for absolute cleanliness, were taken into account during the planning phase.

TRIO IN CHINA

SCHÜTZ Container Systems has had its own production facilities in China since 2005. The first plant opened in the metropolis of Shanghai. Continuous investments, for example in a new state-of-the-art reconditioning plant, ensured the production and recycling of our sustainable packaging solutions according to the latest technological requirements. This was later followed by another plant in Tianjin, not far from the capital Beijing, built on a 50,000 square meter site and equipped with state-of-the-art technology. Thanks to this geographically and logistically convenient second location on the coast in the north-east of the country, SCHÜTZ was able to further increase supply security and expand its market position. In Foshan, we are now continuing our commitment in China.
In order to make the optimum selection that helps to achieve the highest economic and ecological packaging efficiency in the respective supply chain, a wide range of criteria must be taken into account. These include the specific properties of the filling product as well as legal regulations and conditions, and the applicable industrial requirements. Individual transport routes and the conveyor technologies used, handling and storage conditions should also be considered when selecting the right pallet.

SCHÜTZ is permanently improving and refining the components used in IBC packaging. The different types of bottom groups – consisting of the pallet and the bottom plate – have already passed through several evolutionary stages to reach their present form. In all development activities, the focus is always on further increasing safety and robustness and simplifying handling for the user, targets which we can achieve thanks to our comprehensive production competence. We develop, design and manufacture all the key components of our products ourselves, as well as almost all tools, machines and systems required for manufacturing. In Europe, America and Asia, for example, we have our own steel service centres and pressing plants for steel components, as well as state-of-the-art equipment for the production of plastic pallets at numerous locations in our global network. The only components we source from external suppliers are wooden pallets. This high level of vertical integration gives us full process control and provides the basis for globally standardized products that have a uniformly high quality. It also means that our customers benefit from our outstanding supply security and flexibility.

**THE VERSATILE STANDARD MADE OF STEEL**

Whether as a skid or frame version, most of our ECOBULK MX models are made with a steel pallet and bottom plate. For the SX range, a steel bottom group is standard. It offers the ideal combination of low weight and maximum safety, robustness and durability for many applications. Its natural electrical conductivity also makes it the prime choice for use in ex-zones. The current design is the result of improvements that have been made to numerous detail in the recent past. For example, the entire geometry of the bottom groups has
been optimised with regard to better accessibility and increased clearance. The redesigned corner and centre feet are manufactured using an innovative deep-drawing process. They are far more robust, capable of withstanding potential damage and offer increased torsion resistance, which are all ideal characteristics to allow them to withstand rough handling by forklift trucks. Safe, stable stacking has also become easier: centering cams on the corner feet ensure that the top ECO-BULK nests perfectly on the lower container. The new geometry of the bottom plate significantly improves the draining of the residual contents.

SCHÜTZ STEEL PALLETS – MORE ROBUST THAN EVER!

FOR TOUGHER APPLICATIONS – THE PLASTIC PALLET

In our successful MX series plastic skids are increasingly being used underneath the steel bottom plate. In comparison to steel pallets, these offer a larger load-bearing surface, which for example is a great benefit if the containers are used on roller conveyors. The pallet’s high rigidity and robustness make it ideal for use in most high-bay storage systems. Depending on the material and design, it is highly impact resistant and can withstand deformation and damage. The splinters

The new geometry of the bottom plate significantly improves the drainability of the residual contents.
and chips that often occur during day-to-day handling are avoided, which also eliminates the associated risk of contamination. Together with the pallet’s high chemical resistance, this makes the range the preferred solution in many applications in the food, coatings, electrochemical and agrochemical industries – often in conjunction with an optional acid insert to protect the steel bottom plate around the outlet valve. Using the pallets in EX-zones is no problem: in the EX version, two integrated earthing plates in the two centre blocks of the outer plastic skids prevents the build-up of an electrical charge on the IBC. Stacked, they maintain contact with the steel grid of the lower container, ensuring that the entire stack is properly earthed. Made exclusively using high-quality recyc-plate obtained by SCHÜTZ through our worldwide IBC reconditioning programme, the plastic pallet also makes a significant contribution to the very good ecological balance of SCHÜTZ’s packaging system. The MX plastic skid pallet and the full plastic version offer the highest longevity in multiple-use cycles.

THE SPECIALIST FOR THE HIGHEST LEVEL OF HYGIENE AND CLEANLINESS

Our full plastic pallet goes a step further by replacing the steel bottom plate with a plastic bottom plate. The recently introduced ribbed design provides supreme stability and strength, raising the overall performance to a completely new level. As well as exceptional robustness and durability, customers also benefit from better impact protection, increased flexural strength and low-temperature impact strength. This makes the pallet particularly resistant to deformation and damage in daily use, even under extreme climate conditions. As no steel is used, the pallet is also completely corrosion-free. It is also largely resistant to dirt and weather influences and, if it does need cleaning, can be cleaned very easily with the holes in the plastic bottom plate ensuring that the water drains away. Its high degree of cleanliness and resistance to external influences means that the full plastic range meets the height-
ened hygiene requirements in the food, pharmaceutical and cosmetics industries and it is frequently chosen as the base for our FOODCERT and CLEANCERT packaging. As these pallets are made using our own high-quality recyclate, they also represent a very eco-friendly solution that is outstandingly suitable for multiple use.

**OUR RECOMMENDATION: RATHER LX COMPOSITE THAN WOOD**

ECOBULK LX with a complete wooden pallet, where both the skids and the frame as well as the top layer are made of wood, are requested only for very specific applications by our customers and are only suitable for the simplest applications. In addition to the inferior performance compared to other pallet types, wood has a lower ecobalance which is why, in line with our sustainable company philosophy, we try to substitute this slow-growing material wherever possible. In general, wooden bottom groups have a very limited recyclability, as spilled substances are quickly absorbed and cleaning is extremely time-consuming. Other issues include significant tare-weight fluctuations and mould infestation. In international freight traffic, wood should generally be avoided on account of strict import regulations relating to pest control. And, in addition to all of the above factors, wood is vastly inferior to all other types when it comes to weather resistance and stability.

The pallet is stronger and more shock-resistant; abrasion and splinters are significantly reduced.

We offer our customers an effective alternative: the LX Composite. These pallets also have a wooden top layer, but the skids are made of plastic – which reduces some of the disadvantages of the classic wooden version and makes it more suitable for reusable containers. The pallet is stronger and more shock-resistant; abrasion and splinters are significantly reduced and the weather-related tare weight fluctuations are less significant. The LX Composite range can usually be used on conveyor belts and in high-bay storage, and can be easily transported in ISO containers.

**Whatever the specific requirements in your supply chain, our Technical Customer Service will help you create the basis for maximum packaging efficiency by selecting the optimum pallet for your ECOBULK.**
SCHÜTZ STRENGTHENS PRESENCE IN SINGAPORE WITH NEW RECO PLANT

As part of the continual expansion of our global locations, SCHÜTZ has strengthened its presence in Singapore with a state-of-the-art reconditioning plant. The Reco line opened at the beginning of 2019. The new factory building in Tuas in the western region of the smallest state in Southeast Asia supplements the sales office and distribution center which we opened in the region in 2015.

Customers in Singapore have been supplied with our products directly by SCHÜTZ Malaysia since 2006. In January 2016, the local sales base and warehouse finally started operating and the Sales Office Singapore has been serving its customers locally and supplying them with IBCs and drums since then. At the beginning of this year, in order to boost the supply reliability of reconditioned IBCs, SCHÜTZ Singapore opened a reconditioning plant. This is in response to our customers’ demand for a simple solution for the collection of used containers and effective reconditioning. The island city-state has high environmental protection standards and our sustainable packaging system with collections fully complies with these requirements!

SCHÜTZ guarantees that its products have the same high quality everywhere in the world. Reconditioning takes place worldwide according to the same environmental, safety and quality management guidelines.
Every two years, POLLUTEC takes place in Lyon. POLLUTEC is the leading trade fair for the environment and energy industry and it celebrated its 40th anniversary in November. The event has come a long way since the first exhibitions were held in the seventies, and today it is a key showcase for the environmental sector and a central industry platform.

Economic and ecological sustainability requires holistic thinking. This is why we not only produce IBCs of the highest quality and safety, but have also always considered what happens to the IBCs after they have been used. Our colleagues at SCHÜTZ France regularly attend POLLUTEC and were again among the 2,161 exhibitors from 128 countries at the 2018 show. Visitors to the SCHÜTZ stand were given comprehensive information about our SCHÜTZ TICKET SERVICE – an IBC collection system that is completely administration-free for customers and saves users time and money along the entire supply chain. The voluntary and free service was introduced in 1993 and to this day has been continuously adapted to the needs of customers and emptiers.

In Singapore, IBCs are also reconditioned in accordance with the highest technical standards of the recycling industry. Fast, flexible, worldwide and sustainable: the SCHÜTZ TICKET SERVICE provides fast collection and environmentally friendly reconditioning of used IBCs as part of a recycling system. Simply register online at www.schuetz.net/ticket, order the collection by email, online form, app or telephone and the empty containers will be picked up within a few working days.
“Ripe for a new solution?” This was the question SCHÜTZ asked German and Austrian wine growers and producers in an email, inviting them to take part in an IBC test for the 2018 production. A large number of innovative winegrowers who were keen to experiment took up the challenge. After an exceptionally early harvest, the selected businesses started blending and maturing batches of what promises to be the “vintage of the century” thanks to an exceptionally hot summer.

Five wine-growing regions, nine wineries, over 20 wines: the sales team in Selters now has the first results of the production tests with the WINE-STORE-AGE IBC conducted by winegrowers from traditional wineries in Germany. Others test results are to follow, including results from Austria. The reports submitted so far have been very promising! Some of the wines have already been bottled and are on sale. Here is a summary for our readers of the most important findings of three testers from the wine regions Nahe, Rheinhessen and Rheinpfalz: “Ultimately, and after sensory testing, I would say that the SCHÜTZ IBC WINE-STORE-AGE IBC are fresher, more sparkling, cleaner, fruitier and do not have an oxidative note.”
is superior to conventional IBC tanks, as wine oxidisation is lower. This impression was confirmed by several people in a taste comparison. The wines from the SCHÜTZ WINE-STORE-AGE IBC are fresher, more sparkling, cleaner, fruitier and do not have an oxidative note. They are absolutely equivalent to the wines fermented in stainless steel tanks”, says Stephan Klöckner, Weingut Aloys Klöckner, Guldental, Nahe, describing the effect of the container’s permeation barrier, which he considered a standout feature. The wine he tested the container with, a 2018 vintage Kreuznacher Kronenberg, Müller-Thurgau, with 82 degrees Oechsle and 6.5 grams per litre of acid. It was harvested on 14 September 2018 and stored in the SCHÜTZ IBC for fermentation the following day with added yeast. This was followed by slow and safe fermentation in a dark, cooled room with dry final fermentation. Klöckner: “During the entire process there were no objections from a sensory point of view.”

Alexander Roß, Weinbau Roß, Mölsheim, Rheinhessen, tested three wines in our WINE-STORE-AGE IBC: a 2018 Mölsheimer Zellerweg The plastic pallet was also ideal for the damp conditions in the wine cellar.

Photo: Stephan Klöckner, Weingut Aloys Klöckner, Guldental

SCHÜTZ WINE-STORE-AGE IBC

The SCHÜTZ WINE-STORE-AGE IBC, a model from the SCHÜTZ FOODCERT line, is certified in accordance with the very highest industrial standard for foods, FSSC 22000. It has an EVOH permeation barrier that prevents oxygen, nitrogen and other gases from permeating in and out of the container. This allows the exposure of the contents to oxygen to be precisely controlled, making the WINE-STORE-AGE IBC by SCHÜTZ ideal for use during wine making, whether for must or mash fermentation, further maturation, subsequent ripening, storage or transport of grape must, young wine or finished wines. This was extensively trialled three years ago in a series of tests conducted by experts from the Australian Wine Research Institute on the red wine varieties grown in the region. In Germany the tests conducted in collaboration with the Institute for Oenology at the highly respected University of Geisenheim in 2017/18 with selected Rheingauer Riesling wines were very positive. A further advantage of this special container for winegrowers and wineries: compared to conventional containers, the SCHÜTZ IBC saves storage space, makes logistics easier and reduces costs along the supply chain.
am Schwarzen Herrgott, Pinot noir, harvested on 21 September 2018 with 87 degrees Oechsle and produced as a rosé; a 2018 Mölsheimer Silberberg Ortega, harvested on September 1, 2018 with 90 degrees Oechsle, and a 2018 Mölsheimer Silberberg Rivaner, picked on 3 September 2018 with 75 degrees Oechsle. The fermentation time for all three containers was nine days according to the fermentation curve. Roß is completely satisfied with the result: “The IBC exceeded my expectations in terms of fermentation, blending and maturation, and also cleaning. I can recommend it wholeheartedly! The final wines are everything I had hoped they would be.”

Michael Bohlender of Wein- und Sektgut Rosenhof, in Steinweiler, Rhineland Palatinate, fermented basic sparkling wines in the WINE-STORE-AGE IBCs that we provided and matured them with yeast. He also stored high-quality red wines in the containers after the mash fermentation for the stage during which malolactic fermentation takes place and the lees settles to the bottom; the wine was subsequently transferred to barrique barrels. “The wines”, says Bohlender, “were exposed to very little oxygen, unlike in conventional IBCs. This enabled blending and maturation as in glass fibre reinforced plastic tanks or high-grade steel tanks.” For him, a key advantage was that the containers can be moved with a forklift or pallet truck. The plastic pallet was also ideal for the damp conditions in the wine cellar. The winegrower from the Palatinate region praised the large outlet valve at the bottom of the container, which allowed tartar and yeast residues to be rinsed out in a swift process without running the risk of clogging the outlet.

“The IBC exceeded my expectations in terms of fermentation, blending and maturation, and also cleaning.”
SCHÜTZ Nordic is extending its blow moulding operations by an additional 1,200 square metres of space in a new hall. In only seven months, the new state-of-the-art complex was built and all production equipment installed, including a new three-layer extrusion blow moulding system. The existing production line has already moved to the new facility.

Our plant in Norway has been expanded with the addition of a state-of-the-art complex of halls for production and logistics. After the work had been completed, all our additionally expanded plastics processing operations moved in at the beginning of March. The new facility will significantly enhance flexibility and supply security even further. This investment in the future sees SCHÜTZ Nordic securing its leading position in Northern Europe in the year it celebrates its twentieth anniversary.
into the new hall. Production of plastic pallets has also been relocated to the new building, meaning that all plastics production is now centrally located under a single roof.

In keeping with our sustainability concept, plastic components such as skids for plastic pallets are manufactured from high-quality HDPE recyclate at our site in Kongsvinger. This material is obtained during the reconditioning process for used IBCs. The process is carried out worldwide in accordance with standardized environmental, safety and quality management specifications, meaning that the resulting recyclate is reused in a closed cycle. This saves valuable resources – a great bonus for the environment in the land of mountains, glaciers and fjords.

Thanks to this infrastructure upgrade just-in-time orders can be completed even faster.
The additional extrusion blow-moulding line provides the plant with an even greater flexibility: it can now produce large quantities of inner bottles both for the production of new IBCs and for reconditioned containers. Bottlenecks are avoided, and supply security in the Scandinavian region is enhanced. Norway and Sweden have a total combined area of around 774,000 square kilometres, making the region the largest peninsula in Europe.

While the new hall was being built, the internal logistics processes were reviewed and optimised. A new, fully-automatic conveyor system for the inner bottles was connected to the existing IBC assembly line. Thanks to this infrastructure upgrade just-in-time orders can be completed even faster.

20 YEARS OF SCHÜTZ NORDIC

These current investments are only the latest step in the successful 20-year development of the SCHÜTZ subsidiary in the north. Our Norwegian branch was set up after the acquisition of the SCHÜTZ licensee Dynoplast in 1999. A complete technological renewal and the conversion to automatic production facilities were implemented in 2003. Since then, SCHÜTZ Nordic has sold our full range of IBCs, PE and steel drums on the Scandinavian market. From the very start, the services offered here included the SCHÜTZ TICKET SERVICE. In August 2011, a new plant with new production technology was inaugurated on much larger premises in the immediate vicinity of the former site. This was followed by the installation of a new Reco line – developed and built according to the latest technical standards. In 2013, SCHÜTZ Nordic started a cooperation with the Swedish reconditioner All-emballage.

As part of the introduction of our FOODCERT and CLEANCERT packaging, our Norwegian plant also received certification in accordance with the FSSC 22000 industrial standard in 2014.

Every three years, the company presents its full range of products at Scanpack in Gothenburg, the largest get-together for packaging specialists in Northern Europe.
As part of the Kongsvinger Industry Cluster, SCHÜTZ Nordic has become one of the key employers in the province of Hedmark. As a well-functioning, experienced team is a key factor for enduring success, employee motivation and team spirit are very important to us and General Manager Erik Platek regularly features group activities and team-building projects on his agenda. Employee training builds and boosts knowledge across a wide range of topics, for example with regards to certifications, safety and new products. In addition, our site in Northern Europe participates in a programme to help young unemployed people gain long-term employment. This above-average commitment was applauded by the Norwegian finance minister Siv Jensen, who visited the plant last year and praised the company’s commitment to the region and its development. SCHÜTZ Nordic will continue to invest in expansion, to create new jobs and thus secure its market position.

Since then, SCHÜTZ Nordic has sold our full range of IBCs, PE and steel drums on the Scandinavian market.
The vision behind the Healthcare Center in Eggelsberg in Innviertel in Austria was that of a multifunctional group practice. The modern medical centre with a pharmacy provides space for a general practitioner, two surgeons, a physiotherapist, a psychotherapist, a nutritionist and the Lambert medical supply store. The owner and founder of the new centre is Dr. Clemens Schwarz, a local physician who is wholeheartedly committed to his patients and practice. The GP is the third generation of his family to provide medical care for the residents of Eggelsberg and the surrounding communities. While his father and grandfather had their surgery in the former community medical practice in the Ibm district, Dr. Clemens Schwarz decided that it was time for new premises: “For me it was important to ensure that Eggelsberg and the surrounding area would always have access to good health care”, says Dr. Schwarz. And although the

A PLEASANT AMBIENCE IN A MODERN RURAL DOCTOR’S SURGERY

Dr. Clemens Schwarz is a third-generation general practitioner, and also a man with a very clear vision of what his new building was to look like. The 34-year-old commissioned a new, modern medical centre in the Upper Austrian community of Eggelsberg. The main focus was on the well-being of the patients: as well as a bright and friendly atmosphere, he wanted the room temperatures to be pleasant all year round – despite the glass roof. In addition, there were to be no great temperature variations or any draughts. Our complete AIRCONOMY® system ticked all the boxes for the new medical centre.
general practitioner may be everything one imagines a rural doctor to be, he is anything but an ordinary building owner and played a decisive role in planning the construction work.

**AN ORGANIC ENTITY**

Completed in 2017, the single-storey new building has the appearance of a modern monolith. “We kept the building shell inward-facing, with only a few openings allowing views inside”, says architect Walter Hartl, describing the façade design. Despite the inward focus, continuous window bands and the 3 x 8 meter glass roof above the patient registration area ensure that as much light as possible floods the building. The confident modern stance of the façade continues on the inside. Architecture and furniture merge to form an organic whole in the reception area and the waiting room. Bands along the walls in a light cherry wood finish connect the rooms. In the waiting room they are featured in the centrally positioned seating group, which can also be converted into a row of seats. “This allows the room to be used for lectures and seminars”, explains Walter Hartl, who was also responsible for the interior design. In

As well as a constant supply of fresh air to the rooms, it was particularly important for the system to operate silently.

In the reception area of the Healthcare Centre in Eggelsberg, the architecture and furnishings are brought together with wall bands in a light cherry wood finish and large green walls to form an organic whole which conveys a sense of well-being. Photo: Dr. Schwarz, Eggelsberg
patients and staff and all areas are fully accessible. The result is a building that optimises the processes in the healthcare practice and offers patients and staff a bright and friendly atmosphere.

HIGH MEDICAL STANDARDS

“I want the patients to feel very comfortable in the new centre”, says Dr. Schwarz. And one key factor to achieving this is the ambiance inside: many medical practices have high standards for the temperature and ventilation of their surgeries, especially because many patients pass through the rooms every day. Manual ventilation was out of the question at the Healthcare Centre due to the relatively closed building shell and the noise from the adjacent main road. A controlled ventilation system was the best possible solution. Not only was it important that all rooms had a constant supply of fresh air, but the system also had to operate silently so that it didn’t interfere with doctor-patient communication. “For patients with headaches or tinnitus, for example, loud or monotonous noises can be very unpleasant”, explains Dr. Schwarz, ever attentive to his patients’ needs. Strict hygiene regulations must be met in a doctor’s practice, which is why it was important for Dr. Schwarz that the ventilation system was hygienic and easy to clean. Room temperatures should be pleasant at all times – especially in summer, when heat accumulates under the glass dome and skylights. It was also important to distribute the temperatures evenly throughout the room and avoid draughts. “We also wanted to avoid having a

AIRCONOMY® ensures optimum supply of fresh air in the Eggelsberg Healthcare Centre: the system combines controlled ventilation with heat recovery and a warm water underfloor heating system with and integrated cooling function. Our AIRCONOMY® system meets the high hygienic standards perfectly. Photo: Dr. Schwarz, Eggelsberg

The air distribution from the building services room to the individual rooms takes place underfloor in a star-shaped layout. The filtered, fresh air flows underneath the heating pipes of the underfloor heating. The AIRCONOMY® system module serves as a heat exchanger and brings the fresh air exactly to the desired room temperature. Photo: Dr. Schwarz, Eggelsberg

HEATING. VENTILATION. COOLING.
IN ONE SYSTEM.
pool of cold air at floor level, as this can present problems for patients with vascular diseases in their lower extremities”, says Dr. Schwarz.

HYGIENIC FRESH AIR

After considering many options, the client opted for our complete AIRCONOMY® system, which combines a controlled ventilation system with heat recovery and a warm water underfloor heating system with an integrated cooling function. AIRCONOMY® meets the client’s requirements perfectly and provides the Eggelsberg Healthcare Centre with an optimum supply of fresh air. The Evotherm 1000 F ventilation unit was installed in the building services room and the air is distributed in the floor build-up to the individual rooms in a star shaped layout. The filtered, fresh air flows underneath the heating pipes in the underfloor heating system. It is then pumped into the rooms through the inconspicuous air outlets in the floor in front of the windows; thanks to the low air volume flow there are no draughts. The filter technology ensures that pollen and dust do not enter the building, thus complying with the Healthcare Centre’s exacting hygiene requirements. Our ventilation system, which is certified by the Gelsenkirchen Institute of Hygiene, is also supremely easy to clean.

The AIRCONOMY® system module serves as a heat exchanger and brings the fresh air exactly to the required room temperature. The integrated heat recovery has an efficiency of as much as 97%. In combination with hot water underfloor heating, this ensures pleasant room temperatures and at the same time saves energy as the low flow temperatures ensure very low energy consumption. In summer, heat accumulates under the glass roof and roof windows in the ceiling of the medical centre. This is where the cooling function and the ventilation system work together to ensure an even temperature distribution in the rooms thanks to the reversible heat pump. Patients and staff benefit from pleasant thermal conditions all year round.

Dr. Schwarz is proud of his Healthcare Centre in Eggelsberg: “The collaboration with the other doctors and health consultants under one roof is a great benefit for our patients because communication is fast and efficient”, he says. The building opened over a year ago and our HVAC system is still functioning perfectly, ensuring that everyone benefits from fresh air at the right temperature. There’s one other small dream that Dr. Schwarz would still like to fulfil: he has a vision of his Healthcare Centre not only providing the best level of care, but also being used as a teaching practice and helping to boost prosperity in this market community.
Every year, the International Rhine-Land-Palatinate U17 Indoor Football Masters offers young players from big-name first and second Bundesliga clubs the opportunity to compete against each other and demonstrate their skill indoors on artificial turf. Sponsors from local businesses play a central role, providing the support needed to organise this large tournament. As in previous tournaments, SCHÜTZ was again involved as a patron of the event and team sponsor; this year, “our” team was the junior team of FC Schalke 04. Always, we use this top-class sports event to promote our vocational training opportunities at SCHÜTZ, because not every young player is destined for a professional football career. Vocational training in our company could be a great alternative.

A total of 14 youth teams from five nations competed for the coveted “Westerwald Ceramic Cup” on 19 and 20 January, including Bundesliga clubs such as 1. FC Köln, Karlsruher SC, RB Leipzig and Borussia Mönchengladbach, FK Austria Wien from Austria, the Wolver-

FAIR PLAY IN THE WESTERWALD: SCHÜTZ SUPPORTS YOUNG PLAYERS FROM FC SCHALKE 04 AT THE “37TH WESTERWALD CERAMIC CUP”

Jerome Boateng, Mario Gomez, Sami Khedira, Manuel Neuer, Lukas Podolski, Marc-André ter Stegen and Zlatan Ibrahimović – numerous past and present football stars have at some early point in their career played in the sports hall at the Montbaur school centre.

Despite the competitive conditions, it was obvious to all that the young ball acrobats were enjoying every moment in the pitch.
hampton Wanderers from England, South Carolina United FC from the USA and Musashino City FC from Japan provided international flair. Two local teams also traditionally take part, with the honour being given to TuS Koblenz and Spvgg EGC Wirges.

**TOP-CLASS JUNIOR PLAYERS**

There are always some familiar faces amongst the spectators. This year, for example, Thomas Hitzlsperger followed all the games of VfB Stuttgart. The former VfB pro and German national player is a member of the board and head of the club’s youth centre. Both him and the whole audience enjoyed thrilling and very fair matches at the tournament, which was being held for the 37th time. Despite the competitive conditions, it was obvious to all that the young ball acrobats were enjoying every moment on the pitch. This is one of the many reasons we are committed to this event. Our involvement includes sponsoring one of the teams, and this year, SCHÜTZ supported FC Schalke 04.

Our involvement includes sponsoring one of the teams, and this year, SCHÜTZ supported FC Schalke 04. The junior team from Gelsenkirchen in the Ruhr Valley very narrowly missed one of the top spots, finishing the tournament in a very strong 4th place. Congratulations on an excellent performance! Congratulations also to the highly deserving winners of the tournament, FK Austria Wien. Following a strong preliminary round without conceding a point, in the next rounds the Austrian team left the audience and competition in no doubt as to who would be definitely going into the final. Although the two regional teams did not win their matches, TuS Koblenz at least managed a draw against the Japanese team. But as always, what counts is being part of a great tournament.
TOP SPORTS AND TOP TRAINING

Because there are many potential SCHÜTZ apprentices amongst the spectators and the players, we also use the Keramik Cup to present SCHÜTZ as an attractive provider of vocational training. Although most tournament participants dream of a career as professional players, they realistically consider other professions as well. Banners on the walls at the tournament drew attention to our wide range of vocations: “1:0 for your career – apply now at SCHÜTZ!” Video clips on the scoreboard also highlighted the quality of our vocational training. The “stars” of this marketing campaign were our own trainees in their day-to-day work. They are highly authentic ambassadors – now and next year again at the Ceramic Cup 2020!

1:0 FOR YOUR CAREER
APPLY NOW AT SCHÜTZ!

www.schuetz.net/ausbildung
Satisfied employees are a very important factor in a successful, smoothly functioning company. They are often role models and pointers for young people planning their own professional future. Thanks to their many years of experience, they also make a valuable contribution to the company’s development by providing suggestions and new ideas.

As a special sign of appreciation and recognition, SCHÜTZ honours long-term employees at a ceremony, a traditional event which is also popularly attended by department heads and retirees. On 14 December 2018, a total of 43 long-term employees were honoured at our headquarters in Selters for their loyalty and commitment. Of this group, 36 colleagues were celebrating 25 years of service at the company, and seven employees looked back on 40 years of service at SCHÜTZ!

After a sparkling-wine reception in the lobby of the administration build-
ing, HR director Klaus Cichowski welcomed all guests. Then company founder Udo Schütz and CEO Roland Strassburger provided a review of the events of the past 25 years, which highlighted the company’s constant growth, the continually rising number of employees and the global expansion with new sites. Both emphasised several times that the positive development of the company over the decades is also due to the dedication and loyalty of the company’s employees, who have shaped SCHÜTZ with their drive and energy. The presentation was rounded off by an outlook at new projects around the globe and an analysis of the current economic situation. Afterwards, the management personally presented the honorary certificates of the Chamber of Industry and Commerce to the employees being honoured.

The evening was rounded off with a festive dinner. As in previous years, the event was again a welcome opportunity for colleagues present and past to chat and relive anecdotes from the past. Many of the company’s retirees greatly look forward to this get-together in a convivial atmosphere and the opportunity to see familiar faces at their former place of work.

As a special sign of appreciation and recognition, SCHÜTZ honours long-term employees at a ceremony.
OUR MESSAGE: WE WANT YOU!

Using buses as mobile billboards is a great opportunity for our company to present itself in a highly visible way in our region. The message perfectly reflects the core vision of our training programme: to help youngsters achieve their personal goals. Every year we offer over 100 trainees the chance to start their careers with a tailored programme focusing on manual, technical or commercial skills. With a total of

SCHÜTZ takes fresh, new approaches when it comes to attracting tomorrow’s specialists; now, we’re literally picking them up and inviting them on board. Recently, eye-catching and appealingly designed buses have been seen on the streets of the region, transporting not only passengers but also a strong message about our training programmes. The slogan “Better trained!” stands for both the future opportunities that young people enjoy if they have sound vocational training as well as for our own claim that we provide the very best training.

NEXT STOP: START A CAREER
21 apprenticeships and five dual courses of study, the range of occupations that young people can learn in our plants is extensive and covers a wide variety of specialisations and interests.

As a modern company and one of the largest employers in northern Rhineland-Palatinate, we support and promote young talent right from the start, based on their individual needs. This starts the moment the trainees join us, with our introductory week when the SCHÜTZ team offers a great combination of fun, entertainment and information. The programme provides a platform for the newcomers to get to know each other and meet their future instructors in the company.

GLOBAL CAREER PROSPECTS AFTER A PERFECT START

After this successful kick-off, practice and theory continue hand in hand: the theoretical training at the vocational school is reinforced by lessons in the company. Here, the trainees can recap and apply what they have learned. We also prepare young people for their final exams. Cross-departmental content gives our students the chance to look beyond their own horizons, allowing them to comprehend internal connections with greater ease. On-going investment in state-of-the-art equipment also supports the acquisition of specialist know-how. For example, we are currently setting up a new, state-of-the-art training workshop for the mechanical and electronic professions.

The trainees are taught subject-specific foreign language skills in weekly English classes in the company. The supplementary lessons provide a solid basis, for example for global assignments after training. As a company growing faster than average, we offer candidates with the requisite skills and performance an excellent chance of being hired by SCHÜTZ after finishing their training, and we support our employees in their personal career paths with additional training measures.

We are currently setting up a new, state-of-the-art training workshop for the mechanical and electronic professions.
SCHÜTZ – IT’S WORTH GETTING ON BOARD

The satisfaction of working here and the motivation of our trainees is reflected in the images used on the buses. The photos are the result of a photo shoot held in 2018 at the sites in Selters, Ransbach-Baumbach and Siershahn. With all the poise of professional models, our junior staff posed for the camera. Real apprentices advertising real career opportunities – there’s no better and more engaging way to promote vocational training at SCHÜTZ!

For more information about vocational training at SCHÜTZ:

www.schuetz.net/ausbildung