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GREATER VOLUME FOR MORE EFFICIENT TRANSPORT
LONG TRUCKS IMPROVE CO₂ BALANCE

Emission-free mobility is one of the most intensely debated issues of the present. Representatives of the EU Commission, the European Parliament and the European Council have now agreed on CO₂ regulation for heavy commercial vehicles. The ambitious goal is to reduce CO₂ emissions by 30 percent by 2030. At SCHÜTZ, minimizing carbon dioxide in logistics is always on our agenda. One current pilot project is looking at using a mega truck by the Haaf freight forwarding company to ship IBCs to our customers.

“We already use the long trucks operated by our logistics partner Haaf for shipments between our headquarters in Selters and our long-standing customer BASF in Ludwigshafen. The Ecoliner of the haulage company, which is headquartered in Römerberg, can hold 112 empty IBCs and thus makes optimum use of the loading space. “IBCs are commonly used packaging. The square shape allows IBCs to be stacked and transported in a way that saves space. Even with these advantages, logistics costs play a major role, which is why we have been working with suppliers and forwarders on the long truck project since 2017”, says Angela Giubilaro, Global Category Manager IBCs & HDPE Drums at BASF. After extensive testing, the green light was finally given at the end of 2019 to supply IBCs to the Ludwigshafen plant using a long truck. “When fully loaded, thanks to the larger volume, only half as many trips are required as with conventional trucks, which is...”

All the latest of the world of SCHÜTZ Issue March 2020
very resource-saving. The reduced number of trips not only saves fuel, but also lowers costs and CO₂ emissions within our supply chain”, adds Silvia Gröber, who is responsible for IBC purchasing in Europe at BASF.

Fewer trips also mean lower traffic volumes and reduce the risk of traffic jams on the roads. Furthermore, less administration and paperwork are required, as the long truck can transport the same number of IBCs as two standard trucks, thus eliminating a whole loading process.

Due to the low weight of the empty containers, the long truck is easier on the road structure even when fully loaded. The average empty weight, depending on the type of IBC, is less than ten tons, which is far less than the maximum permissible transport weight of 40 tonnes. The Ecoliner’s tractor unit requires comparatively little fuel to transport our IBCs from SCHÜTZ to BASF – another factor that has a positive impact on the environment. In general, delivery by long truck make sense for customers with sites that have a large demand for IBCs. SCHÜTZ looks forward to implementing this sustainable logistics concept in collaboration with other customers.

As well as sustainability, the long truck also ensures outstanding safety. It is equipped with additional safety features in accordance with legal requirements. These include a rear-view camera, a cornering assistant, flashing side marker lights, a lane keeping assistant and an automatic distance control system. The drivers of these trucks must be experienced and must have completed a special instruction course provided by the manufacturer for this particular type of truck before being allowed to drive an Ecoliner.

**OVER 70 YEARS OF LOGISTICS SOLUTIONS**

The Haaf Group was founded in 1949, and since then the group of companies has developed from a localized freight forwarder in the 1970s to become the Europe-wide jumbo specialist, and is now a transport-related contract logistics service provider. The Haaf Group operates 160 company-owned vehicles from eight locations with around 300 employees. In its “Green Logistics” activities, Haaf implements sustainable solutions to protect the environment – which is fully in line with the SCHÜTZ company philosophy. Haaf’s activities here include the constant renewal of the company’s modern fleet, including the use of highly efficient engines and high-performance exhaust technology, regular eco-training, the use of driver assistance systems, and optimised, digitally supported vehicle scheduling.

**In its “Green Logistics” activities, Haaf implements sustainable solutions to protect the environment – which is fully in line with the SCHÜTZ company philosophy.**
We are constantly working to make the collection of empty IBCs as easy and efficient as possible for our customers and end users. As well as by fax, email or phone, the SCHÜTZ TICKET SERVICE can also be ordered online or via an app. The latest improvement is a clearly visible sticker with a QR code on the label plate of the IBC. This now replaces the previous fax form which was attached to the IBC and will make ordering collections a lot easier.

**SMALL STICKER – BIG EFFECT**

**IBC RETURNERS BENEFIT FROM EASIER HANDLING**

Pioneering work: for more than 40 years, SCHÜTZ has been collecting empty IBCs as a free service. These IBCs are subsequently reconditioned in SCHÜTZ’s own worldwide network. We have always worked to optimise this sustainable system – and that includes the ordering process. Previously, customers would order collections using a fax form that was attached to the label plate of the IBC. This form is now being replaced with a new sticker. Space-saving and in an eye-catching colour, the new sticker is instantly noticeable. It combines numerous advantages for our customers and end users. The sticker generally ensures much easier handling, as it compactly provides all the necessary contact information. The central element is a QR code that can be scanned directly from the IBC with a web-enabled mobile device and takes the user straight to the Ticket website.

**The sticker compactly provides all the necessary contact details.**

The QR code technology enables much better and faster user navigation. The selected browser language is automatically recognized, thus avoiding any language barriers right from the word go. After one-time initial registration on the site, the customer can order the collection. Customers who have already registered will be taken immediately to the selection screen after entering their location and customer number. There are three ways to contact us: via an online form, by email or by phone. Thanks to automatic recognition, the number of the responsible SCHÜTZ subsidiary or licence partner is immediately displayed.

**QR CODE MAKES HANDLING MUCH EASIER**
JUST CALL US!

For those who prefer to request the collection conveniently and in peace from their desk – no problem! A section of the sticker providing all the necessary information can be peeled off the IBC label plate and taken to the workplace in the office. As well as the QR code and the website address, it also lists all the telephone contacts of all international SCHÜTZ TICKET SERVICE stations. Customers without a smartphone can find the number for their own country and dial it manually via landline. The number will take them direct to a contact person who speaks their language, and there’s no queuing or waiting to be forwarded. This is yet another useful feature that helps to prevent communication issues.

COMPACT AND SECURE INFORMATION

The new sticker is UV and weather resistant. It is also abrasion-resistant and firmly attached so that it cannot fall off accidentally. The sticker provides all the key information about ordering a collection in one spot; even after the sticker has been removed, the QR code and the website address are still visible on the IBC. This prevents information from being lost, as could happen when the previous fax form was removed. Dispensing with a classic form in a protective plastic film also reduces the cost of materials – making a further contribution to sustainability, which is a top priority for SCHÜTZ throughout the company.
OPTIMUM SERVICE – ONLINE AND IN THE APP

The current improvement is directly linked to the optimisation of online ordering last year. We have completely revised our service website and the online form. Thanks to the clear design and improved user guidance, users can now find the relevant contact details much faster. A shortcut leads direct to the Ticket portal. Even when the URL is entered manually, the browser automatically recognises the preset language and directs the customer to the page of the subsidiary responsible for the customer's operations, just like when the QR code is scanned. The user can then choose between the three contact options.

Using the online form to order an IBC collection is also much easier now. New users can register free of charge and without any obligation. After registering, they will receive their customer number by email. The structure of the form has been adapted from the successful SCHÜTZ TICKET SERVICE App. The design and functions of the form make it suitable for use on a smartphone or tablet.

The app has been available to download in five languages from Google Play and the App Store since 2016. Before placing their first order, customers are required to enter their name, email address and customer number in the “Settings” section. This information is stored for all subsequent orders. In the “New order” section, the user is prompted to enter all data relevant to the collection, including details of the container type, the quantity and the trade name of the contents. Individual requests regarding logistics can be entered in a separate comments field. In the final step, the user is asked to accept the collection terms and conditions by tapping. An email to SCHÜTZ is immediately generated; the system forwards it to the responsible service centre and initiates the swift collection of the IBCs.

The app is available in five languages on Google Play and the App Store.

CONVENIENT AND INFORMATIVE

One of the advantages of the SCHÜTZ app is that all orders are stored in an overview on the device. The user can easily resend a previous order without having to enter data again. Details can also be edited before sending. Another convenient feature of the app is the “Container Check”, which lists all necessary information concerning our general collection conditions, divided into categories and with the appropriate illustrations. This information is provided because IBCs must always be completely emptied before collection. For low-viscosity products, the residual quantity must not exceed 0.1 percent of the nominal volume, for high-viscosity products, the maximum quantity is 0.5 percent.

STANDARDISED RECONDITIONING

Reconditioning at the plant is carried out worldwide according to standardised environmental, safety and quality management guidelines. SCHÜTZ guarantees the same high quality around the globe. All parts that come into contact with the filling product are removed and replaced with new original components. For the customer this means that our reconditioned IBCs meet the highest standards in terms of quality and safety. The inner bottle is removed from the steel grid and shredded. The resulting ground material is recycled again in several steps. Even the washing water remains in a closed cycle in the reconditioning process which includes cleaning by...
using various mechanical and chemical processes. The resulting HDPE recyclate is exclusively used in our own production: the recycled PE material is used to manufacture plastic components such as corner guards and pallets. The IBC is fitted with a brand new inner bottle. Screw caps, outlet valves and label plates are also replaced. All of these steps generate great sustainability benefits, as each recycled IBC saves around 100 kilograms of CO₂ emissions during production compared to a new IBC! This allows manufacturers, fillers and users to work together to make a joint contribution to conserving natural resources.
The new F1 RECO tight-head drum from SCHÜTZ VASITEX combines sustainability with superior performance. It is made of 100 percent internally recycled materials, retrieved from used PE packaging that was collected within the company’s network.

GREEN, SAFE AND ECONOMICAL

As the first recycled drum in Brazil, this product is a result of our long-time competence in environmental plastic processing and advanced production technology. Thanks to this special feature, the drum received the INMETRO certification from the National Institute of Metrology Standardization and Industrial Quality. This assures that the product complies with Brazilian regulations and required safety standards.

It provides high dimensional accuracy, original quality, universal usability and exceptional overall performance.

The drum is produced in one piece using an extrusion blow-moulding process, which avoids cracks, leaks or other defects.
infiltration. The sturdy and durable design is another advantage for the customers. The bungs are precisely calibrated and the bottom plate has excellent stability and handling characteristics. Therefore, it is suitable for automatic filling lines. Also important: efficient transport within the customer’s supply chain. The dimensions of the drum are optimised for transport in ISO containers. The stable upper ring and the grip hole in the base guarantee easy handling – and can be easily moved with all standard drum grippers.

**SCHÜTZ VASITEX – COMBINED INDUSTRY EXPERTISE**

SCHÜTZ and VASITEX joined forces in 2008, when both companies combined their respective core expertise – competence in industrial packaging and know-how in reconditioning. The joint venture presently has 160 employees who supply the Brazilian market with a versatile IBC and drum portfolio as well as numerous jerry can types and a full range of services. The company operates a production site and a service facility in Bonsucesso-Guarulhos near São Paulo. After the implementation of an extensive investment programme, SCHÜTZ VASITEX has achieved several international certifications, covering quality, environment, health and security. Following our philosophy of environmental commitment, the new F1 RECO tight-head drum completes our Brazilian facility’s range of sustainable packaging solutions.
SCHÜTZ HAMBURG STARTS PRODUCTION: OUR NEW IBC HUB IN THE NORTH

With each new location we further boost the supply security and flexibility of our products and service quality. SCHÜTZ’s latest investment in Hamburg will benefit our customers in northern Germany and Denmark, who now profit from numerous advantages in packaging and logistics. In January, the ultra-modern plant went into operation and the first serially produced ECOBULK rolled off the production line. And that’s not all: in the third quarter we plan to open a reconditioning line here that complies with the latest production and environmental standards where used containers will be reconditioned for reuse.
In accordance with globally standardised environmental, safety and quality management guidelines, we will be turning ECOBULKs into RECOBULKs here, too! Both of these containers have the same standard specifications and are therefore one hundred percent compatible.

LOGISTICS HUB IN BILLBROOK AS THE GATEWAY TO THE NORTH

The new branch is situated on a site almost 24,000 square metres in size in the middle of the Billbrook industrial area. The location in the east of Hamburg, about ten kilometres from the city centre, boasts ideal infrastructure conditions thanks to its excellent connections to the A1 motorway, rail traffic and the port. This is a great advantage for the delivery of raw materials, shipping new containers and the collection of used IBCs by the SCHÜTZ TICKET SERVICE. All of these factors will make the new plant in Hamburg a hub in one of Europe’s most important economic centres! From here, we will be supplying our packaging and services to all of northern Germany and parts of Denmark, bringing us even closer to
the close network of our customers in this region and considerably shortening transport distances.

The opening of the new location in Hamburg allows us to offer our customers in the north great logistical, economic and ecological advantages: short distances and excellent storage capacities in fully closed halls ensure faster delivery, combined with significantly higher flexibility and a further increase in supply security. Furthermore, shorter distances mean lower transport costs and fewer emissions caused by transport. The CO₂ balance is significantly improved, both for the delivery of new packaging and the collection of used packaging.
At the heart of the town of Mattighofen on a 10,000 m² site stands a unique interactive exhibition: the KTM Motohall, situated only a few steps away from the first workshop of the company’s founder, Hans Trunkenpolz. The KTM Motohall offers visitors an unforgettable experience: it is packed with displays and information about motorcycle heroes, their machines and adventures, history, innovations, engineering and technology of the motorcycle and the KTM name.

KTM, Europe’s leading motorcycle manufacturer, has built a unique exhibition and adventure centre in its native town of Mattighofen in Upper Austria. The circular metal construction, designed to resemble a tyre track, soars above this imposing structure like a bold architectural exclamation mark. It symbolises the dynamics of the now world-famous company. Just as modern as the building design – but a lot less conspicuous – our concealed AIRCONOMY® system ensures pleasant room temperatures and an optimal supply of fresh air all year round in the KTM Motohall.
INTERACTIVE EXPERIENCE FOR MOTORSPORT FANS

In addition to showcasing the brand’s impressive heritage in motorcycling culture in the region, KTM Motohall focuses primarily on the thrill of modern motorcycles. The interactive exhibition takes visitors through three levels, showing the design process of a motorbike from initial sketch to finished product, with animations illustrating intricate technical details. Street and off-road bikes compete in a race on a replica of a steep curve, which leads up to the highlight of the exhibition: the “Heroes Area”, where visitors meet the most daring and successful KTM riders of all time while immersing themselves in the KTM world in a spectacular 120-meter, 360-degree video. Motorcycle and restoration enthusiasts can watch the elaborate restoration and maintenance processes for classic bikes in the live workshop in the basement of the KTM Motohall. Another highlight is the 300m² KTM Shop, where fans can find a wide choice of attractive items, including fashion and accessories. KTM Motohall presents the entire universe of the race brand KTM in a similar style to that adopted by some of the most coveted car brands. Studio Brückner – the renowned creative minds behind the BMW Welt and the Porsche Museum – were responsible for the interior design and concept of the KTM Motohall exhibition. The Stuttgart presentation experts worked their magic on a total floor area of 2,600m² which includes over 100 exhibits, installations, video technology and a motorcycle course.

DYNAMIC ARCHITECTURE

The spectacular exhibition centre was realised by a team of architects from Upper Austria, consisting of Hofbauer Liebmann Wimmesberger Architekten (Wels) in cooperation with X architekten (Linz). The basic body of the reinforced concrete structure is formed by two overlapping ellipses, each inclined at an angle of four degrees, evoking the appearance and dynamics of a motocross track. Visitors navigate through the building on loops and ramps without having to use stairs or elevators. Nine cores, covered with perforated sheets, house the building’s mechanical services. In between, wide open spaces open up to the surrounding views and for natural ventilation. The theme “dynamics” is also reflected in the facade: the building is wrapped with three ribbons of anodised aluminium, which allow visitors to move around the KTM Motohall. The metal bands are perforated, symbolizing tyre impressions that have overcome gravity.

A unique interactive exhibition was built on a 10,000m² site.
To give visitors and employees of KTM Motohall a comfortable indoor climate all year round, an underfloor heating system in combination with component cooling and a demand-controlled ventilation system was installed. “The planning challenge was the unique design of the KTM Motohall, for instance the oval building and the floors that slope in opposite directions in the exhibition area”, explains Ernst Grillenberger of the engineering firm Ing. Grillenberger GmbH & Co. KG. “In addition, the client wanted the building technology to be as invisible and silent as possible, i.e. the brief was that they should disappear completely within the floor construction, thus necessitating a system that is very hardwearing and resistant to footfall.” AIRCONOMY®, our compact complete system for heating, ventilation and cooling, complied with all these requirements, making it the ideal solution.

AIRCONOMY® combines hot water underfloor heating with a controlled ventilation system with heat recovery. The complete system was installed on a total area of 3,500 m² in KTM Motohall in the exhibition space, the entrance area, the KTM shop, in the basement of the Innovation Lab and the live workshop. “Three men installed 500 m² of floor ventilation ducts per week, followed by the installation of the underfloor heating”, says project technician Mario Reingruber of MOLIN Industrie - Inbetriebnahme & Montage GmbH & Co. KG. “Installing the ventilation ducts on the slopes was the main challenge”, explains Reingruber, referring to the unusual architecture of KTM Motohall. The air ducts were integrated into the underfloor heating; the fresh air flows under the heating pipes. Then, thanks to the low air volume flow (up to 18,000 m³/h depending on requirements), it enters the exhibition area without draughts through practically invisible outlets in the floor. The AIRCONOMY® system module also serves as a heat exchanger and brings the fresh air exactly to the desired room temperature. The integrated heat recovery system has an efficiency of over 90 percent. This means that used, polluted room air is permanently exchanged. “Even excess humidity is reliably discharged outside and prevents structural damage caused by moisture and mould”, says Grillenberger. Our filter technology also ensures that pollen and dust do not enter the building.
AIRCONOMY® also has an integrated cooling function, which makes the additional installation of an air conditioning system unnecessary. Components and ventilation systems are cooled with well water. Any additional cooling energy required is fed into the system via a 4-duct heat pump. The building is also heated by this, which obtains the required energy from well water and therefore has a very low power requirement. Our proven AIRCONOMY® system ensures an even temperature distribution in the rooms. This means that visitors and employees benefit from a pleasant indoor climate throughout the year. As an additional benefit, AIRCONOMY® does not require additional sound insulation in the supply air duct network and therefore saves additional space. In the standard configuration, the transmission loss is around 40 decibels, as has been confirmed by the Fraunhofer Institute in Stuttgart. The AIRCONOMY® system module insulates all noise in the KTM Motohall – from airflow and fan noise to conversations and the noise of excited children.

"In terms of comfort, the feedback from the building owners has been very good", says Grillenberger. “With AIRCONOMY®, the technology is invisible, but the function meets the highest standards of comfort.” This way the visitors can fully immerse themselves in the READY TO RACE feeling – without any distraction.

For further information: www.airconomy.net
NEW APP: FASTER PLANNING AND MODERNISATION OF FUEL OIL TANK SYSTEMS

In Germany, there are nearly six million oil-fuelled heating systems, supplying more than one in four houses with heat. These systems are particularly common in single and semi-detached houses in rural areas, where technically suitable, more affordable alternatives are often not available. However, the majority of these systems no longer meet today’s safety and energy efficiency standards. In line with the German government’s 2030 Climate Protection Programme, oil heating systems will be permitted after 2026 only if they are operated with condensing technology and are used with renewable energies. Combining oil condensing heating with solar thermal energy, for example, saves up to 30 per cent of energy and hence reduces CO₂ emissions. Our new “SCHÜTZ Fuel Oil Storage Systems” app makes planning and modernising fuel oil tank systems easy and very convenient.

Our new, free “SCHÜTZ Fuel Oil Storage Systems” app for specialist contractors and planners allows fuel oil tank systems to be planned and modernised with just a few clicks. The app automatically determines the appropriate tank type – and can even take flood and earthquake zones into account. Doors, barriers and necessary safety distances can be easily added and moved in the virtual space. The app also provides instant offline access to important documents such as assembly instructions and gross price lists.

With our new app “SCHÜTZ Fuel Oil Storage Systems”, fuel oil tank systems can be planned and modernised with just a few clicks. Flood areas and earthquake zones are also taken into account.

Our app is a practical tool which allows contractors to provide better and faster advice for their customers.
FLEXIBLE SPACE PLANNING IN THE BOILER ROOM

Our app is a practical tool which allows contractors to provide better and faster advice for their customers. All it takes to plan a tank is a few clicks: first, the room dimensions measured on site and the required tank volume are entered. Based on the specifications, the app automatically determines which tank types and installation variants can be used. The planning even takes flood areas and earthquake zones into account. Even doors and barriers, such as columns or furniture, can be flexibly inserted. The system will ask for the boiler characteristics (with or without radiation protection) and its position. All elements including the necessary safety distances are displayed in a simulated room and can easily be dragged to the appropriate position with a finger. Our double-walled SCHÜTZ TANK IN TANK systems do not require any additional containment space and are much smaller in size, freeing up much more space in the boiler room.

INDIVIDUAL QUOTE AND TANK DOCUMENTS AVAILABLE ON THE SPOT

The finished room plan is saved as a PDF file, which can be sent either with or without gross prices immediately to the client by email or messaging services such as WhatsApp. The PDF also includes a cost estimate for the system owner. This means there is no need to send a separate price inquiry to us. The app also contains all important tank documents, such as installation instructions, approvals, brochures, price lists, tender texts and data sheets. These are integrated and not just linked, so that they can also be accessed offline, for instance on site. Using the contact form, the contractor can upload photos of the oil tank system and specifically request spare parts or missing documents. All of these features make planning easier and also save time for the client.
Towers of IBCs, glowing in all colours and pulsating to the rhythm of the music – Kubik is back! For the tenth anniversary of the Melbourne Music Week (MMW) in 2019, the light-space installation returned to the Australian metropolis. The stunning temporary party location had already wowed festival-goers in 2011, with tall stacks of IBCs forming illuminated walls in a walk-in open-air artwork that doubled up as a stage for music acts. One of the visual highlights is that the LEDs inside the containers can be controlled individually. During the events, the containers are illuminated in individual colours with different intensities. Like individual pixels, they can light up to form patterns and structures, synchronized to the rhythm of the music. Special technology allows the lighting to reflect the mood of the audience.

The lively open-air club in Alexandra Gardens on the banks of the Yarra River was open between 15 and 23 November 2019 and was completely built using IBCs supplied by SCHÜTZ Australia. The glowing towers encircled the audience and stage, with DJs from all over the world working the decks. A special premiere this year: in keeping with our sustainable containers, the electricity used was
generated by renewable energy sources from the local wind farm as part of the Melbourne Renewable Energy Project. After the event, the rainwater inside the IBCs, which was used to stabilize them, was collected in reservoirs and used to irrigate the city’s parks and gardens.

Balestra Berlin, an interdisciplinary collective of artists, first presented Kubik in Berlin in 2006. Since then, the art installation has made guest appearances in cities all over the world at parties, company events, trade fairs and festivals – including Paris, Hamburg, Munich, Barcelona, Lisbon, Vienna, Lausanne, São Paulo and Dubai. The architecture, which is always adapted to suit the location, can accommodate between 200 and 8,000 guests in specially configured spaces. The IBCs serve as colourful building blocks, like a gigantic 3D Tetris game. The stacked containers can be used to create astonishing architectural sculptures, static and movable walls, overhanging walls, free-floating ceilings and even islands floating on water. There is literally no limit to what can be created with these IBCs.

The stunning temporary party location had already wowed festival-goers in 2011.