

SCHÜTZ

news

COMPANY

FIRST ANNIVERSARY OF OUR PARTNERSHIP WITH BORIS HERRMANN AND TEAM MALIZIA

34

Shoulder to shoulder for climate and environmental protection

PACKAGING SYSTEMS

- 12 Fachpack & Scanpack: **Successful trade fair presentations with trend-setting product innovations**

ENERGY SYSTEMS

- 20 **Efficient heat** for the fire brigade

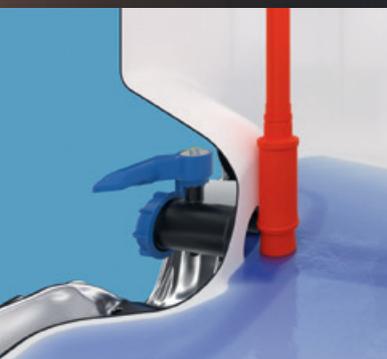
INDUSTRIAL SERVICES

- 24 Success factor for global independence: **Machine and plant engineering continues to grow**

PACKAGING SYSTEMS

6

SCHÜTZ Dip-tube:
The closed discharge system for IBCs and PE drums



Contents

PACKAGING SYSTEMS

- 4 Great recognition for our supply security: **SCHÜTZ receives Appreciation Letter from Dow**
- 6 **SCHÜTZ Dip-tube:** The closed discharge system for IBCs and PE drums
- 8 **New SCHÜTZ INFO-ID** provides individual, additional packaging information
- 12 Fachpack & Scanpack: **Successful trade fair presentations with trend-setting product innovations**

ENERGY SYSTEMS

- 17 **Lower heating costs,** more comfort
- 20 **Efficient heat** for the fire brigade

INDUSTRIAL SERVICES

- 24 Success factor for global independence: **Machine and plant engineering continues to grow**

COMPANY

- 28 **New site:** Further expansion for SCHÜTZ's network in Spain
- 32 **Fit for business trips:** Successful language classes for international assignments
- 34 Shoulder to shoulder for climate and environmental protection: **First anniversary of our partnership with Boris Herrmann and Team Malizia**

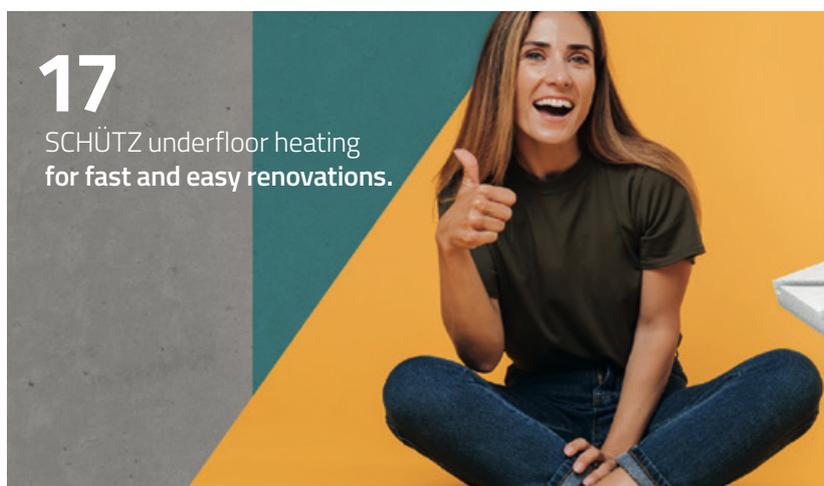
8

Get direct access to additional product-specific information via a QR code – **with the new SCHÜTZ INFO-ID.**



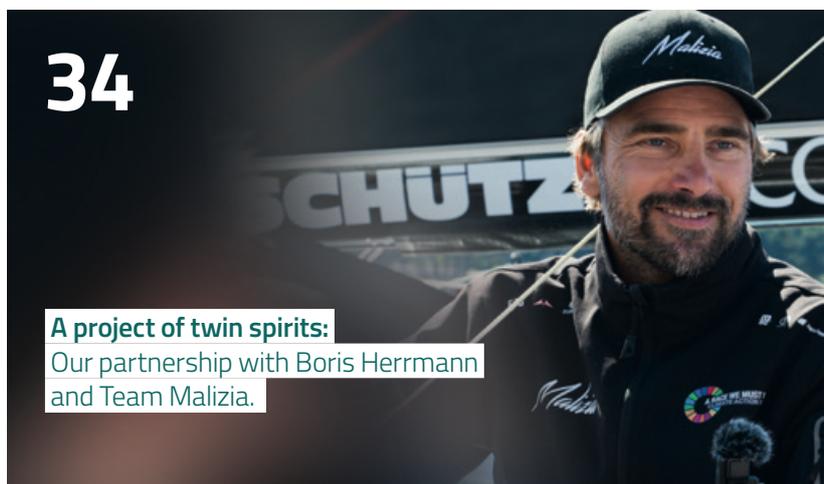
17

SCHÜTZ underfloor heating for fast and easy renovations.



34

A project of twin spirits:
Our partnership with Boris Herrmann and Team Malizia.





24

SCHÜTZ's machine and plant engineering plays a key role in driving our global growth. The INDUSTRIAL SERVICES business unit has now moved into two additional halls at the Siershahn site.



12

Successful return to the international trade fair stage: **Strong interest from visitors in Nuremberg and Gothenburg.**



IMPRINT

Editor: Schütz GmbH & Co. KGaA
 Schützstraße 12, D-56242 Selters
 Phone: +49 2626 77 0, E-mail: info1@schuetz.net
 www.schuetz.net

Editorial office: Schütz Corporate Marketing (Veit Enders, Melanie Ilevolo)

Text: additiv pr GmbH & Co. KG (Nils Heinen), www.additiv-pr.de
 Sage & Schreibe Public Relations GmbH
 (Christoph Jutz, Stephan Hanken), www.sage-schreibe.de

Design: Bauch & Müller Werbeagentur GmbH, www.bauch-mueller.de

Print: Druckerei Corzilius e.K., www.corzilius-mediencenter.de

Picture copyright: www.shutterstock.com, Team Malizia, Adobe Stock



Great recognition for our supply security:

SCHÜTZ receives Appreciation Letter from Dow



For many years, SCHÜTZ has had a global partnership with the U.S. based The Dow Chemical Company (“Dow”), a leading Material Science Company. Even during the lockdown in Shanghai, we supplied our customer with IBCs and drums without any limitations, providing a degree of supply security that enabled the company to maintain production at all times. Now, Dow has appreciated the SCHÜTZ team in the Asia-Pacific (APAC) region for their valuable support and delivery performance with an Appreciation Letter.

In spring 2022, life in Shanghai abruptly came to a standstill again. Due to the sharp increase in the number of Covid infections, large parts of public life went into lockdown for about two months. This presented huge challenges for industrial manufacturers. Many companies had to find solutions to ensure that production could continue and allow them to deliver their products despite the restrictions. In particular, supply security for packaging

played a decisive role, as the example of our customer Dow shows. It was crucial that supply chains did not come to a standstill because there was a lack of the packaging materials required for many products. With our globally unique production network, we ensured a reliable and stable supply of IBCs and drums at all times, even during the lockdown. We are particularly proud that the global chemical group has now thanked SCHÜTZ



“It is gratifying to see that the strategic expansion of our infrastructure with back-up capacities and constant investments in state-of-the-art technology is paying off and that we are also perceived as a trustworthy and important partner who makes an important contribution to supply security in difficult times.”

Allen Qiu, General Manager SCHÜTZ China

Container Systems Shanghai for this commitment to service with an Appreciation Letter: “Thanks to your reliable, cooperative and innovative performance, Dow was able to ensure continuous production during the lockdown of the ZhangJiaGang and SongJiang plants, and was able to quickly restart production after the lockdown was lifted.”

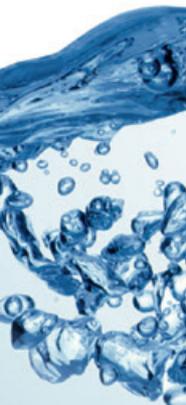
For decades, SCHÜTZ has collaborated with its global partners to develop the highest level of process and supply security. **As a result of continuous investment in the global expansion of our manufacturing network, in new plants and extensive back-up capacities, we are also able to compensate for bottlenecks and downtimes in periods of crisis. We rely on uniformly high process standards and maximum vertical integration worldwide. This allows SCHÜTZ sites to back up other sites in the event of an emergency. In addition, we guarantee constant supplies even in times of crisis thanks to our long-term raw material contracts, strategic stockpiling and**

capacity reserves. Dow benefited from this foresightedness: with the help of SCHÜTZ’s global continuity management and back-up plan, our customer was able to fully rely on our supply and service pledge, even during the lockdown. Allen Qiu, General Manager SCHÜTZ China, who received the Appreciation Letter together with his team, was equally happy with the outcome: “It is gratifying to see that the strategic expansion of our infrastructure with back-up capacities and constant investments in state-of-the-art technology is paying off and that we are also perceived as a trustworthy and important partner who makes an important contribution to supply security in difficult times.”

SCHÜTZ Dip-tube:

The closed discharge system for IBCs and PE drums

For many companies, discharging highly sensitive filling goods from IBCs and PE drums presents a special challenge. With the SCHÜTZ Dip-tube system, we have developed our own solution for the completely closed removal, which also effectively protects the contents from contamination. The SCHÜTZ Dip-tube system also prevents employees and the environment from coming into contact with the product, thus further significantly improving safety in the discharge process.



IBC and drums are the packaging methods of choice worldwide when it comes to transporting liquid filling goods. Producers use them to deliver large quantities directly to processing plants in a wide range of industries. There, the liquids are either filled into smaller containers for further transport or transferred directly to the company's own production process. The discharge of the contents is one of the most sensitive points in the entire supply chain. **In order to ensure quality and subsequent usability, the liquids must be securely protected from external contamination.** In addition, maximum safety must be ensured throughout the entire process for products that are particularly hazardous to health or the environment in the event of contact or through vapours.

The most common method is to remove the contents using an open system. For example, the liquid is discharged through a valve in the packaging. In these processes, the highest level of safety is essential, especially when handling hazardous goods. Risks for employees and the environment,

such as the spilling of liquids or even small splashes, must be avoided at all costs. In addition to safety, cost-effectiveness also plays an important role, as the products transported in the IBCs or drums are often high-value and users therefore aim to empty the containers as completely as possible.



The SCHÜTZ Dip-tube system can also be integrated into our IBCs by means of a further bung on the top, ensuring that the tube reaches the lowest point inside the container to enable optimum residual emptying.



IBC and discharge system from a single source

With the SCHÜTZ Dip-tube, part of our comprehensive IBC range, we offer a closed solution for the safe and contact-free discharge of filling products. The system, developed and produced in-house, consists of a SCHÜTZ dry coupling and the SCHÜTZ Dip-tube mechanism. All components are made of highly chemical-resistant materials and are specially designed for long-term safe use with hazardous liquids.

The discharge system can be attached through a bung in the screw cap. The SCHÜTZ Dip-tube system can also be integrated into our IBCs by means of a further bung on the top, ensuring that the tube reaches the lowest point inside the container to enable optimum residual emptying. Instead of using the discharge valve at the bottom, users remove the contents from the top via a hose that is connected to the built-in dry coupling. **The SCHÜTZ Dip-tube is suitable for use with both SCHÜTZ ECOBULK containers and SCHÜTZ tight-head drums and is compatible with all leading connection systems on the market.**

The highest level of safety is essential, especially when handling hazardous goods. Risks for employees and the environment, such as the spilling of liquids or even small splashes, must be avoided at all costs.

New SCHÜTZ INFO-ID

provides individual,
additional packaging
information

Traceability and clear identification of packaging materials are essential features, particularly when transporting and storing chemicals, hazardous substances or sensitive goods such as foods. We already have a labelling system that makes it supremely easy to identify the respective packaging material.



Now SCHÜTZ is going a step further: with the new SCHÜTZ INFO-ID, IBC customers and users have direct access to additional product-specific information that can be accessed by scanning a QR code.

Every day, IBCs by SCHÜTZ are used in millions of applications worldwide. Our extensive product range includes a large selection of types, equipment variants and additional components. An individual label located on the label plate of each IBC provides information about the article number of the packaging product, the container type, the volume and the order number. In addition, users are given information about the production date and where the IBC was manufactured. Thanks to this information, which can be accessed by scanning the barcode, the packaging can be clearly identified.

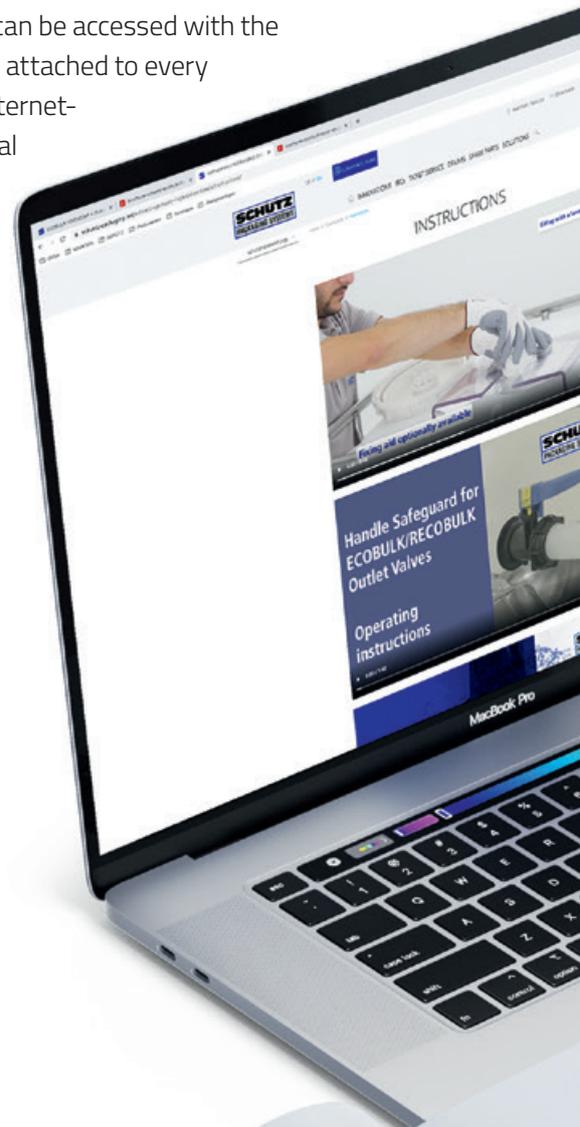


A scan for even more information

Now, even more product and application-specific information can be accessed with the new SCHÜTZ INFO-ID. This is a QR code on the existing label that is attached to every IBC labelling plate. Users can scan the SCHÜTZ INFO-ID with any internet-enabled mobile device and are automatically directed to the individual product page on www.schuetz-id.info. Alternatively, this page can also be accessed manually by entering the alphanumeric code provided in plain text under the QR code of the ID on the website www.schuetz-id.info.

The product page contains a wealth of additional information. Users can find the respective packaging specification in English and German. In addition, they can access detailed product information such as brochures, leaflets and data sheets in several languages. Additional equipment components such as the SCHÜTZ IMPELLER, the Dip-tube System and many other optional IBC features are also described.

Additional benefits include application notes, which provide important information on handling and the safety of the packaging in the form of guides and videos. The IBC Handling Guide is also a useful reference resource which provides answers to all important questions about IBC handling; it can be ordered through the respective product page.



Please scan the QR code or enter the
INFO-ID manually:

SUBMIT



Fast track to the service and sales teams

On the dedicated page for each IBC users of the SCHÜTZ INFO-ID can send technical and commercial enquiries direct to the Technical Customer Service or the SCHÜTZ sales team. The QR code can be used to make a complaint and provide details of the container location, the filling product and a description of the problem. Optionally, photos can also be sent. The SCHÜTZ INFO-ID also provides access to the SCHÜTZ TICKET SERVICE, where the collection of empty IBCs can be ordered in a simple process.

In order to speed up and simplify all processes, enquiries made with the SCHÜTZ INFO-ID are automatically forwarded to the respective country office. This means that queries can be processed directly by the right contact person in the relevant local SCHÜTZ subsidiary.

All information about the SCHÜTZ INFO-ID and access to product-specific information is now available on the dedicated website:

www.schuetz-id.info



Fachpack & Scanpack: Successful trade fair presentations with trend-setting product innovations



At the end of September, SCHÜTZ PACKAGING SYSTEMS celebrated a successful return to the international trade fair stage after a two-year break due to the pandemic. At Fachpack in Nuremberg and at Scanpack in Gothenburg, Sweden, visitors showed great interest in SCHÜTZ's new products.

The trade fair double kicked off with Fachpack in Nuremberg from 27 to 29 September. The European trade fair for packaging, technology and processes was attended by 32,000 trade visitors from 89 countries. This fair was followed one week later by Scanpack in Gothenburg, the largest trade fair for the packaging industry in Scandinavia. At both trade fairs, we welcomed numerous visitors at the SCHÜTZ booth. After a long time without trade fairs, there was a palpable sense of joy and

excitement at being able to meet with experts again face to face. In keeping with our trade fair motto "Expect more", the focus at the SCHÜTZ booths was on resource conservation, efficiency and safety.

Trade visitors who were interested in finding out about sustainable packaging and concepts were particularly interested in our eco-friendly GREEN LAYER product series. In these products we incorporate up to 30% high-quality, natural-coloured recycled material

into the IBC liners and drum bodies using state-of-the-art 3- or 6-layer extrusion blow-moulding machines. The recyclate is only used for the middle layer, so that the filling product only comes into contact with high-purity HDPE virgin material. This resource-saving innovation makes an important contribution to significantly minimising the CO₂ footprint of packaging.



Safe packaging for hazardous goods

The ECOBULK SX-D was also the topic of many in-depth technical discussions. This IBC is specially designed to safely package flammable or highly inflammable liquids. The quality seal of the FM Global Group underlines the superior performance of the ECOBULK SX-D for sensitive filling products. With its closed, fireproof hull as an extension of the classic steel grid, the IBC meets the highest safety standards. The hull is welded to the integrated containment tray, creating a separate sealed container around the inner bottle. This double-wall construction serves as additional leakage protection and prevents the sensitive liquids from escaping into the environment even under extreme conditions, such as those in a fire.





Double protection for sensitive products

Safety, cleanliness and the quality of the filling products are also in focus in the food, pharmaceutical and cosmetics sectors. The ECOBULK FOODCERT + DUALPROTECT and the ECOBULK CLEANCERT + DUALPROTECT have been developed to meet the ever-increasing packaging requirements in these segments. The IBCs in these product lines are equipped with a liner system including UN approval, which provides an additional barrier for maximum protection and optimum hygiene. The liner is made of high-quality LDPE film and automatically aligns itself during the filling process. It reduces contact with oxygen by 99% compared to the standard IBC and thus protects the filling product from oxidation. This is a great advantage, especially for filling products that react sensitively to oxygen by forming a skin or by hardening. In the production of ECOBULK FOODCERT + DUALPROTECT IBCs, the liner and the attached outlet valve are gamma-irradiated as an additional measure to reduce germs. This gives users from the food industry a solution for contamination-free, clean and safe filling and storage for warehousing and transport.

Solutions for handling smaller filling volumes

Traditionally, the Fachpack and Scanpack trade fairs are points of contact for trade visitors from a wide range of industries. For this reason, the SCHÜTZ team presented a particularly broad range of exhibits offering solutions for every application and requirement.



MX 560



One example of this is the ECOBULK MX 560, a multi-talent specially developed for the flexible handling of smaller filling volumes, which attracted significant interest from visitors to the stand. The IBC with a nominal volume of 560 litres (150 gallons) has a compact shape, which allows optimum utilisation of the available storage and transport space. The container was developed on the basis of the globally successful 1,200 x 1,000-millimetre pallet. It is fully compatible with all other IBCs in the SCHÜTZ MX line and also plays out its strengths in mixed loads.



Additional packaging information with the SCHÜTZ INFO-ID

IBCs are used in a wide range of industries, from food to chemicals and pharmaceuticals and for the transport of hazardous goods. Whatever the application, traceability and clear identification are key factors. With the new SCHÜTZ INFO-ID, SCHÜTZ is now going beyond the legally required labelling systems. The new system allows additional product and application-specific information to be called up by scanning a QR code. The information provided includes, among other details, information about the handling and safety of the respective IBC, provided in the form of guides and videos.



Overall, both Fachpack and Scanpack were a complete success for us. It was particularly nice to see many familiar faces among customers, partners and media representatives and talk to them in person again. We would like to thank everyone who visited us at the shows for coming and for the many interesting meetings.





interpack

PROCESSING & PACKAGING

4th to 10 MAY 2023

DÜSSELDORF

INTERPACK.DE

SAVE THE DATE

4 to 10 May 2023

SCHÜTZ at interpack 2023

INTERPACK IS BACK:

After an enforced break due to the pandemic, the world's biggest trade fair for the packaging industry is celebrating its comeback. From 4 to 10 May 2023, the fair in Düsseldorf will be focusing on all the issues that affect the industry's future, such as sustainability and digitalisation.

We look forward to welcoming trade visitors and to many interesting exchanges at the SCHÜTZ booth D22-E34 in Hall 10.

WHAT MATTERS FOR YOU?

Lower heating costs, more comfort

For the past six months, energy costs have been exploding, making measures that can help to save energy even more important than ever. An energy-efficient renovation can significantly reduce the amount of energy required to heat a house or apartment, thus saving heating costs in the long term.

In addition, a renovation can enhance living comfort, because energy-saving insulation and windows ensure that the heat stays inside the building in winter and remains outside in summer. And, last but not least, a renovation increases the value of the building and improves its chances on the property market.





Underfloor heating saves energy and costs

In addition to insulating the roof, basement and exterior walls or replacing windows, it makes sense to invest in an efficient heating system, as old, inefficient heating systems require a lot of energy to run. Modernising or replacing the heating system can help to significantly reduce expenses for heating and hot water. For instance, an underfloor heating system can be combined with efficient heating technology based on renewable energies, such as heat pumps. It enables heat distribution of large areas and lower operating temperatures compared to conventional radiators, helping consumers to save up to 12 per cent of their heating costs. Installation of heating panels in floors or walls allows flexible room design without having to leave space for radiators. With its gentle radiant heat, underfloor heating also provides a more agreeable ambience and a pleasant heat.

Modernising or replacing the heating system can help to significantly reduce expenses for heating and hot water.

Quality systems from SCHÜTZ for renovations

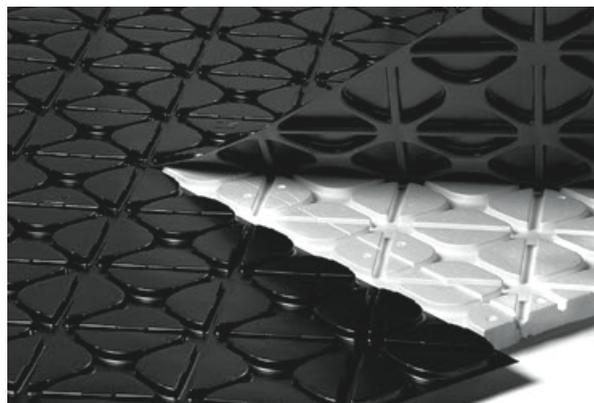
Renovating an existing building often presents a particular challenge, as older structures usually only have a low installation height available for underfloor heating. We offer a variety of systems that can also be installed quickly and easily in renovation projects.



Our perforated **Klett fleece PER** can be applied directly to the existing floor; the heating pipes are simply attached using our Klett system technology and covered with a thin sealing compound. Regardless of the substrate, whether existing screed or level floor covering, the perforation of the fleece creates a composite construction that allows for a total additional construction height of only 19 mm.



Our **dry construction system** avoids moisture on the building site; its outstanding benefits are its low dead weight of approx. 33 kg/m² as well as the quick assembly of the entire floor construction. The use of dry screed elements also eliminates having to wait for the screed to dry.



The **R50® system** allows renovation at new-build level: it is based on the profile system technology and has integrated impact sound and thermal insulation, which reduces noise and provides even more energy efficiency by minimising heat loss.



Thanks to our special **milling process**, the heating pipe ducts can also be milled directly into the existing screed, meaning that no pipe support elements are required and the underfloor heating can be installed without any additional construction height. Virtually dust-free, all the necessary work can be completed within one day.

SCHÜTZ radiant underfloor heating systems are eligible for funding under the German Federal Government's subsidy program for efficient buildings (BEG). In addition to our high level of manufacturing expertise, we also offer an unrivalled level of comprehensive service expertise. We can support you not only with advice and planning services, but also with installation.

Find out more at

www.schuetz-energy.net/sanierung

Efficient heat for the fire brigade

The volunteer fire brigade in Selters has extended its fire station: the extension provides a vehicle hall, an operations centre with offices and changing rooms, and a large training room. In combination with two air/water heat pumps, our underfloor heating systems provide an efficient and economical heat supply. Silent and almost invisible, they provide supremely pleasant radiant heat.





Image source: Volunteer Fire Brigade Selters

The basement level of the fire brigade extension was planned as a vehicle hall. The ground and upper floors house the operations centre, changing rooms and a large training room.

“Our firefighters say that the radiant heat is especially pleasant in the changing rooms and washrooms,” says fire chief Tobias Haubrich.

Fortunately, the times when fires often destroyed entire buildings are practically a thing of the past, but due to the increasing use of plastics and other petroleum products in everyday life, as well as new building technologies with unknown fire behaviour, fires still pose considerable risks both to people and the environment. Fire fighters have a tough job and have to perform at peak levels. In order to meet all these requirements, they need a wide range of equipment and continuous training. To meet the high standards, the Selters volunteer fire brigade planned to expand its fire station by adding a vehicle hall, a new operations centre and a large training room.

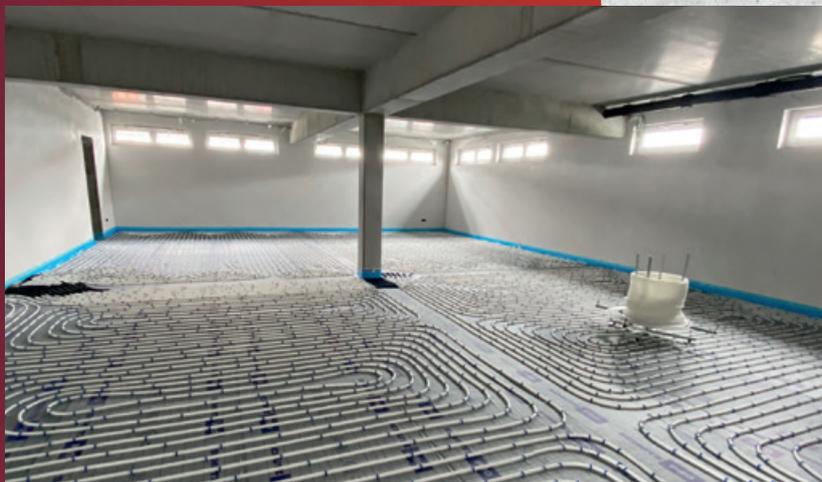
The Selters volunteer fire brigade is an important fire brigade and part of a network of 16 fire brigades in the municipality of Selters. Its core response area is around 1,500 hectares with approximately 3,500 inhabitants. The firefighters are also involved in disaster control for the entire Westerwald district and beyond, as well as assisting in major emergencies on and around the A3 motorway and in operations on the ICE train line between Cologne and Frankfurt. Three women and 70 men are currently active in the fire brigade.



Image source: Volunteer Fire Brigade Selters



Image source: Frank Metzemacher / Lichtreim



Our panel heating is energy-efficient and generates large-area radiant heat – ideal for ensuring a pleasant temperature in the fire brigade's changing room.

Energy-saving heat supply

In autumn 2020, construction work on the extension of the Selters volunteer fire brigade building began. The basement of the building was designed as a vehicle hall with eight parking spaces to accommodate roll-off containers for the swap body system as well as a storage rack for spare material. The ground floor was to house the operations centre for digital radio communication, additional offices and changing rooms with washrooms. On the upper floor, there was to be space for a large meeting and training room. The heat required for the building was to be generated by two energy-efficient air-to-water heat pumps. This led to the decision to use an underfloor heating system for heat distribution, as this kind of system only requires low flow temperatures and thus enables energy-saving, economical operation. The underfloor heating was to heat both the vehicle hall and the upper floors.

We planned the underfloor heating systems and also acted as the contractor for the fire station extension.

“The Selters volunteer fire brigade and SCHÜTZ have been working together as partners for decades. SCHÜTZ supports the Selters volunteer fire brigade in a wide range of matters. For example, a large number of the volunteer members of the fire brigade are also employed by the company,” explains the chief of the fire brigade, Tobias Haubrich.

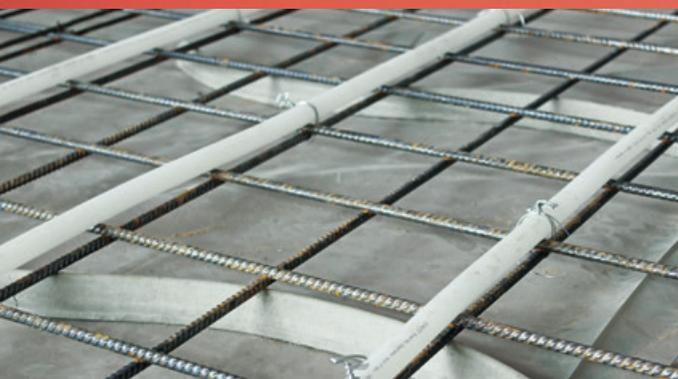
After the building work was completed in spring 2022, we handed the building over to the Selters association municipality in accordance with the contract. “We designed the underfloor heating in accordance with the GEG/EnEV and the specifications of Weber Haustechnik GmbH for the use of the building as a fire station,” reports Michael Schmidt from the project business sales department. “The high degree of in-house production guarantees our customers consistently high quality and fast availability of the products. In addition to planning services and on-time delivery of materials to the construction site, we also provide professional installation services with our nationwide installation service.”

Professional installation by our assembly team

The installation of around 1,000 m² of underfloor heating took place in August and September 2021. In the office and training rooms, our installation team laid approx. 750 m² of EPS additional insulation and approx. 400 m² of staple board in accordance with GEG/EnEV, followed by the professional laying of the PE-Xa system heating pipe in accordance with the design. In the vehicle hall, approx. 570 m² of industrial underfloor heating was installed. This

system is particularly suitable for heating and cooling large industrial buildings and can withstand high loads, such as the weight of the fire engines. "Industrial underfloor heating is part of the floor slab, so we had to coordinate in detail with the shell construction trade before construction began," explains Michael Schmidt. The construction company laid the lower reinforcement in advance, including the earthing straps and joint profiles. Afterwards, our

installation team laid the heating pipes, taking into account the planning specifications, and fastened it to the lower reinforcement grid using a binding machine. This was followed by the spacer cages and the upper reinforcement mats before the up to 20 cm thick fibre concrete was finally filled. After the drying and heating phase, the hall area was completed and ready for use.



We attached the PE-Xa system heating pipes to the lower steel reinforcement mat using pipe ties in accordance with the static specifications.



Approximately 570 m² of SCHÜTZ industrial panel heating was installed in the fire brigade's vehicle hall. This system is energy-saving, quiet and almost invisible.

More space and pleasant indoor temperature

Both our classic SCHÜTZ underfloor heating and our industrial underfloor heating operate energy-efficiently, silently and almost invisibly. The systems only require low flow temperatures and are therefore far more energy-efficient than conventional air heaters, for example. "A very positive aspect is that underfloor heating does not block any floor space with radiators or restrict the hall height with ceiling fans or similar installations," says fire chief Tobias Haubrich. Our underfloor heating systems also generate a large-area, gentle radiant heat. The even temperature distribution ensures a pleasant working atmosphere in the offices as well as in the fire brigade training room. "Our firefighters say that the radiant heat is especially pleasant in the changing rooms and washrooms," says Tobias Haubrich. Our underfloor heating can be regulated separately for each room and individually adapted to the weather conditions.

For more information, visit www.schuetz-energy.net

underfloor heating in accordance with

GEG/ENEV

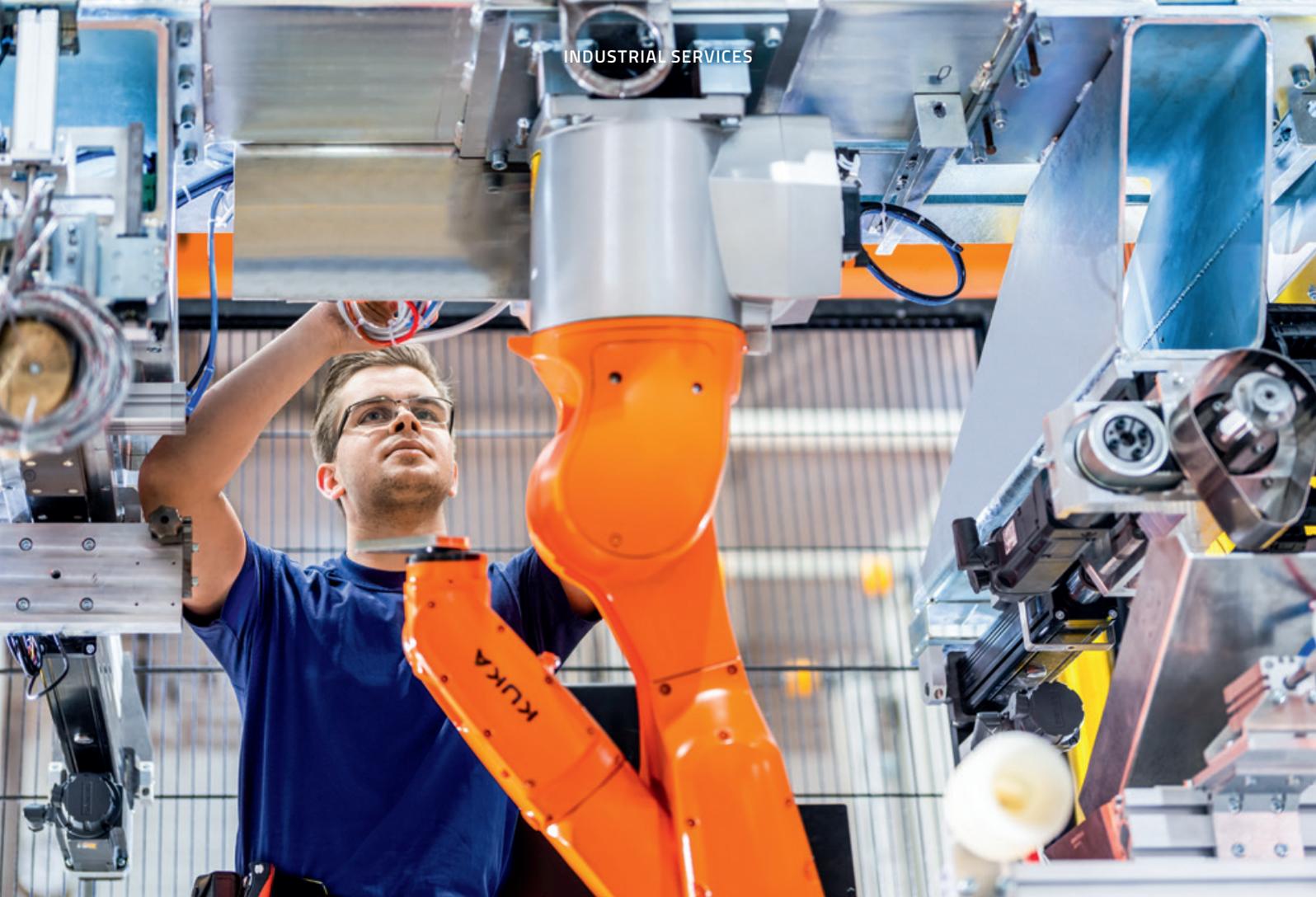
Success factor for
global independence:

Machine and plant engineering continues to grow

As an in-house service provider, SCHÜTZ's machine and plant engineering service is an important part of our global growth. At our headquarters in Selters, the production lines for all our sites are planned, built, shipped and subsequently commissioned on site by our expert staff. In order to meet future internal demand, the INDUSTRIAL SERVICES business unit has moved into two additional halls at the site in Siershahn.

A man in a blue uniform is working on a large industrial machine in a factory setting. He is holding a long metal rod and appears to be adjusting or inspecting it. The machine has several orange rollers and is part of a complex assembly line. The background shows other industrial equipment and a bright, well-lit environment.

S CHÜTZ continuously invests in the infrastructure and equipment of its sites. At the same time, we are also growing our manufacturing network; we presently operate 55 own production and service sites on all continents – and there are more in the pipeline. This growth is also reflected in the demand for production equipment and the associated services. We have always built all plant equipment and machinery required for the production of packaging ourselves. Whether it's for domestic and international production facilities, licensees or partners: all planning and manufacturing for machine and plant construction are handled in Selters (Westerwald), and recently also in nearby Siershahn. The in-house manufacturing team is also an important partner for our technical support services – from installation to maintenance and equipment servicing. This ensures that we have uniform quality standards worldwide, a high degree of flexibility and short downtimes for repairs.



Mechanical engineering for all production sites

From the design and development of production lines to individual manufacturing processes and series part production: over the decades, we have built up in-depth expertise in a wide range of areas, giving us the highest degree of independence from external factors and suppliers. Both our global locations and also our licensees and partners benefit from the skills and performance of our specialists. We provide a wide range of services for the production of our transport packaging, from complete plant layouts to engineering, machine construction services and turnkey production lines.

More than 300 people are employed in the mechanical engineering department and the upstream in-house tool-making department. **All equipment required for production is designed and manufactured in-house, and we produce a variety of different machines at the two locations.** These include multilayer extrusion blow moulding lines, steel grid welding lines and pipe presses. The basis for these capabilities is our unique vertical range of manufacture. For example, we also manufacture most machine components for our production lines in Selters and Siershahn.

The demand and the number of orders for our machine and plant engineering services are constantly rising. All around the world, one of SCHÜTZ's key objectives is to ensure that our production facilities are always at the cutting edge of technology. To ensure this is the case, we are constantly investing in new machines and technology as well as the modernisation of our existing infrastructure. Through meticulous project management, our machine and plant engineering centre ensures that downtimes and standstills are avoided when replacing or commissioning new equipment.

Production and service in record time

SCHÜTZ can build several lines in parallel at the Selters and Siershahn sites, thus saving time and costs. An additional benefit is that there are no lengthy periods of waiting for external companies to deliver. As an internal service provider, our in-house service staff are available to colleagues at the sites for all queries and needs relating to machine and plant construction. We can also respond within the shortest possible time in the event of breakdowns or repairs.

The expertise, modern infrastructure, vertical range of manufacture and manpower in our machine and plant engineering department play a key role in helping us achieve our corporate goals of reliability and safety, which have for decades been core strategic aims.

We employ state-of-the-art technology in commissioning new plants and maintenance services for existing plants. For example, we equip local employees with special data glasses known as hololenses which allow them to access additional information, instructions and handling aids for the machines they are currently working on. Using this technology, specialists from Selters can provide fast, hands-on help for the task, even remotely. This also allows us to reduce travel times and minimise technical support response times.

The expertise, modern infrastructure, vertical range of manufacture and manpower in our machine and plant engineering department play a key role in helping us achieve our corporate goals of reliability and safety, which have for decades been core strategic aims. It also makes us independent of suppliers in emergencies, as well as giving us the competence and flexibility to respond rapidly to new market demands.

New site:

Further expansion for SCHÜTZ's network in Spain



SCHÜTZ IBÉRICA is one of the pioneers in the industrial packaging and circular economy sector in Spain. Through on-going investment in the infrastructure and technical equipment of its locations, the company has continued to expand its market position in recent years. The most recent example of strategic growth is the new production facility in Cazalegas, which opened in November.

"Viva España," SCHÜTZ's motto when the company started to develop the Spanish market at the beginning of the 1990s, was a good description of the outstanding success of the expansion in southern Europe.

SCHÜTZ entered into a partnership with the Castán family, who already had decades of experience in the Spanish packaging market. Shortly after being set up in 1995, SCHÜTZ IBÉRICA opened its first own location in Vila-seca, only a few kilometres from Tarragona (Catalonia). It very quickly became clear from the high demand for our IBCs and plastic drums that picking a location at the heart of Spain's largest chemical and petrochemical region was a smart decision.



Manufacturing capacities for SCHÜTZ ENERGY SYSTEMS

In addition to IBCs for the PACKAGING SYSTEMS Division, heating oil tank systems and rain water collection tanks for the ENERGY SYSTEMS Division were also manufactured in Vila-seca from the outset. This move, initially surprising for some, quickly proved to be the right decision: the demand for heating oil tanks grew very rapidly and SCHÜTZ secured a considerable market share. Due to the great significance of the construction industry, the demand for our products in Spain continues to increase. To meet demand, in 2000 we opened our own manufacturing and service facility for SCHÜTZ ENERGY SYSTEMS. In Pla de Santa Maria, around 30 km from Vila-seca, heating oil storage tank systems and under-floor heating systems are manufactured to the latest technical standards. SCHÜTZ also handles sales and customer support for the Spanish, Portuguese and French markets from here.

Continuous expansion

The PACKAGING SYSTEMS division also continued to grow. With around 250 employees, SCHÜTZ IBÉRICA is today one of the leading suppliers of industrial packaging in Spain, Portugal and North Africa. The company continuously invests in personnel, modern facilities and infrastructure at its sites. Only recently, a highly efficient production line was set up for our F1 tight-head PE drums, with which we have further expanded our market position in the plastic drum segment. Working in close cooperation with the headquarters in Selters, SCHÜTZ IBÉRICA has now received all the certifications needed to meet customer requirements for the most diverse applications. These include ISO standards 14001, 9001, 8001 and system certification according to FSSC 22000 (Food Safety System Certification).



Cazalegas site reinforces SCHÜTZ's market position

The next chapter in our success story in Spain is the opening of the newest site in Cazalegas. The plant is conveniently located in the immediate vicinity of the city of Talavera de la Reina in the west of the province of Toledo and, alongside Vila-seca, is our second production facility for industrial packaging in Spain. The factory, located 100 km from Madrid, meets the highest requirements for the production of IBCs – especially with regard to cleanliness and risk minimisation. Like all SCHÜTZ sites worldwide, the Cazalegas plant has been certified according to FSSC 22000 (Food Safety System Certification). The 9,000 m² production building is located on a site approximately 27,000 m² in size. The latest technology and energy-efficient processes are central components of the plant layout, which has been meticulously planned for efficiency.

In Cazalegas, SCHÜTZ IBÉRICA will be producing a wide range of IBC models, and preparations are already being made for the production of packaging from the eco-friendly GREEN LAYER product range. The new production building also houses a high-tech reconditioning line for the environmentally friendly recycling of used containers, which are collected by the SCHÜTZ TICKET SERVICE (STS) after emptying. The new plant allows us to further increase supply security and ensure the comprehensive availability of our packaging. For the delivery of new containers and the collection of emptied IBCs, being close to our customers facilitates short transport routes and fast response times. From Cazalegas we supply Portugal and the Spanish regions

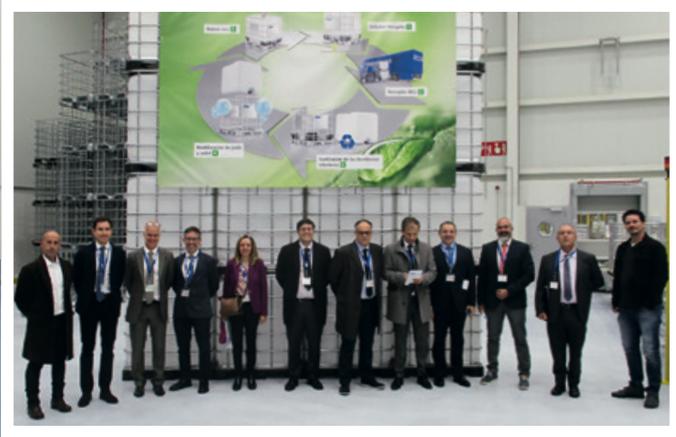
of Castilla-La Mancha, Madrid, Andalusia, Extremadura, Castilla y León, Galicia, Asturias and Cantabria.

We are continuing to build SCHÜTZ's growth in Spain by optimising the supply chain of our many customers in the region, both economically and environmentally. To ensure growth and the consistently high quality of our products and production processes in the future, we will continue to invest in infrastructure – always with the goal of further optimising the packaging cycle to make it better for the environment.



OPENING PLANT CAZALEGAS

Welcome



On 9 November, the new site in Cazalegas was officially opened by Emiliano García-Page Sánchez (President of the Regional Government of Castilla-La Mancha).

Roland Strassburger (CEO SCHÜTZ Group) and Sergio Castán (General Manager SCHÜTZ IBÉRICA) welcomed around 150 guests from industry, business and politics, including numerous customers, partners and media representatives.

During a tour of the site, the guests had the opportunity to see for themselves the modern production facilities that comply with the highest environmental, safety and quality management standards.

From left to right: Francisco Javier Blanco Guerra (Mayor of Cazalegas), Patricia Franco Jiménez (Regional Minister of Economy, Enterprise and Employment), Emiliano García-Page Sánchez (President of the Regional Government of Castilla-La Mancha), Sergio Castán (General Manager SCHÜTZ IBÉRICA) and Roland Strassburger (CEO SCHÜTZ Group)



From left to right: Emiliano García-Page Sánchez (President of the Regional Government of Castilla-La Mancha) and Sergio Castán (General Manager SCHÜTZ IBÉRICA)

“It was particularly helpful that the class is fully focused on the nature of our everyday work.”

“We were able to apply what we had learned immediately on our next business trip.”



Fit for business trips: Successful language classes for international assignments

For many years, English classes have been a key element of in-house training at SCHÜTZ. Now the Human Resources department has added the course “Fit for business trips - English for international assemblies & maintenance assignments” to its curriculum.

SCHÜTZ has always relied on state-of-the-art technical equipment to ensure maximum supply security and quality for customers at its international locations. The assembly of new plants and the maintenance of existing equipment is carried out by specially trained personnel. Particularly in international operations, communication in English has become indispensable. In order to prepare the SCHÜTZ teams even better for these assignments, the in-house English classes have been supplemented by a new course called "Fit for business trips". The course, which lasts several months, is specially designed to meet the needs of employees who carry out assembly and maintenance work around the world. The focus is on speaking skills and listening comprehension for professional practice.

"It was particularly helpful that the class is fully focused on the nature of our everyday work," said Willi Löwen from the mechanical engineering department and one of the participants. "We were able to apply what we had learned immediately on our next business trip."

A total of 26 staff members successfully took part in the pilot course, which concluded with an exam based on the European Framework of Languages and is recognised throughout Europe. At the end of the course, all participants who were not on assignment at the time gathered in Selters for a brief ceremony to receive their certificates. **Warm congratulations to all those who took part on passing the exam!**



**Fit for you!
business trip.**

SHOULDER TO SHOULDER FOR CLIMATE AND ENVIRONMENTAL PROTECTION:

First anniversary of our partnership with Boris Herrmann and Team Malizia

With spectacular sailing, Boris Herrmann and his Team Malizia are drawing the attention of the world to one of the greatest challenges of our time: how to protect the climate and the environment. SCHÜTZ also supports this mission on many levels with our products and services. And that's not all: one year ago we entered into a strategic partnership with the world-renowned top sailor and his team. We take a look back at the last twelve months.

A RACE WE MUST WIN – CLIMATE ACTION NOW! Under this motto, skipper Boris Herrmann and his Team Malizia are committed to fighting to protect the climate and the world's oceans. The passion they share with us

for technically superior solutions and conserving our planet's natural resources is the basis for the strategic partnership that SCHÜTZ and Team Malizia entered into just over a year ago. **This cooperation is also a project that brings together**



The passion they share with us for technically superior solutions and conserving our planet's natural resources is the basis for the strategic partnership that SCHÜTZ and Team Malizia entered into just over a year ago.



© Jimmy Horel

© Antoine Auriol

people who share the same ideas: Boris Herrmann and his team work tirelessly with numerous activities to emphasise the importance of science and promote education about the current state of the climate. Both sides of this partnership –

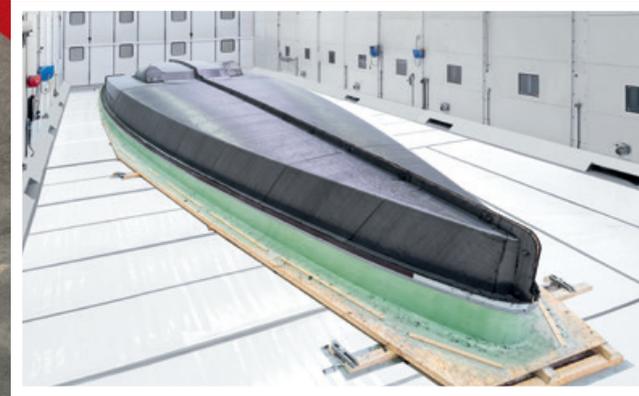
SCHÜTZ and Boris Herrmann – share the same goals. We both agree that the climate crisis can only be battled with innovation and technical advances, not with restrictions and bans.



Successful SCHÜTZ CLIMATE BLOG

In all four corporate divisions, SCHÜTZ offers products and services that help our customers become more efficient, save materials and energy, and so reduce their own CO₂ footprint. Sustainability is deeply embedded in our products and services. To communicate this with even greater focus, we marked the start of the partnership by creating a new section on our main corporate website: the SCHÜTZ CLIMATE BLOG. Many readers follow the blog, learning about the resource-saving measures and projects SCHÜTZ is implementing. On the blog, we also regularly report on milestones in our cooperation with Boris Herrmann, including current race results, campaigns and coverage of the skipper and his mission.

www.schuetz.net/climate-action



High-tech mould making in Siershahn

As Official Technical Partner and Official Supplier, we have contributed our passion for sailing and our design expertise from the very start of the partnership. Our lightweight honeycomb material CORMASTER® is an important component in Boris Herrmann's new racing yacht. The high-tech material is ideal for yacht applications: its extremely low dead weight is paired with the highest mechanical strength and durability.



The new IMOCA racing yacht was built using the most advanced technology and craftsmanship in a shipyard in Vannes, France.

To stay a ship's length ahead of the competition in the Ocean Race 2023 and the Vendée Globe 2024/2025, Team Malizia has built its own boat. The mould for the deck of the new Malizia – Seaexplorer was made by a team of 20 experts at SCHÜTZ COMPOSITES in Siershahn. Thanks to our drive and commitment to detail, this demanding and time-critical project was successfully completed in only three months.

More than 250 people were involved in building it; a total of 45,000 hours of construction time and another 35,000 hours of design work went into the high-tech racing yacht. On 19 July, the boat was launched in Lorient, France. Loud cheers went up as the 18.28m hull of the boat hit the water for the first time and the technical team began to attach the racing yacht's 27.30m mast and two outriggers.



OUTLOOK 2023: TEAM MALIZIA'S RACING CALENDAR

THE
OCEAN
RACE



JAN

FEB

MAR

APR

MAY

JUN

JUL

AUG

SEP

OCT

DÉFI
AZIMUT



Boris Herrmann and his team will continue to demonstrate their skills on the new racing yacht in the coming year. The Malizia – Seaexplorer sails under the Monegasque flag and carries the new sail number 1297.

Crowds of spectators and fans gathered in skipper Boris Herrmann's home port for the official ship christening.



© Moritz Becker



© Andreas Lindlar



© Antoine Auriol

A christening ceremony in Boris Herrmann's home port

Only a few weeks later, the first big journey took the new IMOCA racing yacht to Hamburg. Crowds of spectators and fans gathered in skipper Boris Herrmann's home port for the official ship christening.

helm. The legendary race was Herrmann's first solo regatta since he competed in the Vendée Globe 2020/21 and it served as an endurance test for the new IMOCA racing yacht. Team Malizia's racing calen-

Along the waterfront in Hamburg's traditional ship harbour and the Magellan Terraces, for two days everything revolved around climate protection and the extraordinary diversity of the world's oceans.

The grand ceremony was also the perfect prelude to the premiere of the Malizia Ocean Festival. Along the waterfront in Hamburg's traditional ship harbour and the Magellan Terraces, for two days everything revolved around climate protection and the extraordinary diversity of the world's oceans. **SCHÜTZ was also on site and, among other things, demonstrated examples of how our lightweight honeycomb material CORMASTER® is used in applications.**

dar is also packed in 2023 (see info box). Together with SCHÜTZ, the team will use the platforms of the major international sailing regattas in the coming year to draw attention to just how essential the ocean is for climate protection.

In mid-September, the Malizia – Seaeplorer celebrated its racing debut at the Défi Azimut in Lorient. Exactly two months after the ship's christening in Hamburg, the yacht started on the Route du Rhum with team leader Boris Herrmann at the



© Pierre Bouras

TRANSAT
JACQUES
VABRE



Merry Christmas



Dear Readers,

New factories and expansions, new products, a return to the international trade show stage and a partnership for climate protection – it's been a busy year full of news-worthy events, all covered in SCHÜTZ News. This issue marks the end of the 2022 newsletter season. Thank you for your interest and loyalty, for your praise and constructive criticism.

You can look forward to many interesting and exciting topics from the world of SCHÜTZ in the coming year.

We wish all our customers, partners, colleagues and their families a Merry Christmas and a very happy, healthy and prosperous New Year!

The SCHÜTZ News Team