

dialog

May issue 2017

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Rainer Bröcher



Michael Mockenhaupt

Dear readers!

"There are those who wait for the times to change, and those who grasp the opportunity and act!" That is our motivation, because we don't rest on the laurels of our past achievements. We work day in, day out balancing tradition and innovation, maintaining the good things and carefully passing them on. For us, tradition and innovation are not contradictions, but two fundamental pillars of commercial success in a changing world.

We are happy to present the latest edition of our customer and employee magazine, dialog. We'll be reporting on the construction and renovation work at our EMW Steel Service Centre, cooperation agreements with an IT infrastructures manufacturer and on our participation in a number of different trade fairs and customer events.

What Fendt agricultural machines have got to do with SCHÄFER Perforated Metal, you can find out in an extensive article on pages 8 and 9. Another interesting topic in this edition is the report on our long-standing customer, the Aying Brewery. It's one of the oldest in Germany and won the "Best brewery in Europe" award at the "European Beer Star". In addition, we'll be giving you an insight into our company: vocational training, company fun run, school sponsorships – take a look behind the scenes at SCHÄFER!

We sincerely hope you enjoy reading the first edition of dialog for 2017. Feel free to send us your feedback; we'll be glad to hear your suggestions and ideas.

We hope you continue to have a successful year and we look forward to carrying on the SCHÄFER WERKE and EMW success story, together with our customers, partners and employees.

We wish you all the best and a very warm Siegerland "Glück auf!", also on behalf of the Schäfer family!

Rainer Bröcher
Managing Director SCHÄFER WERKE

Michael Mockenhaupt
Managing Director EMW Steel Service Centre

Credits

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Developing young talent is our future

The fact that great importance is attached to training at SCHÄFER WERKE is not only shown by the exhibition motto "Training at SCHÄFER – Your prospects for the Future".

SCHÄFER is happy to make investments, especially in their young trainees! Offering young people good prospects for their future is a central pillar of the company philosophy.

■ On February 15th 2017, the LIDL logistics centre was the location for the second vocational training fair dealing with all matters concerning training and work placement. Here, school students could find out about a range of various careers, possible training opportunities and work experience places.

SCHÄFER WERKE were taking part in the exhibition for the first time this year, so they too could provide answers to all the students' questions. There were a total of 47 businesses from the Burbach, Neunkirchen and Wilnsdorf region taking part in the event, all with the aim of presenting their training operations and trainee places. SCHÄFER WERKE were represented by the two chief training instructors Mr. Braun and Mr. Weber, as well as one commercial and one industrial trainee.

They informed the visitors about the professions that can be learnt at the company, about the internal training measures which are in place, such as data processing and IT courses or the opportunity to take part in special training programmes, such as exam preparation, given by the in-house teacher.

"By providing them with optimum training, we want to turn our trainees into highly qualified employees, who are perfectly equipped to help us tackle the challenges and changes in market structures", says SCHÄFER WERKE training instructor Wolfgang Weber. At the Siegen Chamber of Commerce's vocational training fair on 17th. and 18th. May 2017, SCHÄFER WERKE will once again be on hand to offer interested candidates advice and assistance on career choice.



Left to right: Wolfgang Weber (rep. of the mayor of Neunkirchen), Dennis Göldner (commercial trainee), Tim Jungk (industrial trainee), Ralf Braun (instructor, industrial trainees), Wolfgang R. Weber (instructor, commercial trainees) and Bernhard Baumann (mayor of Neunkirchen)

Trade fairs 2017



Siegen Chamber of Commerce (IHK) Vocational Training Fair
17. – 18.05.2017, Siegen



trade fair for car body manufacturing
30. – 31.05.2017, Nuremberg



Metalforum Posen
Exhibition for the metal working industry
06. – 09.06.2017, Poznan/PL



Lanline Tech Forum
11. – 12.07.2017, Stuttgart



World's Leading Trade Fair for the Beverage Liquid Food Industry
11. – 15.09.2017, Munich



Lanline Tech Forum
19. – 20.09.2017, Cologne



IT Security Expo and Congress
10. – 12.10.2017, Nuremberg



The international trade fair for sheet metal processing
07. – 10.11.2017, Stuttgart



Conference and Exhibition on Craft Beer Technologies, Raw Materials and Marketing
22. – 23.11.2017, Milan/IT



For the data centre of the future
28. – 29.11.2017, Frankfurt

EMW investing in more capacity, safety and speed

Investment in intralogistics for the Steel Service Centre.



Beate Schäfer-Henrichs (SCHÄFER Group partner), Theo Schäfer (Managing partner SCHÄFER WERKE and EMW Steel Service Centre), Michael Mockenhaupt (EMW Steel Service Centre Managing director), Jürgen Schulz (Site manager) and Axel Hermann (Purchasing director corporate) inspecting the building site.

Once more, the EMW Steel Service Centre EMW is increasing its capacity. Opening up further areas of activity and acquiring new customers led to the decision to create additional space. The planned construction is no more than a reflection of the market position EMW has acquired, as one of the industry's largest independent steel service centres.

Since its foundation in 1952, the Steel Service Centre has continuously increased its tonnage (forecast for 2017: 842,000 t). This remarkable growth of EMW is rooted in its employees always being able to offer their customers intelligent, individual and high

quality steel service solutions. Customer requirements are the main focus of all the centre's activities. Internal operation analyses have shown that reorganising EMW's intralogistics could release new potential for increasing the centre's capacity, safety and speed. Today, 40 % of raw materials are delivered by rail (this proportion is rising) and 60 % by lorry. 100 % of finished product deliveries leave by road. By investing in capacity and intralogistics, potential bottlenecks in materials flow caused by waiting lorries can be eliminated.

A completely new loading and unloading concept, supplemented by additional capa-

cities in logistics and the finished products warehouse, allows a higher throughput, reduces turnaround and waiting times for lorries and increases safety in the logistics processes for both people and materials. This guarantees 24-hour loading in three shifts.

The core of the investment is two logistics warehouses with a total area of 12,000 m², which are to reduce lorry transport in production areas to a minimum. The extension of the transport aisles and the fixed installation of automated transport systems will optimize the connection between production halls and the new logistics warehouses.



Reducing internal transportation inevitably increases work safety on the premises. Order picking and pre-configuration of consignments is a continuous, non-stop process. The new logistics buildings are designed with two lanes, so that loading procedures can be carried out completely separately from any arriving traffic

A new road built to support the new concept ensures that internal product delivery and collection traffic on the site can flow continuously without being hindered.

There will be no two-way traffic or congestion on the EMW site in the future. New parking bays will provide additional waiting areas for lorries when throughput is high, or

offer additional loading space outside the halls.

The control system for the new intralogistics is being developed and commissioned with SSI SCHÄFER IT-Solutions GmbH, a new

continued on page 6 >>

At a glance

Area of new logistics halls 14a and 14b
12,000 m²

EMW total area
45,000 m²

Deliveries of coils by rail
350,000 t

Total deliveries (2016)
887,000 t

Up to now
(2016)

In future
(from 2018)



Average turnaround times for HGVs
140-150 min. 90 min.



Total intralogistics capacity
140 HGVs 180 HGVs



Volume loaded per day
2,900 t/ 130 HGVs 4,000 t/ 180 HGVs

New
logistics halls
14a and 14b

EMW
STEEL SERVICE CENTRE

EMW
STEEL SERVICE CENTRE

- Coils
- Slit strip
- Cut-to-size blanks
- Circular blanks

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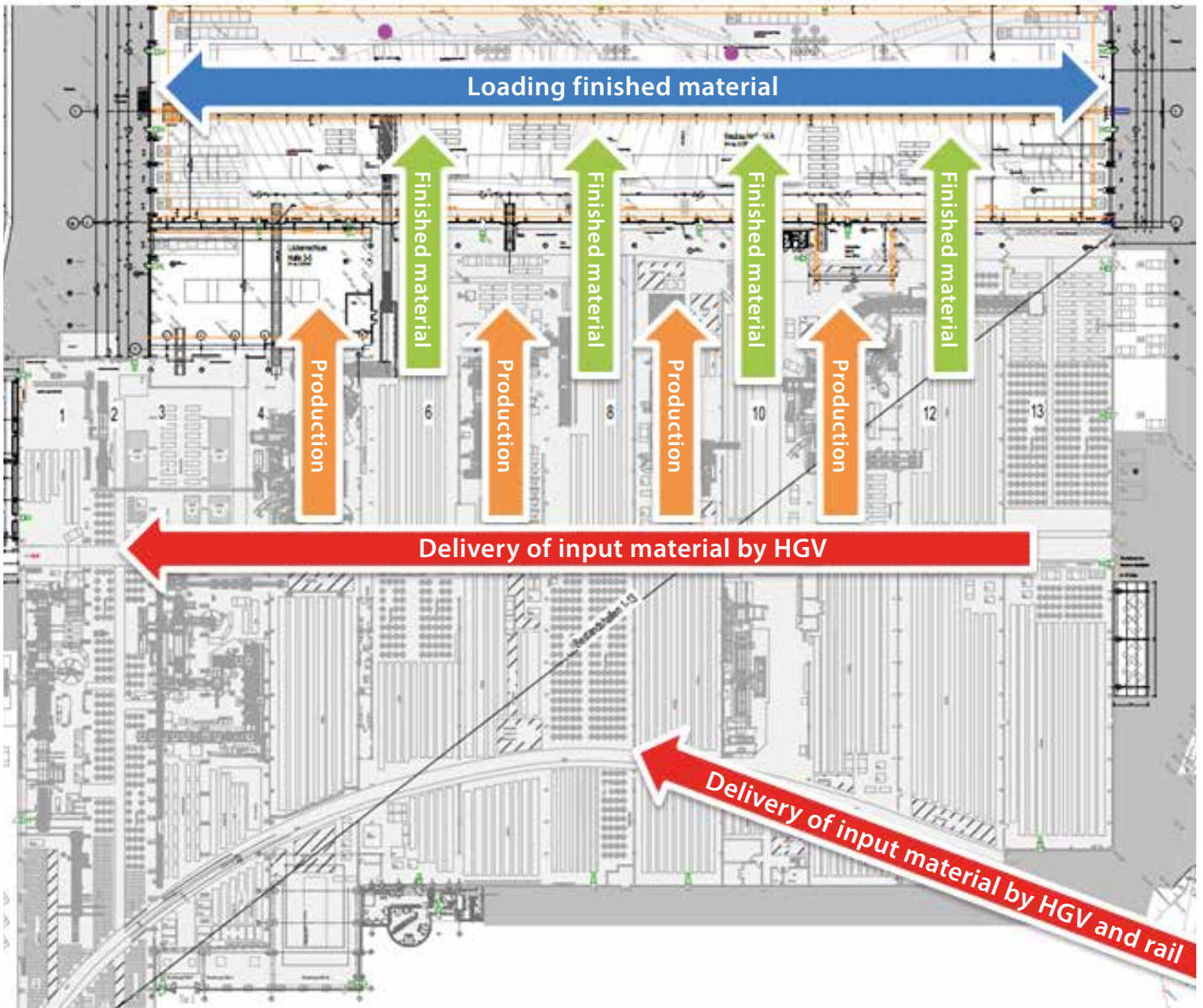
business unit from our sister enterprise SSI SCHÄFER. The warehouse management system used, WAMAS®, is designed to scan and display the logistics requirements in terms of goods or materials and constantly optimise the entire logistics system. WAMAS® has a wide range of functions for process control as well as options for demand-based adjustment of daily production. The software is the perfect solution for controlling and optimizing all storage, administration and inventory management processes. Besides, it can also be used for tracking flows of goods from sender to recipient, for continuous control of manual and automated systems

and for analysing and initiating optimization measures in the medium and long-term. WAMAS® obtains the data required for process control via a direct connection to EMW's SAP system, as well as coordinating the distribution of batches to their storage locations and the supply of the necessary order-related materials to the production machines. After order consolidation, the finished goods are scanned using mobile devices and loaded onto lorries by forklift and crane. WAMAS® will also optimize control of lorries picking up consignments while they are on the premises. Before a lorry arrives to collect its load, a realistic time window is determined

for picking up the finished products and leaving the premises again via the weighbridge. Completion of the building work and the introduction of the new intralogistics concept is expected for March 2018. Interlinking control of input material stocks, production and dispatch will result in an almost perfect material flow for a steel service centre. This investment will also create between 15 and 20 new jobs at EMW's Neunkirchen location. Things are going well at EMW!

 www.emw-stahlservice.com

Future material flow



SCHÄFER Perforated Metal at the Z – Subcontractor fair



To keep abreast of future trends, SCHÄFER's Perforated Metal division is also a regular participant in fairs and forums for the subcontracting industry.

Z – the Subcontractor fair, specialising in innovative and flexible subcontracting and supplier services, is an extremely competent partner for industry. 362 companies presented themselves as highly efficient suppliers for the automotive industry, the mechanical engineering, tool making and plant construction sectors, as well as for other industries, such as plastics technology and processing, electrical engineering and electronics. The Z exhibitors are mainly suppliers for the early and middle production stages, as well as service providers for industry, and the fair offers small and medium-sized businesses an effective presentation platform for their business activities.

A huge plus for SCHÄFER Perforated Metal at this year's Z – Subcontractor fair in Leipzig was their extensive range of high quality perforated metal sheets for all sectors and applications. In countless conversations at the SCHÄFER fair stand, it became very clear what customers expect from a strong partner and supplier: top-quality perforated metal solutions available a short notice, qualified

and experienced staff, on-site consultations and project management from the planning stage to series production. Efficient sheet manufacturing and processing as well as customized machining with the latest technology are also among the services SCHÄFER can provide.

The close proximity to EMW and access to its huge, well sorted stocks of thin sheet provides SCHÄFER Perforated Metal with ideal conditions for supplying the many different applications fields quickly and flexibly. Whether in the architecture, screening technology, façade construction, sound protection, automotive or mechanical engineering sectors, a constant stream of new projects and interesting applications is being discovered or developed with clients.

Thanks to extensive production equipment and in-house tool-making facilities, SCHÄFER Perforated Metal can react quickly to customer specifications at any time and coordinate perfectly with their workflow. "SCHÄFER Perforated Metal has the right solutions for every application. Our high-precision tools

ensure that our customers' wishes in terms of quality, material and perforation size and type can always be fulfilled," says Alexander Toumassian, head of sales at SCHÄFER Perforated Metal in Neunkirchen.



www.schaefer-lochbleche.de

SCHÄFER
PERFORATED METAL

- Coil to coil perforation
- Perforated sheets to customer specification
- Perforated sheets straight from stock
- Machining service

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Even Engines need air to breathe

An overheated engine is not something to take lightly. If you don't treat your vehicle properly, the resulting damage can often be enormous.

■ Whether you are dealing with motor housings, panelling for electronics, climate control devices or server cabinets, it is absolutely essential to transport the warm air generated in these enclosures outside as efficiently as possible.

The growing demands on cooling systems for electronic components mean innovative cooling solutions have to be developed. With their permeability and stability

providing optimal ventilation for keeping temperatures constant, perforated metal sheets are the ideal material for this.

Their durability and material properties make perforated sheets extremely versatile and consequently ideal for use in sound and noise protection, façade panelling, filter systems, cooling and heating devices, as sun protection or sight screens, machine elements and in car manufacturing.

The perforated engine cover on Fendt tractor types 800 and 900 Vario for example, is a 1.0 mm thick perforated steel sheet from SCHÄFER with hexagonal perforations (hexagonal or honeycomb perforations are also possible).

The selected profile with 64 % air flow allows a sufficient amount of cool air to pass through, thus preventing the engine with its sensitive electronic components from

overheating. In addition to this, perforated sheets also protect the engine from stones, lumps of earth or plant residues stirred up by the tractor.

For years, Fendt tractors have been market leaders and among the most popular large tractors worldwide. Development, production and sales are carried out from Marktobendorf in Bavaria, the company's main location. In its over 80 year history, Fendt has always put ground breaking technological developments on the market. Such important milestones show Fendt's tradition of commitment to progress and explain why they have always set standards in agricultural technology.

A Fendt tractor consists of some 10,000 components. Almost every one of them goes straight into the production process and is fitted as soon as each individual order comes in. For punctual delivery to the customer in the customary high quality, reliable suppliers are extremely important. "As a company with tradition and years of experience in the perforated metal business, we are just the right partner", says Torsten Schoew, Key Account manager at SCHÄFER Perforated Metal.



www.schaefer-lochbleche.de

Large tractors
provide top performance
under extreme conditions



SCHÄFER 
PERFORATED METAL

- Coil to coil perforation
- Perforated sheets to customer specification
- Perforated sheets straight from stock
- Machining service

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Tradition meets innovation – There's something brewing



Bavaria is seen as the no. 1 beer state, but across Germany as a whole, beer consumption has been falling for years. Only with fresh ideas and innovations can smaller breweries manage to remain in business. The beer just has to be good, not pander to mass tastes and have its own special marketing approach.

■ In 1876, the founder of the Ayinger Brewery, Johann Liebhard, took on his parents' agricultural and forestry estate. He and his father Peter Liebhard gradually came to the decision to start a brewery. Nothing very unusual at that time, as there were, in around 1880, some 6,000 breweries in Bavaria alone. In 1877, Johann Liebhard began building his brewery, which involved some considerable investment. Premises for a brew house, a fermenting and storage cellar and a malt house had to be built and all the required equipment delivered by rail. At that time, beer could only be brewed in winter, from Michaelmas (29th. September) until the Feast of St. George (23rd. April), because the weather had to be naturally cold for storage. On February 2nd. 1878, Johann Liebhard wrote in his diary: "We have dispensed our first beer, very good and the place full of people. Michl and Müller from Höhenkirchen so drunk they overturned ten times driving home."

After a series of setbacks, such as war, a brewery fire and an economic crisis, things gradually began to improve. Technical progress was used consistently to benefit the brewery. In 1927, the purchase of a lorry finally enabled the beer to be transported



ECO KEGs from SCHÄFER Container Systems on the Ayinger filling line

over long distances, without losing quality. This meant beer could be supplied to the state capital of Munich.

In 1930, some 16,000 hectolitres were already being brewed at Ayinger. By 1951, after the hard war years and post-war period, output had fallen to 13,000 hl. Then in 1953, Franz Inselkammer Senior bought the land known as "Platzlareal" in Munich opposite the "Hofbräuhaus". Since then, Ayinger Beer has been dispensed there and the brewery was able to gain a prominent location in the heart of the city, so jealously guarded by Munich's brewers.

The three sons, Franz, August and Peter Inselkammer joined their parents' business in 1963 and the brewery continued to grow consistently.

The brewery's record came in 1978 with an output of 160,000 hl, the highest in its history, taking it to 50th place among Bavaria's 1,000 breweries.

The "Ayinger Privatbrauerei" (Ayinger private brewery) has won prestigious awards worldwide, such as "The Best Brewery in Europe" at the "European Beer Star", and is enjoying growing popularity both at home and abroad. The Ayinger Brauerei has been a



customer of SCHÄFER Container Systems since 1986. For its beer, Ayinger has chosen the 30 and 50 litre PLUS KEGs, the premium container for strong brands. All the benefits, such as perfect technology, safe handling, convenient PU coating, tested safety, prominent brand presentation and reliable logistics are combined in this KEG.

Besides its various beer specialities, Ayinger also markets licence-produced soft drinks like lemonade and Colamix in 30 litre SCHÄFER DIN-type ECO KEGs. The lemonade drinks are well known under the cult brand name FRUCADE.

The DIN ECO KEGs consist of a stainless steel liner with top and bottom rings of polypropylene (PP), fixed onto the liner with a safety clip system, enabling them to be replaced. In contrast to the all-steel KEGs, the DIN ECO KEG is up to 30 % lighter. But it was the operating pressure that proved a central challenge for Ayinger. Whereas beer KEGs are designed for a 3-bar operating pressure, KEGs for non-alcoholic beverages (NABs) have to withstand an operating pressure of seven bar.

Dispensing NABs from ECO KEGs still gives landlords the opportunity to set themselves apart from competitors. The special

fruit aromas of these soft drinks are very well protected in stainless steel KEGs, allowing them to be stored for several months and still taste fresh weeks after the KEGs have been opened. Excellent brand presentation is guaranteed by the coloured top and bottom rings, as well as the various decoration possibilities for the KEG body, such as electrochemical signature. This involves a logo being applied indelibly on the stainless steel surface by using electric current and an electrolyte solution.

The use of reusable KEGs also reflects a growing ecological awareness in today's society. During their life cycles, KEGs can be re-filled hundreds of times without causing any waste. "Any medium-sized brewery that doesn't want to get left behind simply has to remain competitive and this is only possible by remaining regional, focussing on quality and innovation – and having a competent partner like SCHÄFER Container Systems", says the young brewer Franz Inselkammer III, who in 2010 became the 6th master brewer to enter the company management.

New sales rep for Italy



We are very pleased to take this opportunity to introduce a new face in the SCHÄFER Container Systems sales team, Mr. Walter Brambilla. Mr. Brambilla can look back over 25 successful years of sales experience in a range of different roles and industries.

Since February 2017, he has been our new sale representative for Italy and is responsible for developing and working the market, focussing on strengthening our activities in Italy and advancing our cooperation with customers and suppliers.

SCHÄFER 
CONTAINER SYSTEMS

■ Reusable container systems
for the beverage industry

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SCHÄFER WERKE and SSI SCHÄFER bundling their Expertise

From 11th. – 15th. September 2017, the Munich Exhibition Centre will be opening its gates for the quadrennial drinktec, the world's leading trade fair for beverages and liquid food technology. The five-day event with over 1,600 exhibitors is expecting an even greater attendance than in 2013 when there were over 66,900 international visitors from 183 countries.

■ The drinktec brings together a broad spectrum of manufacturers, bottlers, wholesalers, distributors and partners, all significant players on the beverages and liquid food technology market. These include manufacturers and suppliers from all over the world, globally operating corporations, as well as small and medium-sized businesses. They all meet up with beverage and liquid food producers and service providers of all sizes.

Together, SCHÄFER Container Systems and SSI SCHÄFER will be presenting their products and services on a 276 m² stand where visitors and customers will be able to see the quality for themselves.

This year, too, SCHÄFER's guests will be treated to selected beers and appetizers by Karl Schiffner, the first beer sommelier world champion. This time Schiffner's choice is Czech beer, which is not only well-known outside its own borders; it's also among the best beers in the whole world.

Statistics show the Czechs drink the most beer worldwide, around 160 litres per capita.

The Germans are in second place, consuming around 130 litres per capita.

The Czech Republic has many different kinds of beer and over 50 brands, some are world famous, others are more local or from small family breweries.

"More KEG – More DIVERSITY", and in keeping with this slogan, SCHÄFER is presenting its entire KEG assortment. This of course includes the 50-litre DIN ECO KEG, the latest addition to the Container Systems family, which has the same strength and stability as a steel KEG but is up to 30 % lighter. Naturally, the 50-litre DIN ECO KEG has the same benefits as its "slimmer" ECO KEG colleagues. It consists of a stainless steel liner with a top and bottom ring of polypropylene (PP), fixed onto the liner with a safety clip system, making them replaceable. This enables the KEG to offer more flexibility, economic efficiency, extreme stability and easy, low-noise handling. All SCHÄFER KEGs can be given various permanent coding types, such as character code, barcode, QR code or transponder, which can all be retrofitted, too!

Particularly the use of transponders with RFID (radio frequency identification) provides companies with a common standard for the identification of articles and inventory.

With their small, battery-free memory chips, RFID systems, or radio recognition, are increasingly gaining importance in intralogistics.

RFID transponders have an individual number code and, in contrast to bar codes, they offer



All KEGs from SCHÄFER can be provided with various permanent coding types, such as character code, barcode, QR code, transponders or datixPlus

a much greater memory capacity. In addition, no visual contact is needed, as the data can be read and recorded as soon as the transponder is within range of the receiver. This way, tracking processes and continuous determination of responsibilities guarantees uniform communication along the entire value creation chain. This then, for instance, enables alterations in the inventory management system

or the inventory itself to be recorded accurately in seconds, without any manual intervention. Objects can be identified by means of electromagnetic waves.

And this is where the KEG diversity and intralogistics come together. SSI SCHÄFER, along with SCHÄFER WERKE, belongs to the SCHÄFER GROUP and is, among other things, the specialist for planning and modification

of distribution centres and the modernisation of intralogistics. At the 2017 drinktec SCHÄFER WERKE and SSI SCHÄFER are bundling their expertise to provide breweries with a holistic approach to consultation and support.



www.schaefer-container-systems.com
www.ssi-schaefer.com

Individual and fast – now by KEG App, too

As of now, SCHÄFER Container Systems' KEG App – the mobile KEG configurator – is always in your pocket. Since its launched November 2016, hundreds of people interested in our KEGs have registered. And no wonder! After all, the KEG sector lives on constant change, creativity, ideas and the desire for something new!

■ With the new App, it's so much easier for beverage producers and bottlers to find information, configure individual KEGs and put questions to our internal sales team.

KEG type and colour design, branding and accessories: increasing numbers of breweries are presenting their brands more prominently on their reusable KEGs. SCHÄFER Container Systems' new App is now demonstrating the potential of individual KEG design in digital form. After selecting a volume and diameter of the required type, the user is then shown the available KEG types. For volumes between 5 and 50 litres, or a 1/6 to 1/2 barrel for the North American market, potential users have the choice between the three types SUDEX KEG, ECO KEG und PLUS KEG, which they can then adapt optically and technically to their specific needs. The App then offers countless colour designs, such as stripes, coloured polyurethane (PU) foam or top and bottom rings (in polypropylene). A range of different logos can also be applied to the KEGs. The next step covers engraving, fitting types, technical accessories or other product options and the App only shows the specific branding possibilities available for the chosen KEG type.

The chosen design can then be saved, recommended to colleagues by e-mail or sent as an inquiry directly to the SCHÄFER Container Systems sales team. "In the age of Industry 4.0, service has an immensely high priority. Our customers should be able to experience the full range of what is possible and control it themselves. And for anyone who doesn't want to call us to inquire about a KEG type in a particular size, we can provide the answer on their

The KEG App at a glance

- Select volume and diameter of required type
- Branding (colour and logo)
- Accessory options (tracking, fitting,...)
- Save, load, send inquiry, forward KEG design

Smartphone. With this App, KEGs can be configured whenever and wherever you want", says Guido Klinkhammer, Sales Director at SCHÄFER Container systems.

Configure your own individual KEG, find out about the models we offer, save the information or send us a concrete inquiry. For anyone interested in KEGs, SCHÄFER Container Systems' KEG App is perfect for getting an informative product overview and is a clearly structured KEG configurator! Download it now from the App Store, see what's available and make your selection!



www.schaefer-container-systems.com/app





The new SCHÄFER Cube sets standards

In addition to tried and tested, officially approved IBCs (intermediate bulk containers) like tank, round and silo containers, SCHÄFER, the full range supplier, is now adding standardised solutions in stainless steel to its portfolio.

■ The main application fields for the SCHÄFER Cube will include the chemical, food and pharmaceuticals industries, the oil industry and paints and lacquers, focussing mainly on European markets.

The SCHÄFER Cube is a standardised cubic container made of stainless steel in a frameless, lightweight design, manufactured for the efficient storage and transport of liquid products.

The main purpose and basic objective of this product standardisation lies in the simplification of production, leading to cost reductions while maintaining the same quality. The Cube (BTU 1000) is available in the standard

market size of 1,150 x 1,150 mm and a height of only 1,160 mm with a volume of 1,000 litres. The ergonomic, frameless design and sophisticated, weight saving structure makes the SCHÄFER Cube the ultimate IBC solution. The robust transport frame is also made of stainless steel, enabling safe handling by all usual pallet lifting equipment. It can also be lifted by crane and is very easy to clean. Besides customized connections, (necks, connectors) a safety valve also belongs to the standard equipment.

As an option, the SCHÄFER Cube can be fitted with a VISCO JET® stirring device and a range of different drain valves can also be selec-

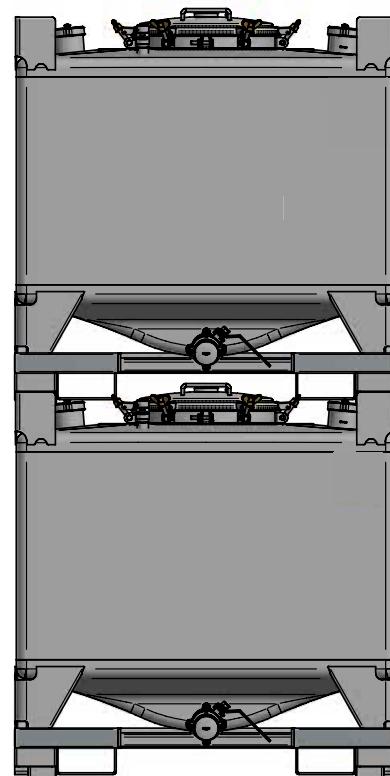
ted. Its stackability (3 when empty, 2 when full) and optimal space utilization both in storage and in transport make the lightweight SCHÄFER Cube an efficient and cost-reducing product of the highest quality. Approved even for the transport of hazardous liquid substances, the Cube's certifications ensure that it meets practically all demands.



www.schaefer-container-systems.com

Advantages

- Up to 40 SCHÄFER Cubes fit into a 40ft. sea container
- Up to 44 SCHÄFER Cubes fit into a transport lorry
- Optimal container emptying due to deep-drawn bottom section with low dead space
- Reduced overall height enables use on existing filling lines for plastic IBCs
- Extremely long service life
- Low weight of only 160 kg



SCHÄFER Cube stacked



Drain valve



Screw-down cover

New in the SCHÄFER IBC TEAM!

Once again, the SCHÄFER Container Systems division is expanding its sales market. The intensive analysis of the Polish market and its current economic development has revealed sales potential for SCHÄFER standard and special containers in the chemicals, food and pharmaceuticals sectors.

As this market can only be worked intensively, professionally and successfully with a permanent local presence, Mr. Marek Goralczyk will be taking on this task as our sales representative, with branches in



Warsaw and Bydgoszcz. Mr. Goralczyk has been working as a sales representative for various industrial products for over 20 years and has also been active in organising German-Polish business conferences at federal state level.

We wish our new colleague, who has been working for SCHÄFER Container Systems since

April 1st, 2017, all the very best for a successful start into his new role and look forward to a trusting and productive working relationship.



- Standard and special containers in stainless steel
- Hazardous goods containers
- Ion exchangers

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Together we're even stronger!

SCHÄFER IT-Systems expands its portfolio through a strategic partnership with speedikon FM AG.

■ Cooperation offers great opportunities, especially for small and medium-sized businesses. Combining knowledge and resources opens up access to new markets and market opportunities, while reducing the risk involved. With its deliveries of DCIM systems, speedikon FM AG, a manufacturer of IT infrastructures, is enhancing SCHÄFER IT-Systems' new monitoring line iQdata. DCIM stands for data centre infrastructure management, a discipline in green IT data centre planning, supported partly by software. Even today, in many data centres, two worlds collide: IT infrastructure and facility management. System and network managers are responsible for the administration of active IT components, such as servers,

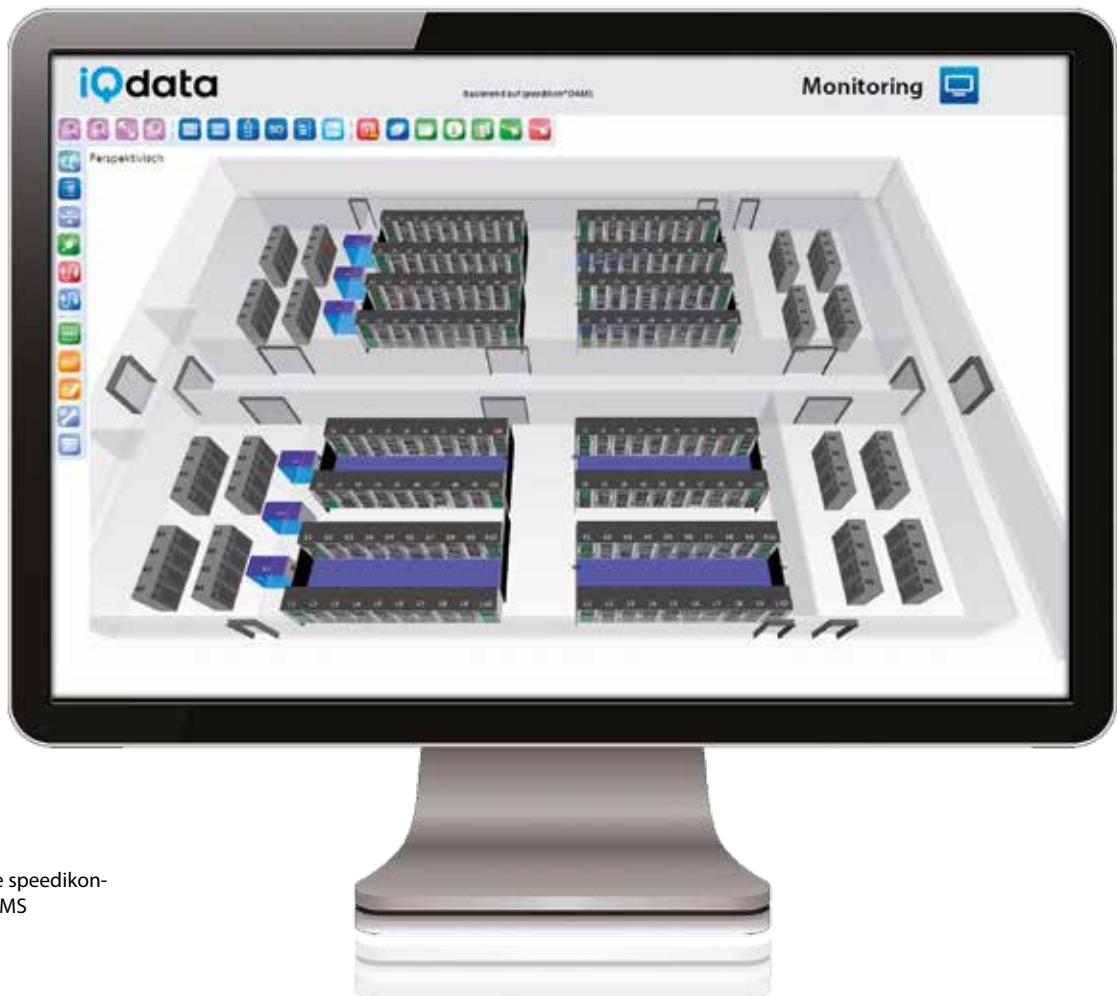
memory systems and network components. The facility manager, on the other hand, deals with power supply, the structural aspects of the data centre and climate control.

A general overview of infrastructure components in the data centre is often lacking and this is precisely where DCIM bridges the gap between these two worlds and connects them.

The DCIM system can easily be integrated into existing systems. Its modular design makes it scalable, enabling it to grow with the customers' requirements. Operators can therefore add additional modules at any time. By means of area-related licences, the system can retrospectively

be adapted to the size of the data centre. Thomas Wermke, business unit director at SCHÄFER IT-Systems says: "As part of the iQdata monitoring portfolio, the DCIM system supports data centre operators in fulfilling the requirements of EN50600 in terms of measurement and efficiency."

The speedikon DCIM system comprises a number of function blocks, ranging from recording and graphically displaying data, managing cooling systems, power supplies and active IT components, administration of servers and network components right up to planning the capacity of the IT and data centre infrastructure. Parallel to this, SCHÄFER IT-Systems supports its customers in the evaluation of their monitoring



Graphic example of the speedikon-Monitoring-System DAMS

Data centre convention in an aircraft hangar

On 8th. March 2017, the data centre convention "Tradition meets innovation" was held in Paderborn. Together with the company LEONI Kerpen GmbH, SCHÄFER IT-Systems invited partners, customers and data centre operators to a series of interesting talks and presentations.

components, offering continuous assistance if requested.

Wermke: "Documenting data centres and keeping them available is one of the operator's greatest challenges. In speedikon FM AG, we have found an established and reliable partner with both international enterprises and public-sector clients among its customers. This ability to cooperate is going to be the major professional tool of the future."



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Data centre discussions amid the aircraft

Surrounded by historic aircraft in the unique event atmosphere of hangar 2, experts gave their presentations on the current data centre topics of

high speed, high efficiency, high cooling

Besides data centre experts from our partner company LEONI Business Unit Datacom and from SCHÄFER IT-Systems, guest speakers from NEC, Wolfgang Bez and Hartwig Bazzanella from NCB gave interesting talks on the latest strategies for IT infrastructure (energy efficiency, cabling and climate control technologies, DCIM systems) and a number of other interesting topics. After the talks, a raffle was held for 3 free flights in an historic aeroplane, so that the participants would long remember this "high-flying" event and to eventually bring the winners "back down to earth" again.

"The data centre convention was a great

success that we'll definitely be repeating," said Thomas Wermke, SCHÄFER IT-Systems' business unit director.

At the "future thinking" in Darmstadt, SCHÄFER IT-Systems was also an active participant. The core idea of this event has always been to create awareness for energy efficiency in the data centre sector. What began as a small sector gathering, has developed over the course of the years into the largest independent data centre trade fair in Germany, across all media outlets and manufacturers – an annual platform for exchanging expertise, making new contacts and developing ideas.

On the subject of "Climate control on data centres – from the traditional to the modern" a talk was given by SCHÄFER IT-Systems, product manager for rack cooling, Wolfgang Trepte.



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SCHÄFER IT-SYSTEMS

- IT rack solutions for server and network cabinets
- Data centre and water-cooled server cabinet solutions

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Common objective

SCHÄFER WERKE's school sponsorship of the Hermann-Gmeiner-Realschule in Daaden is signed and sealed.

■ Faced with the decline in the number of schoolchildren, impending skills shortages and the frequently difficult transition from school to career, schools and businesses need to work together more than ever before. Companies frequently bemoan a lack of maturity and qualification among young people applying for trainee positions and apprenticeships. Schools on the other hand, would like to see more commitment from companies in letting schools know what their requirements are and in giving students more insight into the practical world of work. In December 2016, heads of personnel and training at SCHÄFER WERKE met with representatives of the Daaden "Realschule" secondary school for joint talks. It quickly became apparent that the general objective of both sides is same: i.e. to continue providing school leavers with good prospects for finding the training courses on offer in the region.

Every year, SCHÄFER WERKE offer young people a wide range of qualified trainee places, both in commercial and industrial professions.

Commercial and industrial training professions (m/f)

- Industrial management assistant
- Office management assistant
- IT specialist for applications development
- Electronics technician
- Technician for metals technology
- Industrial technician
- Engineering technician
- Cutting and forming technician
- Tool maker

The company attaches great importance to promoting and supporting its trainees, providing internal teaching parallel to the courses at the vocational training school. There are special exam preparation courses, as well as workshops and further training. The company's own training workshop provides the required facilities.

For career coach Christine Schlosser, who closely supervises young people at the Daaden school on their path into working life, finds this extensive training programme very welcome, as she is responsible for looking for suitable training courses in the region and finding school leavers who are interested in entering these particular careers.



(Back row, left to right): Mayor Wolfgang Schneider (Daaden-Herdorf), training instructor Wolfgang R. Weber, personnel manager Stefan Homrighausen, training instructor Ralf Braun (front row, left to right): Career coach Christine Schlosser, School principal Lena Daub, careers coordinator Nadine Krämer

That's why the idea of a joint school sponsorship quickly developed into concrete planning on both sides.

In March 2017, the sponsorship document was officially signed by both parties in the SCHÄFER WERKE offices. In their cooperation with the school, SCHÄFER WERKE want to become especially involved in the following career-oriented modules:

- Organising work experience
- Guided works tours in small groups
- Participation in the Daaden apprenticeship and training exchange

The school undertakes to participate in all measures offered by SCHÄFER WERKE and to ensure that everything runs smoothly.

The objectives of the sponsorship are:

- Improving career orientation
- Ensuring young people have the maturity for vocational training
- Improving the success rate in transition from school to career
- Supporting businesses in finding the right trainees for the right courses
- Showing the skilled specialists of tomorrow attractive opportunities in the local region to combat the impending skills shortage

Those responsible at the Hermann-Gmeiner School are now looking forward to working with SCHÄFER WERKE as their new school sponsor, a company that has the best vocational interests of the region's young people very close to its heart.



The SCHÄFER TEAM among the starters

On 12th. July 2017 the Siegerländer AOK Company Fun Run and the 200-year anniversary of the Siegen-Wittgenstein district will be starting with the motto "Great Diversity".

■ The Fun Run takes participants along a 5.5 kilometre course through Siegen-Weidenau and finishes at the "Bismarckplatz" square. Once again, the organisers are expecting around 8,000 sports enthusiasts to be at the start of the race, which this year will also be part of the celebrations to mark district administration's 200th. anniversary. This yet again underlines the significance of what is now the region's biggest sporting event.

As always, the main focus, however, is on having fun and enjoying sport together. This is the fourteenth time the Fun Run has taken place and for the last 13 years, employees from EMW and SCHÄFER WERKE have taken part enthusiastically. But this year, there will be something new. For the first time, some 300 participants from the four SCHÄFER Group companies, SSI SCHÄFER, SCHÄFER WERKE, EMW Steel Service Centre and SCHÄFER Shop, will be starting as one big team. The anticipation among employees is great and is already

unleashing new power and energy in the preparation stages. Identification with the firm and the team spirit among the staff are growing and our "fun runners" are proud to be representing their own company. With enthusiasm and pride, our "SCHÄFER Sportsmen and women" will be heading for the finishing line together, all in new T-shirts and windbreakers, of course! The starting gun goes off at 7 o'clock in the evening at the "Bismarckplatz" in Weidenau. From there, the field traditionally heads off towards the city centre and back. Refreshments will also be available, of course. Our own SCHÄFER pavilion will be providing sausages and drinks for the runners after the race. Anyone needing additional motivation can take it from live music and the crowds of spectators at the roadside. The day culminates in a spectacular firework display on the "Bismarckplatz."

We hope all our employees have a good run and lots of fun!

Our locations



Head office and production plant in Neunkirchen (D)



Plant in Betzdorf (D)



Plant in Ledec nad Sázavou (CZ)

SCHÄFER WERKE

SCHÄFER WERKE is an owner-led group of companies based in Neunkirchen/Siegerland and consists of five business divisions, SCHÄFER Container Systems, SCHÄFER Perforated Metal, SCHÄFER Expanded Metal, SCHÄFER Interior Systems and the EMW Steel Service Centre. The work of all these divisions is based on high-quality fine steel sheet. The processing of this material is one of the core competencies of this enterprise.

EMW Steel Service Centre

As one of the largest independent Steel Service Centres, EMW supplies coils, slit-strip, cut-to-size blanks and circular blanks to the manufacturing industry. The company, which celebrated its 60th anniversary in 2012, combines decades of experience and expertise in steel services with the very latest in logistics. In over 32,000 m² of storage space, EMW has around 100,000 tons of thin steel sheet in almost all current market grades permanently in stock.



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