

# dialog

May issue 2018

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A little piece of EMW will always be with you

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Facade sheets for production building

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# 40 years of SCHÄFER KEGs

SCHÄFER Container Systems celebrate their 40th. birthday and 25 million manufactured KEGs



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Rainer Bröcher



Michael Mockenhaupt

Dear readers!

The old year 2017 is almost forgotten, even though it was a very exciting and successful year for the SCHÄFER WERKE Group. We'd like to take this opportunity to thank all our employees once again for the outstanding performance they have given.

In 2018, we will again be looking forward to more exciting challenges and events. We will resolutely continue to travel the "digital" road to the future and will be celebrating "40 years of SCHÄFER KEGs" together with you.

In this issue of dialog, you can read about all the major developments in our various business divisions this year. The story "A little bit of EMW will always be with you", explains where our EMW steel is used in the new Mercedes-Benz A-Class.

You can find out more about the "holes" in our facade cladding, as well as getting to know the new products from the Interior Systems and Industrial Solutions divisions. These and other interesting topics are what you can look forward to on the following pages.

On behalf of Mr Theo Schäfer and family, as well as our all our employees, we would like to send you our very best wishes.

A heartfelt Siegerländer "Glück Auf" and we hope you enjoy reading this latest issue of dialog!

With best regards

Rainer Bröcher  
Managing Director SCHÄFER WERKE

Michael Mockenhaupt  
Managing Director EMW Steel Service Centre

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## Digitalisation will change the world – but it mustn't ignore the human element!

*Digitalisation is in full swing and there's no end in sight. It will affect us all.*

*There is no way to escape it and no-one should try to!*

Digitalisation has been occupying the staff at SCHÄFER for quite some time. They were aware of the significance and complexity of this issue from a very early stage. By compiling so-called digital maps to provide clarity on positioning, structuring and solution finding, projects emerged which are driven by various divisions and working groups. For instance, in recent years, a KEG App has been developed for Container Systems, enabling customers to configure their KEGs easily, quickly and clearly and send inquiries to the internal sales service. ([www.schaefer-container-systems.de/app](http://www.schaefer-container-systems.de/app)) The Coil Calculator on the EMW Steel Service Centre's customer portal can be accessed from anywhere and is equally quick and easy to use. The Coil App helps to calculate the following coil data: weight, outer diameter, coil length, kg/mm strip width and run-up height. Sheet and package weights can also be determined. Only a few details need to be entered to calculate all the required details. The results can then be saved for future reference. ([www.emw-stahlservice.de/app](http://www.emw-stahlservice.de/app)). The SCHÄFER Perforated Metal division's new online shop was launched in February 2018. The clearly structured operator guide makes it easy for customers to swiftly find the perforated metal sheets they need. Arrangement of the products according to material, perforation pattern, format and thickness quickly reduces the scope of the search.

The visual presentation makes inquiries and order processes fast and simple to carry out. ([www.lochbleche-shop.de](http://www.lochbleche-shop.de)).

This year, further digitalisation projects are set to be launched and implemented. Though the SCHÄFER management see the importance of the company applying this innovative technology, they do not want it to become a purely digital business. "Our focus remains on satisfied customers through personal consulting", says Rainer Bröcher, Managing Director at SCHÄFER WERKE. "Digitalisation will change many things and directly affect business processes and newly emerging corporate concepts. We aim to use this transition to remain a competitive and future-oriented company and take our employees with us along this new road to digitalisation. The digital age will give rise to completely new business models. The time between the development of new product types and their marketing will become a strategic factor in securing our economic future," Bröcher continues.

This complex matter of introducing digitalisation will be dealt with across all groups, departments and divisions. An internal project team will be set up to ensure the process is organised in a well structured manner; planned, controlled and implemented transparently and documented clearly. And the coming issues of dialog will keep you updated on the results.

## Trade Fairs 2018



**Metalforum Posen**  
Exhibition for the metal working industry  
05. – 08.06.2018, Poznan/PL

### ACHEMA 2018

**World Forum and Leading Show for the Process Industries**  
11. – 15.06.2018, Frankfurt



**Trade fair and congress for broadband, cable and satellite**  
12. – 14.06.2018, Cologne



**Siegen Chamber of Commerce (IHK) Vocational Training Fair**  
20. – 21.06.2018, Siegen



**The IT Security Expo and Congress**  
09. – 11.10.2018, Nuremberg



**International Trade Fair for Sheet Metal Processing**  
23. – 26.10.2018, Hanover



**Intervit Interfructa Hortitechnica Technology for Wine, Juice and Special Crops**  
04. – 06.11.2018, Stuttgart



**For the Data Centre of the Future**  
07. – 08.11.2018 Frankfurt

### BrauBeviale 2018

**BrauBeviale – Capital goods exhibition for the beverage industry**  
13. – 15.11.2018, Nuremberg

# 40 years of SCHÄFER KEGs

## SCHÄFER Container Systems celebrate their 40th. birthday and 25 million manufactured KEGs



We are celebrating  
**40 Years of  
SCHÄFER KEGs**  
1978 - 2018

*Yet another anniversary in the SCHÄFER WERKE Group: the PLUS KEG is turning 40 years old! The polyurethane coated (PU) reusable KEG has been manufactured by Container Systems, a division of SCHÄFER WERKE, since it was founded in 1978. The KEG's special product-specific features have meanwhile made it one of the most popular containers for beers, soft drinks, wines and non-carbonated beverages. To mark the jubilee, SCHÄFER Container Systems will this year be organising competitions and launching a blog all about KEGs.*

**B**efore presentation of the first PLUS KEGs at the INTERBRAU 1978 in Munich, beer barrels were usually aluminium. Without today's standard fitting systems, cleaning and filling these barrels wasn't an easy task. So, in its newly created division, SCHÄFER Container Systems, SCHÄFER WERKE then took on the task of developing Bavarian inventor Friedrich Feller's idea into a marketable product and produced the cylindrical KEG with a liner of stainless steel. This was the start of a success story unprecedented in the beverage industry.

### Over 25 million KEGs produced in 40 years

This spring, the container systems manufacturers will surpass the 40 million mark, thus establishing themselves as the most important KEG producers worldwide.

One explanation for the KEG's popularity and extensive use all over the world lies in its special brand-supporting features. Besides various filling volumes, the KEGs offer beverage producers an enormous range of branding possibilities to permanently strengthen the brand appearance. The KEG's PU coating can be produced in any colour at all and by using in-mould coating and in-mould labelling processes, a great variety of decor possibilities can be realised.

Thanks to a shock-absorber effect provided by the PU, PLUS KEGs are more robust than, for example, steel KEGs and can be used in all sectors of the beverage industry. Fall tests from a height of over 1 metre at an angle of 45° prove that the impact of the fall is significantly cushioned by the PU-coating.

"As SCHÄFER permanently extended its range, other KEGs followed, including the stainless steel KEG, the ECO KEG, the Party-KEG, and even self-sufficient dispensing systems like freshKEG or smartDRAFT. Worldwide export activities were intensified and the company increasingly attracted the attention of new, young breweries from abroad. Among these growing markets, for example, were of course North America and the craft brewing trend.

That's why sales activities in our Atlanta subsidiary were recently intensified further", says Guido Klinkhammer, Business Unit Sales Director at SCHÄFER Container Systems.

Over the last 40 years later, due to the constant endeavour to provide new ideas, combined with the extensive KEG family, SCHÄFER has gained the reputation of being the beverage sector's leading innovators. On top of this, SCHÄFER offers beverage bottlers the opportunity to configure their own KEGs on a KEG App. "To celebrate our 40th. anniversary, we launched a blog in March. In addition, we will be organising various competitions for customers and young breweries and putting an appropriate focus on our jubilee at this year's BrauBeviale", Guido Klinkhammer continues.



[www.schaefer-container-systems.com](http://www.schaefer-container-systems.com)  
[www.schaefer-kegs.de](http://www.schaefer-kegs.de)



**SCHÄFER**  
CONTAINER SYSTEMS



■ Reusable container systems  
for the beverage industry

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# Real Emmentalers!

## Mobile refuelling modules equipped with SCHÄFER IBCs.

*When thinking of Emmental, who doesn't picture a cheese with big holes in it, or the beautiful trademark landscape of hills in the middle of Switzerland and quirky linguistic puns, such as "holy as a Swiss cheese..."*



**K**ASAG-Tankfahrzeuge AG from Langnau in Emmental are genuine Emmentalers – meaning they are proud of their region, down-to-earth and modest, but at the same time are seen as being cosmopolitan, hard-working and innovative! They are characterised by their own Emmental landscape, but luckily not by their own Emmentaler cheese! "As holy as a cheese" is the last thing the products and services of KASAG-Tankfahrzeuge AG can afford to be. For over 60 years, this company has been the very epitome of multifaceted safety for mineral oil and chemical transport vehicles on roads and airfields.

As a producer of mobile filling systems, robust truck bedliners and building site storage and fuel tanks, the company is well known, far beyond the borders of Switzerland.

5-axle road tankers for petrol, diesel and heating oil, as well as aircraft refuelling vehicles for up to 40,000 litres can be found on civil airports or military bases in Switzerland.

Small vehicles and special modules manufactured to customer specifications are also among the Emmental enterprise's specialist fields, which range from test modules for the country's small but skilled aviation industry and refuelling units for drones, right up to individual fuel and storage tanks for building sites of all kinds. "Here, we prefer to use SCHÄFER IBCs (Intermediate Bulk Container). They are our first choice, especially when we need to combine maximum strength and robustness with a low weight – something which is just as essential for lightweight vehicles as it is for helicopter transport or the



countless cable cars in the Swiss Alps," says Rolf Bürgin, Managing Director of KASAG-Tankfahrzeuge AG.

His company uses the SCHÄFER BTA tank containers with volumes of 500 and 1000 litres. These safe and secure container solutions in stainless steel are approved for transporting liquids and hazardous materials on the roads (ADR/UN).

"As KASAG-Tankfahrzeuge AG provides a comprehensive service for all products and also carries out the mandatory periodic inspections, we constantly have all kinds of different container products in our workshops, and consequently we can tell what's good and what isn't. With SCHÄFER containers, we're always very satisfied, because, as we've said, holes belong in Emmentaler cheese, definitely not in containers for carrying dangerous goods," Bürgin continues.



[www.schaefer-container-systems.com](http://www.schaefer-container-systems.com)



**SCHÄFER**   
CONTAINER SYSTEMS

- Standard and special containers in stainless steel
- Hazardous goods containers
- Ion exchange units

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# More than a conventional business relationship – a little piece of EMW will always be with you!

*For more than 20 years, the EMW Steel Service Centre has been supplying the premium car manufacturer Daimler AG with cut-to-size blanks and slit strip. During this time, EMW has seen and successfully accompanied many changes in grades and coatings at Daimler AG. Whether Bonazink or Granocoat, electrolytically galvanised or hot-dip galvanised, all product changes were mastered together.*

**D**eliveries go to the sites in Bremen, Hamburg, Sindelfingen, Mettingen and Gaggenau. The slit strips are then processed into so-called structural elements (connecting plates, reinforcements and

supports) at the Daimler production plants. Because of its technically advanced products, a premium car manufacturer like Daimler AG can't rely on standard, mass produced primary materials, so it needs a partner with

large stocks of special automobile grades of the highest quality. Just-in-time deliveries pose no problems, as EMW's stocks of over 150,000 tons are geared especially to the needs of the automobile industry and to a



logistics concept tailored to the customer's requirements. For the production of slit strips and cut-to-size blanks, five slitting and three multi-blanking lines are available, with thickness ranges from 0.4 to 4 millimetres and coil weights of up to 32 tons.

In Raststatt, the components manufactured from EMW steel are assembled in the new A-Class. The intelligent combination of lifestyle and digitalisation with high-tensile steels for lightweight components in vehicles is redefined in this new model. The design of its steel body makes a clear-cut and racy impression.

From the outset, the fundamental prerequisite for the fair and trusting collaboration between Daimler AG and EMW was the flexibility the supplier could offer. Especially when production is shifted at short notice between the individual Daimler AG production plants, the EMW Steel Service Centre has to be at the very top of its game. And that's exactly what it is! Complex tasks and material specifications are solved together constructively, risks are evaluated early and minimised purposefully.

EMW is an independent steel service centre and so, when it comes to procurement, it is able to take advantage of the individual, qualitative strengths of the various steel producers and utilize these benefits for itself and its customers. This function as an important link between steel producers and processors involves a very high degree of customer oriented service.

Fast reaction times, competent and flexible problem solving when bottlenecks arise, an extensive stock of special automobile grades and EDI controlled order management within the supply chain are all elementary parameters for guaranteeing trusting and effective collaboration. After all, manufacturing premium vehicles requires first-class suppliers, and that's exactly what Daimler AG has found in the EMW Steel Service Centre.



[www.emw-stahlservice.com](http://www.emw-stahlservice.com)



In the EMW warehouses, over 150,000 tons of steel are stored



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

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# Facade sheets

## from SCHÄFER Perforated Metal for production building in western Switzerland

*SCHÄFER is supplying METALOR TECHNOLOGIES SA with perforated metal sheets for the facade of their new production building. The internationally operating Swiss group awarded the project contract to renowned architect Serge Grard, who used 2,000 m<sup>2</sup> of perforated anodized aluminium sheets with a protective foil and a thickness of 2 mm for the individually chamfered elements of the building exterior.*

**W**hat makes the facade so special is the way the screening sheets are arranged. With only two different modules, Serge Grard creates such an effect on the facade that the repetitive pattern is scarcely noticed. From the total of 2,000 m<sup>2</sup>

of flat perforated sheets, 490 modules were put through a computer-controlled chamfering process and subsequently colourlessly anodised. To guarantee high-grade surface quality for the end product, a special foil which was applied ex-works protects the

sheet from any scratches in subsequent processing and logistics procedures.

SCHÄFER Perforated Metal was involved in the project right from the outset through its Swiss agent TECmetall Blarer. The first samples were deliberately manufactured from





standard perforated sheets, using a conventional chamfering technique. This helped the architect to find the right proportions and to convince the client of his concept.

"Modern production lines at SCHÄFER make it possible to punch individual perforated sheets for facades or other building projects straight from the coil. Line manufacturing is very efficient for series production in particular, but there is always a high level of scope for customization," says Robert Blarer, owner of TECmetall. And Alexander Tumasjan, Head of Sales at SCHÄFER Perforated Metal adds: "We invest in progressive technologies so that we can further advance processes such as this."



[www.schaefer-lochbleche.de](http://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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# Go online shopping for perforated sheets!

*New perforated metal shop with intuitive design to speed up purchasing*

Since February 2018, SCHÄFER Perforated Metal's entire range has been available online.

Besides the transparent and intuitive access to the portfolio, the online shop's main feature lies in guiding its users directly to the perforated sheet they want in only a few clicks.

The clearly structured design makes things easy right from the starting point on the home page. Numerous filters and selection settings for perforation patterns, thicknesses or materials, for instance, take customers directly to the very perforated sheet they require. The product filters are all mutually dependent, and users are shown a total number of available sheets after every selected feature. Direct comparisons of any number of products can be made using the "compare" function.

This is then supplemented by application examples, providing a range of ideas for many other designs and fields of use for perforated sheets.

"Our online shop provides fast and transparent access to our products in stock – at any time and wherever you are. We have focussed on easy usability and optimal process flow, in line with the slogan "Quality available quickly". With just a few clicks, the entire order process is completed and the goods are ready for delivery or collection within 24 hours, even if you only order one perforated sheet", says Alexander Tumasjan, Divisional Sales Manager at SCHÄFER Perforated Metal.

Customers and other interested parties can find the B2B Online Shop at [www.lochbleche-shop.de](http://www.lochbleche-shop.de).



We hope you enjoy using the new tool and if you have any questions, don't hesitate to contact us!



## MDR modernises facility cooling units with SCHÄFER IT-Systems

*The changing consumer demands placed on cooling meant that new solutions were needed when it came to modernising the supply concepts in the TV, radio and IT utility rooms. For this particular project, MDR's technical facility management (TFM) was able to develop a suitable concept in consultation with SCHÄFER IT-Systems. The replacement of worn out cooling units and optimisation of technical facility cooling has so far been carried out at the broadcaster's locations in Dresden, Erfurt und Magdeburg.*

The Technical Facility Management (TFM) division at MDR has been responsible for the central German broadcaster's entire utility facilities and technical equipment since 1992. Due to the need for replacing the old cooling units in the utility rooms, which had been in operation for 15 years, the existing climate control concept was examined and the decision taken to look for a modern, fit-for-purpose and at the same time cost-effective solution. After the first invitation for tenders in 2012, the old cooling units were replaced in the head office of MDR in Leipzig and cold-aisle enclosures were installed to increase efficiency. For a number of rack rows, OLS and CLS side coolers from SCHÄFER IT-Systems were installed, the latter having since been developed in to iQdata side coolers. From Autumn 2016, the



locations in Dresden, Erfurt and Magdeburg underwent the replacement operation beginning with Magdeburg in November. Dresden went into operation in May 2017 and Erfurt followed in early June. However, more efficient cooling solutions were not the only things that were worked on. At the same time, the energy balance was improved and the future sustainability regarding the electro-technical equipment of the racks was also taken into consideration. With SCHÄFER's intelligent Power Distribution Units (PDUs), for example, cooling performance in the racks and the aisles could be kept in line with the overall cooling performance, to push the system as close as possible towards its performance limits while, at the same time, ensuring there are no availability deficits through overheating.



### Benefitting from experience

"The technological approach behind this solution takes the complexity of the operating conditions into consideration. The efficiency and flexibility of the new side coolers, with regard to the air and water temperatures which are possible, have been very convincing wherever we've used them so far," says Jens Dittrich, Head of TFM. Altogether, two different solutions were installed. Besides a classical cold aisle, Dittrich also wants to use the TFM's preferred closed system climate control.

The closed frames and cooling units can be used regardless of the room situation, making it possible to provide a cooling system tailored to the needs of the technical equipment, without influencing the remaining space in the room.

"This is an important feature, because conventional solutions, such as cold or warm aisles or zones, as a rule have a negative effect on the equipment around them. This solution has enabled us to set up a room-in-room concept, geared to the requirements of modern technology, in terms of both performance and availability," says Thomas Wermke, Head of SCHÄFER Interior Systems, a position which also puts him in charge of SCHÄFER IT-Systems.

The installation was completed within a few weeks and commissioning was eventually carried out together because, on the one hand, the TFM was also commissioning the cold water and electric power supply and is also responsible for communication and integration in MDR's central building control system. On the other hand, it presented

an opportunity for SCHÄFER IT-Systems to explain the functioning of the system, in simple terms for the users and in more detail the operator.

At the same time, this eliminated individual difficulties which had been occurring in practice. For instance, TFM recognised that components operating in their default setting could no longer be manageable for them under certain circumstances.

It therefore made sense for them to be able to carry out the required parameterization or programming themselves. Experiences like this were then implemented directly in subsequent commissioning operations.

### Looking to the future

All renovation and modernisation projects need to have a sound economical and business basis. "Current data readings from the new systems show that we can expect their energy consumption to be reduced by half in relation to the old systems, based on the increase in overall efficiency," says Dittrich.

Wermke continues: "With regard to reliability and efficiency, the new system represents a significant improvement over the existing system. The reason for this lies mainly in its scalability. At the same time, it also guarantees sustainability for the future, so with this joint project, we've installed a long-term solution, which will guarantee availability for a very long time, in terms of both the system as a whole and the installed components."



[www.schaefer-it-systems.com](http://www.schaefer-it-systems.com)

## SCHÄFER IT-Systems at the ANGA COM

SCHÄFER IT-Systems will be attending the ANGA COM fair in Cologne for the first time. From 12th. – 14th. June 2018, the ANGA COM, Europe's leading business platform for broadband operators and content providers, will be opening its doors for 460 exhibitors and around 190,000 visitors. The exhibition and conference programme addresses network operators, suppliers, content and service providers, consultants, authorities and other organisations in the telecommunications and media industry. On a 30 m<sup>2</sup> booth, SCHÄFER IT-Systems will be exhibiting IT rack solutions for server and network cabinets, which have been specially designed to appeal to broadband operators.

**Please visit us in Hall 7, Stand C71.**



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

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# Standard and made-to-measure housing and enclosure solutions in steel

*Many of our customers had expressed the wish for a clearer list of the different features and application fields of our diverse industrial enclosures and housings and of our complete system solutions for data centres. We are happy to comply with that wish and have done so by producing a new product catalogue.*

**F**or over 60 years, supplying steel products of the best quality to many different industries has been the task we have set ourselves. The SCHÄFER name is a tradition in itself and stands for absolute reliability, innovation and quality. From standard server racks to specialised enclosure solutions, we have the right product, whatever your requirements. The focus lies on enclosures/cabinets and assemblies for industrial applications used

for accommodating electronic, electrical and power distribution components. The new product catalogue for the SCHÄFER IT-Systems and SCHÄFER Industrial Solutions divisions is indeed a comprehensive publication and the result, containing the entire combined portfolio of IT infrastructure and complex enclosure solutions, is really quite impressive. The current catalogue covers a great number of innovations and

improved products and solutions, some of which were included in the range for the first time on the express wishes of customers. There are over 100 pages of effective, practical and modular solutions, which companies from all sectors can only profit from in every respect, opening up the prospect of increasing efficiency, productivity, flexibility and transparency.



### Our range of services for the IT-Systems division:

- SCHÄFER iQdata
  - Rack
  - Cooling
  - Power
  - Monitoring
  - Security
  - Service
- Network technology
- System accessories

### Our range of services for the Industrial Solutions division:

- Standard industrial cabinet SCHÄFER IS-1
- Modified standard products
- Complex housing and enclosure solutions
- OEM solutions
- Metal assemblies
- Technology carriers
- Customer-specific contract manufacturing

You can find more information on our products and services in the new catalogue or on our website.



[www.schaefer-industriegehauese.de](http://www.schaefer-industriegehauese.de)

## SCHÄFER INDUSTRIAL SOLUTIONS

- Industrial cabinets
- Complex housing solutions
- Metal assemblies
- Customised contract manufacturing

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# Exhibiting at the sector's number one event!

*In March 2018, our two divisions SCHÄFER Industrial Solutions and SCHÄFER IT-Systems took part in the Light + Building in Frankfurt.*

2,714 exhibitors from 55 different countries launched their latest products onto the world market, attracting a total of over 220,000 knowledgeable visitors, all wanting to gain as much information as possible about solutions, trends and innovative new products in the field of lighting, electrical engineering and building automation. As a systems supplier for industry, SCHÄFER Industrial Solutions develops, designs and produces standard and special enclosure solutions, as well as complex assemblies in metal. Customer-specific product solutions in mechanics, climate control and power supply complete the holistic approach to applications for Industry 4.0. Various products from the extensive portfolio were presented at the stand and there was avid discussion of the countless application fields. As a specialist for IT infrastruc-

ture, SCHÄFER IT-Systems exhibited its current range of network cabinets along with standard and made-to-measure server cabinet solutions for conventional and complex applications. Established products from the iQdata portfolio were again put on show, this time with added features, such as cable management or DCIM.

"At the Light + Building, there were lots of innovations to see. The conversations we had with existing customers and suppliers, coupled with the promising new contacts we made have convinced us that our participation here was more than worthwhile. The Light + Building takes place every two years and in all probability SCHÄFER will be here as an exhibitor in Frankfurt again next time," said Thomas Wermke, Head of Sales for Industrial Solutions and IT-Systems.



# Fast-moving markets demand determination

*The latest edition of the SCHÄFER Interior Systems catalogue has been published. Around 100 pages give customers a quick and clear insight into the existing portfolio.*



up, with specialist wholesalers or dealers forming the main pillar. Product modifications and diversification enabled a much broader and deeper full-range assortment to be created.

From drawer cabinets, multipurpose cabinets, wardrobe and locker cabinets to mobile workshop systems and work benches, the new full-range assortment leaves very little to be desired in the field of workshop and factory furnishings.

## Updated and full of new products

So, now the extended sizes available for individual products, the colour variations, the great variety of partition materials, as well as the complete range of accessories are all available in the catalogue. The clear structure makes it easy to find the product you're looking for. Workshop and factory floor

furnishings are separated into categories so that the scope of a search can be limited quickly. On top of that, there is at least one page assigned to each product, which includes a magnified image and additional information, such as dimensions, partitions, colour variations, stationary and mobile versions and self-explanatory icons.

SCHÄFER staff are working flat out to fill the catalogue with more new products and features and in September this year, another, more extensive issue can be expected.

**H**igh user benefit is the result of functional versatility. System elements that can be freely combined enable almost any conceivable furnishing concept to be realised. Flexible workshop and factory floor furnishing systems create more space for more productivity and individual solutions. Product systems based on the modular principle and series-based systems guarantee optimum furnishing solutions. Rational and variable, functional and practical.

## Focus on customer benefit

A fundamental sales analysis within the SCHÄFER Group began with the customer and dealt with customer needs and product use. The target group and the competitive situation were also examined.

In cooperation with customers and distribution partners, various product lines were cleaned up, so to speak. By merging capacities and competencies within the SCHÄFER Group, a new sales structure has been set





## SCHÄFER

INTERIOR SYSTEMS

- Drawer cabinets
- Work benches
- Multi-purpose cabinets
- Wardrobe/locker cabinets

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Max Vieler, best of year on his training course (2nd right)

## Vocational training at SCHÄFER is among the best in the region

At the annual graduation ceremony at the Siegen Technical College, one of SCHÄFER's trainees received an award for outstanding performance in the final exam. 19-year-old Max Vieler is now a qualified toolmaker with the "best of year" distinction.

"As SCHÄFER, like all companies, depends on well trained and qualified staff, they promote and support their trainees as best they can by providing them with company-internal teaching, a lot of personal support, as well as training courses and seminars to promote individual development," says Max Vieler. "Most of all, I liked the pleasant working atmosphere and all the really different tasks I had to do", he continues. SCHÄFER offers training courses both for industrial professions (electronics technician for operating technology, industrial technician, cutting and forming technician, tool maker, engineering technician, technician for metals technology and machinery and plant operator) and for commercial careers (industrial management assistant and office management assistant, IT specialist for applications development).

The training course application process for 2019 is already underway, so anyone wanting more information on the different courses and careers should go to [www.schaefer-werke.de/ausbildung](http://www.schaefer-werke.de/ausbildung).

Max Vieler will continue to work as a toolmaker at SCHÄFER, so that he can contribute to supporting the company with his well-founded knowledge. We would like to take this opportunity to congratulate him on an outstanding examination result and wish him every success for the future.

## In search of the right job!

The newly opened SSI SCHÄFER Technology Centre in Neunkirchen was the location for this year's vocational training fair. More



than 50 regional enterprises took the opportunity to present themselves as attractive employers and make contact with potential trainees. SCHÄFER WERKE was also present, of course, and was very pleased with the encouraging level of interest. According to the fair organisers, a total of just under 1,000 young people, all faced with the task of choosing the direction of their future careers, had signed up to participate, some 200 more than in the previous year.

The atmosphere in SSI's new showroom was relaxed, due in no small way to the fact that some companies, like SCHÄFER, had sent their current trainees to Neunkirchen, so that many conversations were able to take place on equal terms.

SCHÄFER also handed out vouchers to some young people, who could then choose whether to use them or not. The vouchers entitled the potential trainees to choose between a consultation with one of the chief training instructors or a current SCHÄFER trainee, as well as the chance to take part in a trial placement on any training course they were interested in at a date of their choice.

The vouchers went down so well that lots of consultations and work placements can be expected this year.



Beate Schäfer-Henrichs (SCHÄFER Group Partner), Klaus Tersteegen (SSI SCHÄFER Managing Director), Theo Schäfer (Managing Partner SCHÄFER WERKE and EMW Steel Service Centre), Bernhard Baumann (Mayor of Neunkirchen), Rainer Bröcher (SCHÄFER WERKE Managing Director) (from l. to r.)

## Aiming to finish together again!

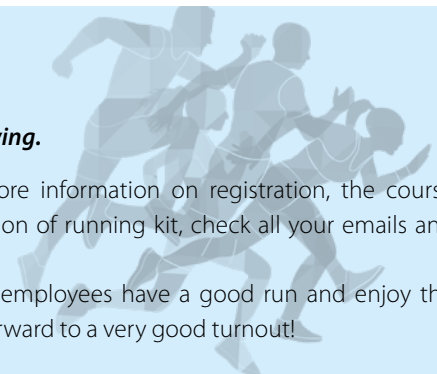
**Preparations for the Siegerland Company Fun Run on 12th. July 2018 are in full swing.**

This year, too, the SCHÄFER Group will again be taking part in the Siegerland Company Fun Run.

Last year, around 300 runners from SSI SCHÄFER, SCHÄFER WERKE and SCHÄFER SHOP set off on the run as a joint team and this year, too, the motto remains "Getting to the line

together!" For more information on registration, the course and the distribution of running kit, check all your emails and attachments.

We hope all our employees have a good run and enjoy the event. We look forward to a very good turnout!



## Vocational training and university studies – a great combination

**STUDIUM PLUS**  
DUALES STUDIUM

***Is it better to learn a trade first, and then go to university? Or perhaps the other way round? Increasing numbers of high-school graduates are doing both - on dual-track courses.***

■ Franziska Wölck and Christopher Werminghaus are the names of the two bachelor students of business studies at SCHÄFER WERKE. The benefits for the two students are clear: a university degree, financial security for the duration of the course and good career prospects for the future. SCHÄFER and the organisation StudiumPLUS, the largest provider of dual-track courses in Hesse, have signed a cooperation deal that involves StudiumPLUS organising information events at schools, parents evenings, etc. about the available courses, as well as offering school students the chance to try out courses

to gain an initial insight into what dual-track studying actually involves.

StudiumPLUS is a full-value university education, supplemented by work experience. The students are enrolled at the Technical University of Middle Hesse and have a contract with a company at the same time. Emphasis is also placed on students learning social competencies as well as their technical subject matter. During work-experience and project phases, they get to know the company intensively, which makes them fully-fledged employees once they have successfully graduated.

## Greater safety for the region

***SCHÄFER sponsors a new fire fighting vehicle for the volunteer fire brigade.***

■ The Neunkirchen voluntary fire brigade is to get a new TLF 4000 fire fighting vehicle, funded by the locally based enterprise, SCHÄFER. Besides the fire brigade themselves, participants in the official handing-over ceremony on 20th. January on the Pfannenberg hill in Salchendorf included three Managing Directors, Theo Schäfer and Rainer Bröcher from SCHÄFER WERKE and Klaus Tersteegen from SSI SCHÄFER, fire brigade chief Christian Weth and the Mayor, Bernhard Baumann.

The new, 340 horse power AWD vehicle made by MAN/Rosenbauer is designed for all operations, including for serious blazes in industrial facilities and on rough terrain. It has a 5,000 litre water tank, as well as a water cannon, the so-called roof monitor. The vehicle's pump capacity of up to 4,500 l per minute enables it to attain a spraying range of up to 82 metres and its pump-and roll application enables water to be sprayed while the truck is on the move.

The fire fighting equipment also includes an additional 500-litre foam tank, an LED lighting column, a rear view camera and an 11 kVA power generator.



“We have very close ties to the region and so, as an employer, we do our best not only to provide attractive jobs, vocational and dual-track training courses. We are also very pleased when we can help our local authority, which

carries the responsibility for fire prevention, by easing their financial burden and making a contribution like this to ensuring a little more safety in the region,” says Theo Schäfer, Managing Partner at SCHÄFER WERKE.

# 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 four business divisions, SCHÄFER Container Systems, SCHÄFER Perforated 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 m<sup>2</sup> of storage space, EMW has around 150,000 tons of thin steel sheet in almost all current market grades permanently in stock.



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