

dialog

December issue 2019

EMW

Transportation that's
fast and environmentally
friendly

Perforated Metal

More perforated sheets
for in-creased customer
satisfaction

Container Systems

SCHÄFER Container Systems
supplies KEGs to the Erber
distillery

IT-Systems

Short paths with long-term
effects

SCHÄFER WERKE Group

From steel processor to
process optimiser



EDITORIAL

02 Foreword by the management

TOP TOPIC

SCHÄFER WERKE Group

14 From steel processor to process optimiser

MARKET

SCHÄFER Group

03 Achieving top class performances together

03 Trade fairs 2020

Container Systems

04 Schnapps by the barrel

05 KEGs, beer tasting and competitions at the BrauBeviale

IBC

06 In search of the origins of energy

08 SCHÄFER Cubes in the chemical industry

Perforated Metal

09 More perforated sheets for increased customer satisfaction

EMW

10 To Verona on the train!

11 Once every TWO years!

IT-Systems

12 Short paths with long-term effects

INTERNAL

17 Theory needs practice!

18 The new trainees have begun – first days working at SCHÄFER WERKE

18 Honouring the best in Berlin

19 Careers and degree course advisers at SCHÄFER WERKE

19 Working together – running together!



Theo Schäfer, managing partner at SCHÄFER WERKE and the EMW Steel Service Centre

Dear readers!

We all know what it's like. One appointment after another. The wheel just keeps on turning relentlessly and no-one has the power to stop it. But now, as the nights get darker, things calm down and we're all ready for the cosy, peaceful festivities of Christmas and the New Year. The festive period also gives us the opportunity to switch off and escape from our hectic everyday lives.

2019 had plenty to offer. As in previous years, and in the previously published issues of dialog, we have put together an interesting review of the most important events of the past year.

Creating something new and always doing our best is one of this company's core tasks. In this issue, you'll get to read about some of the projects in which we do just that. For example, in the report about using the new container terminal to deliver our steel products to the rest of the world in a competitive, resource-saving and environmentally conscious manner. The article on our new product VIZUU shows clearly that our activities create added value and solve customer problems. The projects from the IT-Systems and Container Systems divisions reflect the well-functioning cooperation between SCHÄFER and our customers, partners and suppliers.

Thank you very much for the outstanding cooperation you've shown us over the past year. We'd like to wish you, your colleagues and your families a very happy Christmas and all the very best for the new year 2020, good health and God's blessing.

Your

Theo Schäfer
Theo Schäfer

Managing partner at SCHÄFER WERKE and the EMW Steel Service Centre

CREDITS

Published by: SCHÄFER Werke GmbH **Responsible:** Rainer Bröcher and Marketing division

Editorial address: SCHÄFER Werke GmbH, Pfannenbergstraße 1, D-57290 Neunkirchen

Telephone: +49 (0) 2735 787-01 **Fax:** +49 (0) 2735 787-249 **E-Mail:** info@schaefer-werke.de

Internet: www.schaefer-werke.de

Layout: conception GmbH, Siegen

Printers: braun-network GmbH, Neunkirchen

Picture credits: P. 3 ©SSI SCHÄFER Fritz Schäfer GmbH, Neunkirchen; P. 4 Edelbrennerei Erber, Brixen im Thale; P. 6-7 B. Peppmüller, Gernsdorf; P. 8 Brugués S.A., Barcelona; P. 10 KSW Kreisbahn Siegen-Wittgenstein GmbH, Siegen; P. 12 RheinEnergie AG, Cologne

Reproduction with permission free of charge



Mick Schumacher and Michael Mohr, Executive Vice President Sales at SSI SCHÄFER, both welcome the new partnership

Achieving top class performances together

Mick Schumacher is the new brand ambassador for SSI SCHÄFER. The Intralogistics specialist and the current Formula 3 champion Mick Schumacher, who's competing in the FIA Formula 2 championship this year, have signed a partnership deal that will benefit from a common attitude and is intended for the long term.

Mick Schumacher has impressed people for years with his stringent pursuit of improvement. The 20-year-old son of 7-time Formula 1 world champion Michael Schumacher has long since created his own identity and, as one of the exclusive field of FIA Formula 2 drivers, he's seen as one of the best young prospects in the world. The aim of this partnership is clear: achieving top class performances together! As SSI SCHÄFER's EVP Sales, Michael Mohr puts it: "Mick has great passion which we find really impressive. Giving everything together, gaining experience, accepting challenges and taking a highly focussed approach to finding solutions - that's what we as a company have in common with him. True to our Corporate Claim 'Think Tomorrow', we're constantly looking ahead to achieve ambitious goals for our customers." Since 2016, Mick Schumacher has been driving for the Italian PREMA Team. The

2018 Formula 3 European Champion was promoted to the Formula 2 team in 2019 and admitted to the Ferrari Driver Academy for promoting young talents. As part of this programme, Schumacher took part in test drives in Bahrain for the Formula 1 teams Ferrari and Alfa Romeo Racing. He says: "I'm delighted to welcome SSI SCHÄFER as a partner, because we share the same basic principles: down-to-earth, striving for success, innovative approaches to finding solutions as well thinking and operating for the long term. 'Think Tomorrow' suits me, too!"

Various joint activities are planned to accompany the partnership between the intralogistics specialist and the Formula 2 racing driver, but at the moment his focus lies squarely on the final Formula 2 race weekend in Abu Dhabi. And for that, he can certainly count on the support of more than just a few employees from the SCHÄFER Group.

TRADE FAIRS 2020



**Austria's trade fair for viniculture
fruit growing, cellar technology
and marketing**

30.01 – 01.02.2020 Tulln/A



South Siegerland Vocational Training Fair
19.02.2020, Burbach



BEER X, The Voice of British Brewing
11. – 12.03.2020, Liverpool/GB



The event for beer enthusiasts
13. – 15.03.2020, Saint Malo/F

**International Beer Strategies
Conference**

05. – 07.05.2020, Munich



METALFORUM
Exhibition for the metal working industry
02. – 05.06.2020, Poznan/PL



**Siegen Chamber of Commerce (IHK)
Vocational Training Fair**
17. – 18.06.2020, Siegen



**International Sheet Metal Working
Technology Exhibition**
27. – 30.10.2020, Hanover

BrauBeviale2020

**BrauBeviale – Capital goods exhibition
for the beverage industry**
10. – 12.11.2020, Nuremberg



DATA CENTRE WORLD
For the data centre of the future
04. – 05.11.2020, Frankfurt

The Erber distillery from Brixen im Thale in the Kitzbühel Alps is the oldest copper still distillery in Austria. The Erber family was granted the right to use spring water for distilling in 1651. This was subject to the condition that people and cattle had to be supplied from their own spring before the water could be used for distilling. In the 18th century, the distillery was granted special distillation rights by the Empress Maria Theresa. This involved the right to distil spirits from fruit on condition that a particular tax was paid. In 2003, Karl Handl and Anton Pletzer, two entrepreneurs with a long tradition, took over the Erber family distillery. Today, this distillery is well known, far beyond the borders of Tirol and Austria, and has won numerous awards, such as "Schnapps of the Year", Destillata, Gault Millau, DLG Gold Medals and World Spirits Awards.

The distillery processes about 350 tons of fruit a year, mainly pome, stone fruit and berries. The alcohol yield for every 100 litres of mash is very different and depends on the type of fruit and how ripe it is. It varies between 5 litres of alcohol per 100 litres of mash for cherries and 1.5 litres for rowan berries. Besides fine brandies and spirits, countless liqueurs are also produced. Though the range now covers around 70 products, the focus lies on the classical distilled spirits.

KEGs are the better packaging

Before turning to KEGs, Erber used to fill bottles and canisters. But one decisive reason for the change was the protection KEGs offered for the valuable spirits. Just as they do for beer, KEGs provide a very high level of protection from UV rays for spirits and mulled wines too, because they allow no light at all to pass through. By preventing any contact with oxygen, KEGs improve the products' shelf life, enabling them to be stored in pubs and restaurants for much longer periods. In contrast to plastic, which generally allows substances to leach into the environment with detrimental effects, KEGs have no influence whatsoever on the aroma or flavour of their contents.

The gastronomy trade, where most of Erber's core customers come from, sees many benefits of its own. First of all, the majority of landlords can easily convert to dispensing systems. More accurate portioning and therefore better billing is possible by using the right type of system with an integrated counting function. This also

Schnapps by the barrel

SCHÄFER Container Systems supplies KEGs to the Erber distillery

Though the success story of KEGs is undeniably linked to beer, the use of KEGs as a packaging for other beverages is gaining increasing acceptance, with wine and soft drinks being the best known alternative contents. However, SCHÄFER Container Systems and the Erber distillery are now showing that KEGs can also be used for spirits and mulled wine – with great benefits for distilleries, landlords and consumers.

eliminates residual wastage completely. Another benefit is that KEGs make deliveries to Alpine chalets much easier: the distillery supplies countless skiing resorts in Austria. The schnapps and mulled wines are normally delivered in autumn and served throughout the season. The empties are not collected until the spring. KEGs also have logistical benefits, as they utilize the available space on delivery lorries much more efficiently. They are stackable and less susceptible to inadvertent transport damage. And finally, the numbering

on the KEGs makes inventory much easier as all the beverage containers have their own individual numbers.

"The move towards a new logistics management system was very important to us, mainly for reasons of sustainability," explains Christian Schmid, master distiller and managing director at Erber. The very fact that KEGs are reusable significantly reduces the waste the chalet landlords have to deal with and, of course, in contrast to bottles, which are always likely to break, KEGs are much more robust.



Convincing cooperation

The distillery opted for 200 junior ECO KEGs of 20.5 litres for their schnapps and 350 20.5-litre junior PLUS KEGs for their mulled wines. "The slimline junior design is easy to handle, visually appealing and perfect for delivery. But the decision isn't just based on our own taste. As a supplier for the gastronomy business, we also involved our customers in the planning process from the start. This resulted in the 15 – 20-litre containers being evaluated as having the optimum size for our customers," explains Schmid.

There were other reasons for his distillery choosing SCHÄFER Container Systems. For instance, the safety fitting SCHÄFER has put on the KEG. It is fitted especially for Erber using a special tool, so that unauthorised tampering can be prevented. "Last but not least, it was important to have our logo applied to the KEGs, as they are not just hidden away in the cellar, but are actually in the ski bar", emphasizes Schmid. "This service was taken on by the manufacturer from the outset. Our logo was applied to the KEG body as an electro-chemical signature (on the ECO KEG) and in gold paint (on the PLUS KEG), so it's an integral part of the KEG itself. The coloured top and bottom rings are very practical, too. Because we make various beverages, such as mulled wine, Jagertee (tea with rum) or schnapps, the coloured rings can tell you what's in the KEG at a single glance. That's what we want to introduce next, because one thing is definitely clear: we are convinced by our cooperation with SCHÄFER and will continue purchasing our containers there in future, too."



www.schaefer-container-systems.com



■ Reusable container systems
for the beverage industry

SCHÄFER Werke GmbH
Pfannenbergstraße 1
D-57290 Neunkirchen
Tel. +49 (0) 2735 787-481
Fax +49 (0) 2735 787-493
info@schaefer-container-systems.de
www.schaefer-container-systems.com

KEGs, beer tasting and competitions at the BrauBeviale

This year, too, SCHÄFER Container Systems attended the BrauBeviale in Nuremberg. From the 12th to 14th November, the manufacturer and supplier of reusable container systems (KEGs) and stainless steel IBC presented its full range of products and services at its 182 m² exhibition stand. As a highlight, visitors had the chance to win KEGs in their national colours in the SCHÄFER prize draw.



"As an innovator and manufacturer, the trade fair slogan of securing the future viability of the beverages industry is something we can wholeheartedly support. For 40 years, we have been dealing with the most sustainable type of beverage packaging there is, improving and developing it constantly and offering our customers countless KEG-related benefits. The fact that our low-resource reusable KEGs are fully in line with the increasing attention that's being paid to environmental protection was reflected in the very positive atmosphere at our stand," says Guido Klinkhammer, Business Unit Sales Director at SCHÄFER Container Systems.

One of SCHÄFER's classic exhibits is the ECO KEG, consisting of a stainless steel liner with robust top and bottom rings of polypropylene (PP). Its low weight makes this KEG a popular choice for beer, wine, soft drinks and water. The iF award-winning design is rounded off by a variety of branding possibilities. An equally popular exhibit is the PLUS KEG, whose stainless steel liner is bonded to a robust PU foam coating in an elaborate procedure. This has the benefit of significantly reducing the KEG's noise level, as well as providing a shock absorber effect.

"And to make sure there was no shortage of flavours to enjoy, the team was supported, as always, by beer sommelier world champion Karl Schiffner, who this time presented beer specialities from America," Klinkhammer continued.

This year, the company once again offered both customers and exhibition visitors a special attraction: by handing in their competition ticket, they had the chance to win a KEG decorated in their own national colours. The ticket was sent by post ahead of the event, along with the trade fair invitation, and could be handed in at the SCHÄFER stand. The draw was then made at the end of each day.



In search of the origins of energy

The Energy, Education and Experience Centre (EEZ) in Aurich was built to promote technical and scientific orientation among children and adults, as well as to sensitise people in Germany for resource-saving and encourage them to take it up in their everyday activities. This provides important impulses on the road to a sustainable change in energy policy and shows the ecological potential of regenerative energy sources.

The unique experience of the EEZ exhibition is that it approaches the subject of energy playfully. What is energy? Where does it come from? And how can we use it? With a total of 7 themes from fossil fuels to solar and wind energy, visitors are invited to try out, discover and see things in this one-of-a-kind exhibition. Fascinating experiments and impressive models transform the topic of Energy into something everyone can experience in their own special way. While one part of the exhibition deals with conveying basic knowledge about energy by digital means, and presents scientific aspects, the part on energy production offers a direct physical and individual experi-

ence. A playful approach imparts an understanding of energy expenditure and effects of energy.

One of five stations on the generation of energy is dedicated to electricity generation in a pumped-storage plant. For the construction of this model, two intermediate bulk containers (IBCs) from SCHÄFER Container Systems are used. These lightweight IBCs made of stainless steel, known as Cubes, with a volume of 1,000 litres, are normally used for the transport or storage of liquids or paste-like substances in the food, pharmaceuticals and oil industries or for paints and lacquers.

One Cube was placed on an 8-metre high tower, with the other positioned a little below it. Both these SCHÄFER Cubes are connected by pipes. If a surplus of energy is generated, this is then used to pump the water inside the tower out of the lower Cube (lower basin) in to the higher Cube (upper reservoir) by means of various rockers and pumps. Now the conditions are fulfilled for generating new energy in the pumped-storage plant model. The power plant has a unit consisting of turbines, a motor, a generator and a pump. Whenever new energy is required, the upper reservoir releases water that shoots through the water turbine (pelton turbine), driving the generator and thus producing energy. If there is a surplus of energy again, the water is pumped up into the upper reservoir once more to be used for producing electric power again later. This way, the energy is buffered in the water that is pumped upwards.

"The energy transition is supposed to be a response to climate change. Environmentally friendly energy production will be one of the most important and most debated global issues for years to come. The EEZ has set itself the goal of informing people about new ways of developing regenerative



energy sources and ways of producing and using energy that are efficient and as sustainable as possible. They want to communicate this and encourage people to talk and think about it. We're happy that we can make our own small contribution to this," says Christof Ermert, Business Unit Sales Director for IBCs and special containers at SCHÄFER Container Systems.



www.schaefer-container-systems.com



Model construction of a pumped storage plant using Cubes

SCHÄFER 
CONTAINER SYSTEMS

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

SCHÄFER Werke GmbH
Pfannenbergstraße 1
D-57290 Neunkirchen
Tel. +49 (0) 2735 787-578
Fax +49 (0) 2735 787-580
ibc@schaefer-container-systems.de
www.schaefer-container-systems.com

Production location Czech Republic:
SCHÄFER-SUDEX s.r.o.
Podolí 5
CZ-58401 Ledec nad Sázavou
Tel. +420 569 711-291
Fax +420 569 711-292
info@schaefer-container-systems.cz
www.schaefer-container-systems.com

SCHÄFER Cubes in the chemical industry

Founded in 1940, Brugués S.A. is a Spanish family enterprise, based in Barcelona and Valencia. A specialist distributor of base and special chemicals, it serves over 2,000 customers in a great variety of industries. The company's aim is to meet the needs of both markets and customers as flexibly as possible.

Brugués S.A. supplies national and international companies in the cosmetics, pharmaceuticals and water supply industries, among other sectors.

Since its establishment, the distributor's portfolio has undergone lasting changes. The initial focus of the business lay in the sale, packaging and distribution of chemical products in plastic containers of various volumes, ranging from 25 litre bottles to 1,000 litre plastic IBCs. Today, sustainability is playing a significantly more important role in the selection of their packaging and transport systems. This has led to Brugués S.A. increasingly using IBC containers made of stainless steel. By using SCHÄFER Cubes, the overall volumes handled are growing, particularly with their major customers. The company has been able to expand its market share steadily, a fact which can be put down to its high product quality, optimised logistics and its focus on customer orientation.

Besides storage, packaging and logistics for liquid and solid materials, Brugués S.A.'s service range also includes specialised packaging for a variety of dangerous chemicals. In this field, customers are now more frequently demanding the use of stainless steel containers, especially for reasons of safety. For this, Brugués S.A. has chosen the modern 1,000 litre SCHÄFER Cube containers.

These SCHÄFER Cubes are manufactured in volumes between 500 and 1,000 litres. They are made completely of stainless steel, are stackable and suitable for handling by crane and forklift. They are extremely durable, can be cleaned without leaving any residues, and, at the end of their long service lives, they are 100% recyclable. Their frameless lightweight design gives them maximum flexibility for use in a range of different applications. At Brugués S.A., these SCHÄFER Cubes can be used on existing filling facilities for plastic IBCs without any problems, thanks to their outstanding product qualities. This cuts out the need for any



SCHÄFER Cubes in storage before use

additional investment to adapt existing internal transport and filling technology to the new containers. Industries in which Brugués the IBCs are used include chemicals, petrochemicals and pharmaceuticals – and they are particularly appreciated in these fields, as they are more durable and have longer service lives than the conventional plastic IBCs.

SCHÄFER's stainless steel Cubes also comply with very high safety requirements and are internationally approved for the storage and transport of hazardous liquids and paste-like goods on land and by sea (ADR/UN). They are especially robust and extremely fire resistant, a feature which is a necessary safety standard, especially for the transport of flammable chemicals or when they are used in potentially explosive atmospheres. (ATEX).

Ultimately, Brugués S.A. also feels committed to protecting the environment, of course. Using stainless steel IBCs contributes to ecological sustainability and the more considerate use of natural resources has led to the consistent re-use of SCHÄFER Cubes at Brugués S.A.



www.schaefer-container-systems.com

More perforated sheets for increased customer satisfaction

SCHÄFER Perforated Metal extends perforated sheet portfolio

SCHÄFER Perforated Metal is extending its in-stock portfolio by adding new perforated sheets and stainless steel varieties. The total of 68 new products are the company's response to current market demands and also mark the decision to place greater emphasis on personal service.

As of now, new round hole perforations in straight rows, Rg 10-15 and Rg 4.5-15, are also permanently available straight from stock in various dimensions and materials. Two new stainless steel grades – 1.4404 and 1.4571 – have also been added. Since 2018, the entire in-stock range has also been available in an online shop (www.lochbleche-shop.de) with the primary objective of guiding users to their desired perforated sheets in just a few clicks. Negotiating this virtual path is made even simpler by a number of filter and selection settings, a function for comparing any number of perforated sheets as well as a favourites list that users can save.

“To improve customer satisfaction, we attach great importance to adopting a broad, multi-channel approach and offer our customers the widest possible choice of communication channels. Besides constantly optimizing our digital services, we also want to make personal contact a long-term priority. Customers who prefer a face-to-face approach to purchasing can always contact our experienced staff for assistance, even if their enquiries are only for the smallest quantities”, explains Alexander Tumasjan, head of sales at SCHÄFER Perforated Metal.

Personal advice and consulting was also a top priority in November at the Blechexpo, the international trade fair for sheet metal working in Stuttgart. In numerous conversations with customers, partners and other interested parties, SCHÄFER staff provided information on the materials and perforation patterns in their broad, demand-oriented product portfolio and talked about the different areas of application.



SCHÄFER 
PERFORATED METAL

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

SCHÄFER Lochbleche GmbH & Co KG
Pflanzenbergstraße 1
D-57290 Neunkirchen
Tel: +49 (0) 2735 787-05
Fax +49 (0) 2735 787-528
info@schaefer-lochbleche.de
www.schaefer-lochbleche.de



www.schaefer-lochbleche.de

To Verona on the train!

Steel products from South Westphalia take the intermodal route to northern Italy

A new non-stop connection set up by the Deutsche Gesellschaft für kombinierten Güterverkehr mbh & Co. KG (Kombiverkehr KG) will enable businesses and forwarding companies to provide the fast and environmentally friendly transport of goods and commodities between South Westphalia and the metropolitan regions of Stuttgart or Verona inside 38 hours. With this new link, Kombiverkehr KG will increase its services to and from Italy via the Brenner up to a total of 148 train departures per week.



The men behind the link between South Westphalia and intermodal freight rail transport in Europe with their first customers

This service is an important contribution to strengthening North-Rhine Westphalia's no. 1 industrial region and a massive contribution to environmental protection. Rail transport is considerably more climate friendly than road transport and this will also contribute to relieving the pressure on our chronically congested motorways", says District Administrator Andreas Müller, supervisory board chairman of the KSW, the rail company operated by the Siegen-Wittgenstein local government.

The KSW's partner in operating the container terminals is the Frankfurt-based Kombiverkehr KG, Europe's largest provider of intermodal transport projects. Among the

first regional companies to use the container terminal are Erndtebrücker Eisenwerken and the EMW Steel Service Centre from Neunkirchen.

"We're connected to the nationwide rail network through the infrastructure provided by the Freier Grunder rail company. With this container terminal and the direct link, we can now transport shipments by rail in competitive time frames," says EMW Managing Director Michael Mockenhaupt.

"The fact that every trailer we transport using this rail link reduces CO₂ emissions by two-thirds compared to continuous road transport is a major advantage of intermodal traffic," Mockenhaupt continues.

KSW and Kombiverkehr believe they'll be able to convince other companies of the benefits of combined road and rail transport. "A big point in favour is the higher load weights compared to using trucks only. Total permissible pre-carriage and onward carriage weights to and from the terminal are 44 tons, 10 % more than for pure HGV transport. Apart from that, rail transport is exempt from the Sunday and public holiday driving bans that are in force for lorries," explains Christian Betchen, managing director of KSW and SWCT. You will find further information at: www.swct.de



www.emw-stahlservice.com

Once every "TWO" years!

Once again, the EMW Steel Service Centre and SCHÄFER Perforated Metal put their competence in steel processing on show at the Blechexpo 2019 in Stuttgart.

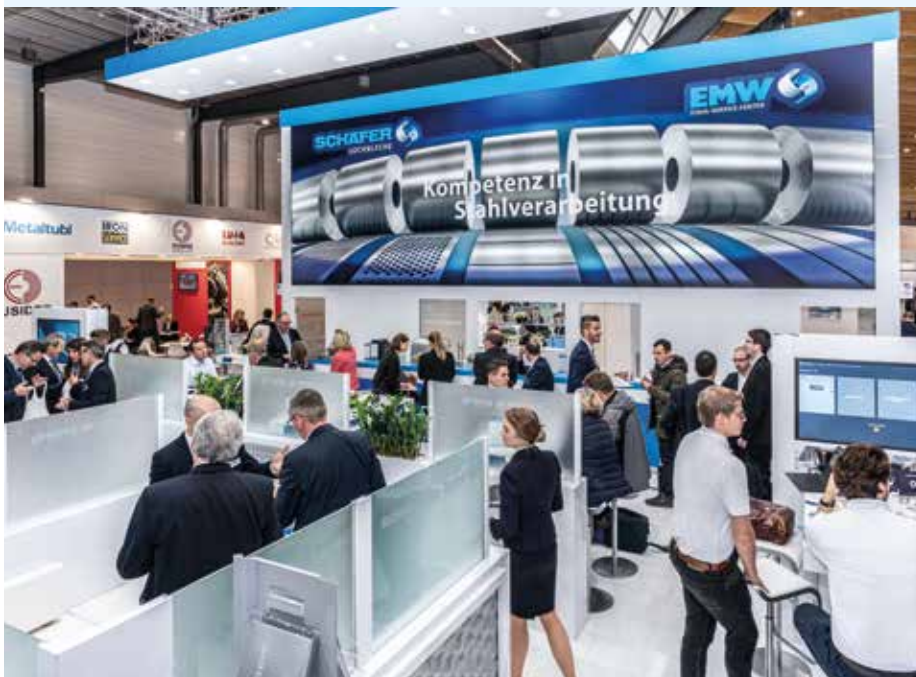
Unlike Christmas, which as we all know, comes but once a year, the international trade fair for sheet metalworking (Blechexpo) in Stuttgart, comes but once every two years. For the EMW Steel Service Centre and SCHÄFER Perforated Metal, however, it's just as much a fixture in their calendars as Christmas. As the world's only trade for the sheet metal working and joining technologies, this year's event was squarely focussed on digitalisation and Industry 4.0. The 150 m² exhibition stand shared by these two SCHÄFER companies is a familiar sight for experienced Blechexpo visitors. This year, too, they both presented an impressive range of products and services in steel.

Since the beginning of the year, the newly constructed logistics centre at the company base in Neunkirchen has been in operation, thus optimizing order processing and adapting overall capacity to the growing demand. For years now, one of the independent Steel Service Centre's big attractions for its customers has been

its extensive stock of input materials. On an area of 45,000 m², over 180,000 tons of thin sheet in almost all standard market grades are permanently in stock. This allows EMW to operate a logistics concept which supplies each customer with the material they require on a just-in-time basis. It's also available for the other companies in the SCHÄFER Group, of course, though the customers of SCHÄFER Perforated Metal do tend to benefit in particular from the short delivery times, due to the great variety of input materials available. The synergies resulting from this are self-evident: the supply routes between the neighbouring EMW and Perforated Metal locations are as short as possible, thus resulting in extremely high levels of flexibility, which all their common customers profit from. The downstream production of perforated sheet products ideally complements the extensive portfolio of coils, slit strips and cut-so-size blanks.

With the launch of the customer portal "Yoursteel" at the end of 2018, EMW

customers can now retrieve important information on orders or stocks online at any time or download various documents, such as test reports, delivery notes and much more. "Since launching the "Yoursteel" portal, we've been able to offer our customers an even more efficient service and are ideally equipped to meet the requirements of Industry 4.0" says Michael Mockenhaupt, Managing Director of the EMW Steel Service Centre.



Conversation is the life blood of any trade fair



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

EMW Stahl Service GmbH
 Pfannenbergstraße 1
 D-57290 Neunkirchen
 Tel.: +49 (0) 2735 787-02
 Fax: +49 (0) 2735 787-484
 info@emw-stahl-service.de
 www.emw-stahl-service.com

Short paths with long-term effects

SCHÄFER IT-Systems equips existing and future data centres at RheinEnergie

Headquartered in Cologne, RheinEnergie is a regional energy supplier for electricity, gas, water and heating, employing some 3,000 people. In 2015, the company decided to launch a re-design programme to guarantee an energy-efficient, high-performance and future-proof infrastructure for its productive IT operations.

RheinEnergie is responsible for supplying around 2.5 million people, as well as industry, trade and commerce, with energy and drinking water. The majority of the company is municipally owned and, along with its partner companies, it plays an active role in supporting the Rhineland region both directly and indirectly. It is also a service partner for industrial and business customers throughout Germany.

The data centre was first put into operation in 1986. At that time, mainframe systems were state-of-the-art. In the mid 90s, the increasingly popular open systems also found their way into RheinEnergie. The company switched to 19-inch server cabinets and gradually covered the entire 480 m² data centre surface area with a total of 130 racks, up to six storage systems and a tape robot. Climate control for the IT systems and data centre was implemented by means of under-floor air distribution using circulating air cooling devices, which were operated in a separate technical zone. The electricity supply came from mains distributors. The individual outlets were connected to the separate IT systems, server cabinets and storage systems by power supply lines in the classical manner, while a UPS system guaranteed failsafe operation for all IT components. The raised floor in the server room made it possible to install these systems and the required infrastructure supply, as well as passive cabling in the lower section of the raised floor.

Planning phase

To provide an energy-efficient, high-performance and future-proof infrastructure for RheinEnergie's productive IT operations, the decision was finally made in 2015 to carry out a complete re-design of infrastructure, electricity, climate control, cabling, racks and construction measures. The aim was to create an energy-efficient, environmentally friendly data centre in keeping with the principles of GreenIT, which would meet today's requirements and be ready for whatever may come in the future.

All in all, the tender comprised 114 server cabinets, divided among 11 houses, 11 enclosure solutions and 228 PDU power strips. The underlying criteria included a load bearing capacity of at least 1,500 kg for each cabinet; cabinets had to be flexibly and individually extendable and pre-equipped according to the customer's specifications. Also required was the highest possible level of energy efficiency achieved by means of optimal cold aisle containment; high-performance and practical PDU systems; delivery and installation from a single source; a broad product portfolio; a high-quality, extensive range of accessories; short delivery routes; individually coordinated delivery dates as well as a direct contact at the partner company. Great importance was also attached to a future-oriented, strategic concept for the entire project.



The highly convincing products, a well-thought out concept and organisational flexibility resulted in SCHÄFER IT-Systems being awarded the contract. End-to-end planning, product quality and a great many seemingly minor but nonetheless important solutions also proved decisive. On top of this, were the countless individual cabling solutions and power supply systems. On the one hand, this guarantees a high cabling density inside the cabinets and enables the ideal utilization of space in the rack. On the other hand, fire safety solutions are also extremely important for meeting the requirements of the racks' smoke extraction systems. The early fire detection system is designed to monitor the air constantly. In the event of cables heating up too much, an alarm is set off by smoke aerosols being released, which leads to a controlled and automated power shut-down. An additional point in SCHÄFER IT-Systems' favour was their regional proximity, guaranteeing short distances between the two partners, and also the competent contacts provided by the company.



156

PDU's

78

Racks

Energy-efficient, environmentally friendly data centre in keeping with Green IT



View inside a cold aisle enclosure

Implementation

A cable duct system for the new passive data cabling was installed underneath the raised floor. The power supply came from busbar systems (A + B) in the ceiling. Climate control is provided by Sidecoolers, formerly circulating-air cooling devices. SCHÄFER IT-Systems delivered and installed a total of eight cold aisle enclosures with 78 racks and 156 PDUs. The first key figures confirm the improved data centre performance. The number of racks was successfully reduced, which led to an enormous increase in energy efficiency being achieved. The data centre area now offers even more potential space for building three new houses. And any additional extensions that may be required in the future could well involve SCHÄFER IT-Systems. The company is an important strategic partner whose solutions have enabled it to implement institutional requirements extremely successfully.



www.schaefer-it-systems.com

SCHÄFER 
IT-SYSTEMS

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

SCHÄFER Ausstattungssysteme GmbH
Pfannenbergstraße 1 · D-57290 Neunkirchen

Sales and Production:
Industriestraße 41 · D-57518 Betzdorf
Tel.: +49 (0) 2741 283-770
Fax: +49 (0) 2741 283-798
sales@schaefer-it-systems.de
www.schaefer-it-systems.com

From steel processor to process optimiser

SCHÄFER WERKE Group sets up VIZUU GmbH

The SCHÄFER WERKE Group has founded the company VIZUU. With this new business division, the steel processor wants to provide consistent supply chain data transparency for the future. With the aim of streamlining merchandise management processes, the new business will begin by adapting industrial containers to provide information on filling quantity, location and temperature at any time by means of a data logger and a cloud based platform.

The durability and safety of our large stainless steel industrial containers, the so-called intermediate bulk containers (IBCs), is far superior to disposable containers not only from a cost perspective but also in terms of sustainability and use of resources. Not necessarily beneficial from a manufacturer's point of view, because, things that don't break don't need replacing, so this clearly demonstrates where the limits of growth lie" says Rainer Bröcher, Managing Director of SCHÄFER WERKE.

But this isn't the only reason why the SCHÄFER team thought about whether and how digital innovation could be used to upgrade these products. The company

wanted to get involved in the digital added value chain as early as possible. Much consideration had already been given to new business models, which would provide customers with measurable added value and open up new growth potential for SCHÄFER. This gave rise to the idea of equipping the transport and storage containers (IBCs), which make a significant contribution to SCHÄFER WERKE turnover, with digital sensor technology and making the resulting data available to customers", Bröcher continues. IBCs are containers for the transport and storage of liquid, paste-like and granulate substances. They come in various types and sizes from 500 to 1,500 litres and can used for a great variety

of materials from beverage additives to jam and marmalade, from minerals to hazardous substances in the chemicals, petrochemicals, waste disposal, recycling, food and pharmaceuticals industries.

One element of the IoT solution developed by SCHÄFER WERKE is the sensor technology. Together with a partner enterprise, a sophisticated technology was developed, because anyone who transports goods in IBCs can only monitor their condition to a limited extent. VIZUU changes all that with a data logger integrated into IBC lid. This can then provide container-specific data, such as filling level, location, temperature, pressure, vibrations, light penetration, humidity and many other



The VIZUU landing page shows all relevant data at a glance

factors. The key feature, however, is that all the technology is in the IBC's lid, meaning that by simply replacing the lid, older IBCs – and those of other manufacturers – can have this system retrofitted. The logger runs autonomously for two years in standard use and is charged by induction.

This will enable all merchandise management cycles to be monitored, from entire fleets of containers to individual IBCs.

Backbone of the IoT solution is the SAP Cloud Platform

Besides the data logger, the core of this business model is a cloud-based platform, where all the collected data comes together. This

is the interface to merchandise management and can be integrated into almost all ERP systems. It means users can update their container data at their own determined intervals, can set alarms and recognise early warnings even before potential incidents occur. This way, the system creates the basis for reliable decision-making.

The system's standard procedure is for the containers to transmit their data to the cloud once every day. For special applications, in intralogistics for instance, the sensors can be set to collect and transmit the data more frequently, even in real time. The sensor technology is compatible with almost all

wireless communication protocols currently in use, from Bluetooth and NFC to the mobile standard 2G or NarrowBand IoT. This way, the IBCs can connect to the SAP Cloud Platform in any conceivable environment from factory and warehouse premises to HGV and rail transport.

"Questions about lost containers, temperature risks for hazardous goods or how much is still inside a particular container can in future be answered quickly and reliably. With the data logger linked to the cloud platform, VIZUU provides a service for its customers with an absolutely unique selling point in terms of commodity management

data transparency. Our innovative business model makes us pioneers in a sector usually more characterised by tradition. But as a subsidiary of the SCHÄFER WERKE Group, VIZUU is a logical strategic step towards digital process development", says Rainer Bröcher, Managing Director of the SCHÄFER WERKE Group and VIZUU GmbH.



www.vizuu.io



Your benefits at a glance

- Complete process transparency
- Efficient fleet management
- Complete process documentation
- Alarm functions for monitoring the logistics chain
- Browser-based solution
- Optimised forecasting
- Integration in ERP systems
- Reliable decision-making

VIZUU
BE CERTAIN

What does VIZUU do?

VIZUU GmbH, a subsidiary of the SCHÄFER WERKE Group, combines the latest sensor technology with an intuitive platform and revolutionizes data management processes in merchandise management, logistics and supply chain management. Users benefit from permanent and transparent access to data, which enables them to make reliable decisions, set alarm systems and forecast events.

www.vizuu.io

SCHÄFER
WERKE 

- EMW Steel Service Centre
- SCHÄFER Perforated Metals
- SCHÄFER Container Systems
- SCHÄFER IT-Systems

VIZUU GmbH
Pfannenbergstraße 1
D-57290 Neunkirchen
Tel.: +49 (0) 2735 787-6385
info@vizuu.io
www.vizuu.io

Theory needs practice!

Everyone has to learn the theory. After all, it's an important part of every training course. Putting that knowledge into practice, however, is a challenge for many. To put our SCHÄFER trainees in a better position to deal with this challenge, we have invested in a new training workshop as part of a new extension and renovation programme.

“We would like to provide our apprentices with the best possible conditions, as the requirements of the various professions are increasing all the time. Everything's getting bigger, faster and, above all, more technical”, says chief training supervisor Ralf Braun. After 14 years' experience in this job at SCHÄFER WERKE, he knows what skills are needed today. Along with his training instructor colleague Manfred Piechulek, he accompanies and supervises the apprentices closely in their practical tasks, offering help when needed. Braun continues: “Technical correlations are often only really understood, when people carry out and test the processes themselves. This is where the new workshop is a great help for us, because, as we know, practice makes perfect.”

Even the foreman's office had to make way for the new welding and grinding station. As result, the training workshop is now some 25 m² bigger, so that 34 industrial apprentices have approx. 355 m² – in addition to the modernised social and sanitary facilities – where they can learn the necessary skills for their chosen professions. The great support from the trainees during dismantling and renovation enabled the entire construction project to be completed very cost-effectively.



The training workshop has also been given a newly designed facade



On the lathe, the apprentice's theoretical knowledge is put into practice

160

square metres of office, training and sanitary facilities

12

machines and pieces of equipment

34

industrial apprentices in three training course years

355

square metres of floor space

The new trainees have begun – first days working at SCHÄFER WERKE



Vocational training begins at SCHÄFER WERKE, August 2019

SCHÄFER has long understood that the future of a company lies in the hands of its upcoming talent. On this note, the 17 new SCHÄFER WERKE trainees began their respective apprenticeships and training courses on 01.08.2019 on the Pfannenberg in Neunkirchen.

This year, too, there could be no complaints about a lack of young candidates: 6 commercial trainees were taken on, 4 industrial management assistants and 2 office management assistants, as well as an IT specialist for systems integration and 10 industrial apprentices for the professions of electronics technician, technician for metals technology, engineering technician, industrial technician, cutting and forming technician and tool maker. All in all, SCHÄFER WERKE can proudly boast around 50 trainees and 3 cooperative degree course students in their team. The versatile and well-structured training programme with an extensive range



The qualified trainees with the management and training supervisors

of courses and seminars, regular practical training in the workshop and the personal and individual support provided by the supervisors all go together to give these young people the best possible preparation for their future careers. The fact that SCHÄFER attaches great importance to personal support and promoting individual talents already became apparent to the new trainees on their very first day, when they were warmly welcomed to the company by the management and the industrial and commercial training supervisors.

The quality of vocational training at SCHÄFER was once again confirmed by this year's exam results. The trainees and apprentices who successfully took their examinations in Spring and Summer 2019 achieved results that were well above average and can now lay the foundation for a common future at SCHÄFER WERKE as skilled and qualified specialists in their chosen fields.

Honouring the best in Berlin

SME initiative Energiewende and Climate Protection gives awards to the best Energy Scouts

In their companies, they have all realised projects to achieve more energy and resource efficiency: as a result, 18 trainees from seven companies all received awards in Berlin as best "Energy Scouts". Responsible for the awards was a group calling itself the "German SME Initiative Energiewende and Climate Protection". Trainees operate as Energy Scouts to identify and encourage savings potential and improvements in their companies.

They develop project ideas independently and thus contribute to improving energy and resources-based processes and conditions. The SCHÄFER WERKE team also took part in the nationwide competition in the "medium-sized business" category. Though they missed out on a top place overall, their invitation to the ceremony at the "Haus der Deutschen Wirtschaft" in Berlin came as a result of their first place in the Siegen-Wittgenstein region.

Careers and degree course advisers at SCHÄFER WERKE

■ Cooperative degree course or vocational training? This and similar questions were the topics at the so-called “StuBO” conference in Neunkirchen. Around 40 coordinators for career orientation at secondary schools and careers advisers from the Federal Employment Agency met for further training and to exchange ideas, first at the school “Dietrich-Bonhoeffer-Gymnasium” in Siegen and then, in the afternoon, the group moved on to Salchendorf and the SCHÄFER WERKE Group.

Workshop at the grammar school

It was the second day of information and training in the current school year for the degree course and careers coordinators (Studien- und Berufswahlkoordinatoren = StuBOs for short). These events are organised regularly by the district school authority and the regional coordinator for schools in Siegen-Wittgenstein. The aim, among other things, is to provide mutual support and practical assistance for StuBOs in implementing and optimizing the various elements involved in career orientation. The agenda at the Rassberg venue began with lectures and subject-related workshops, as well as discussions and exchanges on career orientation specific to particular school types.

Talks with HR officers

Following this, the next item on the agenda was visiting the SCHÄFER WERKE Group and having a guided tour of the different production areas. The SCHÄFER WERKE Group offers vocational training in both commercial and industrial professions as well as a cooperative degree course in the fields of electrical and mechanical engineering and business administration at the Mittelhessen University of Applied Sciences. Topics for the following discussions



On the guided tour, Dennis Göldner explains the operational procedures to the interested “StuBOs”

included information on vocational training professions, the course requirements, the overall situation in vocational training and how many trainees are subsequently taken on, as well as details on the cooperative degree courses. Normally, SCHÄFER WERKE will always take on trainees assuming they achieve acceptable results.

Exchange of “inestimable value”

“The entire company tour was an extremely positive aspect. I’d like to see much more of the practical side. It was rewarding and very interesting”, was how one participant summed up his impressions after the event. Adding her own view, his colleague said “This kind of exchange with people from private sector is of inestimable value with regard to the search for trainee places for school-leavers and ought to take place more frequently.”

Working together – running together!



■ Once again, over 300 SCHÄFER Group employees took part in the Siegen Company Fun Run, making the SCHÄFER team second only to Siegen University in terms of numbers. A total of over 8,000 runners took to the streets on 10th July to negotiate the 5.5 km course through Siegen city centre. The thousands of spectators cheering the athletes on created a fantastic atmosphere. Despite the strenuous physical efforts, there was nothing but smiling faces to be seen after the event.

This great team effort by the SCHÄFER GROUP, which also includes SSI SCHÄFER, SCHÄFER WERKE and SCHÄFER SHOP, once more demonstrated the strength and cohesion of all business divisions, not only on the world markets, but in sporting events, too.

Our locations



Head office and production plant in Neunkirchen (D)



Plant in Betzdorf (D)



Plant in Ledeč 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 45,000 m² of storage space, EMW has around 180,000 tons of thin steel sheet in almost all current market grades permanently in stock.

