#01/2021

scheuch
TECHNOLOGY FOR CLEAN AIR

emissions

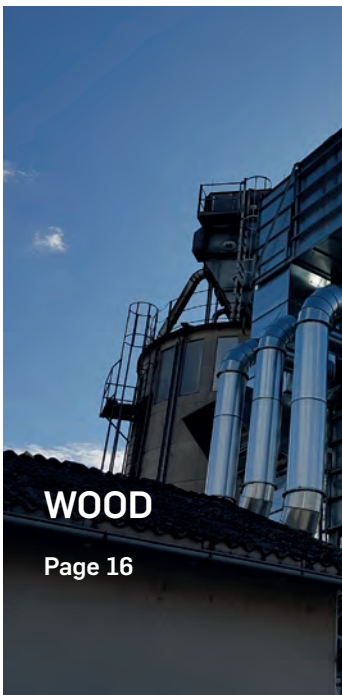
THE SCHEUCH MAGAZINE FOR VENTILATION AND ENVIRONMENTAL TECHNOLOGY

LOOKING TO THE FUTURE

Scheuch is well prepared and together with its partners and customers will continue on its path into the future.

→ FROM PAGE 04

TOPICS



IMPRESSUM
Media owner, editor and publisher: Scheuch Group, www.scheuch.com
Chief editor: Edith Freilinger, Design: Britta Wienroither
Printing: estermann-druck.at, typesetting and printing errors excepted
Please note, that masculine pronouns are used to refer to both men and women in this report to ensure better readability.
Pictures: Cover + Page 04: Shutterstock, Page 18: iStock, Scheuch Group

Dear reader,

In the latest Emissions issue, you will read about the continuous improvement strategies Scheuch has recently implemented that will also allow us to achieve our goals while we meet the coronavirus crisis head on. To continue being a successful business requires us to rely on our corporate strengths of being socially responsible and having the foresight to be prepared for whatever challenges that may lie ahead.

Fostering an environment that has an immediate impact in the communities in which we live saw many lives that would be positively impacted. At Schust, a Member of the Scheuch Group in North America, the engineering team and field crew designed and installed a handrailing to make a local 4-H club fairgrounds more accessible to participants. Meanwhile in Austria, the red carpet was rolled out to introduce a new training center to 18 apprentices enrolled in Scheuch's program, "Stage blue".

Scheuch leadership will tell us how they are always thinking ahead to ensure the business is strong by delivering innovative products and strategically planning to withstand challenges. This is evident as Scheuch Group reveals two new business units that have resulted from several years of reorganization of the business so that we can quickly respond to our customers and market's ever evolving air pollution control needs.

The Scheuch team knows as we continue to work together to build synergies within the organization and with our business partners and suppliers the future looks bright.

Thomas Eberl
Managing Director

Stefan Scheuch
Managing Director

Jörg Jeliniewski
Managing Director

Scheuch is well prepared and will continue its path into the future - together with you.

LOOKING TO THE FUTURE

Despite the coronavirus crisis, Scheuch was able to post a positive financial year for 2019/2020 as a result of customer confidence and decisions made long before the lock-down. Scheuch is looking to the future with renewed strength.

What is in store for us? Will we get through this? Will the pandemic affect the company's success? Questions like these and others crossed many minds in February 2020. During Scheuch's crisis control meetings possible scenarios were played out and action plans were introduced to ensure their success and, above all, to protect the health of our employees.

PLANNING AHEAD

Planning has positioned the Scheuch companies well as we move ahead. „Manageable financial losses in some divisions do not throw us off track at all," says Stefan Scheuch, Managing Director of the Scheuch Management Holding. „However, the company's financial health and strength are not the result of chance, but from deliberate planning long before the coronavirus outbreak."

> *„Diversity and customer relationships are among our strengths."*
>
> - Stefan Scheuch, Managing Director, Scheuch Management Holding GmbH

INFO

Despite the pandemic, there is room for improvement for environmental protection. For Scheuch, this is a market that opens opportunities for successful collaboration.

Years ago, Scheuch expanded its production sites all over the world. A move that proved to be both wise and advantageous during these challenging times. Scheuch is able to respond in a timely manner, since other locations can be leveraged in the event of any bottlenecks so that customer orders can be fulfilled on time.

RECORDS BROKEN

„In 2019, Scheuch saw a record-breaking year of booked orders and 2020 is on pace to set another record," says Jörg Jeliniewski, Managing Director of Scheuch Management Holding. „Our broad-based product portfolio has repeatedly proven to be a successful business model. In the last fiscal year, we were able to fulfill our orders on time which allowed us to break new Scheuch records with dimensions never seen before. For a project in Australia in the industrial minerals segment, we are manufacturing air pollution control systems and fans in sizes new to Scheuch".

Scheuch cannot deliver top performing environmental technology alone. We work together with our customers and business partners. One of Scheuch's greatest strengths is its flexibility to meet customer requirements, which leads time and time again to Scheuch's success.

Customer relationships are keys to success. „We are extremely grateful for the collaboration with our partners, especially during the lockdown," says Stefan Scheuch. „Everyone helped to make sure that projects were performed safely and did not come to a standstill." The order backlog is a testament to the confidence our customers have in us. Since its foundation in 1963, Scheuch consistently exceeds customers' expectations and invests in research and development for the future.

IMPROVING SPEED TO MARKET

Scheuch has been undergoing a reorganization of the business that will better position us to be able to respond to our customer's needs more quickly. Two new business units have been created as a result of a continuous improvement strategy to operate more efficiently. You can read more on page 20 about the newly created Scheuch COMPONENTS and Scheuch INDUSTRIAL SOLUTIONS business units and the measures we have taken to improve our speed to market. Updates on the other two business units can be found on page 16 (LIGNO) and on page 18 (North America).

Scheuch is well prepared and together with its partners and customers will continue its path into the future! ■

Managing Directors,
Scheuch Management Holding GmbH

TRADITION MEETS INNOVATIVE STRENGTH

With almost 1,000 employees at its site in Innviertel, Upper Austria, Scheuch is a driving economic force which prides itself on over 55 years of experience and tradition. Two other Innviertel-based economic powerhouses – Senftenbacher Ziegelwerk and KTM AG – are now putting their trust in exactly this expertise; specifically, in Scheuch COMPONENTS' fan manufacturing.

The fan product portfolio of Scheuch COMPONENTS is extremely diverse. And the fact that two exceptional products from it – double-flow fans and hot-gas fans – are now being used just a few kilometres from the company headquarters is something that Leonhard Zeilinger, Head of Sales at Scheuch COMPONENTS, is delighted about: "These projects are a shining example of long-standing Innviertel companies getting together to create something great. All three companies are amazingly innovative, something that is evident not only in the fans we supplied and the fantastic products offered by KTM AG and Senftenbacher Ziegel, but also in the professionalism that everyone working on the projects showed."

HOT-GAS FANS

Scheuch COMPONENTS hot-gas fans convey media at temperatures of up to 1,000 °C thanks to special design measures and the use of high-quality materials. Special impeller geometries make it possible to create designs without casings or baffle plates. A range of drive types are available, based on the impeller diameter and the application. Common applications include air circulation in heat treatment furnaces for metals, glass or bricks. Cr-Ni steels and Ni-based alloys are used to withstand high loads.

SENFTENBACHER ZIEGEL

There has been a brick manufacturer situated just six kilometres from the Scheuch headquarters since 1889. Senftenbacher has extended its brick kiln in order to significantly reduce energy demands during the heating and cooling phases. This enables bricks to be manufactured in an even more energy-efficient manner, adding to the eco-friendly credentials of the process. Scheuch COMPONENTS secured the commission for all ventilation components: two hot-gas fans, pipe parts, a stack with a cooling fan and steel construction.

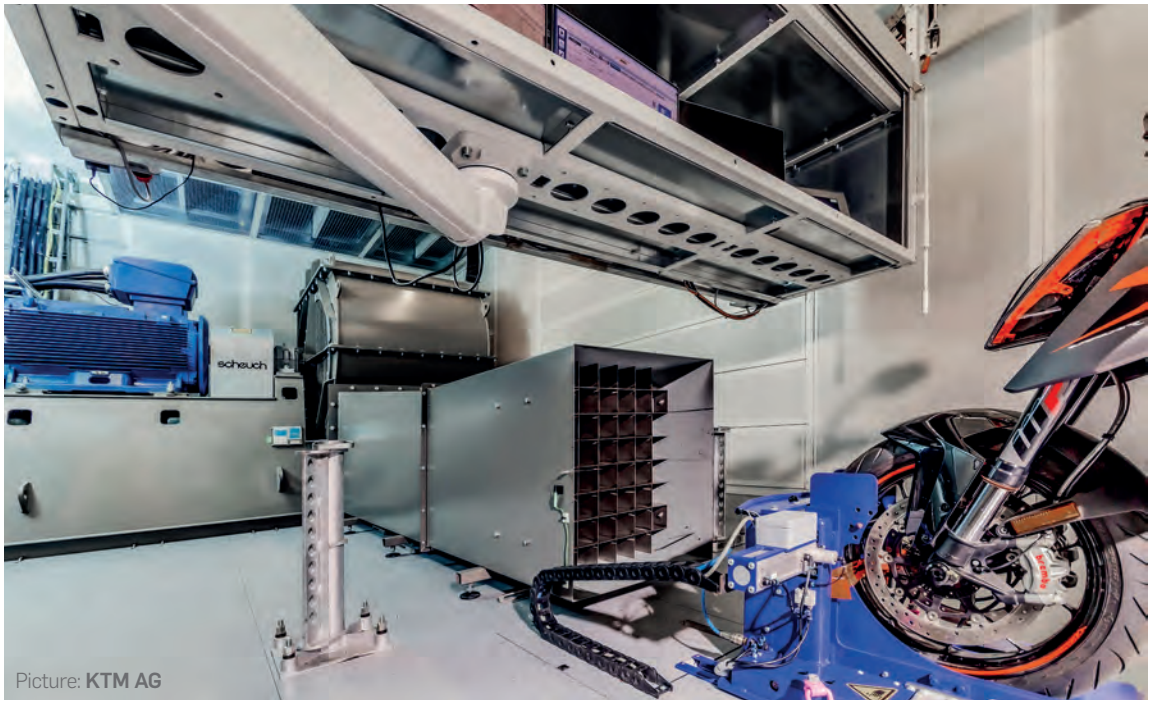
Energy-efficient and eco-friendly brick production with Scheuch COMPONENTS.

DOUBLE-FLOW FANS FOR KTM AG

The development stage of KTM AG motorcycles means undergoing trials out on the racetrack, plus endurance tests on a range of different test stands. Scheuch COMPONENTS provided two double-flow fans to supply the right headwind conditions. They use a nozzle to simulate headwind hitting the motorcycle at as much as 100,000 m^3/h or 200 km/h. The 450 kW motor draws in air that is present in the area and blasts it at the motorcycle over the 48 hours required for the endurance test. A robot simulates the rider during this process, changing speed and switching gears automatically. To add an extra dimension of realism to the results, the test stands feature integrated heating and cooling – making it possible to test driving performance in the kinds of conditions that would be found in the blazing heat of the desert or at low winter temperatures. Sensors installed at various points on the motorcycle indicate how much air pressure is being generated and in which areas.

DOUBLE-FLOW FANS

Double-flow fans from Scheuch COMPONENTS are used in applications that involve conveying large volume flows. Thanks to inlet openings (sometimes in conjunction with suction pockets) on both sides of the casing and double-suction impellers, the maximum volume flow is nearly doubled compared to single-flow fans. The largest fan produced by Scheuch to date conveys more than 1.5 million cubic metres of air and has a motor output of approximately five megawatts. ■



Picture: **KTM AG**

Perfect headwind from Scheuch fans.

SCHEUCH INDUSTRIAL SOLUTIONS

„TECHNOLOGY FOR CLEAN AIR", Scheuch's tagline for many years. It encompasses history, passion, experience and industry expertise. Scheuch INDUSTRIAL SOLUTIONS business unit is important to the Scheuch Group family. Making sure we continue to deliver the same Scheuch products that we have for decades while developing innovative products is one goal of the new INDUSTRIAL SOLUTIONS business unit.

Scheuch, an air pollution control equipment designer and installer intend to remain a global market leader and continue to expand into new markets and industries. The company's extensive product and technology portfolio can be used in a variety of ways, even in industries that were not previously targeted. The glass industry has already had success. The perfect mix of industry experience and long-standing customer relationships pays off, especially when it comes to technological innovations. It is the trust our customers give us that we can be innovative together.

FOCUS ON THE CUSTOMER

Scheuch has big plans for the future with a new „Engineering & Technology" department and bringing Scheuch Service GmbH under Scheuch INDUSTRIAL SOLUTIONS' umbrella. To be the environmental technology leader, the team is dedicated to innovating products. Providing expert aftermarket service along with these products is equally important.

The heart of every company is its employees and at Scheuch INDUSTRIAL SOLUTIONS, having the best employees is a top priority. The ongoing development, modernization and expansion of the two Scheuch production facilities in Aurolzmünster (Austria) and Prievidza (Slovakia) is also very important. Especially in times of crisis, such as coronavirus, a high degree of in-house production pays off and provides the necessary flexibility.

Scheuch GmbH, Management Team: top row from left: Christian Straif, Alois Hermandinger; bottom row from left.: Gerhard Wilhelm, Stefan Hötzinger, Oliver Meinhart, Thomas Rainer (Managing Director).

IT'S ALL ABOUT TECHNOLOGY

The INDUSTRIAL SOLUTIONS business unit places great importance on providing technologies that offer customers value. Being one step ahead is what makes Scheuch stand out from the competition. In addition, our knowledge of customers' processes and collaborating with them drives innovative solutions.

The large number of Scheuch innovations in recent years is a testament to Scheuch employees that think outside the box. Read about the hot gas filtration system innovation on the next page. ■

THE HEAT IS ON: WORKING WITH HOT-GAS FILTRATION IN CEMENT WORKS

Scheuch is the first company in the world to provide optimized hot-gas filter technology for the cement industry. Hot-gas filtration in clinker cooling applications delivers the specific advantage of making maximum use of heat and increasing energy efficiency. Not only does this effect pay for itself, but it also has a positive impact on the environment.

The huge energy demands and high temperatures generated in the various process steps of cement production provide the perfect conditions for increasing energy efficiency and utilizing process energy or heat in different phases. The process heat, to take one example, can be fed back into the production process or used in another way – in district heating or for generating electricity, for instance.

ADDED VALUE FOR CUSTOMERS

In the field of clinker cooler dedusting, Scheuch discovered an as-yet unused source of energy potential to be exploited. Prior to this, the solution had been ruled out for technical reasons as the bag filters used in these cases are unable to cope with process temperatures beyond 250 °C – whereas the process temperatures of dust-laden exhaust gases fall between 300 and 500 °C, depending on the application. In some cases, this means that the process temperature has to be reduced prior to the actual dedusting process. This renders subsequent heat extraction virtually impossible from a financial perspective and means that valuable energy which could be used for other purposes is lost.

THE ADVANTAGES OF HOT-GAS FILTRATION

These circumstances gave rise to the idea of exploiting this potential source of energy and heat in the

Long filter candles as the ideal solution in the cement industry.

future using a hot-gas filtration process with ceramic filter elements. The advantages of this technology lie in its high temperature resistance and the outstanding separation efficiency in spite of the highly abrasive properties of clinker dust. Thanks to the heat-resistant ceramic filter elements, even temperatures of more than 500 °C are no longer an issue.

INTENSIVE DEVELOPMENT AT SCHEUCH

A great deal of expertise and development work was required in order to put the concept into practice. Spurred on by its innovative spirit and the opportunity to optimize yet another customer process, Scheuch successfully rose to the challenge. The in-house Research and Development department pooled all its resources to facilitate the use of hot-gas filter technology in cement production. The new filter candles underwent intensive pre-testing in the Scheuch Test Lab before ultimately being verified for the application. The differential pressure characteristics, the dust retention capacity and the mechanical stability were measured in operating conditions that were as realistic as possible (with dust-laden gases and high temperatures).

SIX-METRE CERAMIC FILTER CANDLES

Filter candles available on the market up to this point had a maximum length of three metres, which was not ideal for cement industry applications. Due to the large volume flows involved, this meant that it would have been necessary to use a huge number of filter candles (approximately 6,000). This would have proven impossible due to the limited space available alone. The solution found by Scheuch features six-metre filter elements in order to reduce installation space. The modular system consists of two pre-assembled three-metre elements, which are extremely straightforward to install. Another significant advantage of longer filter candles is the reduced material consumption they result in (as there are fewer units and modules). This is an important factor that makes the entire plant more cost-effective and has a positive effect on follow-up costs. ■

Many small steps
lead to a
better climate.

Picture: Regionalwärmegruppe Kärnten

OUR WORLD OF FLUE GAS CLEANING

Scheuch is proud of the innovative strength shown by our customers who follow in our footsteps by prioritizing sustainability and environmental protection. They include the Regionalwärme Gruppe in Carinthia, Austria, whose innovative biomass power station saves enough CO_2 every year to drive a car around the world 955 times.

The Regionalwärme Gruppe implements innovative and pioneering projects in the field of renewable energy on a municipal and federal level in Austria, reducing reliance on fossil fuels. It also aims to promote added value for the region and to preserve the environment. The company mainly considered local and Austrian project partners to help out with its project in Feldkirchen. If there is anything that a crisis such as the coronavirus pandemic has taught us, it's the importance of relying on local and regional companies.

The company quickly found that, among the many businesses providing air pollution control and heat recovery solutions, it was able to count on Scheuch's expertise as a reliable and enduring partner to customers in the energy industry. Our specialists are in high demand by both international and local clients due to their numerous years of experience. Scheuch is highly valued for its continuous development of technologies for minimizing emissions in the field of flue gas cleaning – as is evident from the growing interest in sophisticated Scheuch heat recovery concepts downstream of combustion plants.

"We aren't just interested in large projects – we're also very proud of the many smaller projects we take on for local biomass combustion plants. We supply dozens of plants every year, supporting sustainable energy concepts," emphasizes Klaus Emprechtinger (Head of Sales Energy).

The district heating project for the Carinthian municipality of Feldkirchen, which the Regionalwärme Gruppe refers to as "heating plant 3.0", is one of these flagship projects. The company has also been the recipient of several accolades, including the Energy Globe Award, for the heating plant it installed in Krumpendorf am Wörthersee.

"Thanks to the biomass heating plant, the city of Feldkirchen can save up to 4,880 tonnes of CO_2 every year. That's the equivalent of a car driving approximately 38,282,017 kilometres per year, or 955 times around the world," explains Johann Hafner (Managing Director of the Regionalwärme Gruppe), who is delighted with the performance delivered by the latest heating plant.

The power station's high CO_2 savings are the result of a sophisticated interaction between photovoltaic and biomass technology. Moreover, the biomass used comes exclusively from the region. In addition to supplying an electrostatic precipitator to ensure that dust emissions are kept as low as possible, Scheuch integrated a flue gas condensation plant which maximizes the low-temperature potential, making the use of energy even more efficient. Waste heat which would normally escape unused into the atmosphere through the stack is now recovered. For this purpose, the flue gas temperature is lowered just above the district heating return temperature and combined with modern heat pump technology. This increases the plant's overall efficiency and saves fuel at the same time.

Improving our climate is about taking several small steps ■

NEW GENERATION OF ELECTROSTATIC PRECIPITATOR TECHNOLOGY

In a recent edition of our customer magazine, we announced that Scheuch was working on the further development of its electrostatic precipitator. The time has now come to raise the curtain and present the innovations. And one thing is for certain – we haven't overpromised!

The electrostatic precipitator came into being over 100 years ago. In 1906, Frederick Gardner brought the device into commercial use for the first time in a powder factory. Scheuch has been heavily involved in the further development of electrostatic precipitator technology for around 30 years now. But how does the technology work? In electrostatic precipitators, dust is separated on the basis of an electric field established between discharge electrodes kept at high voltage and earthed collection plates. When flue gas flows through the electrostatic precipitator, the dust particles are electrically charged and deposited on the plates due to the effect of the electric field.

THE ADVANTAGES OF ...

... ELECTROSTATIC PRECIPITATOR TECHNOLOGY

- High dust separation levels (including fine dust)
- Clean gas dust concentrations of < 5 mg/Nm³ possible
- Not susceptible to load fluctuations
- Low pressure loss (energy-saving)
- Low maintenance requirements (no filter bags)
- High service life and availability
- Use at high temperatures up to 250 °C
- Can be retrofitted effectively in existing plants

TECHNOLOGY LEADERSHIP

Scheuch electrostatic precipitators have been in reliable service for decades – but that doesn't mean we can rest on our laurels. As the needs of our customers grow, so too does the complexity of the technology. At Scheuch, we are constantly working to develop our products. In recent years, the methods for measuring flow and gas distribution have been refined and the bar is continually being raised. When it comes to separation performance, it is the installation space of the electric field that plays the most crucial role, not the surface areas of the collecting electrodes. A larger surface area does not necessarily equate to better performance. These research findings were what drove the development of the electrostatic precipitator. Over the years, Scheuch has built up a further pioneering role in the field of special and alternative fuels. Customer feedback and experience has shown that there is always potential for further development. Thanks to long-standing partnerships with renowned boiler manufacturers, Scheuch always stays up to date with developments in the boiler market and any changes which may be required with respect to dust separation. The information below provides a brief overview of the key challenges and changes: →

INCREASED EFFICIENCY IN BOILER PLANTS AND PLANT OPERATION AT PARTIAL LOAD RESULT IN LOWER FLUE GAS TEMPERATURES

- Further extension of service life and improved technical corrosion protection as thermal separation makes it possible to avoid thermal bridging

CUSTOMERS DEMAND MORE FLEXIBLE USE OF ELECTROSTATIC PRECIPITATORS

- Scheuch has extensive experience in special fuels
- Easy to upgrade when limit values or customer requirements change
- Modular platform for optimum adaptation to customer processes

CONSIDERATION OF CUSTOMER'S SPACE AND TIME CONSTRAINTS

- Scheuch has improved the footprint of electrostatic precipitators
- Increased degree of pre-assembly – system is delivered to customer by truck pre-assembled and fully insulated
- Short assembly times (ideally two days)
- Reduced noise generation

CUSTOMERS ARE LOOKING FOR EASY-TO-MAINTAIN SYSTEMS

- Maintenance access has been improved
- Increased safety due to integrated inspection
- More space inside for maintenance work

BESTSELLER CELEBRATES 25TH BIRTHDAY

The Scheuch electrostatic precipitator which was in use until recently is 25 years old and has been sold more than 1,200 times. This is certainly a reason to celebrate – and the occasion also marks the start of the next generation of Scheuch electrostatic precipitators. In early 2018, a company-wide project group was formed with the aim of developing a new generation of electrostatic precipitators within a very short space of time. By the end of 2018, the first prototype had already been built and tested in the in-house Scheuch Test Lab under conditions which were as realistic as possible. Once the tests had been completed successfully, the new-generation electrostatic precipitator – which has been specially developed for boiler outputs between three and twelve megawatts – entered into series production.

WIEHAG, a company based in Altheim, Upper Austria, is the proud owner of the first of Scheuch's next-generation electrostatic precipitators. For 170 years, this specialist in timber construction has been using its climate-friendly flagship projects to demonstrate that it is possible to operate in an ecologically and socially minded way while also achieving financial success. At the end of October 2018, WIEHAG started to build a new boiler plant at its Altheim site and chose to put its trust in Scheuch's expertise. The Scheuch electrostatic precipitator was commissioned in May 2019 and has been running perfectly ever since. ■

Picture: **Marketing WIEHAG (Thomele)**

Scheuch electrostatic precipitators ensure clean air in Altheim (Upper Austria). For generations.

"It is important to us that the electrostatic precipitator runs as efficiently as possible and requires only the minimum of maintenance. The systems provided by Scheuch guarantee maximum reliability as the company has already constructed 1,200 electrostatic precipitators. We really value this experience."

- Otto Baier,
WIEHAG Head of Maintenance

THE ADVANTAGES ...

... OF THE NEW ELECTROSTATIC PRECIPITATOR AT A GLANCE

- Extension of service life and improved technical corrosion protection
- Modular design offering perfect configuration for customer's needs
- Flexible use of various high-voltage units
- Reduced pressure loss
- Easier to maintain and inspect the plant
- Improved footprint thanks to more compact design
- Delivered in just a few pre-assembled modules
- Shorter assembly times on site

STAYING ON COURSE FOR GROWTH

Filter with an air output of 125,000 m³/h for the production of solid structural timber.

Scheuch LIGNO's proven engineering technology is now also being incorporated into IPE GmbH products, combining the strengths of both partners and utilizing synergies to the benefit of trade customers. The goal is to increase coverage throughout the commercial sector. The Austrian ventilation technology specialist now has five highly successful business years behind it, marked by strong growth in the solid wood sector and the furniture industry in particular. Scheuch LIGNO is also recording growth in related materials, with a view to further expanding the metal business unit.

IPE GmbH has been part of the Scheuch Group since 1 January 2018. IPE offers ventilation technology in an intelligent modular system for commercial applications. This system provides customers with high-quality, tailor-made solutions which are fast, flexible and cost-effective.

"This year's innovation is that we are incorporating Scheuch LIGNO's proven engineering into IPE products," explains Alois Burgstaller, Managing Director of Scheuch LIGNO GmbH and IPE GmbH. "However, IPE will continue to offer its customers all the same advantages as before. First and foremost, these include IPE's modular system and a flexible customer support team in their vicinity. All German customers are served directly by the IPE sites in Dornstadt and Scheibenberg. IPE also cooperates with selected sales partners outside Germany. In Switzerland, for example, we work with Ineichen AG in Ermensee, and in Belgium and Luxembourg we serve our customers through Epper GmbH (based in Bitburg, Germany). In Austria, Scheuch LIGNO itself will feature IPE products in its portfolio."

Scheuch technologies that are now being used at IPE include extraction by removing oxygen in the case of dedusters – a proven technology that

Economical solution: sepas extraction system for furniture production.

Scheuch LIGNO offers complete extraction technology for surface coating applications such as spraying, drying and painting.

Scheuch LIGNO has been using successfully for two years in its DeDust^{pro} – plus pre-separation and filter cleaning. In stationary filter plants, IPE is also implementing the pre-separation or top-down principle and the fire and explosion protection concept with reduced flame ranges. All IPE products are available with the proven IPE ECOMAT control system and now also with Scheuch LIGNO's PROFIMAT control system for even more demanding applications.

SUCCESSFUL BUSINESS DEVELOPMENT AT SCHEUCH LIGNO

Following its spin-off from the parent group in 2015, Scheuch LIGNO started its first fiscal year with an operating revenue of EUR 18.5 million. Within five years, this key performance indicator rose to just under EUR 40 million in the 2019 fiscal year. Employee numbers increased from 89 to 145 over the same period. Another 15 job positions – primarily in the sales, project management and service departments – have been filled by the end of 2020.

"Scheuch LIGNO recorded an excellent number of orders in the past fiscal year. And despite the ongoing difficult economic conditions, we are very well positioned in this fiscal year. We are looking back on a very successful development phase and have exceeded all of our key target figures. In the past five years, we have experienced strong growth in the solid wood sector and the furniture industry. We are on course to further expand our activities in the commercial sector thanks to our mutual synergies with IPE," reveals Alois Burgstaller.

METAL BUSINESS UNIT TO BE EXPANDED FURTHER

But Scheuch LIGNO is not only synonymous with the most financially advantageous solution in the wood processing industry. The ventilation technology supplier's strengths are also evident when it comes to related materials. Its metal sector activities have recently been expanded and organized into a separate business unit alongside solid wood, furniture and related materials. The metal business unit provides painting systems and welding fume extraction systems. ■

SCHEUCH LIGNO GMBH – A ONE-STOP SHOP

Scheuch LIGNO GmbH develops individual plant design concepts that are designed to meet every specific customer requirement, and ensures that each customer receives a solution that is the best financial option for their needs – whether they are a handicraft enterprise or an industrial one. The company continually trains its focus on increasing efficiency and reducing operating costs. From consultation, project planning, production, logistics, assembly and commissioning all the way through to system servicing and emission measurements, Scheuch LIGNO GmbH provides a one-stop shop for every stage in the process.

AN UNLIKELY PARTNER

Schust supports the integration of all people.

People don't often put a turnkey air pollution control (APC) company and a 4-H fairground together in one sentence. But for a Whitley County, Indiana 4-H fairgrounds they have.

A Schust design detailer on the 4-H board of directors, Joe Heck, has been with Schust since March 2017. He details APC projects for entire facilities and single process. He brought a unique application to Schust that was not only different for the APC company, but also an opportunity to give back to the local community.

A few years ago, Joe took on some of the fundraising role for an ongoing multi-phase project to make the fairgrounds more accessible to those with mobility challenges. This included new sidewalk areas and handicap ramps. But no one knew where to go to get a handicap ramp. At the time, Joe had been designing railings for exhaust stack test platforms and it clicked. Joe realized he could design the railing, per International Building Codes (IBC), but would need someone to fabricate and install it. Joe went to Ty Knox, Vice President of Engineering and Keith Blair Vice President of Technical Services to discuss Schust donating the fabrication and installation. Schust being an active community supporter was happy to help such a worthy cause.

When Keith went to arrange the crane and truck for install, local vendors MaCallisters Rental and Kraft Trucking didn't hesitate to donate their services when they heard about the project. "It was pretty neat," Joe says. "A lot of people have donated time or money to this project. Any time you get a new company that wants to be a part of the project it is a real neat thing."

Since the railing installation the fairgrounds has hosted its annual 4-H fair and the feedback was very positive. "During the fair, several times people were sitting on the benches and hanging out in the area [of the railing]," Joe says. "That's never happened in any of the sidewalk areas on the fairgrounds."

The addition of the railing will hopefully make renting the fairgrounds throughout the year more attractive to event organizers. "Our hope is to attract more business," Joe says. "Everything we do we have to weigh the risk with the reward. The reward was to better utilize the fairgrounds."

Schust felt the same way when Joe approached the company with the opportunity to give back to the community. The addition of the handrailing makes the community more attractive and inclusive to all.

Schust employees involved in project:

- Joe Heck
- Nick Barnes
- Ty Knox
- Keith Blair

Learn more about Whitley County Fairgrounds: http://whitleycounty4h.com/ ■

18 USC 707

ABOUT 4-H (HEAD, HEART, HANDS, AND HEALTH)

In 4-H programs, kids and teens complete hands-on projects in areas like health, science, agriculture and civic engagement in a positive environment where they receive guidance from adult mentors and are encouraged to take on proactive leadership roles. Kids experience 4-H in every county and parish in the country through in-school and after-school programs, school and community clubs and 4-H camps.

4-H's reach and depth are unmatched, reaching kids in every corner of America – from urban neighborhoods to suburban schoolyards to rural farming communities. Our network of 500,000 volunteers and 3,500 4-H professionals provides caring and supportive mentoring to all 6 million 4-H'ers, helping them grow into true leaders today and in life.

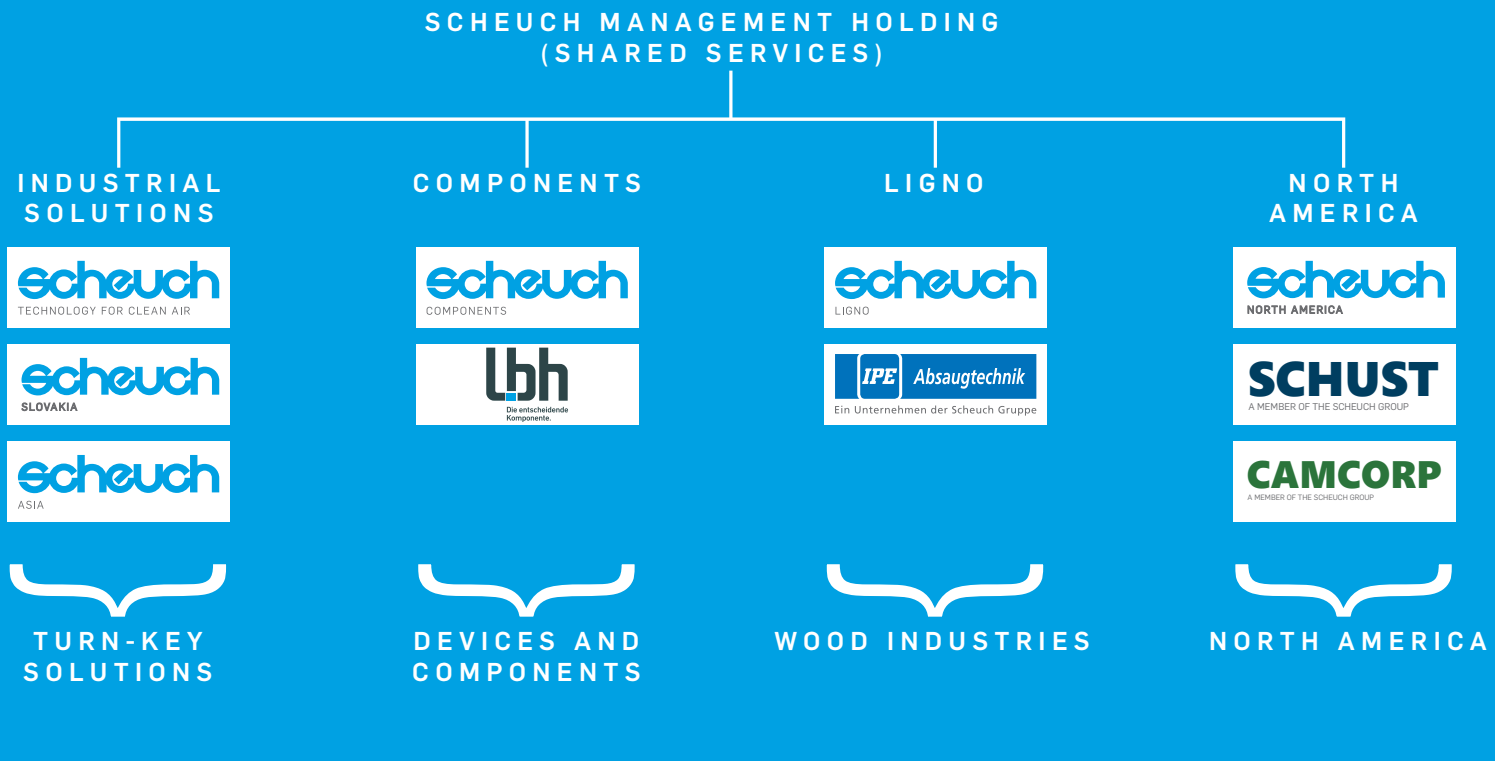
REORGANIZATION OF THE SCHEUCH GROUP

In business, nothing is more important than understanding the needs of your customers. But how do you succeed in listening when customer requirements, markets and general conditions are constantly changing? How do you handle these complex challenges without preventing future growth potential?

Every company is unique because over time it creates its own microcosm of culture, dynamics, processes and procedures. And yet there is one rule that applies to all companies in the world: if you want to survive, you have to change to keep up with the times.

CHANGE IS A GUARANTEE FOR SUCCESS

For the Scheuch Group, this meant that in the last fiscal year, after several years of highly dynamic growth, the newly acquired resources were once again evaluated and allocated. The increasing complexity as a logical consequence of the growth was evident in numerous areas of everyday business - from customer segmentation to market strategies to the system landscape. The need for a strategic location determination and reorientation was clear and, after thorough consideration, led to the initiation of a comprehensive reorganization of the Scheuch Group.



CHANGING DEMANDS - THE BEST STRATEGY

The goal is to provide a product and service portfolio that customers can have confidence in and can rely on. Over time, Scheuch's customers' business models have become so complex that a universal strategy is no longer enough. In order to develop the best solutions together with the customer in highly competitive markets, the decision was made to position the components department as an independent business unit in addition to Scheuch INDUSTRIAL SOLUTIONS (turnkey design, build, and installation). This strategic step will position us to be more competitive and gain access to new markets and industries. Going forward components such as fans, screws, rotary valves and similar units will be designed and manufactured in Aurolzmünster, Austria. The new COMPONENTS business unit will also include LBH GmbH, based in Wolfsegg/Upper Austria. Originally, LBH GmbH was acquired in 2014 and was integrated into the LIGNO business unit.

Thus, the Scheuch Group will be divided into the following operating business units:

- SIS (Scheuch INDUSTRIAL SOLUTIONS turnkey design, build, and installation)
- COM (COMPONENTS)
- LIGNO (wood and related industries)
- NAM (North America)

These business units are supported by the Scheuch management holding company, that also provides shared services such as human resources, marketing and finance/accounting. This separation creates transparency and creates a foundation for further sustainable and profitable growth.

A COMMON DENOMINATOR

The coronavirus pandemic has shown that Scheuch is well positioned with a broad range of products and services. The common denominator that unites all of Scheuch's business units is in their DNA: pure passion for quality, customer relationships, and reliable products. ■

The apprentices learn everything about metal processing, mechanical engineering, steel construction technology, electrical and plant engineering and much more.

PREPARING THE NEXT GENERATION

It is important for Scheuch to train the next generation. Construction of a new training center was approved in 2019 to support Scheuch's investment in their apprenticeship program to develop future employees. The new training center equipped with modern rooms to optimize apprentices' training has been named „Stage blue" and opened this fall.

Stage blue is located within the production facility at the Aurolzmünster site in Upper Austria. On the first-floor apprentices use state-of-the-art, digitally controlled welding robots and lathes. Workbenches are tablet supported to eliminate the need for paper. „Stage blue" allows apprentices the opportunities to be leaders of developing new, clean-air technologies.

Before designing and manufacturing a successful air pollution control system, one first has to have a basic understanding of how the individual components operate. To become an expert in anything that you pursue, we all know that we need experience. This comes from practicing our skills every day.

The Scheuch apprenticeship program has produced many managers and top performers within the company.

BUILDING TRUST IN RELATIONSHIPS

The apprentice trainers at Scheuch take their role in developing apprentices very seriously. „Listening to the apprentices is a part of being a role model," says Manfred Kassik, a long-time apprentice trainer at Scheuch. Because of his experience, he knows that training someone is also about building a trusting relationship.

ABOUT THE APPRENTICESHIP PROGRAM

„Stage blue" welcomes 18 new apprentices each year. Scheuch LIGNO in Mehrnbach, Austria started their

Learning abroad.

Exemplary Apprenticeship Award for innovation, resourcefulness, dedication and ambition.

Work life balance.

Promoting a healthy workplace.

first apprenticeship program in 2020 with three apprentices. At Scheuch, the apprentices benefit from a varied training program including opportunities to spend a semester abroad.

In the future, the apprentices' individual interests will be used to develop a customized learning program for each of them. „Each individual is important to us," says Bernhard Urwanisch and Manfred Kassik, apprentice trainers. „Our apprenticeship program allows people from different backgrounds to develop their mechanical skills to be a part of a cleaner environment."

Employees are the most important part of the company and that is why Scheuch is making investments to secure a sustainable future and its innovative strength with „Stage blue".

„In the new facility, equipped with the most modern equipment, we offer apprentices the best possible training opportunities, says Managing Director, Stefan Scheuch. "Working on the latest machines is important for the apprentices to develop the skills necessary for a successful path into the future. „Stage blue" produces top-class employees." ■

Scheuch has helped to create 500 careers.

scheuch
TECHNOLOGY FOR CLEAN AIR

OUR SUSTAINABLE TECHNOLOGIES ENSURE A CLEAN PLANET FOR GENERATIONS TO COME.

This Scheuch magazine is printed on paper sourced from sustainably managed forests and produced using climate neutral standards.

SCHEUCH IS PROUD TO SUPPORT THE PROTECTION OF THE ALPS

The Alpine region is one of the most beautiful and diverse regions in Europe. Many businesses and people in the Alpine region live from and with tourism. And precisely because tourism is a key industry in the Alpine region, it is often perceived as a driver of climate change. For this reason, Vitalpin and ClimatePartner launched the Vitalpin KlimaInvestment initiative to implement regional solutions to mitigate the effects of climate change. The program provides financial support to showcase projects in the fields of sustainable mobility, energy efficiency and renewable energies, circular economy, nature-based greenhouse gas reductions, and climate change education. To ensure climate neutrality, ClimatePartner also supports an internationally recognized forest conservation project in Peru: www.climatepartner.com/1114

Follow us:

www.scheuch.com
blog.scheuch.com

Climate neutral
Print product
ClimatePartner.com/13995-2103-1001

FSC www.fsc.org
MIX
Paper from responsible sources
FSC® C018535