

## PPP'S – PUBLIC & PRIVATE SECTORS WORKING TOGETHER FOR GREATER EFFICIENCY

### REMONDIS AT THE IFAT 2008



New Munich Trade Fair Centre  
5<sup>th</sup> – 9<sup>th</sup> May

**Politics:** Packaging Ordinance amendment strengthens 'Dual System'

**Public Private Partnerships:** PPP projects booming

**WEEE recycling:** Expansion in Europe

**Steel and metal recycling:** TSR Group expands

# contents



## THE 5TH AMENDMENT TO THE PACKAGING ORDINANCE IS ON ITS WAY!

On 19<sup>th</sup> September 2007, the Federal Cabinet paved the way for the 5<sup>th</sup> amendment to the Packaging Ordinance. Tying in those businesses which supposedly dispose of their own waste is an important step towards strengthening the 'dual system'. **Page 4**

## EKO-PUNKT

### EKO-PUNKT APPROVED ACROSS THE COUNTRY

With its nationwide network, EKO-PUNKT has established itself as a strong and effective alternative on the market for 'dual systems'. Thanks to its lean management set-up and its access to REMONDIS' complete range of vehicles and facilities, producers and distributors of sales packaging materials can now fulfil their legal obligations more cost efficiently. **Page 8**



## MORE AND MORE MUNICIPALITIES ARE TURNING TO PUBLIC PRIVATE PARTNERSHIPS

An ever-growing number of municipalities – both in Germany and abroad – are opting to use the partnership model between public and private waste management providers. The reasons for this are obvious: this is the most efficient and economic way for councils to fulfil their municipal duties. **Pages 12, 18**

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Bernhard Heiker, member of the REMONDIS board

## EDITORIAL

### Dear Readers!

When it comes to providing water and environmental services, experience has shown that close cooperation work between companies from the private sector and municipal businesses is a successful strategy which benefits both the country's citizens and the overall economy. As a fair competitor, REMONDIS guarantees the best possible services using state-of-the-art technology. Nowadays, there are many examples of private service providers helping municipalities to fulfil their service obligations – from disposing of waste to providing public transport – with their investments and their dynamism. The Public Private Partnership model is a particularly successful kind of cooperation between private and municipal service providers. The example set by the City of Oberhausen demonstrates the many advantages that PPPs can offer – one important one being the consolidation of the municipal budget (p. 18).

The advantages of public private partnerships are also being recognized more and more abroad. Be it in France, Poland, Hungary, Australia or in other countries across the world, both public and private clients profit from REMONDIS' leading know-how. The need is particularly great in Central and Eastern Europe where high quality waste disposal and recycling standards still need to be implemented across the countries. There are still, however, very many opportunities for our company in Western Europe where EU regulations need to be implemented on recycling and disposing of waste in an environmentally sound manner. Examples of this can be found in France

and Austria where, at a number of new locations, REMONDIS companies sort, treat and recycle waste electrical and electronic equipment for material re-use in accordance with the WEEE Directive (p. 22).

The scope of international interest in achieving an environmentally sound and yet cost-optimized environmental service economy was demonstrated by the delegation of high-ranking international experts who visited the Lippe Plant following the G8 summit held in Heiligendamm. In times of ever-decreasing supplies of raw materials and never-ending increases in energy prices, the water and environmental service branch is making an important contribution towards achieving global climate targets in an economical way.

To reach these goals, REMONDIS continues to look towards achieving moderate growth. Two examples of how this successful growth has been achieved this year are TSR-Recycling, a REMONDIS subsidiary, increasing its share in Thyssen Alfa Rohstoffhandel in Munich, and the foundation of a public private partnership in the City of Schwerin. In November, the Handelsblatt newspaper and the business consultancy company, A.T. Kearney, named the Rethmann Group "Best External Grower of the Year 2007".

On behalf of my Board colleagues and the members of the Supervisory Board, I would like to wish all our readers the very best for the New Year and look forward to continuing the successful work between all our companies.

Your

A handwritten signature in black ink, appearing to read 'Bernhard Heiker'. The signature is fluid and cursive.

Bernhard Heiker

News

# In favour of fair

THE 5TH AMENDMENT TO THE PACKAGING ORDINANCE HELPS TO CLARIFY THE 'DUAL SYSTEM'

On 19<sup>th</sup> September 2007, the Federal Cabinet passed the new Packaging Ordinance regulations by approving the 5th amendment draft law. Irrespective of the current discussions about the future of separating waste, the politicians have, therefore, put a legal framework into place guaranteeing that sales packaging will continue to be collected from households.



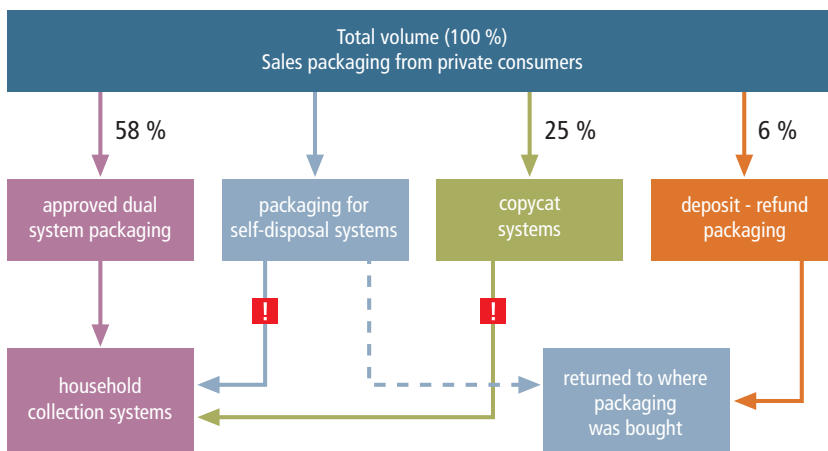
# competition

“The new regulations will put an end to the unacceptable distorted competition caused by copycat systems as well as to commercial waste packaging being offset with packaging from private households.”

Sigmar Gabriel, Federal Minister for the Environment, Nature Conservation and Nuclear Safety

### The current situation concerning sales packaging from private consumers

(Source: GVM Study)



! A burden is put on household collection systems (dual systems) as a result of approved packaging, non-approved packaging and non-packaging materials being thrown away in the same bin.

The dual system contributes towards the high rate of recycling in Germany and so helps to conserve resources.

Section 6 of the 5<sup>th</sup> amendment to the Packaging Ordinance clearly defines the "obligation to ensure that sales packaging from private consumers is taken back all across the country". As a result, manufacturers and distributors of sales packaging destined for private consumers will have to participate in at least one take-back system to ensure that this sales packaging is taken back nationwide. Anomalous to this, sellers can insist that the manufacturers, distributors or preliminary distributors of this service packaging participate in one or several systems to cover the service packaging delivered to them. Sales packaging may only be handed over to private consumers, if manufacturers and distributors are participating in a system to cover the packaging in question.

The packaging amendment gives legal backing to kerbside collection schemes for sales packaging.

Section 7 stipulates that only commercial businesses may return sales packaging to where it had been purchased. The same is true for packaging which is accumulated at places equivalent to those named in Section 3, par. 11, line 2, if this self-disposal solution has, prior to this, been approved as a branch solution in accordance with Section 6, par. 2.

Furthermore, manufacturers and distributors will, in the future, be obliged to submit a declaration of completeness covering all sales packaging that they have put on the market. These declarations are to be used to determine the amount of sales packaging put on the market by the companies as well as what share of this ends up in the hands of private consumers and what share in the hands of commercial consumers. At the same time, the companies write down in the declaration the name(s) of the household collection system it has licensed to collect the quantities ending up at private consumers and/or how it has solved the problem of disposing of commercial sales packaging.

In the future, each system approved in a federal state must continue to guarantee that it will provide a regular collection service to collect waste sales packaging either directly from or close to private households and that this service covers all households in the area concerned. Only places equivalent to those defined in Section 3, par. 11 may dispose of waste sales packaging themselves and only if they have been issued a licence for a particular branch solution by the relevant authorities in accordance with Section 6, par.2. Such locations cover, for example, old people's homes, hospitals, army barracks and educational institutes. Separating the regulations laid down in sections 6 and 7 constitutes the central core components of the amendment to the Packaging Ordinance.

These changes have created a clear competitive framework for the providers of kerbside take-back systems. By introducing this amendment, the Government has responded to the demands of the conference of ministers for the environment as well as of the majority of economic players. It has also strengthened the system of waste prevention and recycling and promoted the efficient use of resources. Sigmar Gabriel, Federal Minister for the Environment, commented, "We want to continue to develop the environmental service branch for it to become a material-flow economy that conserves resources. To achieve this, it is imperative that sales packaging continues to be collected all across the country."

An interview with Herwart Wilms, managing director of REMONDIS Assets & Services GmbH & Co. KG and overall sales manager of the REMONDIS Group, about the 5<sup>th</sup> amendment to the Packaging Ordinance

**REMONDIS aktuell:** Mr Wilms, what kind of packaging is regulated by the Packaging Ordinance?

**Herwart Wilms:** For a start, this includes all sales packaging including service packaging that ends up at private consumers'. The amendments to section 6 merely differentiate between waste packaging that is generated by private households and packaging generated by comparable locations. This includes, for example, hospitals and canteens in which, in principle, private people are also being served. There are other kinds of packaging besides this. Section 4 defines transport packaging, section 5 outer packaging and section 7 sales packaging from commercial consumers. Packaging containing harmful substances is regulated in section 8. All of these different kinds of packaging must be taken back and recycled by law and this has now been regulated more clearly by this amendment.

**REMONDIS aktuell:** What about disposable drinks packaging?

**Herwart Wilms:** Disposable bottles and similar materials are sold with a deposit on them in accordance with section 9. We, the consumers, take them back to the shops and our deposit is refunded. The material is then counted by our sister company, Rhenus, and then everything is settled within the whole system so that each distributor gets their money reimbursed. The material is then recycled. A perfect self-disposal system!

**REMONDIS aktuell:** What does all this mean for customers?

**Herwart Wilms:** This has no effect on final consumers. It has a very big effect, however, on the manufacturers and distributors of sales packaging destined for households. They are now obliged to join a dual system as well as to provide proof of their material flows and recycling rates. We hope that this will solve the problem of copycat systems.



They are the systems that have so far avoided paying licence fees at a cost to society as a whole.

**REMONDIS aktuell:** What solutions does REMONDIS have for its customers in order to be able to implement the changes to the law as cost effectively as possible?

**Herwart Wilms:** We have created EKO-PUNKT, a nationally approved system, which has direct access to REMONDIS' technical infrastructure. This means, for example, that unnecessary administrative and organizational costs can be done away with when collecting and disposing of the materials, an advantage which we like passing on to our customers. But we offer cost-optimized solutions for all other kinds of packaging, too. REMONDIS is the leading company for disposing of transport packaging and our system for dealing with harmful substances in accordance with section 9 has been established across the country for many years now and is extremely efficient.

**REMONDIS aktuell:** What can REMONDIS do for sellers of disposable drinks bottles or bottles with a deposit on them?

**Herwart Wilms:** This area is covered by our sister company, Rhenus. This means that together EKO-PUNKT, REMONDIS and Rhenus provide custom-made and cost-optimized solutions for every kind of packaging.

**“We have created EKO-PUNKT, a nationally approved system, which has direct access to REMONDIS' technical infrastructure. This means that unnecessary administrative and organizational costs can be done away with.”** Herwart Wilms, managing director of EKO-PUNKT

'Dual system'

# EKO-PUNKT approved as a nationwide dual system

ADVANTAGES FOR CUSTOMERS THANKS TO LEAN MANAGEMENT AND ACCESS TO REMONDIS' INFRASTRUCTURE

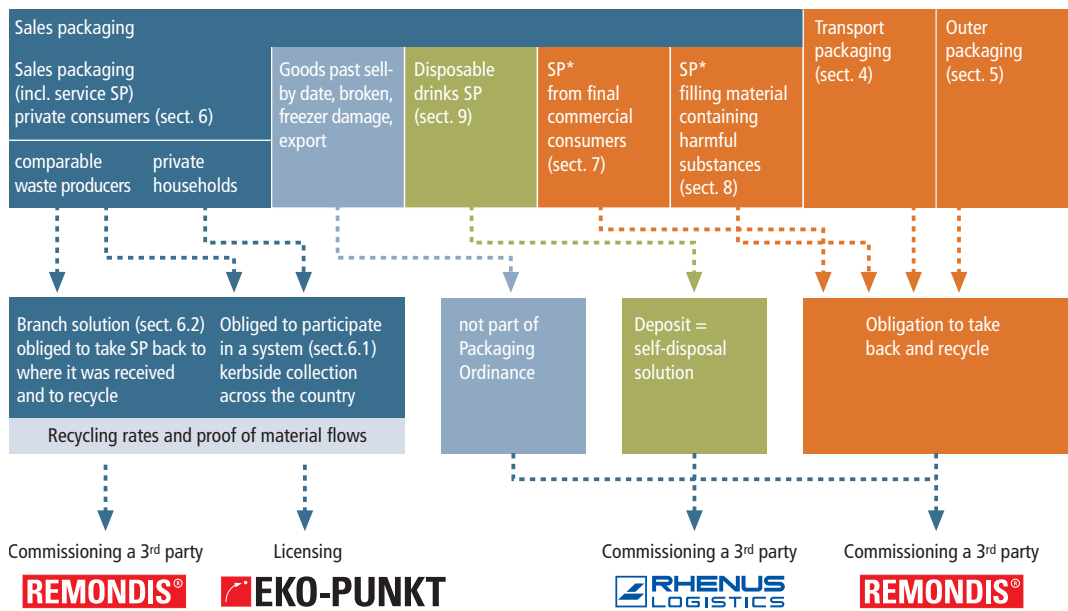
EKO-PUNKT GmbH, which belongs to the REMONDIS Group, has received a licence to provide a dual system in all federal states. As it has direct access to REMONDIS' collection, disposal and treatment facilities, it is able to ease the burden on manufacturers and distributors of sales packaging as far as their legal product obligations are concerned without having to use the services of middlemen. Having received full official approval, EKO-PUNKT is now set up across the country and has been able to establish itself as an inexpensive alternative on the 'dual system' market.

Today, EKO-PUNKT already has access to the collection of the contents of 'yellow collection systems'.

One of EKO-PUNKT'S fundamental advantages is that it has close ties to the operative environmental service business. Having access to a nationwide system covering the household collection, sorting and recycling of sales packaging, means cost and logistics advantages from which all manufacturers and distributors, who decide to use EKO-PUNKT, will be able to benefit. Being the REMONDIS Group's dual system, EKO-PUNKT not only organizes and

coordinates the take-back of sales packaging but already has direct access to the collection of the contents of 'yellow collection systems' from a quarter of all citizens. To achieve this, the company has over 6,000 REMONDIS vehicles and more than 500 locations at its disposal. Besides being active in Germany, EKO-PUNKT has been approved as a dual system in Poland and the Czech Republic and is looking to apply for further licences in Europe.

Kinds of packaging, duties and waste producer structure for calculating volumes and commissioning others (in accordance with 5th amendment to the Packaging Ordinance)



\*SP = sales packaging





## Interview

Olaf Pusch, sales manager at EKO-PUNKT, talks about the advantages of the new 'dual system' on the liberalized market

**REMONDIS aktuell:** Mr Pusch, what advantages do customers have if sales packaging is licensed out on a liberalized market?

**Pusch:** Now that the monopoly for dual systems has been removed, our customers have the opportunity to compare systems. In the past, they were only able to license their packaging with one provider. Being able to compare different system suppliers will mean that importance will be put on the quality of the service, the price/performance ratio and the supplier's overall set-up.

**REMONDIS aktuell:** What makes EKO-PUNKT GmbH such a good service provider?

**Pusch:** The services are provided in a simple and clear fashion and are based on a sound legal basis thanks to the simple price structure, simple service contracts, lean management and the fact that the customers are opting for a systems supplier which is also an environmental service company.

**REMONDIS aktuell:** What effect does this have on administration?



**Pusch:** Customers' administrative activities are reduced as they are able to license 100% of their sales packaging with EKO-PUNKT. All service levels are simple and uncomplicated and that is true for registration matters, too. In simple terms, this means EKO-PUNKT customers have less work and receive better services. *(Schneider)*

 **EKO-PUNKT**

**"Thanks to EKO-PUNKT, the costs which manufacturers and distributors of packaging have to pay to enter the dual system are kept to a minimum as it is uniquely integrated into the waste treatment infrastructure of Germany's largest water and environmental service company."** Olaf Pusch, sales manager at EKO-PUNKT

Trade Fair

# International Environmental Exhibition 2007 in Poznan

## A GOLD MEDAL FOR REMONDIS

The 19<sup>th</sup> International Environmental Exhibition POLEKO opened its doors to the public in Poznan on 20<sup>th</sup> November. This year's motto for Eastern Europe's largest exhibition for environmental protection was "renewable energy" and patron of the event was Poland's new minister for the environment, Prof. Maciej Nowicki.

A large number of the visitors at the POLEKO exhibition were attracted by the modern, open-plan design of the REMONDIS stand as well as by its future-oriented display. Branch experts, representatives of municipalities and different companies came to the REMONDIS stand to learn more about the latest developments within the water and

REMONDIS had the special honour of being presented with the gold medal for the best exhibition stand. The jury of the Accanthus Aureus competition, which was headed by Professor Henryk Mruk from the University of Economics, awarded the "Golden Acanthus" to REMONDIS. According to the jury, the stand succeeded best in demonstrating the exhibition's marketing strategy and not only stood out thanks to its modern concept but also through the targeted way in which it presented its contents.

**"Once again, we were able to make some promising customer contacts this year and welcome new partners to our award-winning stand."**

Marek Osiecki, managing director of REMONDIS Poland

environmental service branch. The growing importance of disposing of and recycling waste in an environmentally sound manner in Poland, too, was demonstrated by the visit of the official Government delegation to the stand headed by the new minister for the environment, Prof. Maciej Nowicki. The minister was, above all, interested in REMONDIS' range of services within the areas of separate waste collection, WEEE recycling and the production of substitute fuels.

Great importance was put on two subjects during this year's exhibition: recycling waste electrical and electronic equipment and the production of high quality substitute fuels. REMONDIS' Polish experts used the conferences, which were held parallel to the event, to present the latest developments in these fields to a very interested audience.

*(pływaczka)*

The Polish minister for the environment visited REMONDIS' stand to learn more about the latest developments in the water and environmental service branch.



Many international visitors visited REMONDIS at the exhibition



The Polish minister for the environment, Prof. Maciej Nowicki, (right) at the REMONDIS stand



#### Facts and figures

##### POLEKO International Environment Exhibition 2007

- over 1,000 exhibitors from 22 countries
- more than 25,000 visitors from Poland, the whole of the EU, Asia and the USA
- exhibitor space: 18,000 m<sup>2</sup> – a 10% increase compared to 2006



Public Private Partnerships

# “PPP projects will experience a boom”

MORE AND MORE MUNICIPALITIES ARE OPTING FOR THE PARTNERSHIP MODEL

In one of its latest studies, the well-known firm of auditors and accountants, Ernst & Young, looked at the opportunities and prospects of public private partnerships (PPP).

Competition and incentive mechanisms, which exist in the private sector, mean efficiency advantages for municipalities.

Michael Janetschek believes there is a clear trend: “There are more and more private investors active in the public domain.” And he should know as Janetschek, a partner at Ernst & Young, is the author of the studied entitled, “Are PPPs or privatization the solution?”. The study is based on a representative survey of 300 German municipalities which have a population of at least 20,000 inhabitants and on data from the Federal Statistical Office.

Mr Janetschek also knows the reason for this strong increase in private sector commitment and cooperation work with public authorities: “The never-ending financial problems which municipalities have to face and the huge

need for investments has led them to use private capital and know-how for new investment projects.”

## Particularly efficient and cost-effective

Unlike privatization, PPPs mean involving the private sector in a partnership model. According to Ernst & Young, the efficiency advantages which can be achieved in PPP projects are primarily due to being able to procure services from private businesses and to make use of the competition and incentive mechanisms which exist in the private sector. Public authorities are able to benefit from these effects by forming partnerships. Practical examples show that the majority of PPP projects are especially efficient and so cost effective.



Over the last few years, more than 300 PPP projects were established in Germany worth a total of around seven billion euros. These figures were published in a study drawn up by the German Institute for Urban Affairs (Difu) and which had been commissioned by the Federal Ministry of Transport, Building and Urban Affairs (BMVBS).

The very wide range of PPP projects cover areas such as building measures, the transport sector, information technology, water supply, sewer systems and sewage treatment plants.

#### **Frankfurt's successful project with REMONDIS**

One PPP project, which is already full of tradition and very highly regarded, is the FES Frankfurter Entsorgungs- und Service GmbH. The company was founded in 1995 as a result of the privatization of the office responsible for waste management and city cleaning services and, to begin with, began operations at the beginning of 1996 as a 100% city-owned business.

It was, however, impossible for this young company to achieve the ambitious strategic demands required of it →

#### **What exactly does PPP mean?**

According to the Ernst & Young study, there is no legal definition for a public private partnership (PPP). It is a general umbrella term covering different kinds of cooperation between public authorities and the private sector.

#### **In the report entitled "PPPs in public building projects", a PPP is defined as follows:**

"A PPP is long-term, contractual cooperation work between a public body and the private sector to economically fulfil public tasks over the whole of a project's cycle (planning, building, financing, operating and commercializing). The

resources needed to fulfil these tasks (e.g. know-how, equipment, capital, personnel etc) are put into a joint organizational model and project risks are appropriately spread among the project partners according to the management expertise."

## “The number of private investors in the public sector is on the increase.”

Michael Janetschek, Ernst & Young

- without having the active support of a private environmental service company. In August 1996, therefore, the City of Frankfurt issued a tender for a minority share (49%) in FES. Besides having the necessary know-how, the future partner also needed to bring in additional capital and take over the management of the business. At the end of 1997, RETHMANN (today REMONDIS) was awarded the project beating a large number of international and domestic competitors (27 interested parties, 15 participants in the tender) and joined FES GmbH on 1<sup>st</sup> January 1998.

Thanks to the cooperation work with REMONDIS, FES holds a leading position in Germany as far as productivity and quality are concerned.

Over the following years, the cooperation work with REMONDIS proved to be extremely successful with both parties assessing it to be very positive. FES is also one of the leading companies as far as productivity and quality are concerned when compared with other waste management businesses run by large cities in Germany. Today, FES GmbH and its subsidiaries employ 1,410 people. The consolidated turnover of the FES Group will be over 180 million euros this year. Half of this comes from municipal projects from the City of Frankfurt. The other 50% comes from the several thousand large and small industrial and commercial customers, from surrounding municipalities and from private households.

### By 2013 there will be twice as many municipalities with PPP experience

The Ernst & Young study shows that every sixth German City has already carried out a PPP project. Larger cities with between 100,000 and 200,000 inhabitants are especially active in this area. Around 80% of the municipalities judge their experiences and/or the progress of such projects to be positive – and 12 percent as very positive. 73 percent of those questioned who are responsible for making such decisions in the municipalities welcome the growing commitment of private suppliers in areas which in the past had been covered exclusively by publicly-owned businesses. And municipalities with PPP experience are especially interested in carrying out further projects using this model. Every sixth municipality is currently planning a PPP project – and this figure increases to almost every one in three cities if only those with 200,000+ inhabitants are taken into consideration.

Looking at this background, experts are expecting the percentage of municipalities with PPP experience to have increased from the current 17 percent to 40 percent by the year 2013. Michael Janetschek is also sure that: “We will experience a boom in PPP projects over the next few years – more and more investments will be carried out together with private suppliers.” *(schneider)*

### Background information

#### Efficiency advantages thanks to PPP projects

The report published by the Federal Ministry of Transport, Building and Urban Affairs (BMVBS) covering the experiences of public private partnerships in Germany names several factors that lead to efficiency advantages for PPP projects:

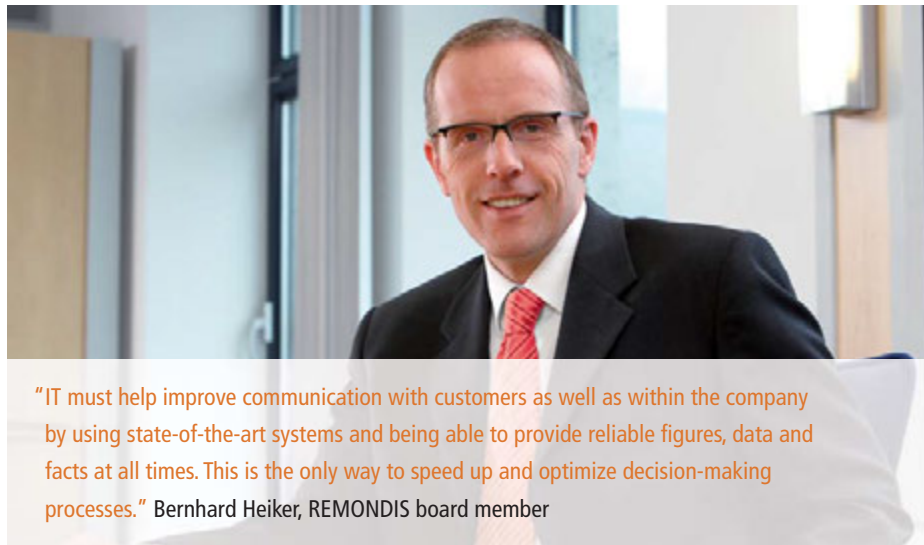
- reduced building costs by keeping to previously defined qualities and cost reliability through reduction in subsequent risks
- savings due to optimized planning and building periods and high percentage of schedules being adhered to (private investors have a greater incentive to get the project up and running as they do not receive money until this point)
- business cost savings due to the life cycle approach
- guarantee that the value of the buildings is maintained
- use of the private partners' innovation potential
- contractually regulated incentive mechanisms, e.g. performance-related payments (lower payments for poor services)
- private equity capital is invested (investor is very interested in the project being a success)
- generation of yields and synergy effects: optimal use of land as there is a mixture of public and private uses; planning and use concepts are adapted to each other, joint activity management; obtaining sponsorship money

# Bernhard Heiker appointed to the Board

RESPONSIBLE FOR COMMERCIAL AFFAIRS, PERSONNEL AND EDP

Bernhard Heiker was appointed to the Board of REMONDIS AG & Co. KG on 1<sup>st</sup> August and since then has been responsible for commercial affairs, i.e. for financial matters including mergers & acquisitions, controlling, personnel, purchasing and logistics as well as for all computer matters in the company. He was actively involved in the integration of RWE Umwelt into the REMONDIS Group as managing director of REMONDIS Assets & Services KG and head of the project team.

In his new position as a member of the REMONDIS board, Bernhard Heiker continues to believe that one of the main preconditions for achieving a well functioning environmental service business is to have a reliable and universal picture of every single process stage in the company – from sales to material-flow management to marketing. To achieve this, the IT departments must be able to deliver reliable figures, data and facts so that decision-making processes can be sped up and optimized. Processes must not be oriented towards the software but the software towards the processes. For 2008, Heiker is planning, among other things, to introduce a data warehouse database solution which should deliver reliable information across the company about controlling sales, business management and logistics.



“IT must help improve communication with customers as well as within the company by using state-of-the-art systems and being able to provide reliable figures, data and facts at all times. This is the only way to speed up and optimize decision-making processes.” Bernhard Heiker, REMONDIS board member

# EU Commission strengthens the water and environmental service branch

SERVICES OF GENERAL ECONOMIC INTEREST

On 20<sup>th</sup> November, the EU Commission published, as expected, its communication about “Services of general interest” in connection with its review of single market strategy for the 21<sup>st</sup> Century. In this communication, it explains its position concerning the new rules laid down in the Treaty of Lisbon about the provision of social services of general interest. In the publication, the Commission is clearly in favour of achieving an internal market for social services of general interest provided by municipalities, too, by strengthening competition. To achieve this, the European public procurement law is to be extended to include municipal cooperation work.

In its paper, the Commission states that water and environmental services are services of general economic interest. Such services are subject to internal market and competition rules of the EC Treaty and so subject to the regulations concerning public procurement and the rules of the Services Directive. The Commission’s position, therefore, supports fair competition between public and private service providers by subjecting them to the same conditions. The European Parliament and Council have yet to react to the paper.



International Public Private Partnership

# Into the future with private partners

BULGARIAN CITY OF BANSKO FOUNDS A PPP WITH REMONDIS AQUA

Bulgaria has also recognized the fact that it is possible to profit from economic and operative advantages if municipal and private businesses work together. The well-known holiday and ski resort, Bansko, has turned to REMONDIS Aqua GmbH & Co. KG from Germany for support with its wastewater treatment services and together they have set up a public private partnership company (PPP): REMONDIS Aqua Bansko. REMONDIS Aqua holds the majority share (70 percent) in the joint company with the municipality owning the remaining 30 percent. This means that REMONDIS Aqua has introduced its successful PPP model onto the Bulgarian market and is continuing to expand its activities in the wastewater treatment sector in Eastern Europe.

Bansko is looking to REMONDIS for help to build and operate its sewage treatment plant and sewer network.

Just under a year ago, Bansko City Council decided to look for a private partner to help it carry out the urgently needed investments in its wastewater treatment sector as well as to build a sewage treatment plant. REMONDIS Aqua was able to convince them of the quality of its services. The contracts were signed on 23<sup>rd</sup> August 2007. Christian Krauser from REMONDIS Aqua, commented, "The foundation of this

Europe as it means public services for citizens and businesses can be provided in a reliable and cost-optimized manner. REMONDIS Aqua Bansko will be investing more than ten million euros in wastewater treatment over the next few years. Thanks to this PPP, the City of Bansko will now be able to profit from the experience and resources of the REMONDIS Group.

**"The foundation of this PPP company means REMONDIS is entering the Bulgarian wastewater treatment sector for the first time. The project in Bansko will act as a model for other municipalities."** Christian Krauser, REMONDIS Aqua GmbH & Co. KG

PPP company means REMONDIS is entering the Bulgarian wastewater treatment sector for the first time. The project in Bansko will act as a model for other municipalities. We are expecting this to lead to further PPP companies being founded in Bulgaria."

The council has chosen the successful PPP model to guarantee water supply and wastewater treatment services for its inhabitants – up to 50,000 people during the peak season – and to enable the tourist business to expand. The idea of close cooperation work between municipal and private businesses is growing in many towns across

## Background

- Name of the PPP company: REMONDIS Aqua Bansko OOD
- Legal company form: Bulgarian Ltd
- Tasks: build and operate the municipal sewage treatment plant and run the sewer network, build headers as required
- Total investment amount: approx. €10m
- Goal: build the sewage treatment plant, complete and put into operation by beg. 2010



The picturesque winter sports resort, Bansko, attracts up to 50,000 tourists in the peak season



# Double-entry accounting in Dorsten

## GATHERING INFORMATION ABOUT AND ASSESSING THE STATE OF THE ROAD NETWORK

In order to extend its range of services for public authorities, REMONDIS Aqua Services GmbH is helping the City of Dorsten to compile information about and assess its road network.

In many German federal states, municipal budgets are no longer drawn up according to traditional public finance accounting methods but on the basis of the "Doppik" method, i.e. commercial double-entry accounting. "Doppik" is an abbreviation of the German phrase for double-entry accounting covering credits and debits. Whilst the old public finance accounting method takes budget items, income and expenditure into account, it ignores the council's assets. In contrast, the double-entry accounting balance sheet includes assets, debts and also depreciation. Building a new road will no longer only appear as an expenditure but the road will also be regarded as an asset.

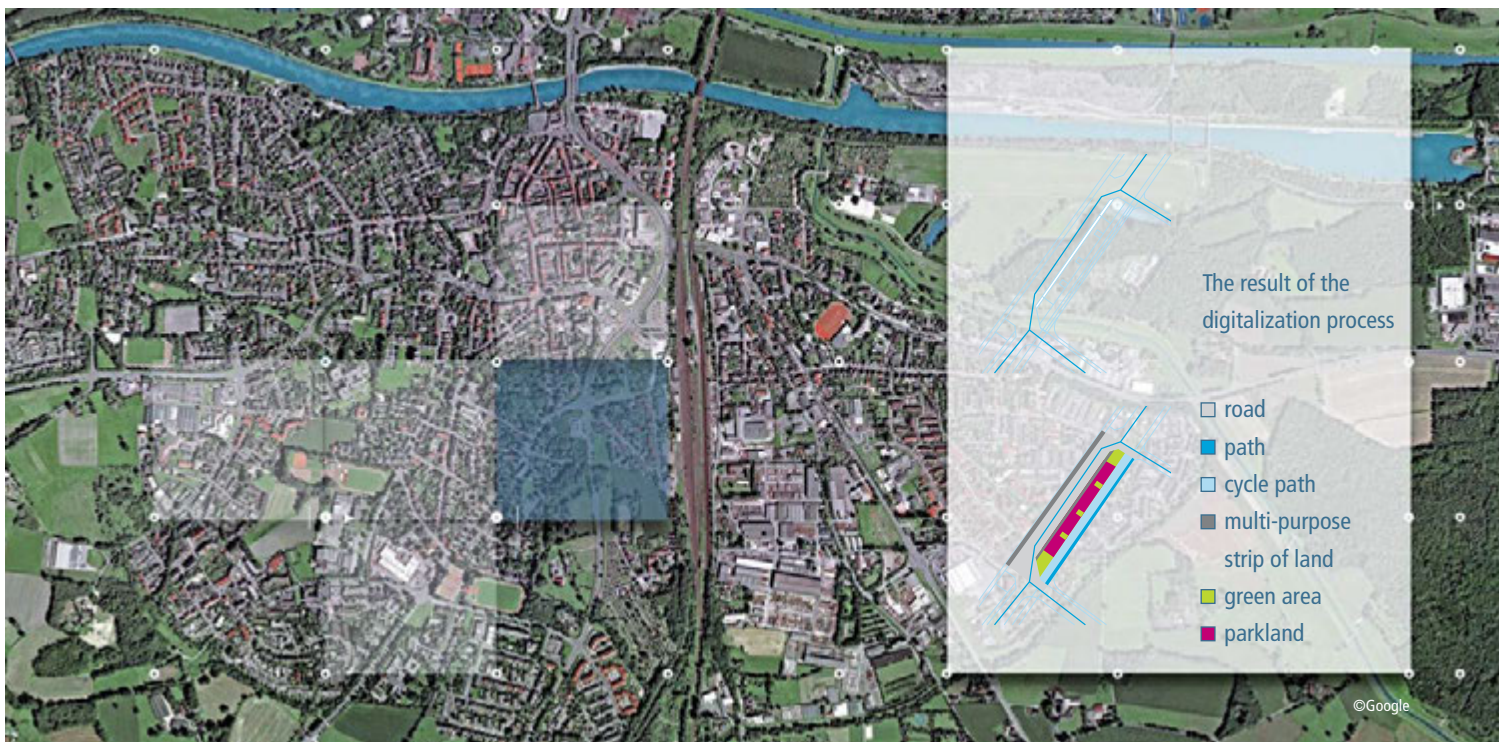
To provide a basis for this, it is necessary to compile a full and complete list of the council's assets as well as to evaluate them. This includes, for example, all infrastructure assets, green areas, woods as well as municipal properties. The largest group of council assets is its infrastructure assets which cover e.g. roads, adjacent areas, sewer networks and other transport and service facilities. REMONDIS Aqua Services GmbH is currently compiling information on the road network in the City of Dorsten. All individual transport surfaces such as roads, paths, cycle paths, park areas, bus stops etc are noted and evaluated. Aerial photographs and land register maps, which show what the land is being used

for, are being used to digitally record the information. The different area boundaries are digitalized in the geo-information system.

In order to clarify any differences between the digitalized results and the actual on-site situation, comparisons are carried out in the field. Any changes, which may have come about through, for example, rebuilding measures, and any surface changes, such as asphalt, paving stones or gravel, are added to the plan.

In addition to the comparison carried out in the field, a visual assessment is also used to evaluate the state of the public thoroughfares. The graphic data and information about the condition of the areas, handed in to the City of Dorsten, is integrated into the geo-information system as well as into an additional database. With its pioneering service, REMONDIS Aqua Services GmbH is helping the council to draw up a realistic picture of the actual budget situation taking all available values into account and so providing important fundamental information for ongoing budget consolidation measures. *(schneider)*

'Doppik' accounting enables a realistic compilation of the actual budget situation to be carried out for the first time ever.



Public Private Partnership

# A full range of services

OBERHAUSEN'S CITIZENS AND BUSINESSES ARE PROFITING FROM THE SUCCESSFUL COOPERATION WORK WITH REMONDIS

For around 10 years now, WBO Wirtschaftsbetriebe Oberhausen GmbH – a public private partnership between the City of Oberhausen and REMONDIS – has been providing reliable services for the citizens and businesses in Oberhausen, a city located in the west of the Ruhr region.



“This kind of cooperation helps us to fulfil our obligations to provide services of general interest both efficiently and cost-effectively and at the same time fulfil budget conditions.” SPD town councillor and deputy chairman of the WBO supervisory board, Frank Motschull





Europe's largest shopping centre, CentrO Oberhausen

From municipal sewerage services and water treatment to cleaning and maintaining city streets, from waste management services for industrial, commercial and private customers to taking on traffic safety duties – WBO uses its operative expertise to serve the city's economy in a highly reliable and precise manner. Since 1998, Oberhausen has been relying on the close cooperation work with its partner, REMONDIS, which holds a 49 percent share in the public private partnership, WBO GmbH.

generated at the site from packaging materials to waste food and fats.

WBO operates in an area which is around 77km<sup>2</sup> in size with just under 220,000 inhabitants and a road network covering approx. 550 km. In terms of road-cleaning work, this means it has to regularly sweep 1 million metres of road. Whether there is damage to the road, street lighting problems or a sudden fall of snow, WBO has to guarantee that the roads are safe to drive on within a very short period of time.



Each week, the division responsible for waste management collects waste from around 100,000 households and takes it to the local GMVA Niederrhein GmbH (waste incineration plant) for thermal treatment. The PPP's range of services also includes emptying bins containing recyclable materials as well as running a recycling collection centre for a very wide range of recyclables and waste materials. The recyclable materials are either handed in centrally here or collected by WBO and then transhipped in Oberhausen. One particular highlight is providing Europe's largest shopping centre, CentrO Oberhausen, with a full range of waste management services. Here, WBO collects and manages all of the waste

A smoothly running fleet of vehicles is essential to be able to fulfil all these tasks and WBO also has its own garage workshop to maintain its vehicles. Thanks to its new generation of multi-functional vehicles which provide both winter services and maintain streams there are practically no times when the vehicles are standing idle. Thus, in a fair competitive environment, WBO offers extremely reliable and cost-effective services using state-of-the-art technology. As the special vehicles are run on biodiesel produced by REMONDIS they are also contributing towards lowering CO<sub>2</sub> emissions.

“The works council believes that the PPP has brought about some clear advantages. Bringing in know-how from the private sector has led to a concentration of services and greater investments in state-of-the-art technology. That has helped to give our a company a lead over others and led to long-term contracts.” Wolfgang Crämer, chairman of the works council, WBO GmbH

However, WBO’s work is not limited to the surface. There is a sewerage network under the surface which is practically as long as the road network itself.

WBO is responsible for maintaining the public sewage treatment plants, road drainage and property drainage as well as for the planning and engineering services connected to these. Its range of services also includes leak detection in accordance with the German Building Ordinance, which is carried out by specially trained renovation experts using the innovative “in-liner” procedure – unique know-how within the field of sewer remediation work. Furthermore, WBO is able to provide up-to-date information about the city for building projects as it compiles detailed information about the town’s infrastructure on behalf of the land registry office.

WBO managing director, Karsten Woitke, is pleased that the work with the city runs so smoothly, “Oberhausen profits from the highly reliable and economic way in which WBO is run. We are constantly checking and updating our business processes working closely together with our municipal partners and our employees. We ensure that there is a healthy balance between what is technically possible and

what is economically responsible and make every effort to keep in contact with the people living in the city.”

SPD town councillor, Frank Motschull, who is also deputy chairman of the WBO supervisory board, confirmed this positive opinion, “The cooperation work between the council and the WBO as a public private partnership works very well indeed. Faced with the town’s relatively difficult financial situation, this kind of cooperation helps us to fulfil our obligations to provide services of general interest both efficiently and cost-effectively and at the same time fulfil budget conditions. It is true to say that the things that need to be done within the areas of environmental protection and waste management are being carried out faster and more effectively with the private partner than would otherwise be the case.”

Chairman of the WBO works council, Wolfgang Crämer, can also confirm this: “The works council believes that the PPP has brought about some clear advantages. Bringing in know-how from the private sector has led to a concentration of services and greater investments in state-of-the-art technology. That has helped to give our a company a lead over others and led to long-term contracts.”

The PPP makes it easier for the council to fulfil municipal budget conditions.



A state-of-the-art fleet of vehicles thanks to private investment.

# WEEE recycling continues to grow in Europe

## NEW EU DIRECTIVE PUSHES FORWARD DEVELOPMENT ON THE FRENCH MARKET

REMONDIS Electrorecycling GmbH is continuing its expansion within Europe by extending its activities on the French WEEE recycling market. Under the terms of current agreements with all four French take-back systems, Récyllum, Eco-Systèmes, EcoLogic and ERP, the company takes back and recycles small pieces of electrical equipment and cooling appliances in different regions around the country. Since the beginning of 2007, its two sites in St. Thibault-Troyes and Folschviller near the city of Metz, have been taking back and recycling all ten product categories of the European WEEE Directive (waste electrical and electronic equipment).



centres. Plans are currently being made for a further extension at its site in St. Thibault which will cover a total surface area of 17,000m<sup>2</sup>. The official procedure to approve the construction and operation of a complete dismantling centre (modelled on the centre at the Lippe Plant in Lünen) has almost been completed. "Our aim is to have the new plant up and running for all product categories – hopefully by the end of next year," said Christian Coulot, managing director (Directeur Général) for REMONDIS Electrorecycling in France. "The extension at our site in St. Thibault means we can extend our overall capacity by up to 40,000 tonnes." Coulot, from Lorraine, is pushing forward the extension of the company's activities in France together with his German colleagues. He says that their work together is very good indeed. An important argument is, of course, that around 50 new jobs will be created by the new facilities which will be run in three shifts.

### A special feature in France

One special feature of the recycling market in France is that take-back systems are obliged by law to cooperate with charitable associations and form non-profit-making groups. REMONDIS has done this at all its sites including its additional transshipment points in the north of Paris and near Montpellier. Working closely together with the local charitable associations, material flows are prepared to be shipped on. This primarily involves manually pre-sorting and pre-dismantling screen devices before the materials are transported to the different locations to undergo the actual recycling processes. If the extension goes ahead as planned, then the St. Thibault-Troyes site will soon become the main recipient of such materials. *(schneider)*

REMONDIS' consolidation centres are an essential component for its transport logistics to ensure that the dismantling centres receive a non-stop supply of materials. For only these centres can guarantee that the recycling processes are environmentally friendly and in accordance with the law.

The relatively young French WEEE recycling market has made considerable progress since the EU Directive for taking back and recycling electrical waste came into force. The fact that it has become obligatory for countries to adopt the European rules has meant that a total amount of just under 220,000 tonnes of WEEE has been collected in France this year. The take-back rate for waste electrical equipment lies at around 4 kg per inhabitant which is 4 kg below the average per-capita rate in Germany. By investing in new capacities and at the same time continually increasing the take-back rate, this figure will probably increase to up to 400,000 tonnes in the medium term which will place France in the middle of the European table. REMONDIS processed an impressive 5,000 tonnes of French WEEE in 2006 and it is looking to double its market share in 2008. To achieve this goal it must extend its French activities.

### Investing in the market of the future

By purchasing a majority share in TCMS S.A. in St. Thibault and taking over PROVALOR SARL in Folschviller (Lorraine), REMONDIS has started an 'investment offensive' which has transformed its plants – which had in the past been used almost exclusively to recycle lamps – into modern recycling

# TSR Group majority shareholder of Thyssen Alfa

THE REMONDIS SUBSIDIARY, TSR RECYCLING, NOW HAS A 66 PERCENT SHARE IN THYSSEN ALFA

Bottrop-based TSR Recycling GmbH & Co. KG has greatly increased its share in Thyssen Alfa Rohstoffhandel München GmbH. By purchasing shares from Alfa Acciai – a large Italian steel producer – a further 26 percent has been added to the 40 percent it already owned.

The deal has been signed and sealed. TSR Recycling now holds the majority share in Thyssen Alfa – the number one business in the field of metal recycling, transshipment and trade in iron and non-ferrous metals in Bavaria. Thyssen Alfa, which has a workforce of over 335 employees, owns 21 companies. They run operative branches such as recycling sites and storage facilities. Last year, Thyssen Alfa had a turnover of 394 million euros.

Thyssen Alfa is active in the same field as the REMONDIS subsidiary, TSR Recycling. The main activity of both companies is breaking down all kinds of scrap metal using shred-

ders, shears and presses. The size, format and composition of the final products perfectly fulfil steel industry standards.

TSR is a part of the REMONDIS Group and a leading company on the European market for the recycling of scrap steel and non-ferrous metals. With over 90 branches and just under 2,000 employees in Germany, the Netherlands and the Czech Republic, the TSR Group had a turnover of over 2 billion euros and handled more than 10 million tonnes of scrap metal in 2006. Only just recently, the TSR Group also took over the east German company, K&L Rohstoff und Recycling GmbH.



Together, THYSSEN ALFA and TSR will now be doing more to protect the environment as fewer natural raw materials will need to be used thanks to metal scrap recycling.



# Security travelling to the customers

## MOBILE ON-SITE FILE AND DATA DESTRUCTION SYSTEM ADDED TO SERVICE RANGE

In Europe, more and more people are gradually recognizing the fact that mobile file destruction services can be a useful addition to stationary solutions. On the one hand, it is illegal to pass on material containing highly sensitive data, such as hospital and patients' files, to third parties – not even to have it transported to data destruction businesses. On the other hand, the costs for a business to run its own shredder can be up to 2,000 euros a tonne – a good argument, therefore, for them to look around to find a cheaper alternative which also guarantees the highest possible levels of security.



well as especially personal information about individuals. Only a very small group of people, who have been specially named, are allowed to access this data, as unauthorized access would have a serious effect on the company and, under certain circumstances, violate secrecy agreements, legal regulations and laws.

REMONDIS DATA Office GmbH recognized this trend and, since the beginning of 2007, has had the prototype of a mobile shredder at its location in Frankfurt. This unique vehicle provides customers with a closed secure system from collecting the files at the workplace to destroying them on the customers' premises. Files and other data carriers are put in special high security containers, which are locked to prevent unauthorized access, and then taken to the shredder which has been built into the vehicle. If the customers wish to, they can monitor the actual shredding process as special monitors have been installed in the vehicle. The mobile shredder has been soundproofed and the emissions are extremely low thanks to the state-of-the-art technology being used. REMONDIS DATA Office's security system has DIN EN ISO 9001:2000 certification. The destruction of data carriers is carried out in accordance with the Federal Data Protection Act (BDSG) and DIN 32757-1.

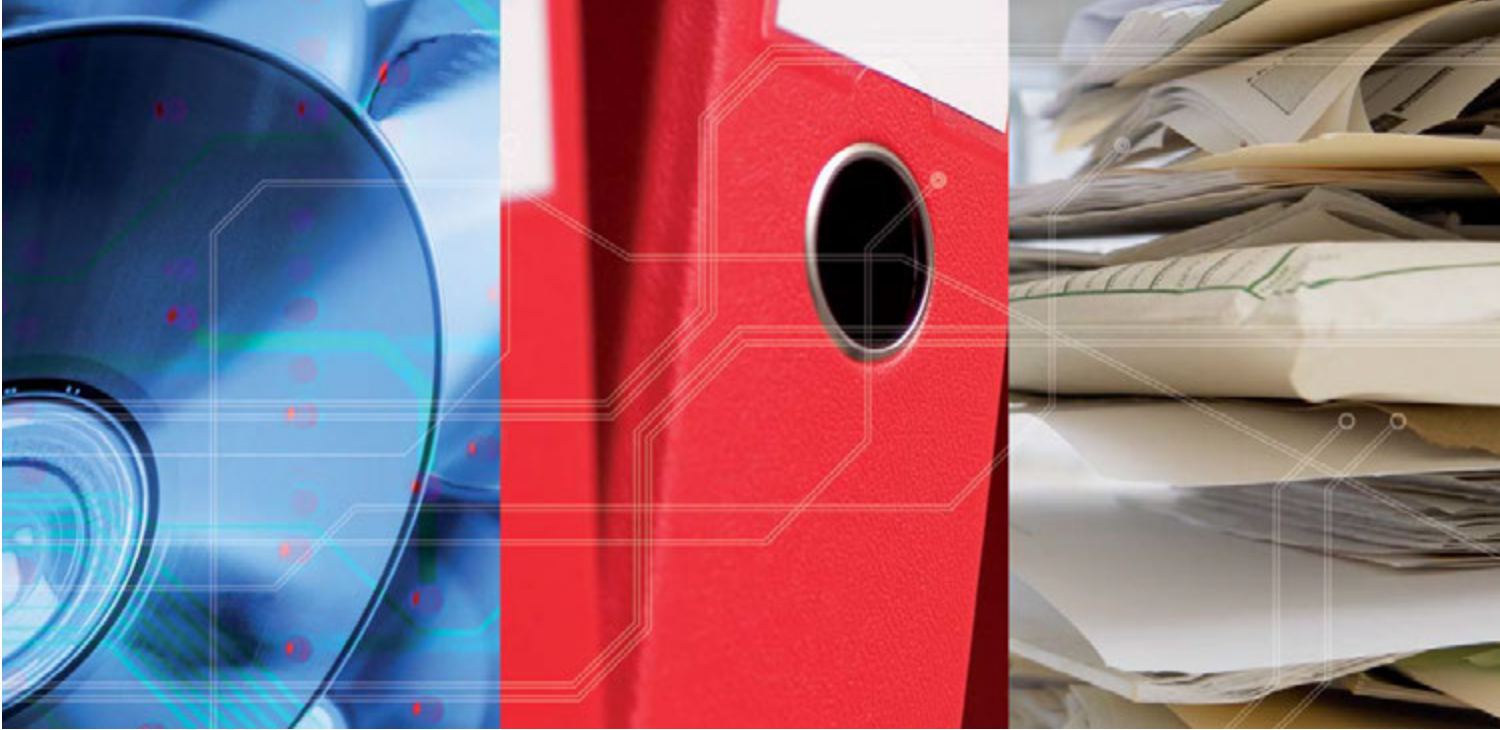
The new mobile system is already being used by many customers. The Frankfurt location alone has a great customer potential for this new service as the city is also Germany's banking centre. The company's fleet is to be extended to include further special vehicles at the beginning of 2008 so that this unique service can be gradually introduced across Europe including Belgium, Luxemburg and Switzerland.

*(schneider)*

A closed security system providing a mobile destruction service for sensitive data.

Companies have different needs and profiles when it comes to fulfilling data protection regulations. Nowadays, customers differentiate between different classes of data protection which have to be treated differently. Work schedules, training documents, telephone lists or general e-mails have, for example, a low risk factor. Making the contents known or passing them on to a third party would have only a limited negative effect on the company. Data on employees, customers and suppliers and business e-mails belong in the medium risk bracket. Unauthorized access to this information could have a considerable effect on the business and may violate contractual obligations or laws. On top of this, there is the group of highly sensitive data, such as financial results, business plans, price and marketing strategies as





# Europe's data in safe hands

## REMONDIS DATA OFFICE GMBH EXPANDING INTERNATIONALLY

REMONDIS DATA Office is looking to extend its position at an international level, too. Having been active in Poland since 2002, where DATA now has five locations including sites in Warsaw, Stettin and Poznan and has become national market leader, the company is now also offering its core service, file and data carrier destruction, to Dutch customers at its Bussum and Mordijk sites and, since October 2006, in Hungary at its business located near Budapest.

Both locations will, in accordance with the business plans, reach break-even point in 2008. The goal is to follow the example in Poland and become market leader here, too. Whilst stationary solutions are used in these countries to destroy sensitive data – and this will also be the case for the branch in Prague which will be up and running before the end of the year – a mobile system run by the Group has been serving the Swiss market since the beginning of 2007.

The Group's medium-term target is to become market leader on the European market for the destruction of sensitive data. A number of activities have been planned for the coming years to achieve this including offering its services in Luxemburg/Belgium, Greece, Slovakia, Slovenia, Austria, Romania and the Baltic States. Such an extensive network is particularly useful for its internationally active customers such as banks and insurance companies. The harmonization of data protection laws in the EU member states will mean an increase in demand for this service, especially as firms are expanding their networks in Central and Eastern Europe. Large internationally active companies, many of

whom are established REMONDIS DATA clientele, will especially require such services.

In order to launch its business onto the different markets more quickly, REMONDIS DATA has drawn up a concept whereby it will not only be setting up its own subsidiaries and purchasing shares in other companies on the target markets but will also be granting franchise licences. Using the newly designed brand name, DATA OFFICE, regional franchises are to be granted to companies which are already established on the market. Discussions are already taking place with potential franchisees for Athens and in Slovenia, so that the first contract is expected to be concluded in 2008. *(schneider)*

Market leader for file and data destruction services in Poland with five locations.

# Taking new paths towards the future

## YESTERDAY'S WASTE IS TOMORROW'S BUILDING MATERIAL

When it comes to disposing of and recycling mineral waste and to producing high quality recycled building materials, REMEX Mineralstoff GmbH is the address to go to.



Of the approx. 200 million tonnes of mineral construction waste generated in Germany each year, just under 130 million tonnes is excavated material and around 72 million tonnes construction waste, old road surface materials, waste from construction sites and gypsum-based construction waste. Just under 70% of this amount is recycled – a recycling rate which has been constant for many years now – not least thanks to the investments made by REMEX.

**“Using recycled building materials not only conserves precious natural resources – they are also the better economic alternative.”** Berthold Heuser, REMEX Mineralstoff GmbH

REMEX specializes in transporting and processing large volumes of mineral materials. With its three business divisions – managing mineral waste, producing construction materials and providing remediation services –, the company handles the transport, processing and recycling of mineral waste and industrial by-products and cleans up all kinds of contaminated surfaces and buildings. Within the REMEX Group, REMEX CONMIN is the specialist for a wide range of very different remediation tasks. Contaminated material is removed so that land and buildings can be used again. So far, so good. The legislator has now introduced a new ordinance which will have a far-reaching effect on the whole of the branch.

### New federal recycling ordinance for mineral waste

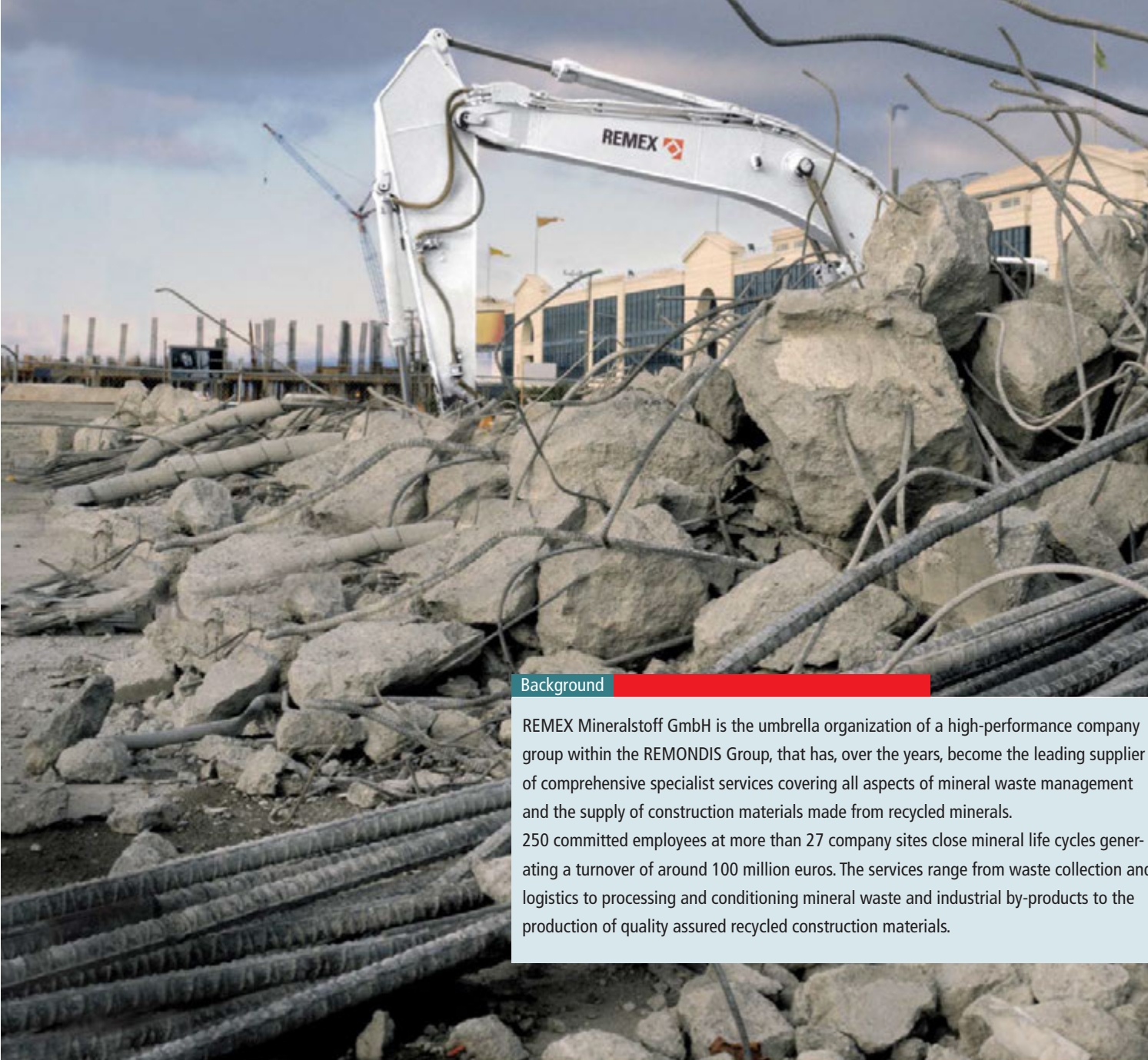
In the future, the 70 million tonnes of construction waste will be subject to the federal recycling ordinance, which is currently being worked on and which is to replace rules laid down by the individual state working parties or the states themselves concerning the use of recycled construc-

tion material. For the first time ever, therefore, there will soon be a uniform national law which will regulate in detail how construction waste is to be handled. In principle, the industry recognizes the need for national, comprehensive regulations, but there are also some critical voices. The main criticism is that very restrictive insignificance threshold values can be expected for seepage water, for example, in connection with backfilling with mineral waste – in some cases the values are below those stipulated for drinking water – as a result of the “principles of groundwater protection with waste recycling and the use of products” (GAP) and the “insignificance thresholds” (GFS). Put simply: seepage water from road construction work or other places where material is used for filling must, in principle, be cleaner than drinking water.

REMEX, too, believes this would be going a step too far. The balance between setting a target between the environmental service and resource sectors is being clearly pushed one way in favour of ground and water protection requirements. And for no apparent reason: the use of mineral waste according to the current regulations has in the past not caused any known environmental damage.

At REMEX, processed slag residue from thermal waste treatment is only used as a base material for road construction work. The recycled material is not used for surface work nor in areas with high groundwater levels. As a result, the company has ensured that it has been working in accordance with legal regulations for many years.

Right from the very beginning, REMEX Mineralstoff GmbH has adhered to the principle of creating an environmentally sound life-cycle business within the areas of remediation work and producing construction materials from mineral waste.



#### Background

REMUX Mineralstoff GmbH is the umbrella organization of a high-performance company group within the REMONDIS Group, that has, over the years, become the leading supplier of comprehensive specialist services covering all aspects of mineral waste management and the supply of construction materials made from recycled minerals. 250 committed employees at more than 27 company sites close mineral life cycles generating a turnover of around 100 million euros. The services range from waste collection and logistics to processing and conditioning mineral waste and industrial by-products to the production of quality assured recycled construction materials.

Based on its laboratory results, the company sorts the incoming minerals according to potential use, class of pollutant and recyclable materials such as metals, which – as far as technically possible – are recovered before the materials are further processed. Minerals, which can no longer be recycled, are conditioned to such an extent that they can be taken to landfill without the environment being harmed in any way. 700,000 tonnes of industrial residue are processed at REMEX each year. This also includes special uses such as the processing of ash from power stations, which can be used in special areas thanks to its hydraulic binding properties, or the processing of track ballast. Furthermore, REMEX processes more than 750,000 tonnes of slag from thermal waste treatment into construction material for building roads or landfills.

REMUX is the largest processor of mineral construction materials in Germany and markets its products under its own brand name, remexit®. 25 processing facilities at 30 locations across the whole of the country process around 10 million tonnes of minerals a year. Both customers and the environment profit equally from having the company located close by. By having the processing and disposal activities as well as on-site sales activities nearby, transport distances are shorter than for primary construction materials. Thus, REMEX Mineralstoff GmbH's activities not only help to conserve natural resources but also help to reduce greenhouse gas emissions. *(schneider)*

Mineral recycling on behalf of the environment. Pollutant values are lower than in drinking water.

Plant construction work

# EVZA Staßfurt goes into operation

NEW PLANT ROUNDS OFF THE ENVIRONMENTAL SERVICE BRANCH IN EASTERN GERMANY

On 3<sup>rd</sup> December 2007, the EVZA thermal waste treatment and recycling plant was put into operation in Staßfurt, a city located in the German state of Saxony-Anhalt. The welding and installation work to the two steam generators at the EVZA had already been completed at the beginning of November. It was important that the boiler was freed of any rust and residue from the welding work before the steam produced in the boiler was fed into the turbine.



**EVZA**

Once the boiler had been cleaned using the so-called 'blow-out' method and the ensuing fine-tuning work completed on the steam generator's backup burners (run on oil), the technicians then prepared to test run the plant in November. The construction work, therefore, which began back in March 2006 when the foundation stone was laid and has involved 15,000m<sup>3</sup> of concrete and 3,000 tonnes of steel, officially ended on schedule in the last week in November when the burner unit was put into operation.

REMONDIS has invested around 150 million euros in the grate furnace plant with its two incineration lines. EVZA Staßfurt is REMONDIS' only thermal treatment plant in the east of Germany and it rounds off, therefore, the waste

treatment cycle in the whole of the region. In the future, customers will be able to make use of all of REMONDIS' services and facilities without having to rely on a third party – from waste collection to sorting to the new on-site thermal treatment facilities.

As from now, 300,000 tonnes of municipal waste and commercial waste, similar to that from households, can be recycled into energy at the Staßfurt plant each year. The thermal efficiency of the state-of-the-art plant is considerably higher than at other incineration units. REMONDIS will be supplying the neighbouring soda works with the energy generated from the incineration process. The soda works will be using the energy to produce heavy and fine soda ash for the glass industry, the production of washing powder as well as for the chemical industry. The Staßfurt treatment plant will, therefore, result in fewer fossil fuels such as oil and gas being needed and so reduce CO<sub>2</sub> emissions by a considerable amount. The EVZA will generate a total of 63,000 megawatt hours of electricity and 360,000 megawatt hours of steam a year.

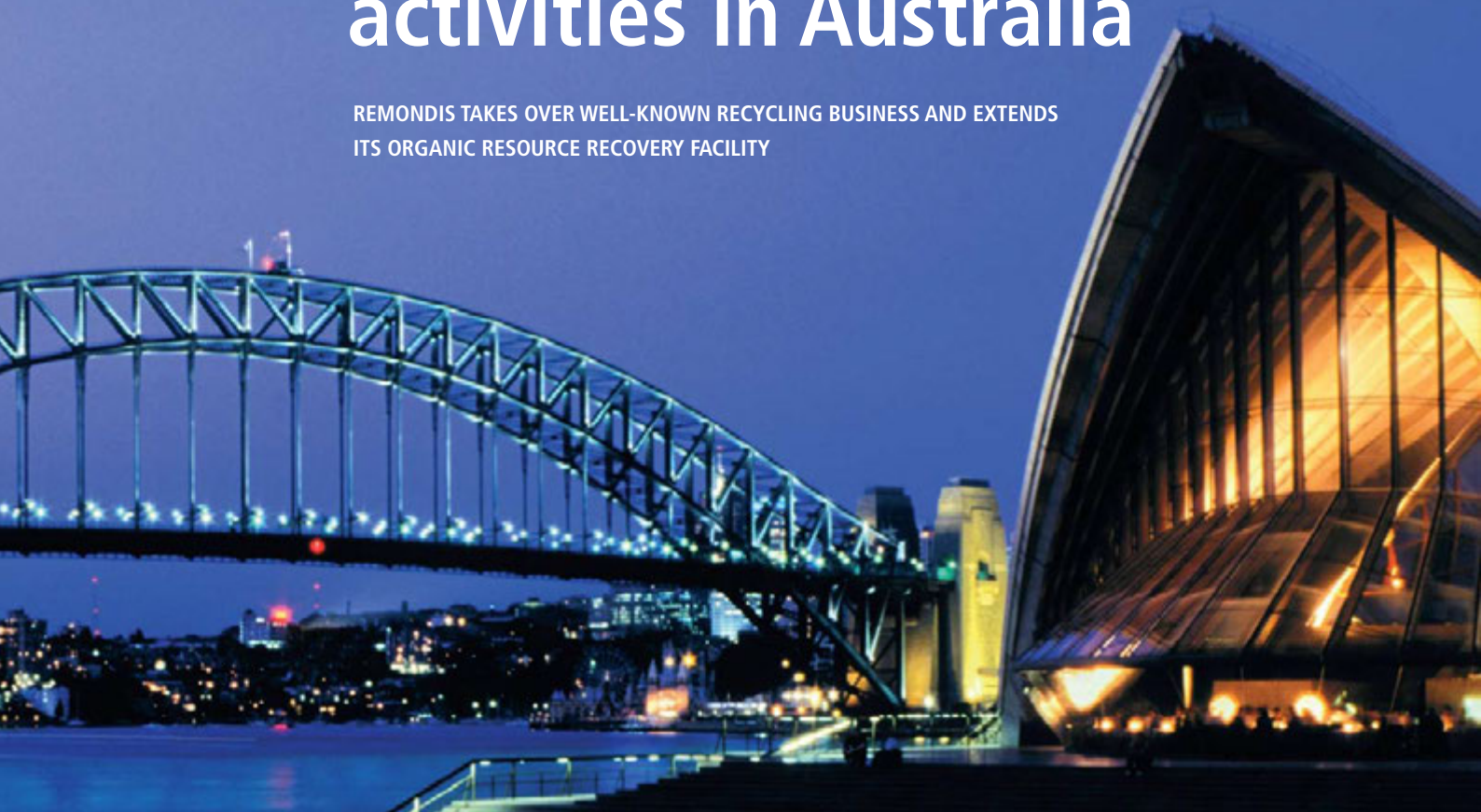
**“The Staßfurt treatment plant will result in fewer fossil fuels such as oil and gas being needed and so reduce CO<sub>2</sub> emissions by a considerable amount.”**

Dr Jörg von Smuda, managing director of EVZA



# An increase in market activities in Australia

REMONDIS TAKES OVER WELL-KNOWN RECYCLING BUSINESS AND EXTENDS ITS ORGANIC RESOURCE RECOVERY FACILITY



In September, the Australian REMONDIS Pty. Ltd. completed its first company acquisition – it purchased the firm Recyclers in Brisbane. The company's extended organic resource recovery facility in Port Macquarie is also due to start operations before the end of the year.

The fifth continent is continuing to increase its recycling capacities.

The acquisition of Recyclers is a logical development for REMONDIS in Australia, where the subject of recycling is continuously growing in importance. The new company complements the range of services provided by the local REMONDIS branch. The customer base will lead to synergies for both companies.

Recyclers was founded in 1980 and aimed to wash and recycle returnable drinks and wine bottles. However, as the drinks and packaging market changed with regard to costs and environmental protection measures, the company also underwent a change. It moved away from returnable products to recycling glass and other kinds of light packaging. To begin with, the company was active in its region as a subcontractor, collecting recyclable products for sorting and processing. In 2003, Recyclers bought up the firm, Brisbane

Bottle Exchange, resulting in it becoming the largest independent glass recycling business in south-east Queensland.

Recycler's customers in Brisbane include a wide number of hotels, sports clubs and restaurants. Besides this, it also collects waste glass and cullet from many large-scale manufacturers including the drinks industry and large breweries.

## Increase in capacity for the growth region

A different kind of expansion is currently taking place at REMONDIS' Port Macquarie site. An organic resource recovery facility had been built there six years ago – the first of its kind in Australia. Since 2001, the organic resource recovery facility (ORRF) has been using innovative processing technology.



“By extending its capacities, REMONDIS is also increasing the market for its products.”

Luke Agati, managing director at REMONDIS Australia

a daily cover for the landfill. In 2006, the council altered its collection of green waste bins from once fortnightly to once weekly which has led to an increase in the volume of green waste. On top of this, the region has the fastest growing population in NSW. The result was that, after only six years of operations, the facility was already processing more organic waste than had been forecast for after ten years of business.

In order to keep up with customers' demands, REMONDIS arranged with the council to build two further tunnels this year in order to increase its organic waste processing capacities. The agreement was reached that the facility would continue to process waste as it had in the past until the construction phase had been completed and the new tunnels put into operation in December according to schedule. Other extension measures include providing a further overhead loader, upgrading and improving the screening facilities as well as greatly increasing the storage capacities for mixed materials and biosolids. A further result will be a great increase in the amount of compost produced. Here, REMONDIS is planning to considerably intensify product sales by increasing marketing activities and extending its range of products (soil mixtures, heavy mulch and other materials for covering soils, surface fertilizers, lawn bedding layers etc). *(Sonja Beckerhoff)*

With this technology, high quality compost products are produced from green waste and biosolids and organic material is separated from mixed solid waste and biologically stabilized. REMONDIS ORRF has, therefore, provided the district of Port Macquarie Hastings on the central northern coast of New South Wales (NSW) with a comprehensive processing solution which currently diverts 60 percent of the overall waste flow from landfill quickly and efficiently. The district's target is to stop taking waste to landfill completely by 2020. The current two-part facility was originally built to process up to 40,000 tonnes of green waste and biologically degradable waste a year. One section of the facility, which has eight composting tunnels, processes green waste together with biosolids from the nearby council sewage treatment plant into high quality compost. The second section consists of mechanical biological treatment facilities in which organic matter is mechanically separated from solid waste and then biologically stabilized to an inert material using an aerated floor. This is used alternately as

#### REMONDIS in Australia

25 years ago, REMONDIS opened its first foreign branch in the Australian city St Marys near Penrith. Today, there are branches in Australia in St Marys, Port Macquarie, Salisbury, Coolaroo, Sydney and Brisbane. Since September 2007, REMONDIS Pty. Ltd has also been active in Adelaide (south Australia) and Perth (west Australia). With the addition of these new sites, REMONDIS has finally become one of the big names within the waste management and recycling industry in Australia.

# A strong team: REMONDIS and MAN intensify their work together in Poland

REMONDIS HAS ACCOMPANIED THE GROWTH OF THE VEHICLE MANUFACTURER SINCE 2000

For 7 years now, REMONDIS has been a reliable waste management partner for MAN in Poland. The world's largest manufacturer of commercial vehicles currently runs three production sites in Poland as well as a network of customer service centres. MAN's latest investment in the country is its business in Niepołomice near Kraków which effectively came into being on a green area of land. Here, too, MAN is relying on REMONDIS' services.



The roots of this cooperation work in Poland go back to the year 2000 when the MAN Group made its first move onto the Polish market by participating in the STAR TRUCKS project in Starachowice. With this step, MAN profited from the takeover of the well-established Polish vehicle brand, "STAR". Right at the very beginning, the company looked around for a competent partner to manage and recycle its complex production waste and it opted to use REMONDIS.

In 2003, the MAN Group merged the two companies, MAN STAR sp. z o.o. in Starachowice and MAN Bus Polska sp. z o.o., into MAN STAR Trucks & Buses sp. z o.o. with the head office being based in Sady near Poznan. MAN used the occasion of the foundation of the new plant to extend its work with REMONDIS to include the new business in Sady and the affiliated customer service centres. At the same time, a contract was drawn up on the basis of a partnership which has proved to be of great benefit for both parties. Under the terms of the agreement, REMONDIS has, since then, been providing its full range of services within the area of waste management, including hazardous waste, municipal waste and recyclables, using MAN vehicles. This form of partnership has proven to be very worthwhile. When

a new MAN truck factory was built in Niepołomice near Kraków, this global leader chose REMONDIS to deal with all waste management matters during the construction phase because of their long-lasting partnership.

Today, REMONDIS provides all production sites and branches with effective and environmentally friendly solutions for logistics and recycling and disposing of waste. In addition to this, the service package includes REMONDIS drawing up proof of the quantity and quality of collected waste, based on the approved Waste Catalogue, as well as drawing up reports and waste balance sheets which aim to continuously optimize waste management in the businesses. A further key argument for MAN to continue to use REMONDIS for its Polish locations is REMONDIS' close network of branches with their state-of-the-art waste sorting and recycling facilities throughout the whole of the country. MAN's Polish production sites are primarily served by the branches in Ostrowiec, Poznan, Kraków and Dabrowa Górnicza. Each day REMONDIS' employees prove to their customer MAN just how committed they are and how unique their expertise is – they have been doing this for seven years now and will continue to do this in the future, too. *(schneider)*

All waste management services are carried out in MAN vehicles.







News in brief

## Buchen takes over Biermann Hochdruck-Strahltechnik

On 11<sup>th</sup> October 2001, the Buchen Group signed the contracts to purchase the activities of the company, Klaus Biermann Hochdruck-Strahltechnik in Bochum. Klaus Biermann Hochdruck-Strahltechnik has been active as a cleaning specialist for facilities and facility components in conventional power plants and waste incineration plants for 25 years. Biermann employs a total of 25 people, most of whom are experienced experts for power plant services. The company is primarily active on the market in the German state of North Rhine-Westphalia. It has good, sustainable customer contacts and framework agreements with the operators of large waste incineration plants and power plants. The

company generates an annual turnover of between 2.5 and 3.0 million euros in this field of business. The Buchen Group has, over the last few years, succeeded in establishing itself in the sector for power plant services with its company, Buchen Kraftwerksservice GmbH, and in positively developing the division despite the difficult business environment. The activities of Klaus Biermann Hochdruck-Strahltechnik are an excellent addition to the Buchen Group's range of services and will increase the company's presence and market penetration in this field of business.





News in brief

## REMONDIS Industrie Service continues to expand

### CLEANING AND DISMANTLING INDUSTRIAL PLANTS AT THE NEUENBURG LOCATION

HUB Umweltservice GmbH, which was taken over on 1<sup>st</sup> June 2007, has been doing business, since its integration, as the Neuenburg branch of REMONDIS Industrie Service. The Neuenburg branch has temporary storage facilities for hazardous waste and, with its 12 employees and 7 vehicles, transports and stores hazardous waste temporarily for its customers as well as offering a wide range of other services covering hazardous waste. A further business division sells secondary products such as sodium aluminate, a recycling product for water treatment in sewage treatment plants. "Cleaning and dismantling industrial facilities, such as tank and production plants, is one of the main business activities

of the Neuenburg branch," said Dr Bernhard Schulze Langenhorst, managing director of REMONDIS Industrie Service GmbH & Co. KG. "To be able to do this, the Neuenburg branch has certification in accordance with the Ordinance on Specialized Waste Management Companies as well as being certified as a specialist business in accordance with section 19 I of the Federal Water Act." The activities of the Neuenburg branch are to be merged together with the business division of SUC Sächsische Umweltschutz Consulting GmbH in Freiburg (i. Br.) under REMONDIS Industrie Service GmbH & Co. KG from 1<sup>st</sup> January 2008 onwards.

Trade fair

## REMONDIS at the IFAT 2008 in Munich

### THE FUTURE OF THE WATER AND ENVIRONMENTAL SERVICE BRANCH IN HALL B1



REMONDIS will be presenting its latest developments and innovative concepts for the water and environmental service branch of the 21<sup>st</sup> Century at the IFAT Trade Fair which is being held at the New Munich Trade Fair Centre from 5<sup>th</sup> to 9<sup>th</sup> May 2008. Under the motto, "Room to Meet", the newly designed exhibition stand in Hall B1 will be inviting customers and partners from industry, commerce and trade, SMEs and craftsmanship businesses to come and talk to the people from REMONDIS' different business divisions. REMONDIS will be presenting itself to the whole branch as well as to politicians and members of associations as a driving force and a centre for innovations for protecting the climate and conserving natural resources.

## CasuBlanca for the new police station in Lünen

The distance between the old police station in Lünen and the new one is just under 300 metres – but there is a world of difference between the furnishings and level of comfort in the two buildings. The 150 members of staff of the Lünen police station moved into their new building at the beginning of November and praised the light and friendly atmosphere of the rooms. They now have more room, better equipment and rooms with a better working environment. This has been helped by the paint that was used to paint the interior of the building – namely REMONDIS' ecological CasuBlanca paints. Impressed by the references for the 'food-safe' CasuBlanca dispersion paints – especially in sensitive areas such as public buildings and hospitals – the building association in Lünen and its managing director Friedhelm Deuter decided to use the paints for the interior paintwork. The recommendation came directly from

REMONDIS managing director, Dr Ansgar Fendel, and has proved to be a great success. 2,300m<sup>2</sup> were covered in paint using brushes, rollers and sprayers. Once the paintwork had been completed with the safe and odourless CasuBlanca paints, the remaining work could be carried out straight away so that the employees could move into the new building on schedule. This meant time was saved and costs lowered.

CasuBlanca paints are produced using Casul, an innovative white pigment from the Lippe Plant in Lünen, and are available from the factory in Lünen.



## 10 years of electricity and heat from biogenic materials

### VERA: INCINERATION OF SEWAGE SLUDGE IN HAMBURG

**For ten years now, sewage sludge and sewage gas have been used to generate environmentally friendly electricity and heat at Hamburg Harbour.**

VERA – the abbreviation for the German term for 'recycling facility for residue from wastewater treatment' – has been making use of the energy contained in wastewater and transforming it into electricity and heat. It generates around 70 million kilowatt hours of electricity each year from sewage sludge and gas. This is enough to supply around 30,000 Hamburg households with energy. Furthermore, enough steam is generated to cover the total heat requirements of the neighbouring sewage treatment plant and sewage sludge incineration processes. Since it began operations ten years ago, VERA has processed more than

40,000 truck loads of sewage sludge and so reduced the need for fossil fuels. VERA has a complex flue gas cleaning system and is among those achieving the best emission values of the whole branch. VERA is an exemplary project demonstrating how CO<sub>2</sub>-neutral energy can be generated from biomass – and also an excellent example of successful cooperation work between the public and private sectors. REMONDIS Aqua has a 33 percent share in the public private partnership company.



Frank Lange next to a fire engine.

Employee portrait

# A burning hot job

FRANK LANGE TRAINS THE PLANT'S FIREFIGHTERS

**One of the largest fire brigades in the German State of North Rhine-Westphalia is located at the Lippe Plant in Lünen, REMONDIS' head office. The plant's own fire brigade has 50 voluntary members.**

6,000 litres of water a minute can be drawn from the drinking water and process water networks to fight fires.

"When all five vehicles are in the garage and are not being used then we have been doing our job well," says Frank Lange. That might sound a bit paradoxical but it is true. For the fire brigade's main task is to prevent fires – the fire engines should be used as little as possible.

Every single day, the people working at the Lippe Plant in Lünen handle large amounts of highly inflammable materials: with substitute fuels from waste, biodiesel, waste electrical equipment, waste timber, plastics. "The task of the plant's fire brigade is to minimize the risk of fire at the different businesses and, if there is an emergency, to get there within the shortest time possible," explained Lange. The father of two daughters is a fully qualified gas and water engineer as well as a metal worker. However, he has very little to do in this line of work now. The 47-year-old qualified to become a fire inspector and is now responsible for training the firefighters as well as for personnel planning at the plant's security division. "We specialize in the types of fire that could break out in our facilities – for example a plastics fire," Mr Lange continued. There was a major fire

at the plastics recycling facility eleven years ago and Lange remembers it well. "The flames were incredibly high – more than ten metres above the roof." The only way to prevent the fire spreading was to use a foam to cover the fire which effectively stifled it. "We had used this foam in tests and had large quantities of it stored." Special firefighting materials and especially good knowledge of the facilities and the materials are essential for the plant's fire brigade. Frank Lange commented, "When a new facility is to be built then we are already involved in the approval process and follow the whole of the planning and building phases." The whole of the plant is monitored from the fire brigade's central control room via the large number of cameras which have been installed throughout the area. Thermographic cameras and automatic fire alarms have been installed in the areas where the danger of fire is particularly high.

"We have to be perfectly prepared – and yet are really happy when we don't have to use our knowledge," Frank Lange sums up. *(dartsch)*

# REMONDIS extends its location in Schaffhausen

SWISS WASTE MANAGEMENT MARKET IS EXPECTED TO GROW

After a construction period of just 8 months, REMONDIS Schweiz AG put its new facilities in Schaffhausen into operation together with its subsidiary Urs Sigrist AG. One of the reasons for being able to complete the construction work in such a short period of time was the committed support of the local authorities who had been in favour of the extension project right from the very beginning.

REMONDIS Schweiz AG has been active in Schaffhausen since 1994 and also runs branches in Geneva and Basel. The company has invested around 4 million Swiss francs in the new building this year and by doing so is demonstrating its commitment to its Schaffhausen business. Managing director, Pierre-André Vasseur, believes that there is room for growth on the Swiss waste management market, "I believe there is great market potential, especially within the area of hospital waste." Up to now, REMONDIS Schweiz has been disposing of approx. 1,200 tonnes of this material a year. The overall potential, however, lies at around 4,500 tonnes. "Customer acquisition is helped along by the strict state regulations concerning the disposal of hazardous waste as it would be both expensive and difficult for our customers to dispose of the waste themselves. Our service is certainly the better solution," explained Vasseur.

## Environmentally friendly, safe and reliable

However, REMONDIS Schweiz is not only involved in the disposal of hospital waste. Its wide range of services covers

"There is room for growth on the Swiss waste management market. I believe there is great market potential, especially within the area of hospital waste." Pierre-André Vasseur

environmentally friendly material flow management – from the collection, logistics, sorting and separation, treatment and recycling to marketing its own products. The recyclable materials are collected, sorted, treated and packed in the large hall (3,000m<sup>2</sup>) by the 30 employees. On top of this, they process around 10,000 tonnes of hazardous waste from printing businesses and the hospital waste already mentioned. 40 percent of the turnover currently comes from the commercial waste from the region, the remaining 60 percent from hazardous waste from the whole of Switzerland. The company fulfils all requirements enabling it to provide environmentally friendly, safe and reliable services. With its new facilities in Schaffhausen, REMONDIS Schweiz AG is looking to continue to increase its market share in the country.

## Background Information

### REMONDIS Schweiz AG:

- Head office: Schaffhausen site
- Temporary storage facilities for waste in Geneva and Basel
- Turnover in 2006: 8 million Swiss francs

**Products:** Besides processing mass waste products such as paper, glass and PET and commercial waste such as waste oils and metals, REMONDIS Schweiz is increasingly treating hazardous waste from the medical sector and printing businesses.

**Customers:** REMONDIS Schweiz is responsible for managing waste glass in a total of 30 districts in the Canton of Schaffhausen. Besides this, the company serves many commercial customers managing their commercial, industrial and hazardous waste.



# Just to be on the safe side

## MEDIA PACKAGE TO PREVENT WORK ACCIDENTS AND DANGEROUS SITUATIONS

REMONDIS is committed to providing a safe environment for its employees: in order to prevent accidents and increase safety awareness, REMONDIS has campaigned for the creation of a media package to train personnel in such matters.

Teaching drivers to get out of their truck the right way to prevent them spraining their ankles or ensuring all safety regulations are adhered to when working the sorting equipment. "All employees at our company are trained correctly and all possible dangers pointed out to them. What the branch had been missing up to now, however, was descriptive and up-to-date training material," explained Wolfgang Steinberg, chairman of the group's works council at REMONDIS.

realistic examples, the material helps to show how work accidents can be avoided and health risks minimized," said Wolfgang Liese, head of workplace safety at REMONDIS, who is clearly pleased with the results. He knows from experience that the best way to achieve these goals is to ensure that the employees are very aware of safety issues and always work according to safety regulations.

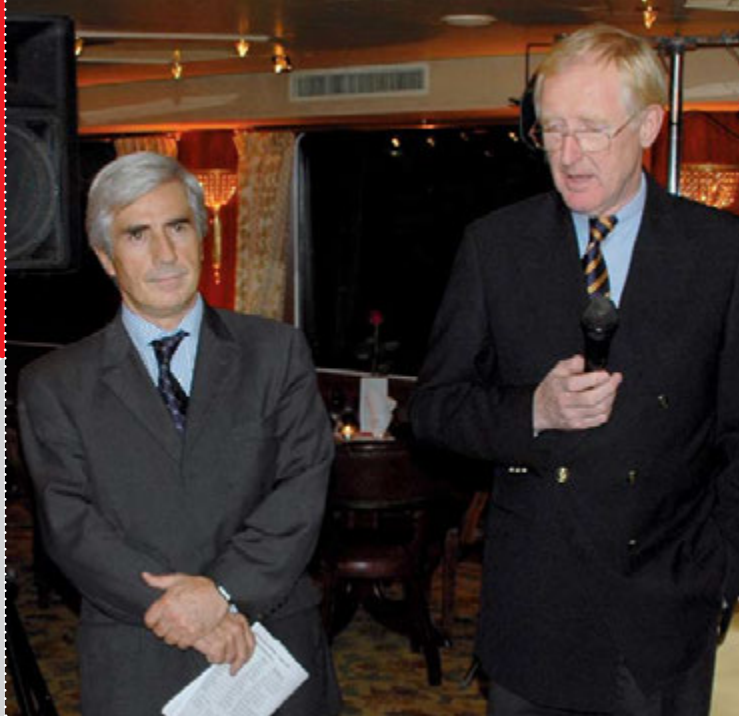
The media package, "Disposing of waste – the safe way" was drawn up together with the BFG, an institution for accident prevention in the vehicle-operating trades, the Federal Association of Public Sector Accident Insurers, the union as well as several accident insurance companies and businesses from the water and environmental service branch. *(dartsch)*

Further information in German is available at [www.medien-der-entsorger.de](http://www.medien-der-entsorger.de)

The new media package for training employees was presented at REMONDIS' head office in Lünen in the middle of August: short films, posters, brochures and presentations for employee training courses had been drawn up during the two-year project period. The training material covers a total of twelve core areas from this field of business including the risk of injury from tripping or falling over, how to use waste presses safely and avoiding noise pollution. "Using



# > Impressions



The Chinese delegation member, Wang Kayn, talking to Susanne Hempfen from the Ministry for the Environment, Nature Conservation and Nuclear Safety.



◀ Dr Hermann Niehues and Jean-Louis Hurel at the reception held for 85 leading employees of SARIA France during the Séminaire Français at the Hotelschiff in Duisburg on 22.11.2007.

The Hungarian Minister for the Environment, Gabor Fodor, at REMONDIS' stand at the Öko-Tech in Budapest.



▲ The G8 delegation in the control centre at the plastics sorting facility.



Nico Kruenberg introduces the new WEEE dismantling centre to the visitors.



▲ HR manager, Andreas Öllerich, Board Spokesman, Ludger Rethmann, and Dr Christian Felten from the BFG, an institution for accident prevention in the vehicle-operating trades.



▶ REMONDIS board member, Egbert Tölle, at the signing of the cooperation agreement in the Russian city of Nischni Nowgorod.

▶ Norbert Rethmann welcomes the international guests to the Hotelschiff in Duisburg.



▶ Silvio Löderbusch, managing director for Lippe Plant technology, talking to Kazunoba Onogawa from the UN Centre for Regional Development.



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