

**STABILITY AND GROWTH
IN TIMES OF CHANGE**

**OPPORTUNITIES DESPITE
THE DOWNTURN:
A SOUND BASIS MEANS
GOOD PROSPECTS**

Obituary: Norbert Rethmann on the death of Dr Hermann Niehues

Environmental protection: EU Commissioner Andris Piebalgs on the potential of waste

Environmental services: AUREC – stable filling material for mines

People: Future-oriented apprenticeships at REMONDIS

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BRAVING THE CRISIS

The turbulence in the financial markets across the world is having an increasing impact on the real economy. Businesses that have a sound capital base and are not dependent on fickle banks find themselves in an enviable position. And it is now that REMONDIS – being a traditional family-run company – is able to show that it is not only in a much better position to weather the crisis but also has, over the long term, excellent growth prospects. **Page 6**



Turning waste into opportunity

Andris Piebalgs knows what he is talking about. Being the EU Commissioner responsible for energy matters, he has taken up the cause of meeting the EU's climate change targets. This friendly Latvian must pull out all the stops to ensure that all methods of generating environmentally friendly energy are exploited in the best possible way. In his guest contribution for REMONDIS aktuell, he explains how the environmental service sector can make an even greater contribution towards preventing climate change. **Page 10**



SAFETY IN DISUSED MINES

When individual tunnels or complete mines have to be closed down, there is a long-term danger of collapse. The empty spaces below ground have to be filled to prevent damage to buildings and roads. AUREC GmbH, a company belonging to the REMONDIS Group, ensures such areas are made stable with its filling materials. **Page 28**

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EDITORIAL

Dear Readers!

2008 has brought about significant changes for REMONDIS as well as for the whole of the branch. The sudden death of Dr Hermann Niehues, the long-standing Chairman of the Supervisory Board of REMONDIS AG & Co. KG and Board Chairman of RETHMANN AG & Co. KG, has affected us all deeply. This situation required us to take careful and considered personnel decisions that not only guarantee the continuity and ongoing success of the company but which would also have been in accordance with the wishes of Dr Niehues. For this reason the supervisory board decided to solve the problem from within the company itself.

I and my other colleagues from the supervisory board are well aware of the great responsibility of our positions – especially in these times of global economic turbulence. We are all determined to guarantee the long-term success of the business as well as to further extend its activities. Many different kinds of challenges need to be faced. The global credit crunch is increasingly developing into a real economic crisis and its effects are also being felt by the water and environmental service sectors. The dramatic fall in sales currently affecting the automobile industry is symptomatic of the downturn of the economy as a whole and signals the start of a – at least temporary – fall in demand for raw materials. Reduced levels of production automatically lead to a more difficult situation on the sales market and this is true, too, for the market for secondary raw materials. At the same time, the volume of waste produced by businesses is decreasing. These are the immediate challenges that REMONDIS as well as others must face next year. In the



Reinhard Lohmann, Chairman of the Supervisory Board of REMONDIS AG and Board Chairman of RETHMANN AG

long term, however, the production branch's need for secondary raw materials will rise as natural resources dwindle for costs will have to be kept under control and production standards guaranteed. Primary raw materials will become more difficult to come by and as a result more expensive. In this year's "Living Planet Report 2008" published by the World Wide Fund for Nature (WWF), the WWF highlights the fact that natural resources will be used up more and more quickly over the coming years and consumer demand for primary raw materials will have exceeded existing supplies by a third by the year 2035. The result will be a further increase in demand for secondary raw materials to guarantee sustainable production. REMONDIS is making a positive contribution to this development with its portfolio of services and products and by doing so is also making a significant contribution towards protecting our environment and its natural resources.

If this is to be achieved then one of the first steps that needs to be taken to increase actual recycling rates is to extend environmental service activities in those countries where the potential for such activities has for the most part been left untouched. This need has been recognized – especially in Central and Eastern European countries – and those active in the branch are developing these areas for the future together with a strong international partner: REMONDIS!

Articles about these and other subjects can be found in this edition of REMONDIS aktuell. As always, we hope you find them interesting reading.

A handwritten signature in black ink, appearing to read 'R. Lohmann', written in a cursive style.

Yours
Reinhard Lohmann

**Dear employees,
Dear customers and readers,**

We have all been deeply affected and saddened by the sudden death of Dr Hermann Niehues, Board Chairman of RETHMANN AG & Co. KG and Chairman of the Supervisory Board of REMONDIS AG & Co. KG.

Dr Niehues died as a result of a riding accident on 07 September 2008. Our heartfelt sympathy goes out to his loving wife Jutta, his daughter Katja and all other members of the Niehues family.

Our family-run company has lost a board and supervisory board chairman who developed, structured and managed this company in a most responsible manner. I, personally, am truly saddened by the far too early death of a long-standing companion and friend.

Hermann Niehues was born in Münster on 29 March 1947. Having gained his high school leaving certificate, he studied economics at the Westfälische Wilhelms University in Münster which he successfully completed having written his thesis at the Institute of Transport Economics under the aegis of Prof. Hellmut Seidenfus. Following his Ph.D., his professional career began at the management consultancy company, A. T. Kearny, in 1976. He proved to be a natural entrepreneur having grown up in an entrepreneurial family.

I had the opportunity to meet Hermann Niehues via the German Association of Young Entrepreneurs (BJU) and, at

the beginning of 1978, I succeeded in persuading him to join us as managing director and employee of RETHMANN Städtereinigung which was going through major changes at that time. With him – and Reinhard Lohmann who joined the company a year later as commercial manager – the personnel foundation had been created enabling the company group to further develop both quickly and consistently.

Being a keen observer of social developments within the area of environmental protection and the resulting demands on the waste management sector, he very quickly recognized the challenges that the branch had to face. His clear train of thoughts and his analytical skills, which he always used to develop strategies to further develop the business, created a sound basis for our mutual discussions enabling us to make sensible decisions concerning the company. An incredible feeling of mutual trust developed between us extremely quickly. This was helped along by the mutual respect we had for one another and the fact that we genuinely liked each other.

Hermann Niehues, Mr Lohmann and I became a management team in a creative, fertile and exciting field. Our motivation was fuelled by our management philosophy that proved time and time again to be right: handing over and encouraging responsibility – and even at the highest levels –, promoting entrepreneurial skills and taking appropriate action whenever necessary.



Dr Hermann Niehues,
* 29 March 1947 † 07 September 2008

I showed back in 1992 just how great my confidence was in Hermann Niehues, in his far-sightedness and in his strategic skills, when I handed over the responsibility for the RETHMANN Group to Dr Niehues appointing him chairman of the board and chairman of the supervisory board of our family business.

Under him, REMONDIS AG developed into a leading water and environmental service company, SARIA AG into a leading business within the sector for recycling slaughter products and rendering and, last but by no means least, RHENUS AG into a leading company within the logistics branch. Before his death, Hermann Niehues was responsible for our family company with its 34,000 employees and an annual turnover of 7.2 billion euros.

Mention should also be made to his active work in numerous associations, bodies and committees as well as to his voluntary work. He was deputy president of the Society for the Promotion of Olympic Equestrian Sports (FORS). He was a dedicated horseman throughout his childhood and beyond and in 1990 he became a member of the German eventing team. Between 1997 and 2001, he sat on the eventing committee of the German Olympic Riding Association (DOKR). Furthermore, he worked closely together with FORS for many years and, following the death of Dr Reiner Klimke in 1999, took over the position of deputy president of the society.

In his position as vice president of the Federation of the German Waste Management Industry, he gave new impetus to this association helping to develop the water and environmental service sector. He had a sustainable and long-lasting influence on the way the branch was and still is viewed by both the public and branch representatives. During his last years, he felt especially responsible for the development of our logistics subsidiary, RHENUS AG. He became chairman of the transport department of the Economic Board of the CDU party, and actively supported scientific research by sitting on committees at the universities of Münster, Leipzig and Hamburg. Moreover, he was an active supporter of the Westphalian Heart Foundation.

Our company family keenly feels the great gap left behind by the death of this talented, distinguished, judicious and internationally highly respected man, who was my friend, partner and fellow entrepreneur for 30 years. It is hard to imagine just how great a loss this must be for his wife Jutta, his daughter Katja and for the rest of his family. Our thoughts are with them.

It is the duty of the RETHMANN company group, its many employees and myself never to forget him and all he has done for the company.

Yours

Norbert Rethmann

Environmental services

Stability and growth in times of change

REINHARD LOHMANN, BOARD CHAIRMAN OF RETHMANN AG AND CHAIRMAN OF THE SUPERVISORY BOARD OF REMONDIS AG, ON THE EFFECTS OF THE FINANCIAL CRISIS ON THE REAL ECONOMY AND REMONDIS' GROWTH PROSPECTS

Not a day has gone by over the last few weeks and months without the financial crisis being mentioned in some form or other. The collapse of the so-called sub-prime market in the USA has resulted in major banks faltering one after the other. The speculation activities of traditional institutes such as Lehman Brothers created such problems that they have led to their total collapse. Across the world, share prices are plummeting. German banks have also been affected by the credit crunch. By putting up a €500-billion rescue package involving capital support and guarantees, the German government has prevented a domino effect which, in the worst case scenario, could have meant the complete collapse of the financial system. Despite this move, however, the financial markets are still proving to be highly volatile.

A functioning, high performance banking system is essential for the private sector.

And in the meantime, taxpayers are complaining that their taxes are being used to cover the losses caused by some financial managers who effectively gambled away money on the global market. Understandable but unbridled human greed had led them to attempt to multiply money no matter whether the necessary funds were available to do this or not. However, if the situation is looked at more closely, the banks that have been most badly affected by the financial crisis – except in two cases – have been those that were under state control and they are now relying on state support, i.e. the banks run by the German federal states such as the West LB, Bayern LB, Helaba, LBBW and Nord LB as well as IKB and KfW. This reflects above all the failure of the state or rather a failure of its control mechanisms. The liberalization of the financial markets, which was pushed along by the USA and supported or at least accepted by Germany and other countries, has led to the break down of all regula-

tion mechanisms. As a result, human greed was able to develop unhindered – with the now well-known consequences. The majority of the billions of euros that have now been made available from taxes for these banks will be given to businesses that are already effectively state-owned. The state must help itself whilst the private sector must either willingly or unwillingly find its own solutions. However, as a functioning, high performance banking system is essential for the private sector, confidence must be restored between businesses and the financial world in the near future.

For the effects of the financial crisis are already being clearly felt by the real economy. The gross domestic products of the large Western economies are showing negative growth for the second quarter in a row. People are beginning to talk about a "recession". If economic performance declines then this automatically leads to a decline in production. Lower



production means fewer products, lower levels of water supply and wastewater treatment and less waste but also a reduced demand for raw materials. The declining price of oil, which began to fall dramatically at the beginning of October 2008, and the falling prices of secondary raw materials such as scrap metal and recycled paper are both sure signs that the crisis has reached the real economy. As a result, practically all areas of the environmental service sector – from the collection of the waste, to logistics, to marketing secondary raw materials and recycled products – have been affected.

What does all this mean for the market in general and for REMONDIS in particular? One of the first things that should be pointed out is that, even before the financial crisis had begun, all institutes had been predicting that the economy would slow down by the middle of 2009 at the latest. The current turbulence may be aggravating the situation but it is not responsible for this fall in growth. The consolidation of the water and environmental service sectors had also started long before the problems began on the capital markets. Smaller companies are being taken over by larger ones, market players are merging together, setting up joint ventures or looking to survive by concentrating on their core businesses and some are disappearing from the

“The fluctuation on the market also provides excellent growth opportunities over the long term. The structure of REMONDIS is such that it will be even stronger when the crisis finally ends.” Reinhard Lohmann, Chairman of the Supervisory Board of REMONDIS AG and Board Chairman of RETHMANN AG

market altogether. In such a situation, the reluctance of banks to lend money – as they themselves must hold on to their capital because of the financial crisis – can only intensify this consolidation process. Companies that do not have a sound financial basis and are only able to carry out their activities through loans and bank guarantees may find themselves in difficulty as external financing becomes more and more difficult to get hold of. The opposite is true for REMONDIS. Being a traditional, family-run company with a sound financial base, the company, the largest German water and environmental service business, will not only be able to master the current situation much better than others. The fluctuation on the market will also provide excellent growth opportunities over the long term. The structure of REMONDIS is such that it will be even stronger when the crisis finally ends. The recession is also affecting the equity funds that have been considerably increasing their activities on the water and environmental service sectors over the last two years or so. Using large volumes of external financing, →

“Ideally, the operative side of water and environmental service activities should only be carried out by the private sector, as experience has shown that this sector performs better and is considerably more cost efficient.”

Reinhard Lohmann, Chairman of the Supervisory Board of REMONDIS AG and Board Chairman of RETHMANN AG

- these funds have been very happy to take over companies with real values and tangible business models.

The financial crisis, however, has meant that they have to face the great problem of trying to find the large volume of external financing necessary to implement their business models. As a consequence, we can now observe how the equity funds are once again pulling out of the market. The third consolidation phase has now begun in this branch now that the large American businesses are withdrawing from the scene and the commitment of the

by capital market funds. Our aim is to further develop the environmental service branch in Germany and particularly in those countries where large volumes of waste are still being taken to landfill.

Two examples here are Russia and the Ukraine: both countries have now recognized the need to set up an environmental service sector with genuine recycling activities and have chosen REMONDIS with its many years of know-how to be their strategic partner. The foundation of the largest international public private partnership in the Ukrainian city of Saposroshje is becoming the accepted thing. Several councils and districts have signed letters of intent with REMONDIS and wish to close product life cycles with our help as quickly as possible. In Russia, REMONDIS has founded a joint venture with one of the largest construction firms in the country that will help the company to tap into this huge market.

REMONDIS has, therefore, excellent international growth opportunities despite the global economic turbulence. If, however, the state were to look at ways to help the private water and environmental service sector and ease the current situation, then it could, on the one hand, create favourable framework conditions by implementing waste management plans, trade and industry laws and fair tax regulations and, on the other hand, ensure that the tendering process for state-run projects is fair and involves free competition. Ideally, the operative side of water and environmental service activities should only be carried out by the private sector, as experience has shown that this sector performs better and is considerably more cost efficient. This, too, could help many companies active in the branch to overcome the current difficult economic situation. REMONDIS is currently looking to the future of the water and environmental service branch with careful but healthy optimism.



Reinhard Lohmann, the new Board Chairman of RETHMANN AG, believes that the current crisis also holds considerable growth opportunities.

energy companies has revealed that, following massive investments and high losses, their business model cannot be simply transferred to the environmental service sector. And here, once again, it has been shown that size, tradition and a solid financial basis are the best protection against a hostile takeover bid. Unlike the American competitors, energy companies and equity funds, REMONDIS stands for long-term commitment to the market and will continue, in the future, too, to stand up against any advances made

Liberals: private sector must also compete for waste management activities

“European Framework Directive is a step in the wrong direction”

FDP MPS, COUNT LAMBSDORFF AND VAN ESSEN, VISIT REMONDIS

The new European waste regulations were one of the subjects discussed during the FDP MEP Count Alexander Lambsdorff's recent visit to REMONDIS. Accompanied by the local MP, Jörg van Essen, and other representatives of the local FDP party, Count Lambsdorff spoke with Egbert Tölle, a member of the REMONDIS board, about the so-called “Waste Framework Directive”.

REMONDIS considers this directive, Tölle said, to be a step in the wrong direction as the fundamental rules of cross-border competition would be annulled. Count Lambsdorff reiterated the view of the Liberal Party stating that they, too, believed the waste management sector should be run according to the principles of “private sector rather than public sector” and “competition rather than state control”. The European Union, commented the nephew of the FDP honorary chairman Count Otto Lambsdorff, had, in many cases, created a freer market and more competition in the member states: “The Liberal Party will also do all it can to ensure this is the case in the waste management branch, too.”

Count Lambsdorff, van Essen and the FDP delegation were impressed by the level of internationalization that REMONDIS has achieved. “We are glad to see strong companies from this area playing an important role in Europe. For this reason, the Liberals are happy to use their contacts in Berlin and Brussels to ensure that the legal framework conditions make fair competition possible,” explained van Essen, head of the FDP's national parliamentary group.

The local Liberal Party believes that, faced with the current municipal situation, it is important to have a strong waste



The FDP MEP Count Alexander Lambsdorff is also calling for greater competition in the water and environmental service branch instead of state control.

management business in its district. “The latest tenders, e.g. in Werne, have demonstrated that a high performance private sector company can be better than a state-owned waste collection firm. We have also noticed that this has relieved the pressure on the public purse which can be passed on to the inhabitants by lowering their charges,” concluded district chairman Christoph Dammermann.

Putting the private sector before the public sector means that the charges the public has to pay can be reduced on a long-term basis.

Guest commentary

Turning waste into opportunity

ANDRIS PIEBALGS, EUROPEAN ENERGY COMMISSIONER, ON THE IMPORTANCE OF WASTE ENERGY RECOVERY FOR AN EFFECTIVE ENERGY STRATEGY WITHIN THE EUROPEAN UNION



The European Commission proposed in January 2008 a far-reaching package of proposals that will deliver the European Council's commitments to fight climate change and promote renewable energy. The package seeks to reduce greenhouse gas emissions in the EU by at least 20% and to increase to 20% the share of renewable energies in the energy consumption by 2020, as agreed by EU leaders in March 2007. The emissions reduction will be increased to 30% by 2020 when a new global climate change agreement is reached.

The water and environmental service sector is working on new and innovative concepts for waste management and thermal recycling.

In a time of growing oil prices and climate change concerns, renewable energy sources are an adequate solution and opportunity. Renewable energy sources will help us reduce our CO₂ emissions, strengthen our security of supply and develop the high tech sector. If we make the effort now, Europe will be the leader in the race towards the low carbon economy that the planet so desperately needs.

EU Strategy on waste recycling

In this context, energy raw materials need to be exploited in the right conditions. This is particularly the case for the waste materials that offer an interesting and sustainable

source of energy. In order to ensure the proper management of such a source, the EU has been establishing the rules and developed a thematic strategy on the prevention and recycling of waste. This long-term strategy aims to help Europe become a recycling society that seeks to avoid waste and uses waste as a resource. As a first step, the Commission proposed the revision of the 1975 Waste Framework Directive to set recycling standards and to include an obligation for EU Member States to develop national waste prevention programmes. This revision will also merge, streamline and clarify legislation, contributing to better regulation.

EU Waste management for energy production

The dominating state of the art, waste to energy technology in Europe is mixed waste incineration in grate boilers for power. But there is also a wide variety of waste management practices in EU member states. Some countries are achieving high levels of material recovery and energy recycling rates, others are underperforming and need to strongly support the market deployment of the recycling/recovery measures.

Overall, landfilling is still the most frequent practice in the EU with a rate of about 40 % of all waste produced. Recycling and composting account for 40 % and incineration and waste to energy account to about 20 %.

One of the main waste sources is household/municipal waste. According to recent statistics from Eurostat, about 250 million tons were generated in the EU in 2005 with a high proportion of bio waste (about 45 %–113 million of tons). The renewable proportion of household waste, defined as "biodegradable fraction of the waste", varies in a range of 30–70 %. The primary energy production by combustion of renewable municipal waste is estimated at 6.1 Mtoes in 2007 and generated 14 TWh. This represents 18 % of all biomass electricity generation. Although this represents still a rather moderate share of the total renewable electricity (464 TWh) it however should increase in the next years to contribute more significantly to the renewables energy target for 2020. As at present only about 20 % of bio waste are really used for energy purposes, it is necessary that waste companies and businesses continue making efforts to develop new innovative waste management concepts and energy conversion technologies. One important element to support further exploitation of waste resources is given by the Landfill directive that requires that less than 35 % of the organic waste streams is landfilled in 2016.

Evolution of waste energy recovery

To meet the target of the EC Landfill directive EU Member States need to reduce landfilling significantly. Benefits are not only in terms of material resources but will also result in terms of reduction of greenhouse gas emissions. In Europe we expect a continuous growth of the market for



Andris Piebalgs has been the EU's Energy Commissioner since 2004. The 51-year-old physicist from Latvia is fluent in five languages.

waste treatment and power generation in the next decade. According to various studies, this would correspond to the creation of more than 100 new Waste to Energy plants with an increased capacity of treatment between 13 to 15 million tons per year. Beside the plants dedicated to incinerate the waste materials, there are other installations and technologies to generate electricity/heat. The co-combustion of waste materials with fossil fuels is currently also an economically attractive solution as well as biogas production via anaerobic digestion technology. Gasification and pyrolysis processes also offer high potential solutions to recover the energy content of such waste but these still need technical developments. Therefore, the EU should dedicate the necessary support to ensure the proper evolution of those technologies as to achieve better electricity efficiency and find cost effective technical solutions to the current limitations of the technologies. The Commission acknowledges such technology challenges and contributes to this overall effort supporting the activities related to the Research and Technological Development of the 7th research Framework Programme.

"We are expecting the market for waste treatment and energy production to steadily grow in Europe over the next decade." Andris Piebalgs, European Energy Commissioner



Reducing CO₂ emissions

An effective contribution to preventing climate change

THERMAL RECYCLING GIVEN A GOOD LIFE CYCLE ASSESSMENT



"2.9 degrees' difference. This is the same difference in temperature between the last Ice Age and today."

Heinz Riesenhuber, German minister for research and technology between 1982 and 1993, on global warming predictions

Climate change is one of the biggest challenges of our times. The plans put forward by the European Union to reduce greenhouse gas emissions is correspondingly ambitious. Germany has gone even further. Being one of the forerunners, the Republic of Germany is looking to support the EU's efforts by achieving an exemplary reduction in emissions: by 2020, domestic CO₂ emissions should be 40 % lower than in 1990. Studies have shown that recycling waste to generate energy can make a sustainable contribution to achieving this target.

One important step towards reducing carbon dioxide emissions is to bring about changes in the energy sector. If the target of 40 % is to be realized, then energy-related CO₂ emissions must be reduced to a maximum annual volume of 571 million tonnes by 2020. Compared with 2007, this is the equivalent of a 290 million tonne reduction.

The overall life cycle assessment is very positive

The thermal recycling of waste materials that cannot be used for materials recycling provides energy in the form of electricity and heat. As a result, they substitute fossil fuels such as coal and oil. According to the German Environmental Agency (UBA), by doing this around 9.75 million tonnes of CO₂ emissions can be avoided each year. Considering just how great the reduction could be, it is clear that every sensible option available must be used to decimate greenhouse gases. For a long while now, one of the most promising options has been the thermal recycling of waste. An analytical document published by the UBA emphasizes just how promising this method is. Based on up-to-date figures, the Agency has now confirmed that thermal recycling is a valuable way to prevent climate change.

In its calculations, the UBA assumes that half of the municipal waste used to generate energy consists of biogenous fractions. Such fractions are considered to be climate-neutral as the incineration of such materials only releases amounts of carbon dioxide that the flora and fauna had absorbed beforehand. The only part of waste that is relevant

for climate change, therefore, is any fossil content and external fossil energy that may have been added during the recycling process. The result is an annual net reduction of 4 million tonnes of carbon dioxide. "Waste incineration helps to prevent climate change and conserves our natural resources," concludes the German Environmental Agency.

A further reduction in CO₂ possible

According to the UBA, even more can be achieved. Using the results of a study published by an independent ecological institute, the Agency has calculated that greenhouse gas emissions could be reduced by a further 3 million tonnes a year. One of the main ways of tapping into this potential is to increase energy efficiency. It would be enough to increase net electricity efficiency from 10 to 14 % and step up heat utilization from 30 to 45 %.

Despite this positive outlook, the UBA also makes it clear that further reductions in CO₂ emissions must remain affordable. The process becomes affordable if thermal recycling plants are run to full capacity and so cost effectively. This is, however, where the snag might be. Germany has an overcapacity of thermal treatment plants whilst other countries in Europe do not have enough.

A pan-European solution is the best way

The best solution is for all countries to use the opportunities currently available. Waste, therefore, can be recycled where there are high performance facilities. With its new →

Three good reasons for thermal recycling: it ensures waste is disposed of correctly, it conserves natural resources of primary fuels and it helps to prevent climate change.



“From a geological point of view, a million years is needed to produce the amount of fossil fuel – coal, gas, oil – that is currently being used by the world’s population each year.”

Professor Hans Joachim Schellnhuber, climate researcher and head of the Potsdam Institute for Climate Impact Research

→ Waste Framework Directive, the European Union has set the path for the future: the directive recognizes waste incineration plants as being energy recycling facilities if their energy efficiency amounts to at least 60 to 65 % – depending on the year they were built. Waste that is destined for thermal recycling in these plants is, therefore, considered to be a product that can be freely traded within the EU.

Transportation hardly affects life cycle assessments. Sceptics may argue that any environmental benefits from generating energy from waste are thwarted by the actual transport of

the waste to the plants. This is, however, not the case: the ifeu Institute has proven that the assessment is still valid if the whole of the process chain is taken into account. Commissioned by the North Rhine-Westphalian Ministry of the Environment, the institute examined all stages of the process – from collecting the waste to transporting it to sorting it. Transportation by truck was used for the logistics part of the chain.

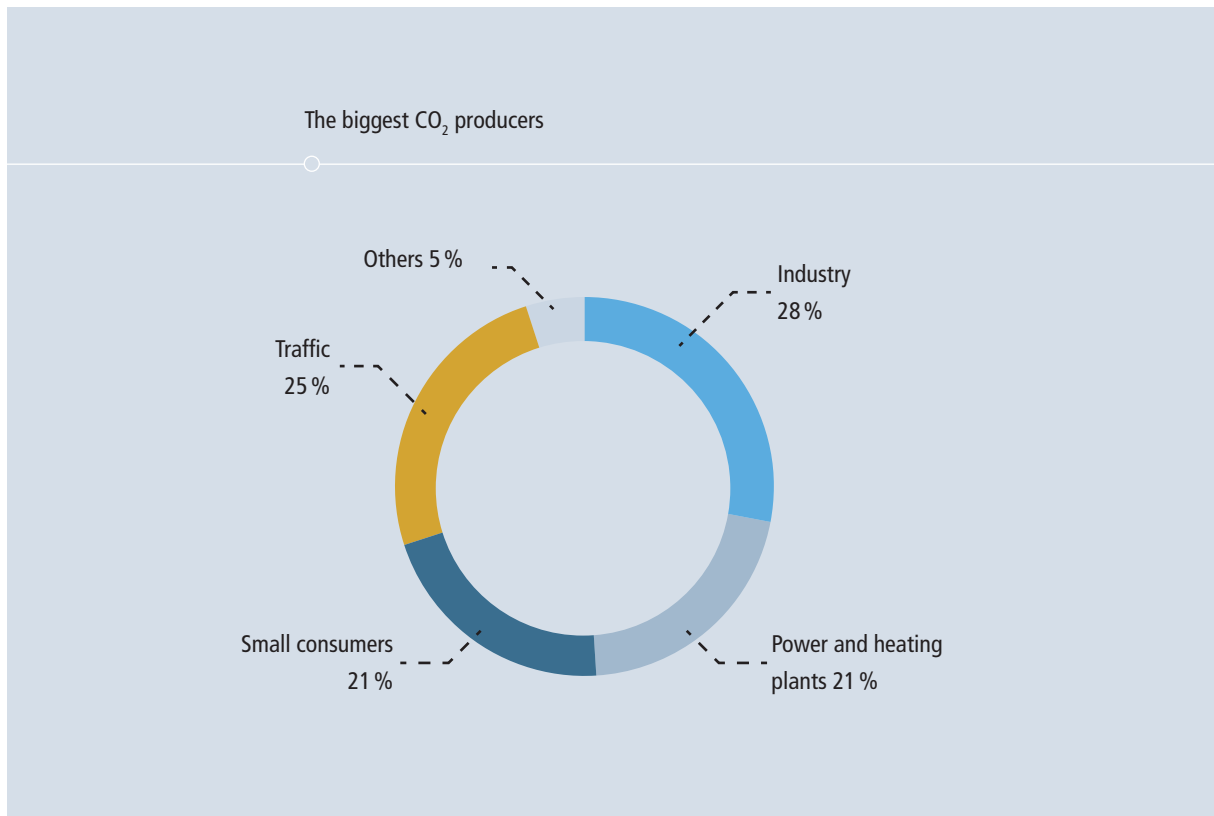
The result: even if upstream emissions are taken into the equation, thermal recycling can still result in savings of up to 750 kilograms of CO₂ equivalents per tonne of waste. For household waste, this means a net reduction of between 150 and 400 kilograms of CO₂ equivalents per tonne. Waste incineration plants are at the lower end of the scale whilst recycling in power plants or cement works is at the upper end.

Further optimization through biodiesel

The effect on the environment can be further reduced if biodiesel is used to fuel the trucks. REMONDIS, for example, runs over half of its 6,000 company-owned commercial vehicles on this biogenous fuel. Biodiesel is clearly a more eco-friendly fuel than standard fossil diesel and even the production of biodiesel causes fewer CO₂ emissions.

The emissions caused by the incineration process in the engine are also considerably lower and are considered to be

Between 2002 and 2007, energy-related CO₂ emissions in Germany were reduced each year by an average 10 million tonnes.



climate-neutral. Every litre of biodiesel used, therefore, cuts climate gases by 2.2 kilograms. Compared with standard diesel, this means savings of 60 to 70 %.

The free movement of goods is a must

No matter from which angle it is looked at: the facts clearly show that recycling waste to generate energy is an effective way to sustainably reduce CO₂ emissions. This is especially true if modern, high performance plants are used.

Preventing climate change is a comprehensive task that must be tackled by the waste management branch as a whole. Local solutions are just as misguided as political decisions preventing the cross-border transport of waste. With this in mind, Article 14 of the new Waste Framework

Life cycle assessments – environmental positives and negatives

Life cycle assessments (LCAs) can be carried out on products, production processes, procedures, locations and much, much more. In all cases the LCAs assess the overall impact of the object or process being looked at on the environment. It takes into account what is removed from the environment, such as the raw materials used, as well as what is added to the environment such as emissions of dangerous gases or residual waste.

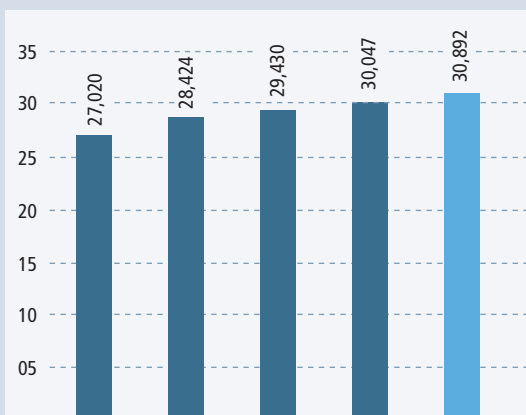
“Every moment of hesitation means that climate targets cannot be reached.”

Directive appears to particularly critical. The principle of self-sufficiency, that had originally been introduced to ensure the eco-friendly disposal of waste, has been extended to include mixed municipal waste from households. In the future, individual countries and even towns or districts will be able to prevent waste from entering or leaving its territory.

This decision is most definitely not one that will help to prevent climate change. As a result, critics are calling for the member states to assess the situation carefully when they adopt the EU directive. Materials that are to be used for thermal recycling must – as all other economic goods – be able to be moved freely within the EU. Preventing climate change is, in the end, a global task that does not end at a country’s border. And most certainly not at a local council’s border.

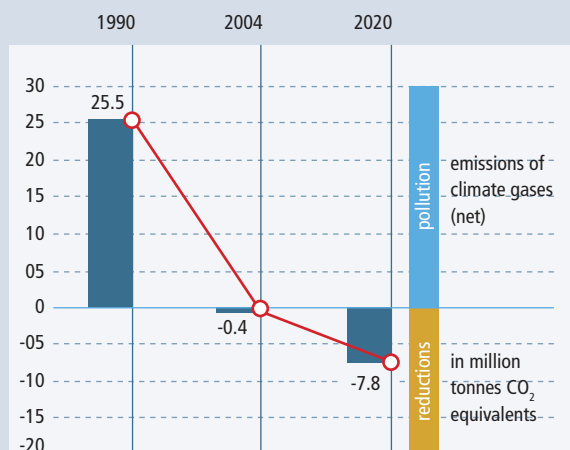
Those looking to master the global challenges must not take cover behind arguments of self-sufficiency or isolated solutions.

Energy-related CO₂ emissions worldwide (in million/t)



Source: German Ministry of Economics and Technology

From negative to positive: waste management clearly reduces CO₂ emissions: CO₂ emissions of the waste management sector in Germany from 1990 to 2020



Source: German Environmental Agency

An interview with Prof. Hüther, German Economic Institute

Is the Public Procurement Law just?

THE CONTROVERSIAL ARTICLE 99, PARAGRAPH 1, IS PUSHING MEDIUM-SIZED SERVICE PROVIDERS OUT OF THE MARKET

With a procurement volume of 360 billion euros, public sector bodies have a considerable influence on the economy in Germany. This fact makes it all the more important to have a public procurement market that is fair, transparent and performance-oriented to ensure that private sector SMEs have access to the market and are not faced by any form of discrimination. The planned amendment to the public procurement law, however, contains a controversial draft regulation concerning so-called inter-municipal cooperation work which would provide public sector businesses with the legal right to boot out their private sector competitors.

YES



NO





Prof. Michael Hüther has been a director and member of the management committee of the German Economic Institute since 2004

REMONDIS aktuell: Prof. Hüther, a bill has been drawn up to reform the public procurement law. Do you believe that this draft law will substantially improve the public procurement law?

Prof. Hüther: No. Our fear is that this will lead to there being fewer tenders in the future and that it will weaken competition. More competition is, however, necessary to ensure that the services that public sector bodies pay for are provided in the most efficient manner possible. The draft law does not represent an improvement to the public procurement law.

REMONDIS aktuell: The passage on inter-municipal cooperation work hides the danger that the state could exploit its buyer power to push out private sector suppliers. Is this not a violation of current EU laws?

Prof. Hüther: It is, at the very least, a violation of the spirit of EU cartel control and competition. Inter-municipal cooperation must not be allowed to push the private sector from the market. If there were no actual market, then there would be no need for tenders. This is true for original public authority tasks. If, however, there is a market, then competition on the public procurement market must at least be guaranteed and must not be cancelled out as a result of inter-municipal cooperation work.

REMONDIS aktuell: Plans are for the new public procurement law to allow additional criteria to be included in public tenders that are not directly related to the tender itself such as socio-political factors etc. What will the consequences of this be for SMEs in Germany?

Prof. Hüther: Such criteria are, of course, a problem, especially for SMEs. It is not a question here that small companies would systematically have considerable difficulties fulfilling the additional criteria. The bureaucratic costs connected to such criteria may be so high for medium-sized businesses that they would represent a clear obstacle to taking part in the tender process. One particular danger of such criteria is that tenders can be targeted towards a preferred company as a result of how such criteria are worded.

“If, however, there is a market, then competition on the public procurement market must at least be guaranteed and must not be cancelled out as a result of inter-municipal cooperation work”

REMONDIS aktuell: Most trade associations in Germany are assuming that Article 99 Par. 1 Clause 2 GWB (law regulating restrictive competition) will have a serious effect on their business. The paragraph would not only have a negative effect on the way public tasks are set up but also on procurement procedures in the areas of construction and supply services as well as other services. A paper published recently by the large associations about this law calls it an instrument that shall enable public bodies to further seal off the market. In your opinion, what effect would this have on the way public finances as well as taxes and charges are used? →

Trade associations fear that free competition will be restricted.



Prof. Michael Hüther speaks out against anti-competitive measures.

→ **Prof. Hüther:** Any measure that seals off a market or prevents competition will mean higher costs for customers as they have to pay monopoly prices. The profits of such a monopoly end up in the local council's coffers. This is great for the local councillors but only in the short term as, in the long term, monopolies always lead to inefficiency and ineffectiveness. The profits then either fall or prices rise again – and in many cases not just once.

REMONDIS aktuell: Is a functioning market with fair competition between the private and public sectors still possible under such conditions?

“Today’s message must be that prosperity is only possible if there is competition. And this must be implemented at municipal level, too.”

Prof. Hüther: If competition is to function properly, then we need to have comparable competition regulations. We do not have this here. Firstly, public suppliers have the security that their owners will never go bankrupt and that, in case of doubt, they can also receive additional money. Secondly, tax policies, in particular, are distorting competition. This is one of the first things that should be looked at.

REMONDIS aktuell: Do you think one solution may be to make it obligatory for municipal businesses to submit economic feasibility reports as well as to make their reports public when taking part in a tender for inter-municipal cooperation or in in-house tenders?

Prof. Hüther: I fear that such comparisons and reports would merely act as a kind of alibi and result in even more red tape. At the end of the day, reports cannot replace competition and are, at the very best, the third-best solution.

REMONDIS aktuell: And now just a word about the current situation for public sector bodies in the financial crisis. All political parties consider partly nationalizing businesses as an effective way to prevent taxes being wasted. Even the CDU, which is traditionally close to SMEs, have added the re-nationalization of so-called traditional public services into their party agenda. At the same time, the councils that are at the top of the list of the most expensive municipalities in Germany are those that have public services provided by municipal-owned businesses. Even though the private sector can generally provide such services more cheaply, despite the fact they are not exempt from charging VAT, true competition does not exist which would benefit the taxpayer. Will the private sector really be able to compete against such protected municipal businesses in the future?

Prof. Hüther: Private sector companies will find their own niche on the market. It is, of course, difficult to survive in the market if the competitors do not have to charge VAT or the procuring body is not forced to look at all offers available. It is, therefore, hardly surprising that the branches affected are taking legal action against such regulations. Today’s message must be that prosperity is only possible if there is competition. And this must be implemented at municipal level, too. The claim that traditional public services can only be guaranteed if they are provided by municipal-owned businesses must be shown to be false and be put to rest in the book of municipal myths where it belongs.

REMONDIS aktuell: Prof. Hüther, thank you very much for the interview.



Association

Keeping an eye on the big picture

THE BDE SUPPORTS POLITICAL DECISION-MAKING PROCESSES WITH EXPERTISE AND FAR-SIGHTEDNESS

Further developing the water and environmental service branch – this is the goal of the Federal Association of the German Waste Management Industry, the BDE. One of the association's tasks is also to state its opinion on important aspects of the European waste management sector and to point out negative developments.

BDE

Making its position clear with convincing arguments – the BDE is committed to ensuring the water and environmental service branch makes further sustainable progress.

European policy: the new directive is a step backwards

The BDE has a clear opinion on the Waste Framework Directive passed by the EU Parliament: the decision restricts waste recycling in the European single market and fails to lay down uniform recycling rates. This promotes national solutions and prevents the creation of a pan-European environmental service sector.

Public Procurement Law: free competition needs a just procurement system

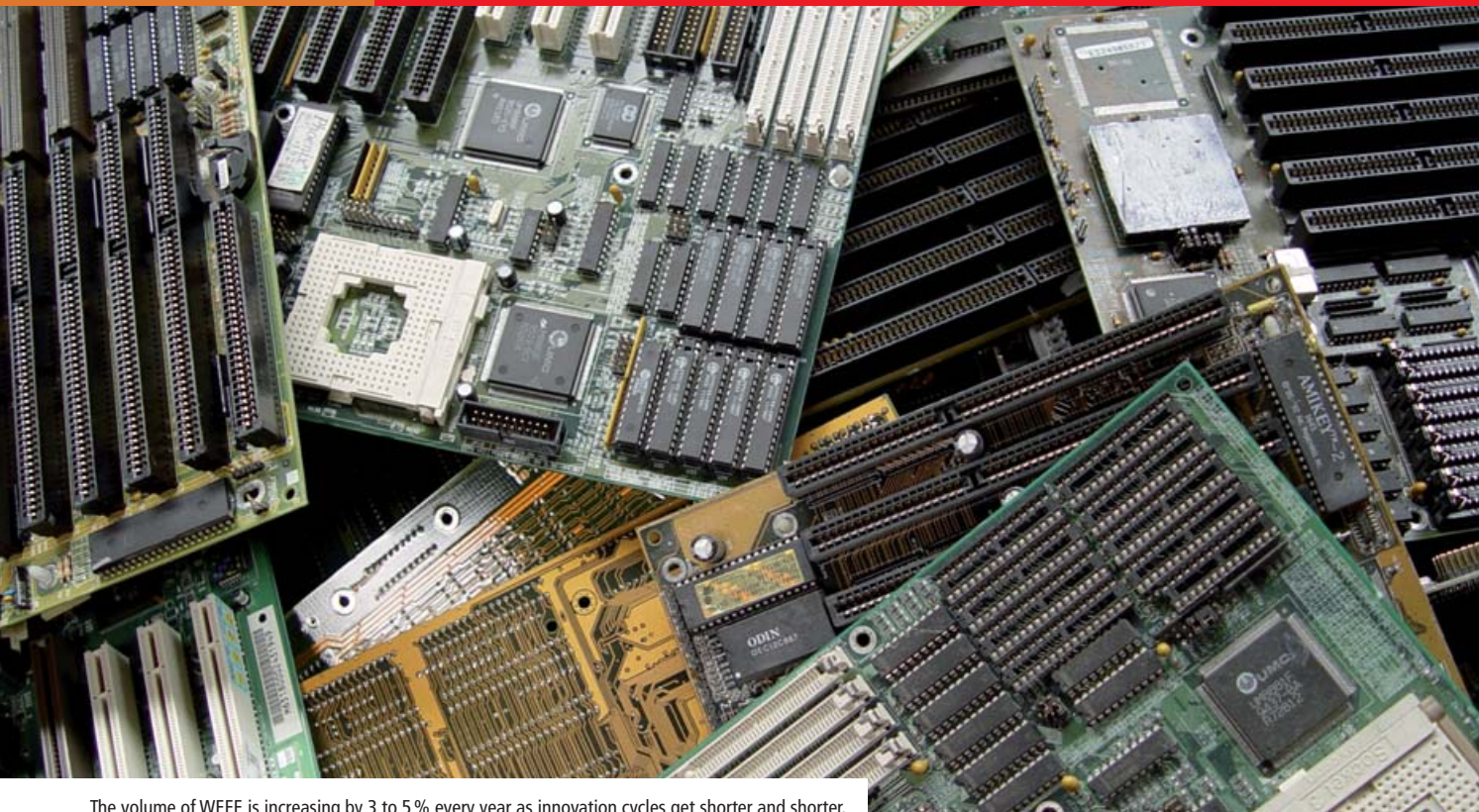
The BDE has also criticized the amendment to the public procurement law. It points out emphatically that the current draft law makes it easier to award projects without having to put them out to tender – in favour of inter-municipal cooperation. The consequences: private sector companies will have fewer opportunities to apply for public projects. The association is calling for the draft law to be revised and for conditions to be put in place that ensure public procurement projects are awarded fairly.

Water resources management: a market economy rather than public sector monopolies

Municipal monopolistic structures, the BDE warns, are influencing the water resources sector. The result of this is, compared to all other countries around the world, that German citizens must pay the highest price for their water – a situation that is simply not acceptable. Changes are long overdue. Water services must, without exception, be put out to tender and face free competition.

REACH: some clear flaws

According to the Chemical Ordinance, REACH, chemicals may only be sold on the market if they have been legally registered and examined. Recycled materials such as plastics are also subject to this cost-intensive procedure. A mistake, the association believes. For the mechanical processing of recycling materials does not change the chemical content of the material in any way. The correct move would be to make such materials exempt from this registration obligation – and, as a result, promote recycling rather than prevent it.



The volume of WEEE is increasing by 3 to 5 % every year as innovation cycles get shorter and shorter.

WEEE recycling

International expansion

REMONDIS SETS UP NEW CAPACITIES IN FRANCE AND AUSTRIA

In many cases, technical progress means that less waste is generated. Sometimes, though, it means waste volumes increase. One example is waste electrical and electronic equipment (WEEE). Attractive innovations are being launched onto the market more and more quickly. And so the volume of unwanted equipment increases, too. In their eight European dismantling centres, REMONDIS uses high-tech to source raw materials from yesterday's models for tomorrow's equipment.

Each year, REMONDIS recycles a good 120,000 tonnes of unwanted electrical and electronic equipment. The company is market leader in Germany.

REMONDIS carries out e-waste recycling on an industrial scale. Practically all common kinds of electrical and electronic equipment can be processed – from freezers to hairdryers. No matter what the piece of equipment is it must undergo two stages: hazardous substances must be removed and raw materials recovered.

The recycling rates achieved by REMONDIS are exemplary. This is especially helped along by the practical take-back systems that are in place and its well equipped dismantling centres. Moreover, the fact that the company entered waste stream management in this sector at such an early stage means that it is considerably ahead of its competitors when it comes to its level of know-how. REMONDIS is, therefore, a popular partner in many European countries when it comes to setting up economical and ecological WEEE life cycles.

An example: Austria – technology for the safe disposal of CFCs

The go-ahead has been given in Austria, too: the foundation stone was laid for a new recycling facility for cooling appliances in Kematen an der Ybbs (Lower Austria) at the end of September. Being the most modern of its kind throughout the country, this is sending out a clear signal. The facility is being operated by the newly founded company, UFH RE-cycling GmbH – a joint venture between REMONDIS Electrorecycling and the Austrian-based UFH Holding. This progressive facility will have high throughput rates. From 2009 onwards, around 1,200 cooling appliances will be recycled in three shifts every day at the plant in Kematen.

Calculations have shown that future annual recycling volumes will amount to about 15,000 tonnes. The raw materi-



als that will be recovered and sorted according to type will include plastic as well as ferrous and non-ferrous metals. One of the main goals of the new facility is to recover CFCs. This will be made possible by carrying out so-called mixed recycling with other propellants and cooling agents, i.e. both equipment with and without CFCs can be processed at the same time. This will not only make the business more economical to run but will also ensure that hazardous materials are fully recovered. The recovered propellants and cooling agents will then be sent on to be disposed of in accordance with all regulations.

An example: France – extension work for further opportunities

E-recycling has been an everyday business in the French city of Troyes for many years. Both REMONDIS Electrorecycling SAS and its associated company, TCMS S.A., are based here. TCMS collects and processes light bulbs and fluorescent

lamps here from the whole of France. Furthermore, the company is active in the e-recycling sector. At the moment, visual display units, fluorescent lamps, energy-saving light bulbs and compact lamps are processed in Troyes. The range of products that can be recycled at this location, however, will be considerably greater next year. A new 17,000 m² facility is currently being built at the site. The role model for this new facility is the plant at REMONDIS' site in Lünen which is the largest and most modern of its kind in Europe. The new plant in Troyes will be a combination facility. Both cooling/freezing appliances and other kinds of electrical and electronic equipment will be treated in batches on the same line. As a result, the business will be flexible and will be able to react to any changes in waste streams. Once the extension has been completed, the site's overall capacity will increase to 40,000 tonnes a year.

REMONDIS is helping to push forward e-recycling

REMONDIS Electrorecycling has a comprehensive logistics and processing network in Europe, including eight processing facilities (the location in Kematen included). This is not the final number. The company shall continue to push forward its Europe-wide expansion plans. After all, the aim is to intensify the recycling of waste electrical and electronic equipment in general. It makes sense, therefore, to use the knowledge and know-how that has been tried and tested in Germany in other countries, too.

The new plant in Austria will work with cryogenic condensation. Thanks to this innovative process, propellants and cooling agents can be safely collected.

Close to perfection

E-recycling has shown just what is possible. With processing rates of over 90 % and recycling rates of 75 %, REMONDIS is already achieving almost perfect product life cycles. The recycling of waste electrical and electronic equipment is drawing closer to the cradle-to-cradle principle. According to this principle, intelligent product design should make it possible for individual product parts to be separated easily so that they can be fed back into the economic cycle ensuring nothing is wasted.

Water resources management

Crystal clear wastewater management

ECO-FRIENDLY WASTEWATER MANAGEMENT FOR ORGANIC DAIRY BUSINESS

Gläserne Molkerei is a subsidiary of Gläserne Meierei GmbH, a company based in Upahl in the German state of Mecklenburg-Vorpommern. Gläserne Meierei GmbH has been processing organic milk from the north-east of Germany into organic dairy products since 2001. One of the company's main philosophies is to create a sustainable business in harmony with nature and by doing so produce high quality foods in an eco-friendly manner. Being a producer of organic goods, Gläserne Meierei GmbH puts great importance on achieving on-going transparency for all its production methods. This approach has also been mirrored by its decision to use REMONDIS Aqua as its partner for state-of-the-art wastewater management.

Gläserne Molkerei GmbH

Gläserne Meierei GmbH is an organic dairy business that has primarily been using organic milk from the north-east of Germany to produce various organic dairy products since 2001. The company is based in Upahl, in the German state of Mecklenburg-Vorpommern. Its subsidiary, Gläserne Molkerei GmbH (previously Hofmolkerei Münchehofe), operates the dairy and cheese factory in Münchehofe which is located in the Spreewald region.

Gläserne Meierei was the first ever company in Europe to fulfil the organic standards of the US American NOP (National Organic Program) which are stricter than those laid down by the EU. The company was awarded the Innovation Prize for Organic Food Processing by the German Ministry for Food, Agriculture and Consumer Protection in recognition of this achievement.

The production plant that is currently being built at the company's Münchehofe location between Berlin and Cottbus is also unique. The business will not just be processing all the organic milk collected from the Spreewald region but will also be a show plant ("gläsern" is the German word for "transparent"). Those interested will be able to visit the plant in Münchehofe to see how organic dairy products – and especially cheese – are made. The new plant will mean a considerable increase in the site's production capacity and this is the reason why a modern wastewater treatment facility is now required.

REMONDIS Aqua has developed a concept that makes it possible to fully treat the production wastewater and achieve direct discharger quality i.e. to be discharged into the draining canal. The first step involves special filtration technology combined with a modern flotation system in order to remove primary fatty materials from the wastewater. The subsequent biological treatment along the lines of SBR technology (Sequencing Batch Reactor) then eliminates the organic contents of the nutrients in the wastewater. REMONDIS Aqua has been commissioned with two wastewater projects by Gläserne Molkerei GmbH. On the one hand, REMONDIS Aqua is to set up a state-of-the-art wastewater treatment facility to treat the company's



"The modern biological wastewater treatment technology is in keeping with the Gläserne Molkerei's demand for sustainability." Gerhard Simon, industrial sales management division at REMONDIS Aqua

production wastewater at its site in Münchehofe and, on the other hand, REMONDIS Aqua will also be responsible for the long-term running of the facility. This means that Gläserne Molkerei will not be burdened down by any risks involved in the wastewater treatment and will be able to clearly calculate and plan its costs over a long-term period.

Being Germany's leading supplier of contracting solutions within industrial water management, REMONDIS Aqua GmbH & Co. KG already has extensive experience of the food industry. The water experts from Lünen have already implemented water projects for many well-known businesses including the Humana Group, Lorenz Snack World and the Wild Group. Customers from other industrial areas include firms such as BASF, MAN and GEA.



With its high quality dairy products, such as the cheese here made from silage-free pasture milk, Gläserne Meierei has become one of the leading companies in Germany for organic products.

Water and money – keeping them flowing

NEW MUNICIPAL FINANCE MANAGEMENT SYSTEM WITH REMUNDIS AQUA

REMUNDIS Aqua has established itself successfully on the market providing a wide range of different services that go beyond its core businesses of supplying drinking water and treating wastewater. Such services include helping local councils to implement the “new municipal finance management system” which also signals the end of the old-fashioned single-entry accounting method (“cameralistic” method). REMUNDIS Aqua is giving councils a hand to ensure the “double-entry accounting system” is introduced into their systems without a hitch.



“REMONDIS Aqua helps local councils to implement the ‘Doppik’ double-entry accounting system enabling them to have the best possible overview of their assets.”

Andreas Bankamp, managing director of REMONDIS Aqua

The double-entry accounting system (Doppik) involves the systematic and complete recording of all business transactions of a local council in order to make it possible for them to have a clear view of their assets and liabilities at any given time. This means that the councils are moving away from the single-entry bookkeeping of the past. This transition process requires the support of experts both during the preparation and implementation phases. Only then can bad investments, unnecessary expenses and ensuing additional costs be avoided. The introduction of the New Municipal Finance Management system (NKF) has now reached the critical stage with the double-entry accounting system now being introduced into all municipalities right across the country. During the preparation phase, all necessary decisions were taken and the legal basis set up to enable the transition to take place.

More transparency and a better overview

The aims behind the accounting reform have been clearly defined and, once it has been implemented, it should make it possible for local councils to have a comprehensive overview of their actual financial situation at any given time. This includes:

- an complete overview of their revenue and how their resources are used,
- an overview of the targets of their administrative activities and documentation on target achievement (“output”–“outcome”),
- proof of municipal assets and the financing of such assets,
- the possibility to draw up a group balance sheet for the whole of the city,
- the integration of all accounting elements into one system (operating results, cash-flow statements, balance sheets).

Thanks to the New Municipal Finance Management system, the profitability of the work carried out by a municipality can now be measured. It provides an integrated planning

approach enabling the aspects of profitability and the use of resources to be taken into account. By carrying out cost accounting, councils will be able to follow more reliable and needs-based investment policies that include follow-up costs and economic comparisons.

REMONDIS Aqua offers councils the following support services:

- evaluation of municipal assets and debts
- drawing up an opening balance sheet
- product development/drawing up product groups including costs, resources used etc
- setting up double-entry accounts
- building up cost accounting
- administrative accounting

Several municipalities in south Brandenburg are already benefiting from REMONDIS Aqua’s know-how. The company is expecting this field of business to expand considerably as more and more councils adopt the New Municipal Finance Management system (NKF).

Background

Municipalities are in favour of this transformation of their accounting system and the decision is irreversible. This process is a great challenge for both politicians and councils who are pushing forward the modernization of municipalities. This process shall lead to the creation of a new product-oriented administration culture supported by the know-how of private sector service providers such as REMONDIS Aqua. The first step was taken back in 2006 during a symposium organized by one of REMONDIS Aqua’s subsidiaries WAL-Betrieb, which is based in Senftenberg in the south of Brandenburg. The symposium was held at the EuroSpeedway Lausitz to discuss this subject with municipalities from Saxony and Brandenburg. Since then, more and more local councils have adopted the NKF system.

Water resources management

Safe drainage pipe systems

STRONG ALLIANCE AGAINST 'SEWER SHARKS' AND EXPLODING COSTS – SAL AND REMONDIS FOUND SAL SERVICE GMBH TO GUARANTEE QUALITY AND FINANCIAL SECURITY

High levels of technical expertise and reliability are needed to assess the condition of private drainage pipes and the need for renovation work.

Private drainage pipe systems are 3 times longer than public sewage systems but are subject to practically no official control. The densely populated German state of North Rhine-Westphalia has introduced a new State Water Act (§ 61 a LWG NW) that has changed this situation dramatically. All property owners must have had the drainage pipes under their land and homes checked to see if they are leak-proof by 31 December 2015 at the latest. This new regulation has led to the emergence of many cheap providers offering dubious services – so-called 'sewer sharks'. It is, therefore, all the more important that property and home owners are able to rely on the expertise and serious nature of the newly founded company SAL Service GmbH, a cooperation between REMONDIS Aqua and Stadtbetrieb Abwasserbeseitigung Lünen AöR, which has been set up specifically for this purpose.

Renovation businesses for private drainage pipe systems are ten a penny. And some service providers who wish to check the pipes using CCTV equipment even go knocking on people's doors. Here they point out in a more or less friendly manner that Article 61 of the new Water Law means that property owners are obliged to have their drainage pipes checked to see if they are leak-proof by 31 December 2015 – and they are right. However, simply knowing this fact is not much help to home owners. People wishing to invest in their drainage pipe system must cope themselves with the problem of having them checked and renovated. How can an average citizen recognize whether the person offering the service is an expert or someone looking to make a quick buck? What renovation procedure

is the right one for his home? What do the CCTV pictures actually pick up? And is the price being offered justified and is his advice trustworthy? For such renovation companies plan and think in a business-like manner and not only have their customers' needs in mind but also their profits. There is, therefore, the danger that they may recommend work that is not really necessary.

The gap in the advice network has been closed

Claus Externbrink, board member of Stadtbetriebs Abwasserbeseitigung Lünen (SAL), puts it in a nutshell: "Experience has shown us that owners understand what is necessary having had a free consultation but they need and wish to have support for the next stage of the process.



“It is very fortunate for the citizens of Lünen that we have found a partner in REMONDIS that shares our high quality expectations and perfectly complements SAL’s expert knowledge of drainage systems with its strong management expertise.”

SAL board member and managing director of SAL Service GmbH, Claus Externbrink

Who should they commission with the task? Are the workmen really proceeding as necessary? And who is prepared to guarantee that the investment will really increase the value of the property and that the work fully complies with legal stipulations? Many people have asked us if we can recommend the right company to carry out the work or if we are prepared to supervise the actual renovation work being carried out. We, however, are not able to provide this support nor are we permitted to do so.”

Troubled property owners can now breathe a sigh of relief. On 01.01.2007, this gap in the advice network was closed by SAL Service GmbH – a collaboration between Stadtbetrieb Abwasserbeseitigung Lünen (SAL) and REMONDIS Aqua GmbH & Co. KG. Being an independent service provider with a high level of expertise, Service GmbH can now manage the requests for renovation work of private drainage pipe systems – from inviting offers to supervising and checking the quality of the actual work. A choice of different financing models guarantees that costs are transparent whilst perfect work is performed.

A win-win situation for everyone involved for leaky pipes are not only expensive for the property owner himself. Wastewater charges rise as a result, the value of the property falls and the leaks damage the environment on a long-term basis. For this reason, ensuring pipes are leak-proof is an important subject for the future that goes far beyond the borders of North Rhine-Westphalia. The activities of SAL Service GmbH in the city of Lünen are, therefore, a promising beginning.

A fruitful partnership

“It is very fortunate for the citizens of Lünen,” comments SAL board member and newly appointed managing director of SAL Service GmbH, Claus Externbrink, “that we have found a partner in REMONDIS that shares our high qual-

ity expectations and perfectly complements SAL’s expert knowledge of drainage systems with its strong management expertise. If requested by REMONDIS we will take over the quality assurance part in the Service GmbH.”

With its ‘Blue Angel’ certification, SAL has given priority to achieving quality and environmental protection as well as customer satisfaction and transparency for many years now. In 2007, SAL was awarded the ‘Golden Manhole Cover’ by the IKT Gelsenkirchen (an innovation prize held in high regard by the branch) in recognition of the company’s innovations in and around Lünen’s drainage and sewage system and its advice and closeness to the city’s citizens. Another point in the Service GmbH’s favour, as SAL is rightly well-known in Lünen for its qualified and fair advice and has been organizing free, high quality information events for private operators of drainage pipe systems for many years now.

A win-win situation for everyone

Other businesses will also benefit from the services provided by Service GmbH. For only those companies that fulfil the quality standards drawn up by SAL and Service GmbH will be admitted to the company pool being organized by this management service provider. Service GmbH will show the customers the cheapest offers submitted from the pool which are most suitable for the renovation work required and then, if requested, help the customer to select the right company. The quality of the work is, therefore, guaranteed and for the renovation companies, too, this acceptance into the pool of companies is recognition of the quality of their work and an accolade at the same time – and proof of their trustworthiness. The fact that quality can be verified in this way is a win-win situation for everyone – and last but by no means least a great relief for our environment.



SAL stands for award-winning innovation and closeness to citizens for all questions concerning the removal of wastewater.



Environmental services

Safety in disused mines

AUREC GUARANTEES LONG-TERM STABILITY WITH ITS CUSTOM-MADE FILLING MATERIALS

As in the past, mines continue to be the most important sources of raw materials for the world's population. Even if the ore, metal and coal mines have been closed down in many regions around Germany, German salt mines are still highly regarded across the world. Even though the best possible safety measures are taken during the mining activities, it is still necessary to refill some parts of the ground – to protect both the inhabitants of the area and the environment. AUREC GmbH, a subsidiary of the REMONDIS company REMEX GmbH, ensures that the empty spaces in disused tunnels or mines are filled to guarantee long-term stability. This means: greater safety – in the mine as well as on the surface.



People living in active or inactive mining regions have got plenty to say about this problem. Far too frequently, the ground vibrates or shifts which, in extreme cases, results in roads or buildings being damaged endangering the lives of the people living in the area. AUREC GmbH, which is based in Bernburg in the German state of Saxony-Anhalt, has so to speak first-hand experience of the challenges caused by mining as its company head office is located above one of Europe's largest active salt mines. The company has, therefore, taken up the cause and supplies high quality

filling materials to guarantee structural stability both above and below the ground.

Specialists for fill materials

Based on its many years of experience, AUREC GmbH produces high quality filling materials in accordance with legal regulations. Strict controls are carried out regularly to guarantee the quality of the material. The material used to produce the filler comes from residual waste and other kinds of waste from industrial and construction businesses.



One special feature here is that natural resources need not be used to fill the spaces. The special characteristics of the fill materials mean that they are a long-term solution and AUREC products stand out thanks to their excellent effectiveness. They fill and support the empty spaces; they bind together in the best possible way and ensure that the geo-mechanical system is stabilized over a long period. The materials used fulfil all structural physical requirements and fully comply with all legal stipulations.

AUREC GmbH produces filling materials according to up to 30 different formulae. In order to ensure that the filler is processed and then used in the best possible manner, the properties of the mineral source materials are first analysed in detail. As a result, custom-made filling materials can be produced for each individual field of application.

An exemplary model

Some parts of the Bernburg salt mine need to be filled to ensure the structural safety of the area. Being AUREC's partner, the mine has been provided with a strictly controlled and officially certified long-term safety certificate. This means that it fulfils all legal regulations that stipulate how waste and hazardous waste may be stored.

Mining safety hand-in-hand with waste management safety

Being an accredited waste management business, AUREC relies on state-of-the-art technology, proven processes and the highest possible production standards. This includes a future-oriented quality and environmental management system – an important part of the company's concept that unites mining safety and waste management safety. The materials recycling of the different kinds of source material means clear economic and ecological advantages. Hazardous materials are prevented from polluting the ecosystem as the residual and hazardous waste are permanently sealed off from the biosphere. Using such materials to fill disused mines, therefore, is far safer than taking it to landfill. Instead of just dumping the material, it can be recycled and put to far better use. And with this in mind: Happy Mining!

Mark of company quality: AUREC is a subsidiary of REMEX GmbH, the innovation leader for mineral recycling, the production of construction materials and remediation services.



Environmental services

Growth against the trend

TSR CONTINUES TO EXPAND BOTH AT HOME AND ABROAD



The metal recycling markets – as many other raw material and financial markets – are currently going through turbulent and dynamic times. The TSR Group has also faced the challenges of these short-term and fairly unique market developments and is continuing along its path of value-oriented growth by opening up two new businesses in Germany and the Czech Republic.

TSR taps into the full growth potential of regional markets.

Thus, in November this year, the 38th branch of TSR Czech Republic s.r.o. was opened up in the Czech city of Jihlava. The new business is located next to the D1 motorway between Prague and Brno. It has a paved storage area covering a total of 18,067 m², a new storage building for non-ferrous metal as well as a renovated office building. Incoming material is weighed on the new 18-meter truck weighing machine (with a radioactivity measuring device) and a 3-tonne weighing machine for smaller deliveries. The majority of the outgoing material is carried out by rail. Rail transport is guaranteed as the company has its own two railway tracks which go onto the site itself. A digger and a high-lift truck are located on site to transfer the Fe and non-Fe scrap. The whole of the area is connected to an oil trap and it is also monitored using a CCTV system. The new site in Jihlava is an important step for TSR in its move to set up a more closely linked network of scrap yards in the Czech Republic. Both existing and future customers in and around Jihlava will now be able to enjoy a much improved service.

Furthermore, on 01 September 2008, TSR took over the scrap activities of the company, REMONDIS, at its business location in Hückeswagen in the Rhine-Ruhr region. The takeover went extremely smoothly so that neither customers nor suppliers had to face any problems. The site is about 10,000 m² in size, approx. 5,000 m² of which is paved. The remaining area is used for burning as well as to store containers. Moreover, a roofed area is located on the site for chippings. Three trucks, a digger and a wheel loader are currently being used to carry out the work. Branch manager Sebastian Lehnen and six other employees work at Hückeswagen where they deal with the material processing, purchasing, operations and transport logistics. TSR's takeover of this branch means that the activities of REMONDIS' subsidiary TSR have been further extended in the areas of logistics and material handling for metal recycling in this region. And the regional market still offers much potential for this field of business.



THE METAL COMPANY

German Bundesrat makes a wrong move

NEW FERTILIZER ORDINANCE LIMITS THE RECYCLING OF HIGH NUTRIENT SEWAGE SLUDGE

The German Bundesrat has passed a new regulation for the Fertilizer Ordinance. This amendment has reduced the permitted amount of heavy metals in sewage sludge. This decision will have far-reaching consequences for both farmers and operators of sewage treatment plants: as a result of the new ceiling value, up to 70 % of sludge will no longer be able to be used as an organic fertilizer.

Each year around 2.3 million tonnes of sewage sludge is produced as a result of the sewage treatment processes at municipal sewage treatment plants. Approximately half of this sludge is sent for thermal treatment because the level of contaminants it contains is too high. The remaining amount, around 1.1 million tonnes, is used by local farms as an efficient and proven fertilizer. For organic sludge contains nutrients and especially phosphate, one of the most important nutrients required by plants. The new ordinance has now shut the door on this sensible form of recycling. With this change to the ceiling values, only a small volume of municipal sludge will be suitable as a fertilizer over the coming years – after a period of transition. The majority of the sludge will have to be sent for thermal recycling which means that the important nutrients contained in the sludge will be lost forever. 50,000 tonnes of pure phosphate will be destroyed every year.

Imports mean higher prices and lower quality

It is already possible to see what the consequences will be: as farmers will find it difficult to get hold of organic sludge fertilizer, they will be forced to use mineral products. Phosphate is added to these products during the industrial production process. As Germany does not have its own natural supply of phosphate, the fertilizer producers will have to import the raw material – an expensive undertaking. Besides having to cover the transport costs, there is another problem: global phosphate resources are dwindling which means that the price of this raw material is continuously rising. This, in turn, will mean that the price of the industrial fertilizer will also increase – which will not only put a strain on the farmers but also final consumers as food prices will automatically go up. The quality of the fertilizer may also suffer, in particular because of the imported phosphate. The countries where phosphate is found have responded to the decreasing volume of natural resources by mining materials that contain more contaminants – for example cadmium which is dangerous to people's health. This low quality



phosphate can in theory be mixed into industrial fertilizers. For the new Fertilizer Ordinance has relaxed the regulations on cadmium content in artificial fertilizers. In some cases, there are no restrictions whatsoever.

Sewage sludge is safe and provides controlled quality standards

In contrast, organic fertilizer made from sewage sludge contains high quality phosphate and is low in cadmium. The product undergoes strict controls thanks to the efficient quality assurance systems in place. In addition, a fund was set up in 1999 covering any possible risks that farmers may suffer by using sewage sludge fertilizers. Not once has this fund had to be used: no damage has been caused that has needed to be compensated. A much better solution would be to optimize the recycling regulations for sewage sludge and provide the use of this nutrient resource with a solid basis. This opportunity has, though, been lost for the moment – to the detriment of a sustainable product life cycle economy.

Using sewage sludge fertilizer promotes healthy plant growth and a well balanced humus content in the soil.

The ordinance will also affect many REMONDIS customers. The company's subsidiary, Reterra, markets approx. 600,000 tonnes of sludge fertilizer across the country every year.

Innotec – lowering costs through waste management

THE NEW MEMBER IN THE REMONDIS FAMILY GIVES PROPERTY ADMINISTRATORS A HELPING HAND



[Das rechnet sich für mich]

Should plastic toys be thrown away in the recycling bin or the bin for residual waste? Where should old newspapers be thrown away? People need to learn how to separate their waste correctly. This is not proving to be a problem in terraced house areas. Families living in blocks of flats, however, are not finding it so easy. Whether it is a question of lack of knowledge or simply ignorance, large volumes of waste end up in the wrong bin or even next to the bin much to the chagrin of the waste management companies. Innotec abfall-management GmbH has made it its business to demonstrate that it needn't be this way and that waste bins and waste collection sites next to blocks of flats can be kept and used properly.

600,000 households are currently benefiting from lower waste charges and a considerable improvement to the quality of the area they live in.

Since 1996, this Kiel-based company has been offering German property administrators a comprehensive waste management service covering all aspects of waste and properties. Since then, more than 230 property businesses in over 100 cities have taken the decision to work together with this market leader. 600,000 households are currently benefiting from lower waste charges and a considerable improvement to the quality of the area they live in. The company currently has a total of 13 branches and can be found in every German state.

Innotec abfall-management GmbH offers its customers active in the area of property management two main service packages. The conventional waste management service is based on a 3-pillar principle: advice, checking/re-sorting waste and cleaning. By providing tenants with specific advice on separating and avoiding waste and then checking

the recycling bins 3 to 5 times and cleaning the communal bin areas, the company is not only able to improve the quality of the area but also create a situation where household costs can be lowered. "The quality of the sorted waste separated into recycling bins increases to the high level of that found in residential areas with detached homes. Special trips to empty bins are no longer necessary," reports Sven Kaerkes, managing director of Innotec abfallmanagement. "I would estimate that Innotec checks and re-sorts approx. 50,000 recycling bins on site all around the country."

The company has been particularly successful as the country's first provider of a "pay-as-you-throw" scheme where residents pay for the exact amount of waste they throw away and it is market leader in this field. In this case, the conventional service is supplemented with the use of a waste collection system that registers the volume or weight

“The quality of the sorted waste separated into recycling bins increases to the high level of that found in residential areas with detached homes. Special trips to empty bins are no longer necessary.”

Sven Kaerkes, managing director of Innotec abfall-management



of the waste being thrown away, the so-called double-door waste bin.

Collecting and calculating the costs of the waste and then allocating the exact costs to the household that generated the waste means that people are given a high monetary incentive to separate their waste better and so greatly reduce the volume of residual waste. Around 1,500 such double-door bins have been set up around Germany in which waste from approx 45,000 households is collected. Here the exact costs are charged to the household generating the waste with the result that waste charges have been reduced by up to 70 %.

The financing of Innotec’s service is particularly attractive for the property administrators. As a result of the performance contract agreement, all those involved benefit from the savings achieved creating a genuine win-win situation. The property administrators have a greater margin to calculate their net rents and they are freed of the waste management tasks; the tenants and Innotec abfall-management GmbH benefit from the reduction in waste management costs and finally the waste management company collects secondary raw materials that have been separated according to the regulations. Innotec, one of the latest additions

to the REMONDIS Group, has been working together with REMONDIS (East Region) in Berlin and they have enjoyed success within a very short period of time. Working together at a large residential area containing blocks of flats, the expertise of both companies is to be bundled together to create a future-oriented project from 2009 onwards.

Background

Whilst waste charges make up on average between 5 and 10 % of the additional costs paid by a tenant, energy and heating costs make up around 50 %. In times of rising energy prices, people are looking for ways to save energy and low-cost meter services and efficient energy management are logical supplementary services that can be offered alongside the classic value-added chain of energy supply. Being a well established partner of property administrators, Innotec offers further services via an associated company in Schwarzheide. Besides providing a meter and invoicing service for approx. 170 property administration businesses and 100,000 flats, the first pilot projects have been successfully tested since the beginning of this year in large blocks of flats. In comparison to classic waste management companies, the fact that Innotec has direct access to the people generating the waste means that they can inform households more effectively by talking in person to the residents, by organizing events and by handing out brochures. This new business model holds promising growth potential and can move beyond just servicing blocks of flats to other areas such old people’s homes or nursing homes.

CasuBlanca receives an anti-allergy certificate

REMONDIS WALL PAINT IS THE ONLY PAINT TO RECEIVE THE QUALITY SEAL FROM ECARF

The European Centre for Allergy Research Foundation, ECARF, has awarded the CasuBlanca wall paint produced by the company, REMONDIS Production GmbH, with the ECARF quality seal. According to its motto "For a better life with allergies", the seal aims to help allergy sufferers to select suitable products and services and stands for certified quality standards and an active approach to consumer interests. The seal also fulfils and supports the aims of the European Centre for Allergy Research Foundation – ECARF.

Unique worldwide. CasuBlanca is the only wall paint that has been certified by ECARF as being suitable for allergy sufferers.

The number of allergy sufferers is rising dramatically in all industrialized countries. Experts estimate that approximately 30 % of the population in Europe is affected. It is also believed that 50 % of the population will be suffering from an allergy by the year 2015. Allergies have a detrimental effect on people's health, restrict their quality of life and, in the worst cases, can result in them suffering an acute or life-threatening condition. It is, therefore, extremely important for those affected to choose the products they use carefully to ensure that the materials contained in the products do not set off an individual or combination of allergic reactions.

REMONDIS has developed CasuBlanca, a non-toxic wall paint that not only fulfils the highest standards when it comes to quality, degree of whiteness and covering capability but also the health requirements of allergy sufferers. These positive properties have been achieved

thanks to Casul, a product developed by REMONDIS, that is contained in the paint. Moreover, the CasuBlanca paints have also been awarded a quality seal enabling it to be used in rooms where food is prepared and is recommended for use in children's bedrooms. Hans-Jürgen Sommer, head of this business field at REMONDIS Production GmbH, emphasized the importance of the



The walls of the Schmitz sausage production company in Dortmund were painted with Casul whilst the business continued work without a hitch.

quality seal: "CasuBlanca is the first and only wall paint to have been awarded the ECARF certificate. We have a product that is truly unique on this market." ECARF awards its quality seal across Europe to anti-allergy services and products. The seal helps allergy sufferers to find suitable products and services and stands for certified quality assurance. CasuBlanca has joined a distinguished group with this valuable seal. Other well-known names that have been awarded the ECARF quality seal include Ford for a range of cars as well as the Hilton Hotel in Frankfurt.

The Jörg Peter Provinzial office in Lünen used the anti-allergy CasuBlanca paints to create a healthy atmosphere for its clients and employees. Ulrich Schmitz, who owns a butcher's and party service business in Dortmund, chose the CasuBlanca paints for his production rooms knowing that they are absolutely safe and can be used where food is prepared.

"CasuBlanca is the first and only wall paint to have been awarded the ECARF certificate. We have a product that is truly unique on this market."

Hans-Jürgen Sommer, head of the business field at REMONDIS Production GmbH



Environmental services

Everything under control

POSITIVE RESPONSE TO REGISTA®, THE PORTAL FOR ELECTRONIC WASTE-RECORDS PROCEDURES FOR REMONDIS CUSTOMERS

The electronic era is dawning for the German Waste Law. Whereas in the past waste-records procedures have involved paper forms and numerous carbon copies, they will, in the future, be electronically transferred. From 01 April 2010 onwards, all records and documents required for hazardous waste must be transferred in electronic form. With REGISTA, the REMONDIS Group is providing all those involved in waste management with a user-friendly and practical solution. A number of events have been organized for the company's customers to present the portal and the response has been very great.

With REGISTA®, all of the required documents can be filled out quickly and electronically and they take all work procedures into account in the best possible way. Containing qualified electronic signatures, the data from the waste producers, transport companies and waste management specialists is then sent electronically to the so-called ZKS (central coordination agency). This novel application solution also contains the obligatory long-term archiving of the digital documents and is suitable for companies of all sizes. The implementation of established communication standards guarantee the greatest level of security. REMONDIS' new platform can also be easily integrated into complex IT infrastructures. As a result the end users can use the different functions available to them via the applications interface they are used to.

Many companies are already adjusting their systems to this new electronic waste-records procedure even though it does not become obligatory until 01 April 2010. Since May 2008, REMONDIS has not only been providing its own employees with detailed information about this new product but has also set up custom-made information events for its customers enabling them to learn in detail about REGISTA® and how it is being implemented at REMONDIS. The first REGISTA® information event was held at the Van der Valk Hotel in Melle on 18 September. Over 50 customers of the

"The information events have shown that customers need practicable solutions for the coming electronic waste-records procedure. The response to REGISTA has been extremely positive."

Helen Backhaus, project leader at REMONDIS Industrie Service GmbH & Co. KG

Bramsche regional sales office came to the event where they learned about the new electronic waste-records procedure, about REGISTA® and its implementation at REMONDIS. Ms Helen Backhaus presented the subject in a detailed and very informative manner demonstrating how the platform worked by using extracts from the REGISTA® programme. The customers then used the follow-up discussion or talked to REMONDIS representatives in person to clarify any legal or technical questions they had.

From November 2008 onwards, REMONDIS is accompanying the gradual start-up of the ZKS functionalities by carrying out extensive tests in Hanover. Once completed these tests will then be quickly implemented in all other German states so that the transition can take place at the REMONDIS locations together with all customers who wish to join in from the middle of 2009 as planned.

REGISTA®

From 01 April 2010 onwards, it will be obligatory for waste-records procedures for hazardous waste to be carried out electronically. Those companies that change over to REGISTA® in time will have a clear advantage.



Environmental services

The secure disposal of bits and bytes

MOBILE DESTRUCTION OF HARD DISKS AT SCHWAB VERSAND GMBH

The mobile shredder brings data security directly to the customers' doors.

When data storage media reach the end of their useful life, the data stored on them has to be destroyed securely and irreversibly. Ideally the data ends up in a closed system that cannot be accessed by unauthorized people. If the shredder is actually taken to the customer's door, then the client can see with his own eyes how the data storage media and their data are irreversibly destroyed. The company, Schwab Versand GmbH from Hanau in Hessen, was also of the opinion that this is the best method and commissioned REMONDIS DATA Office's Frankfurt branch with the mobile destruction of several hundred hard discs and magnetic tapes.

"We were absolutely convinced by REMONDIS' security concept and its flexibility as well as by the fact that it is good value for money."

Christian Majewski, head of systems management at Schwab Versand GmbH

Top priority is given to data protection at Schwab. This successful mail-order company enjoys the trust and confidence of its customers. This includes being responsible for all data relating to its customers and ensuring such data is kept secure and treated with the utmost confidentiality – even when the physical data storage media reach the end of their useful life. A total of 311 hard discs and magnetic tapes had to be destroyed at the end of this summer. In his search for a partner who could guarantee the highest levels of security by using state-of-the-art shredder systems, Christian Majewski, head of systems management at Schwab, visited REMONDIS DATA Office in Frankfurt.

"We were absolutely convinced by REMONDIS' security concept and its flexibility as well as by the fact that it is good value for money," Christian Majewski explained why he opted for REMONDIS. The hard discs and magnetic tapes that had to be destroyed were packed securely under su-

pervision by Schwab in preparation for the shredder. When the mobile shredder, a REMONDIS-owned special vehicle that makes it possible to destroy data storage media on site at the customers', arrived at the arranged time, the Schwab employees responsible were able to check for themselves that everything was carried out as it should be. The shredder was activated once they had taken a look inside the facility. Astrid Hasse, head of IT and a member of the management at Schwab, and her employees were surprised how quiet the process was. The results of the process were also absolutely convincing. All that was left of the data storage media were tiny pieces of material making it impossible to retrieve any data that had been stored on them. REMONDIS' security concept with its mobile shredder system has once again proven itself to be particularly effective.

Facts & Figures

Schwab Versand GmbH, the Witt Group and the Internet company, myToys, all belong to the SCHWAB Group. The SCHWAB Group has both general and specialist catalogues and is active in five countries (DE, GB, FR, AT, CH). It employs around 3,200 people and had a turnover of 1,034 million euros in the 2007/08 business year.

“With emission values below the detection limit, SAVA is carrying out the highest possible levels of environmental protection.”

Dr Martin Kemmler, SAVA management



Environmental services

A truly clean business

SAVA STANDS OUT WITH EMISSION VALUES WELL BELOW THE LEGAL LIMITS

The Brunsbüttel-based hazardous waste incineration plant SAVA, which belongs to the REMONDIS Group, specializes in the expert and eco-friendly professional treatment of hazardous waste. It is one of the most modern plants in Europe for the treatment of solid, liquid and pasty hazardous waste and has been making an innovative contribution towards setting up a well-structured and secure waste management economy.

SAVA has been fulfilling defined objectives for the incineration of dangerous waste for many years now by achieving high levels of responsibility and reliability. Environmentally hazardous organic materials are destroyed and completely eliminated, heavy metals in filter dust are collected and concentrated. At the same time the volume of waste is reduced and residual materials such as gypsum, slag and metal are passed on to be recycled. One so-to-speak deliberate side effect of the process is to generate energy using state-of-the-art technology for the plant's own requirements and beyond. The excess electricity is fed into the grid.

Hazardous waste treatment for industry and local communities

Thanks to its high levels of flexibility and professionalism, the state-of-the-art Brunsbüttel plant has an excellent reputation across the world for disposing of and recycling hazardous waste. The waste treated includes residual material from the chemical industry and waste from commercial products such as paints, solvents, tar, medicines, chemicals or plastics. However, it also treats household products such as wood preservatives and varnish paint, chemicals, out-of-

date pesticides and contaminated packaging. Since 2002, SAVA has been providing a specialist service disposing of pesticides and other chemicals located outside Germany. This full service is performed by the company's own specially trained and experienced field team.

Below the emission limit values laid down in the 17th Ordinance of the Federal Emissions Control Act by several powers of ten

The few sceptics left will be won over by the emission values which are monitored strictly at all times: SAVA is well below the maximum permitted emission values laid down by government. Problematic materials such as dioxins and furans can no longer be detected in the emissions. The intermittent emission readings were carried out again by Hamburg-based ERGO Forschungsgesellschaft mbH this year. Once again it was determined that it is not only the dioxin emissions that are below the detection limit. Hydrogen fluorides, cadmium, arsenic and other potentially dangerous materials are practically fully eliminated and cannot be detected. There is no cleaner way to dispose of industrial hazardous waste.

SAVA is well below the maximum permitted emission values laid down by government.

Poland – REMONDIS supports the climate and art

PRIORITY WAS GIVEN TO CLIMATE CHANGE AT THIS YEAR'S POLEKO EXHIBITION IN POZNAN – 15-YEAR COMPANY ANNIVERSARY IN SZCZECIN CELEBRATED WITH AN ART DISPLAY

“Do good and talk about it” is the motto of good PR work. Whilst the 15-year anniversary of the branch in Szczecin was being celebrated with an ecological art display, REMONDIS was able to present its services to an interested audience at the international environmental exhibition, POLEKO, in Poznan as Poland's leading company for water and environmental services. Among the visitors to the company's stand was the Polish minister of the environment, Maciej Nowicki, who was particularly interested in ways of preventing climate change in view of this year's UN Climate Change Conference that is also being held in Poznan.

Being the market leader for water and environmental services in Poland, REMONDIS is well regarded by both the public and politicians.

Strong performance at the largest environmental exhibition in Eastern Europe

Technology for the Earth's climate – this was the motto of this year's international environmental exhibition, POLEKO. REMONDIS presented the latest developments within the water and environmental service branches to the 18,000 visitors who had travelled to Poznan from 28 different countries. Special attention was given to services such as household separation of waste, e-recycling and the production of substitute fuels. The future-oriented subjects attracted many experts to the stand including the Polish Minister of the Environment, Professor Maciej Nowicki, who wanted to learn more for himself about methods of preventing climate change and conserving resources. The look of the stand also proved to be a success as it was awarded the “Accanthus Aureus”, the gold medal for the most impressive exhibition stand. This is the second award presented to REMONDIS just recently. It had also won a national competition for the best results in collecting plastics.

Eco-art makes people stop and think

It is often the most unusual things that have the greatest effect. This is also true for an unusual art display that REMONDIS has organized in Poland and which is proving to be a great success and causing people to stop and think: to celebrate the 15th anniversary of the company's business activities in Szczecin, 15 benches were set up in prominent areas around the town that had been made from recyclable materials. The benches were made by the artist Monika Szpener from Stettin with the support of the company's employees and show waste in a totally different light. They demonstrate how many things that appear to be useless can actually be used to make something new. These unconventional works of art were also displayed at the POLEKO and were one of the most photographed objects of the event. As the response to the benches was so great they are now being discussed as a possible display at the UN Environmental Conference which is also being held in Poznan.



The REMONDIS stand at the POLEKO environmental exhibition in Poznan.



Effective art: benches made from cardboard, PET bottles, keyboards and computer parts demonstrate why recycling makes sense.

REMONDIS-155 – water and environmental services for Russia

NEWLY FOUNDED JOINT VENTURE WITH RUSSIA'S THIRD-LARGEST CONSTRUCTION GROUP OPENS THE DOOR TO THE RUSSIAN MARKET

The growth potential of the Russian economy is at least as big as the country itself. Russia's third-largest construction group SU-155, which has been involved in structuring and modernizing the country for over 50 years, is also benefiting from this potential. 20 % of the blocks of flats being built in the capital city Moscow today are being built by the SU-155 Group. If the projects for constructing public buildings is added to this, then the company is responsible for up to 30 % of all building investments in the city.

SU-155 – the name is the Russian abbreviation for "Construction Management 155" – is one of the fastest growing companies in Russia and is in charge of large building projects in Moscow as well as in Kaliningrad, St. Petersburg, Tula and many other towns around the country. SU-155 will have built 12 million square metres of residential accommodation by 2015. Homes that must be connected to the water mains and that need to have their waste collected. This is where REMONDIS comes into play. The Russian construction company had already gathered some experience of waste management and was on the look-out for a competent European partner with whom it could build up this future-oriented business field. SU-155 operates a total of six company-owned cement works and the production there would benefit from using substitute fuels made from municipal waste to generate energy. REMONDIS is, therefore, adding its expertise in the field of producing substitute fuels to the new joint venture. A new joint venture was founded in the middle of September 2008 that is to be called "REMONDIS-155". It is based in Moscow and

SU-155 and REMONDIS each own a 50 % share in the new business. As SU-155 is currently building whole town districts and corresponding water networks in many cities and districts around Russia, the company was also looking for a partner company that not only knew about waste management but also had experience of the water business. Egbert Tölle, a board member of the REMONDIS Group, also believes the joint business to have an optimistic future: "Thanks to the core business of the Russian parent company, SU-155, we will get into contact with the residential construction companies and, together with the help of our partner, will be able to increasingly offer them our services and know-how in the area of water and environmental services on the expanding Russian market." As a result, the new joint venture, REMONDIS-155, will be contributing to creating a real environmental service branch both in Russia and in the neighbouring Russian Federation states.

Every fifth building in Moscow is an SU-155 project.

A nighttime photograph of the Moscow Kremlin and St. Basil's Cathedral, illuminated against a dark blue sky. The snow-covered ground in the foreground is visible.

"Thanks to the core business of the Russian parent company, SU-155, we will get into contact with the residential construction companies and, together with the help of our partner, will be able to increasingly offer them our services and know-how in the area of water and environmental services on the expanding Russian market."

Egbert Tölle, a board member of the REMONDIS Group

News in brief

REMONDIS at the Nutec in Frankfurt

The global cradle-to-cradle community is continuing to grow



nutec

The Frankfurt Exhibition Centre staged the Nutec for the first time from 12 to 14 November 2008. This new exhibition congress has made it its aim to make the principles of closed product life cycles, right from the first production stages of consumer goods, known to a wider audience. Led by Prof. Michael Braungart, branch experts and well-known figures of the environmental service sector such as Norbert Rethmann discussed the future of closed product life cycles. Emphasis was put on the fact that products should be designed in such a way that, at the end of their useful life, as

many materials as possible can be recovered and returned to the economic cycle in order to protect the environment. Norbert Rethmann explained that REMONDIS had been contributing to biological and technical product life cycles for many decades by researching, developing and operating modern eco-friendly plants to recover and return materials and products to the economic cycle. An approach that is becoming popular as was demonstrated by the international audience at the Nutec in a most impressive way.

News in brief

Region Nord presents itself to a wide audience

Peter-Harry Carstensen, Minister President of Schleswig-Holstein, visited the REMONDIS stand at the Schleswig-Holstein Day

The 22nd Schleswig-Holstein Day took place this year in Neumünster from 11 to 13 July 2008. During these 3 days, Region Nord – together with REMONDIS Industrie Service, REMONDIS Elektrorecycling and the MBA Neumünster – were

able to present themselves as an innovative and progressive water and environmental service company to the citizens of Schleswig-Holstein. REMONDIS provided them with information about, for example, its modern waste management systems as well as about its wide range of environmental services. Many of the visitors from Schleswig-Holstein had questions about waste disposal and recycling. Minister President Peter-Harry Carstensen also visited the REMONDIS stand and congratulated REMONDIS on its work in this field. He praised REMONDIS and the important role it played in the economy of Schleswig-Holstein.



(from left to right): Burkard Stoll (RIS), Peter-Harry Carstensen, Bernd Broska (RIS), Anja Horn, Monika Finke and Andreas Krause

WAL-Betrieb focuses on personnel development

Successful takeover of the workforce of the municipal association

In the middle of August, the chief managing director of the CDA (Christian Democratic Employees' Organization), Martin Kamp, paid a working visit to Wasserverband Lausitz Betriebsführungs GmbH (WAL-Betrieb), a fully owned subsidiary of REMONDIS Aqua, in the city of Senftenberg in south Brandenburg. The company had taken over the technical and business operations of the Lausitz Water Board on 01 January 2006. The majority of the personnel that had been working for the municipal Water Board has been taken over by WAL-Betrieb. During the discussions, focus was put on the privatization of the operations and personnel development. The company was able to show that the personnel had suffered no disadvantages as a result of the privatization. Besides the agreement reached that no staff would be laid off during the first three years, a local long-term plant agreement reached with the IGBCE ensures that the employees have financial security and that their rights are protected. "I think it's good that this agreement



(from left to right) Martin Schulte and Martin Kamp (CDA), Reinhard Mehnert and Marten Eger (WAL-Betrieb)

has been signed. It's not something that can be taken for granted," emphasized Martin Kamp. Commitment, a sense of responsibility and the quality of the work are all decisive factors for the success and appeal of the company.

REMONDIS at the Enviro Algérie in Algiers

Algerian Ministry of the Environment backs its country's future environmental service branch

The Enviro Algérie Exhibition took place in Algiers from 19 to 21 October 2008. The environmental exhibition was organized by the German Agency for Technical Cooperation (GTZ) and the German-Algerian Chamber of Commerce and Industry under the patronage of the Algerian Ministry of the Environment. This North African country has a population of just under 33 million people, 2.1 million of whom live in the city of Algiers itself and 3.3 million in the surrounding province. Branch experts are expecting the market to grow. The public finances of this city, which is just 2 ½ hours away from Germany by plane, have been in a healthy state for many years now. With this fact in mind, it is hardly surprising that many well-known German companies and institutions exhibited their products and services at the exhibition which was very well attended. Besides REMONDIS, the Bavarian Institute for Applied Environmental Research and Technology (BIFA) demonstrated their expertise as well as the vehicle manufacturer, Faun, Siemens Algeria and



(from left to right) Mr Cherif Rahmani, Algerian Minister of the Environment and Tourism, Udo Zabienski from Aqua SYSTEMS, Algiers, Jörg Albrecht, REMONDIS Industrie Service

many other firms. One of the illustrious guests to the busy REMONDIS stand was the Algerian Minister of the Environment, Cherif Rahmani, as well as Randolph Rodenstock, a member of the management committee of the Association of German Industry. During the exhibition, REMONDIS received concrete offers from the fields of plant construction, water management, oil production, electronics and general construction work.

Investing in the future

629 APPRENTICES AT REMONDIS IN 2008

Environmental protection, recycling and the conservation of resources are the three pillars of the water and environmental service branches. There are many future prospects for young people in this sector. People who do one of the varied apprenticeships available in this branch not only have a promising career but also carry out valuable work towards protecting the environment for future generations. For this reason, REMONDIS is continuing to offer its training programmes on a grand scale and is offering young people throughout Germany the opportunity to start an apprenticeship in one of the many modern and future-oriented professions.

REMONDIS offers apprenticeships in 34 different professions which all offer very good future prospects.

Europe's largest centre for industrial environmental services is located in the German city of Lünen and this is also where Andreas Öllerich, HR manager, works. "Committed and reliable employees are a company's most important asset, if it wishes to be a success on the market. We have achieved a high level of specialist qualifications. And we are ensuring it stays this way well into the future by offering apprenticeships in a large number of professions," he stressed. Words that are backed by actual figures: at the beginning of August, 443 young people joined REMONDIS and its sister companies, SARIA and Rhenus, to begin an apprenticeship. A total of 620 apprentices are currently training at REMONDIS. The 34 professions on offer also reflect just how wide and varied the company's activities

are. Today's water and environmental service branches work with state-of-the-art technology and logistics which require qualified employees: chemical laboratory technicians, industrial mechanics, surveyors, electronics engineers etc. As technology advances so job profiles alter. The scope of work develops or becomes more specialised with the result that new kinds of apprenticeships become necessary.

Besides offering specific branch professions such as 'specialist for environmental services and waste management' or 'electronics engineer for energy and infrastructural systems', REMONDIS also trains people to become industrial clerks or forwarding specialists. Those interested can find more details about the different professions on offer by looking on the Internet. A description is given here about what qualifications are needed and what kind of work the apprenticeship involves. An online application form can also be called up and filled out and then sent to the company with just a click of the mouse. Andreas Öllerich: "50% of all applications are sent to us online, but we are also very happy to receive classic applications through the post."

We place great importance on ensuring that the young people are involved in the work processes right from day one and that they feel that they are a full member of the team. Those interested in learning more about the training opportunities at REMONDIS can visit the company's website at www.remondis.de.



"Committed and reliable employees are a company's most important asset, if it wishes to be a success on the market." Andreas Öllerich, HR manager, REMONDIS AG & Co. KG

> Impressions

Norbert Rethmann visits the REMONDIS employees in the Polish city of Stettin during the branch's 15th anniversary celebrations.



REMONDIS board member, Bernhard Heiker, welcomes the new 2008 trainees to the Lippe Plant in Lünen.



Aloys Oechtering, Reterra management, talking to customers at the POLEKO.

The REMONDIS exhibition stand at this year's POLEKO exhibition in Poznan.



(from left to right) Ansgar Frieling, Friedrich Buchholz, managing director of A&S and REMONDIS Ukraine, REMONDIS board member, Egbert Tölle, and the Mayor of Melitopol, Dimitrij Sytschov, at the signing of an LOI in the Ukraine.



The visit of a business delegation to Moscow headed by the German Minister of the Environment Sigmar Gabriel. 3rd row on the right: Hans Vornholt, member of the management of REMONDIS GmbH & Co. KG, Region West.



Reinhard Mehnert and Martin Eger talk to visitors about WAL-Betrieb.

**REMONDIS®**

“Raw materials come from the ground. Or from REMONDIS.”

> Environmental services

No supply of raw material is infinite. We, therefore, ensure that the resources we still have are conserved as much as possible. By, for example, consistently recycling all materials that can be fed back into the economic cycle or by using them to generate energy. Would you like to learn more about our many activities to prevent climate change and conserve resources? Then give us a ring or send us an email. We look forward to hearing from you!

Services, water, raw materials, products and energy. For now and for the future.