



lc packaging®

# Sustainable FIBC Virtual Conference

Closing the loop together • 19 May 2022

## Session 3



lc packaging®

# On the agenda



## The path to a sustainable, circular future

What does this mean for FIBCs?

09:00 – 09:45 hrs CET



## A transforming financial landscape

EPR, taxes and incentives

09:45 – 10:30 hrs CET



## The road to implementing circularity

An example from the IBC Industry

10:45 – 11:15 hrs CET



## Circular FIBC solutions

Design for recycling, reuse and recycled content

11:15 h – 12:15 hrs CET



# The road to implementing **circularity**

An example from the  
**IBC industry**

**lc packaging**<sup>®</sup>

# Session 3 – Speakers



**Thorsten Classen**

Managing Director at  
**LC Packaging GmbH**



**Michael Pleitgen**

Manager Reconditioning Services  
at **Schütz GmbH & Co. KGaA**



**SCHÜTZ**

## Implementing circularity: an example from the IBC industry

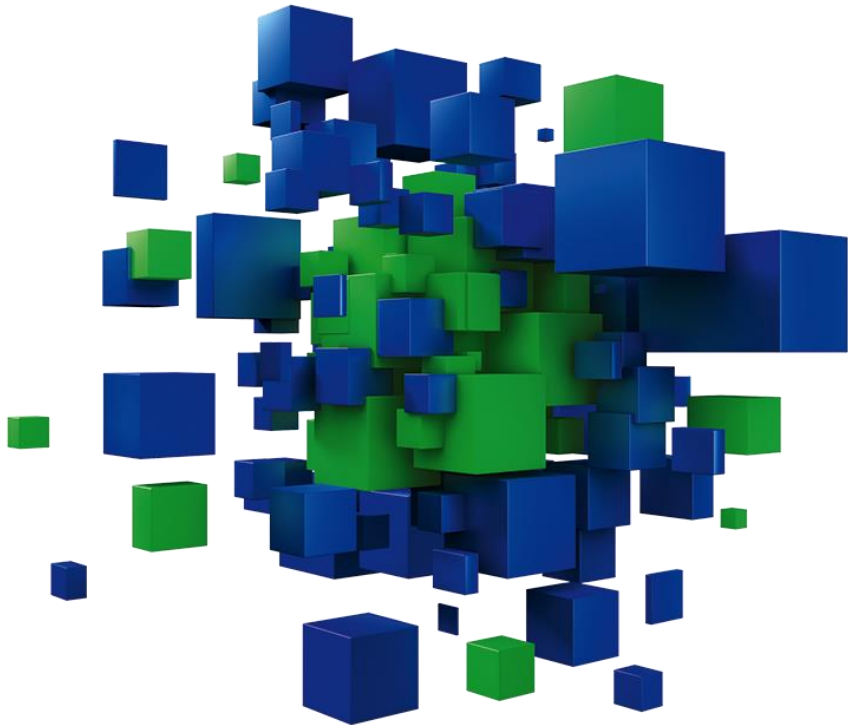
Sustainable FIBC Virtual Conference  
Closing the loop together

19.05.2022

# The road to implementing circularity: an example from the IBC industry

- Company presentation SCHÜTZ
- SCHÜTZ TICKET SERVICE
- Our road to implementing circularity
- Closing the loop together

# SCHÜTZ Group – Key Facts



**1958** founded by Udo Schütz

**100%** family/foundation owned

**> 2,500** million EUR sales (2021)

**> 7,000** employees (2021)

**55** production and service sites

**4** business lines

# 4 Business Lines

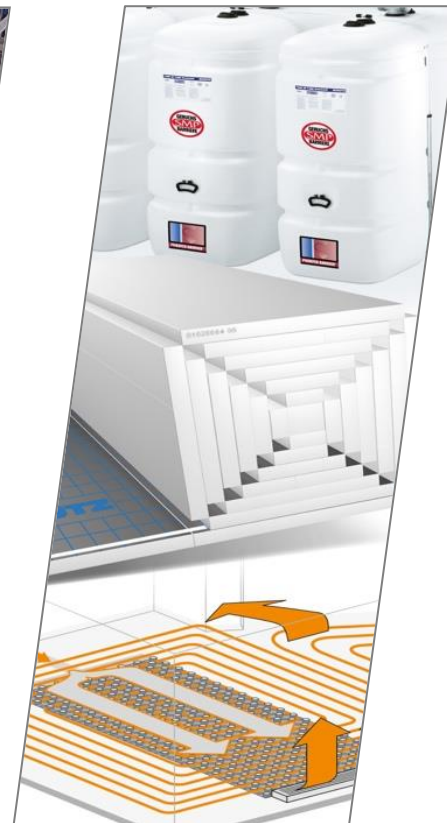
**SCHÜTZ**  
PACKAGING SYSTEMS



**SCHÜTZ**  
INDUSTRIAL SERVICES



**SCHÜTZ**  
ENERGY SYSTEMS



**SCHÜTZ**  
COMPOSITES

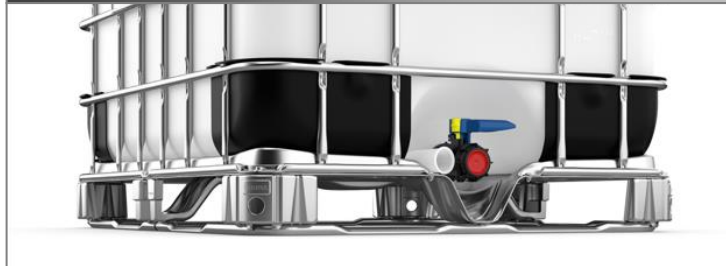




# PACKAGING SYSTEMS

Innovative. Reliable. Sustainable. Global.

Intermediate Bulk Container (IBC)



SCHÜTZ TICKET SERVICE

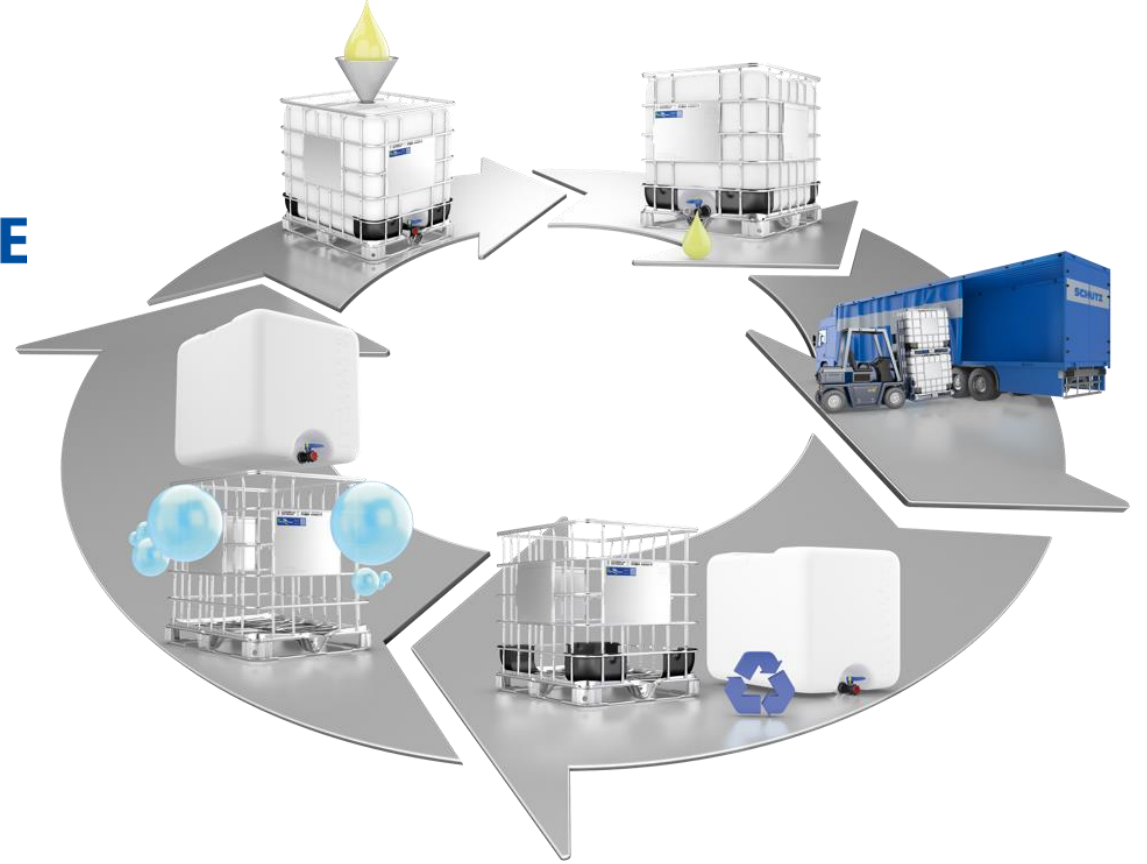


PE Drums



Steel Drums





Collection and reconditioning of IBCs

**SCHÜTZ**

FAST | FLEXIBLE | SUSTAINABLE | WORLDWIDE

# A commitment to sustainability from the very beginning

- 1976** SCHÜTZ started reconditioning IBCs
- 1980** SCHÜTZ was the first reconditioner and manufacturer to guarantee the collection of IBCs
- 1992** Introduction of the SCHÜTZ TICKET SERVICE – the world's first manufacturer-operated collection system for used IBCs
- since 1993** SCHÜTZ has consistently expanded the service by investing in state-of-the-art equipment for IBC reconditioning and HDPE and steel recycling

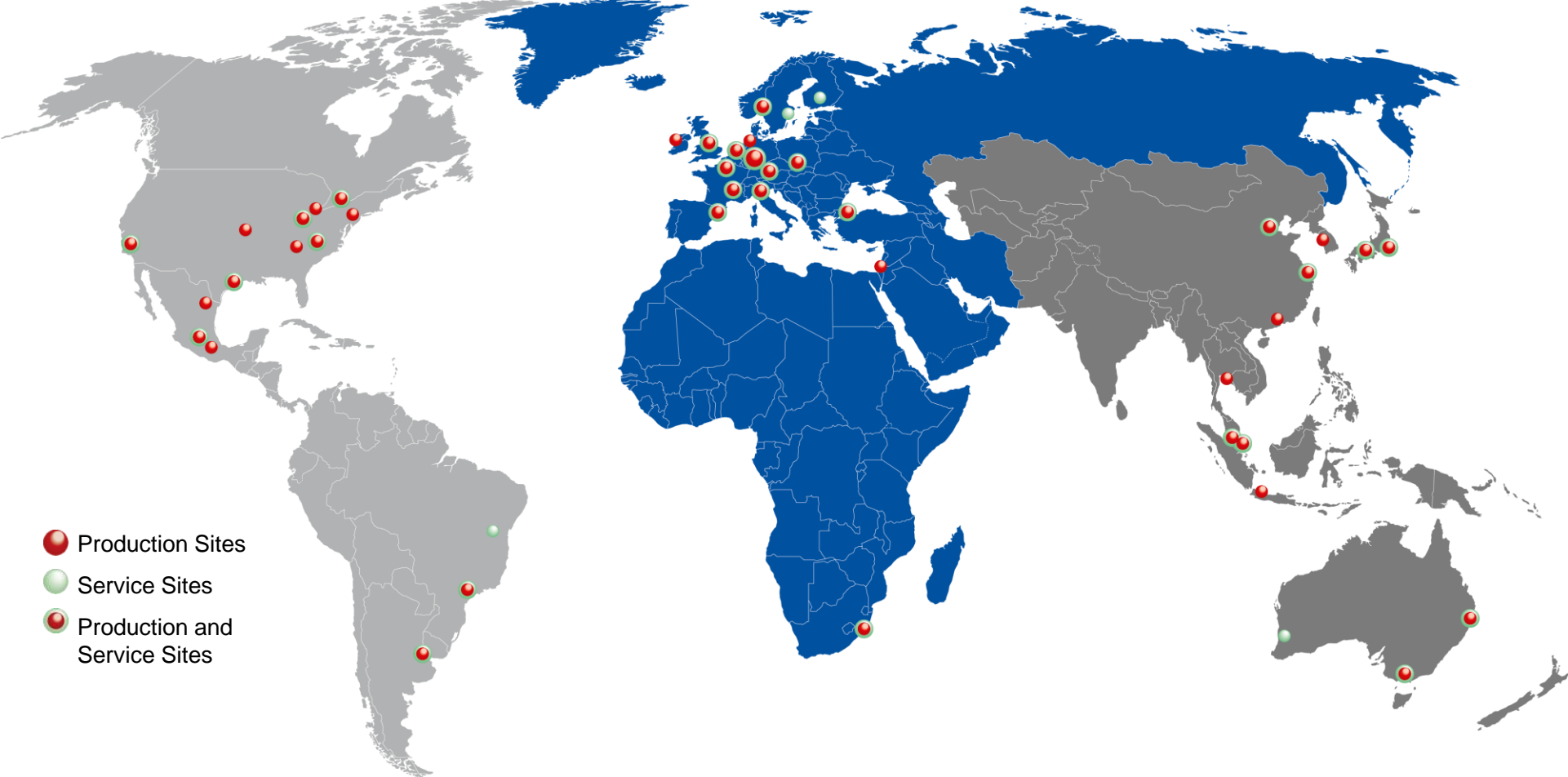


# SCHÜTZ TICKET SERVICE – Today

- SCHÜTZ is the world's biggest reconditioner of IBCs
- Global production and service network with over 50 locations and state-of-the-art facilities
- Free collection and environmentally-friendly reconditioning



# PACKAGING SYSTEMS Worldwide



- Production Sites
- Service Sites
- Production and Service Sites

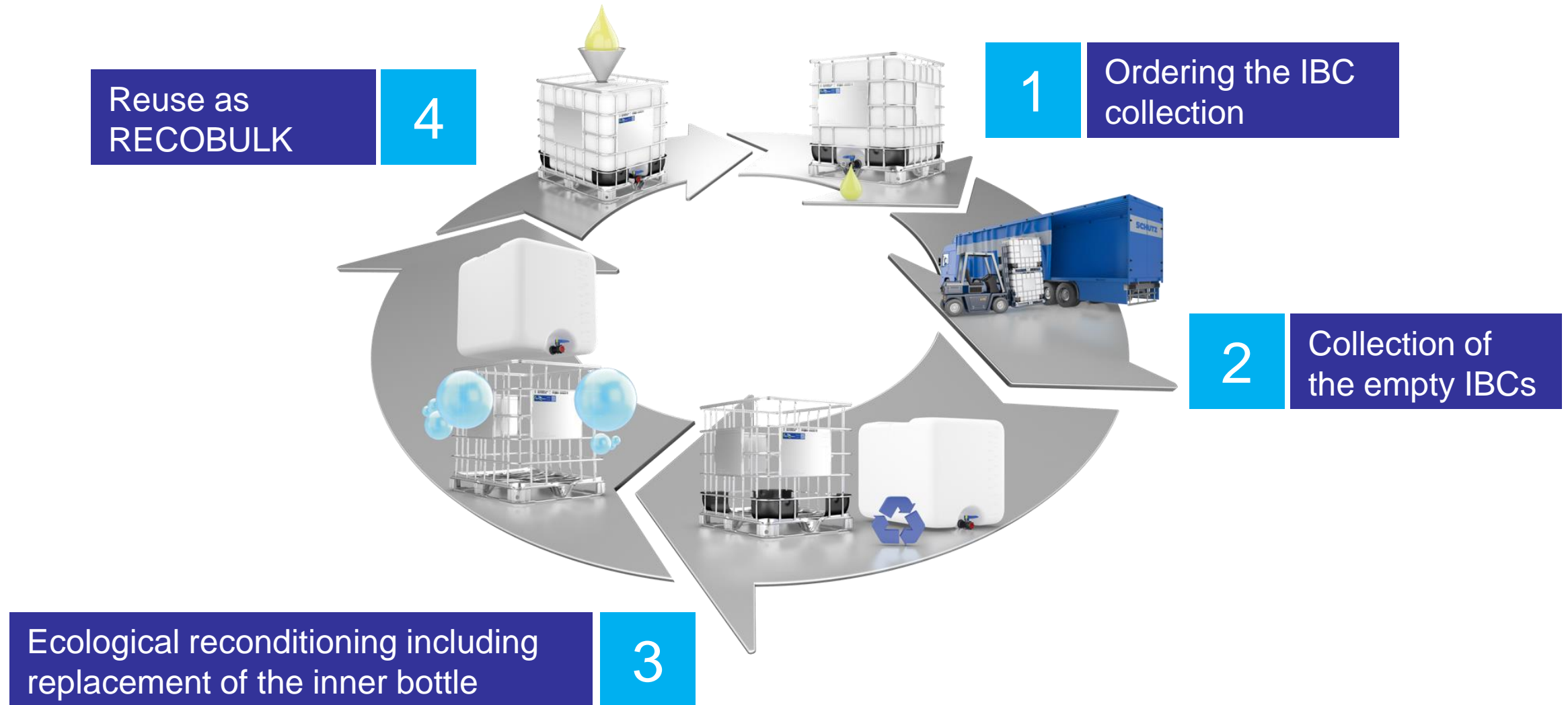
**AMERICAS**  
NORTH AMERICA · SOUTH AMERICA

**EMEA**  
EUROPE · MIDDLE EAST · AFRICA

**ASIA-PACIFIC**  
CENTRAL ASIA · SOUTH-EAST ASIA · PACIFIC



# The SCHÜTZ TICKET SERVICE – how it works



# Ordering a collection

- The SCHÜTZ TICKET SERVICE can be ordered in all the world's key industrial regions – fast and conveniently:
  - After registering free of charge and with no obligation, the customer receives a customer number
  - IBC collections can be ordered online through the website or the app, by email, phone or fax



# SCHÜTZ TICKET SERVICE Sticker on every IBC



- Replaces the previous fax
- QR code refers to [www.schuetz.net/ticket](http://www.schuetz.net/ticket) with automatic forwarding to local subdomain/local language version
- Cover sheet peels off to reveal contact phone numbers on the rear





# Collection

- Depending on the region and quantity, the registered IBCs are collected within a few working days
- Collection is free of charge under the terms of the SCHÜTZ TICKET SERVICE
- The only system operating globally, even for the collection of very small quantities (in many regions starting from 1 IBC).



# Environmentally-friendly Reconditioning

- Reconditioning takes place exclusively in certified plants with resource-saving processes
- Compliance with the highest environmental and safety standards
- Worldwide standardisation of all safety and QM-relevant processes and parameters
- **Containers are equipped exclusively with original SCHÜTZ inner bottles and components**

# RECOBULK



# The road to implementing circularity: an example from the IBC industry

- Company presentation SCHÜTZ
- SCHÜTZ TICKET SERVICE
- **Our road to implementing circularity**
- Closing the loop together

# Our road to implementing circularity

- Consistent and systematic development of products that are **reusable** and **recyclable**
- Intelligent product design focused on homogenous materials
- Reduce mix of materials to a minimum
- Reuse material for own products



# Our road to implementing circularity

- Multiple use and recycling are part of the core concept for economic and ecological efficiency
- Clear focus on reuseability and separability of all materials
- Reduce material weight without losing performance
- Replace all non-sustainable materials



# Devise a clear service commitment to collect packaging

- **Clear and comprehensive service**
  - Binding and transparent service offer
  - Service must be widely available
  - Clear promise to collect packaging
  - Building a network with partners with common goals
  - Always focus on self-operated service and control entire process



# Devise a clear service commitment to collect packaging

- **Build an administration-free return system**
  - Proactive approach and maximized customer friendliness
  - Continuous development of processes to reduce customers' administration to a minimum
- **Define a framework**
  - Return packaging only according to transparent conditions
  - Define minimum quantities or conditions
  - Users must be obliged to accept them



# Devise a clear service commitment

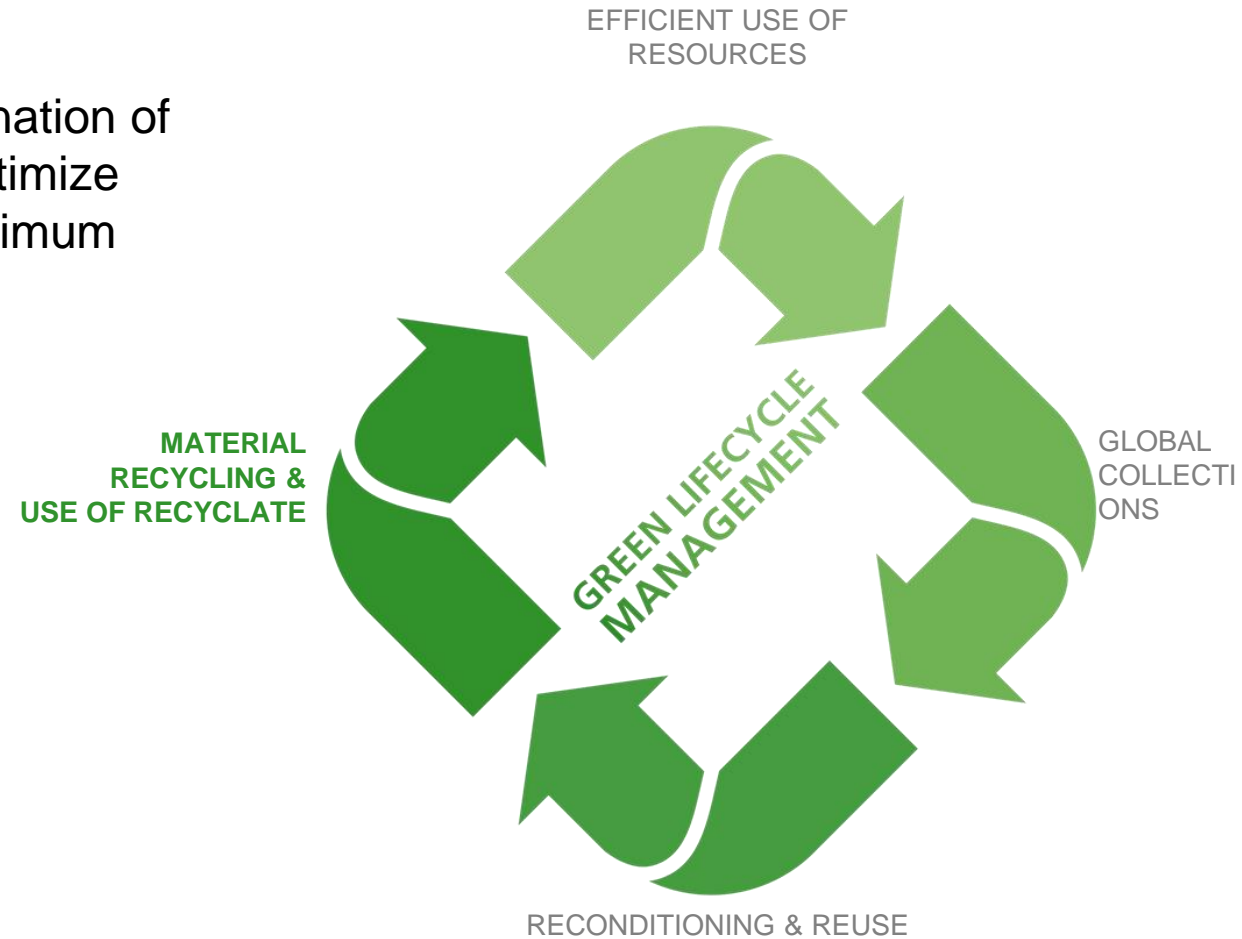
- **Common goals with customers**
  - Increasing reuse and use of recycled material
  - Further reduction of the CO2 emissions
  - No compromise on quality, safety and performance
  - Long-term supply security





# SCHÜTZ Green Lifecycle Management

- As a technology leader with a unique combination of manufacturing and product expertise, we optimize the entire life cycle of our packaging for maximum eco-friendliness:
  - Intelligent product design
  - Worldwide collection service
  - Durable and reusable product quality
  - Closed material cycles



# Reuseability of materials

## Reconditioning of IBC

- SCHÜTZ IBC are consistently developed for best recyclability
- High-quality steel cage and robust pallets made of steel and plastic
- Uniform worldwide process for remanufacturing
- Reuse of cages and pallet saves approx. **100 kg CO2** emissions per cycle



**RECOBULK** RECONTAINER

# Recovery of HDPE Recyclate

- SCHÜTZ operates its own recycling centres for HDPE regranulation and reprocessing
  - Recycling in optional quality levels
  - Even heavily contaminated material can be processed with the aid of special degassing extruders
- Result: Homogeneous recyclate with perfect processability for any application



# Material recycling & reuse - All 100% In-house



## Closed material cycles

- In IBC reconditioning, SCHÜTZ uses a complex process to recycle the used inner bottles that are replaced during IBC reconditioning
- The recyclate obtained is 100% reused for SCHÜTZ packaging



# Existing Product Range

- Thanks to the use of recycled material for pallets and corner guards, for decades our IBCs have complied with the call to use a high proportion of recycled materials in plastic components

Proportion of  
recyclate in  
plastic

**40%**

**ECOBULK MX**  
Plastic skid pallet  
with acid protection  
UN certification: 1.9  
Packaging weight: 58.5 kg

Proportion of recyclate in  
packaging weight: 17%



Proportion of  
recyclate in  
plastic

**55%**

**ECOBULK MX**  
Full plastic pallet  
UN certification: 1.9  
Packaging weight: 57.5 kg

Proportion of recyclate in  
packaging weight: 32%



# NEW! SCHÜTZ GREEN LAYER – IBCs

- With our new SCHÜTZ GREEN LAYER IBCs we are increasing the proportion of recycled materials even further
- The **middle layer** of our modern three-layer liner inner bottles consists of high-quality, natural-coloured recycled material and **represents 30%** of the inner bottle weight
  - The inner and outer layers are made of virgin HDPE
  - The contents and the environment only come into direct contact with new material

More than  
6.8 kg  
CO<sub>2</sub>  
additionally  
saved per IBC



# SCHÜTZ TICKET SERVICE – Our clear service commitment

## *FAST*

- IBC collected within a few working days
- with our producer-operated service all customer have a direct contact person for all queries and details concerning the collection
- easy ordering either online, per app, by E-Mail or phone

## *FLEXIBLE*

- IBC returns, from small quantities to full truckloads
- if a customer requires special logistic solutions we can help
- special pick-up or individual logistic solutions

## *WORLDWIDE*

- Collection and reconditioning of IBCs in all major industrial regions around the world
- SCHÜTZ has its own global network of reconditioning and production sites for original SCHÜTZ components
- Standardised global service quality

## *SUSTAINABLE*

- Reconditioning processes comply with the highest environmental and safety standards
- Valuable natural resources are preserved through IBC recycling
- Reconditioned IBCs offer full product safety thanks to replacement with original SCHÜTZ components

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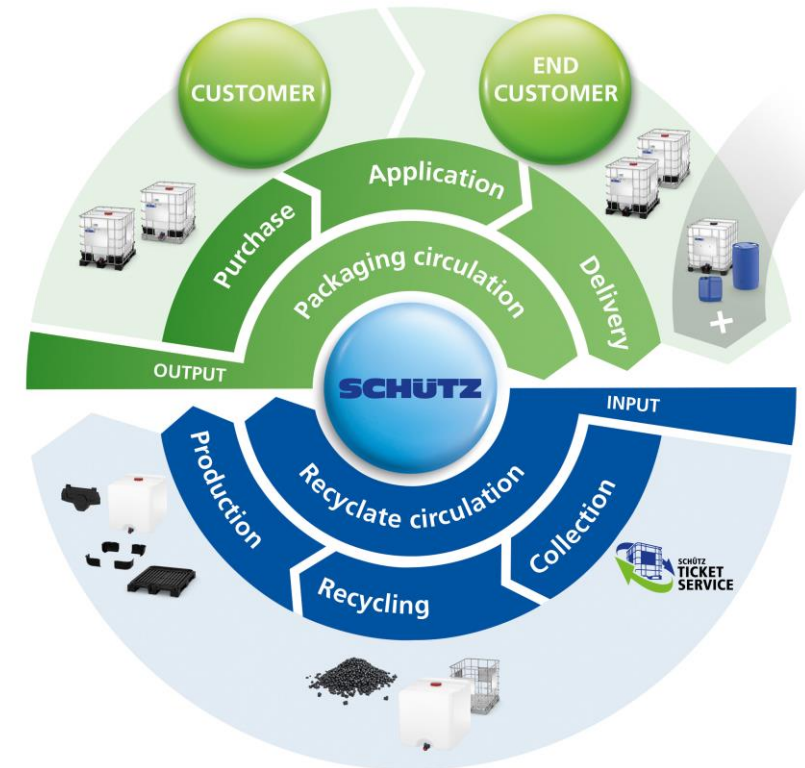
# General market trends and challenges

- Significant change in the raw materials market: increasing demand for sustainable materials
  - high-quality recyclates with limited availability
- Rising prices for high-grade recyclates (up to and beyond virgin material prices)
- New legal requirements



# Closing the loop together

- For the broadest possible and most cost-effective supply of ecological packaging, the active participation of customers and end user of emptied packaging is crucial
- For an optimum availability of sustainable products maximizing the return quantities from all possible returners (e.g. customer / end user) are extremely important, to be able to cover the rising demands for ecological packaging
- With the SCHÜTZ TICKET SERVICE, we have created an open loop system that has been helping to keep the costs of industrial packaging and its ecological footprint low for decades



# Today's sessions



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