

Always in focus



'Our philosophy is built on rapid decisions, short paths and – most importantly – personal communication. We give customers what they really need.'

(Stefan Senftleben – Head of Service Consulting & Parts Sales)

'Stay safe in every condition.'
Yours ZOELLI



— A service team that understands the customer, knows what they need and when, and always gives competent and honest advice. This is what you will get with ZOELLI and the ZOELLER service technicians.

'The customer comes first!' says Jürgen Kowalke (Head of Sales and Service in Germany), succinctly summing up the company's philosophy. Jürgen and his team communicate honestly and openly with disposal companies, refusing to sugar coat or gloss over any details. 'Here at ZOELLER, we understand the vehicles and lifters and know which action is needed and when.' And to give customers the power to track the situation too, the ZOELLER service heads have got together to create a short and sweet overview of everything they have to offer, which they have compiled in a comprehensive portfolio of services. This enables disposal companies to choose the best solution for their company, vehicles and lifters.

ZOELLER is a trusted partner that waste disposal companies can count on. With its very own friendly mascot ZOELLI, a cute and lively dog, ZOELLER has brought to life a faithful companion who always keeps a watchful eye on what's going on. ZOELLI loves to give handy tips and information that you can always rely on.

What ZOELLI has to offer:

ZOELLER repairs

Repairs to vehicle fleets so that customers can get back to work without having to deal with long downtimes.

ZOELLER inspections and service checks

Routine, regular inspections are vital for ensuring that vehicles continue to operate correctly. After all, forewarned is forearmed. Here at ZOELLER, we tell our customers exactly what we find in our inspections and checks so that small problems don't turn into major damage further down the line.

ZOELLER training and briefing

We want to make sure that our customers are fully equipped to handle their vehicles, so that all their operations can run smoothly.

ZOELLER genuine parts

Our expert tip: when choosing spare parts and wear parts, getting the best quality is essential for ensuring the safety and longevity of vehicles and preserving their value.

ZOELLER inspection kits

Our inspection kits are handy packages that have been specially tailored to provide an optimal cost/benefit ratio. An entire refuse collection vehicle or lifter can be serviced with a single kit – giving customers the best prices and genuine, top-quality ZOELLER parts. Where needed, customers can also order an individually customised inspection kit.

ZOELLER service agreements

Time is limited and our customers carry a great deal of responsibility. With our perfectly adapted service agreements, we can alleviate their burden.

For even more great tips from ZOELLI and the team, visit: www.zoeller-kipper.de

Author: Claudia Schae



Together with Managing Director Karl-Heinz Wider, Dr. Johannes F. Kirchhoff reflects on the bright future of ZOELLER Systems.

A Story of Courage and Blood

— This summer marked the 25th anniversary of the foundation of ZOELLER Systems. In the presence of the family Kirchhoff and 350 guests, politicians and partners, the business' early days were remembered and celebrated with a lively celebration. An excerpt from the unique history of the Czech plant.

This is what is behind the success of the ZOELLER Systems company. Leading the way Eva Beckerova (at the front) and her husband Horst Becker (not pictured), Jana Bendlová (3rd from the left) and all of the other 240 employees.



25 Years. You might consider it a long time, and yet it often seems like yesterday to Managing Director Karl-Heinz Wider when, after some research, a subsidiary of ZÖLLER-KIPPER GmbH was founded in a neighbouring country still unknown at that time, the Czech Republic.

The memories are very vivid, since at the start of the 1990s, everything was suddenly completely different. A more than 40 year old world order became a thing of the past virtually "overnight". Completely new opportunities opened up virtually overnight. But unprecedented risks also arose, which at the time could not be estimated in any way.

And yet - despite all the question marks about political conditions, obscure social and ownership structures - the shareholders at that time and the management of ZÖLLER-KIPPER GmbH set the course for the future of the entire company with courage, entrepreneurial vision and optimism and invested in the Czech Republic: On 26th June 1992 ZOELLER Systems was founded in Ricany.

This entrepreneurial venture was based not least on the commitment of a single man and his willingness to pioneer completely new territory. Aman from among the ranks of long-standing ZOELLER employees agreed to undergo the risk of venturing into an - until then unknown-foreign country to establish a subsidiary - Horst Becker.

It is thanks to his courage and drive that celebrating the anniversary a quarter of a century later was possible. Horst Becker and his team, with former CFO of ZOELLER Systems, Eva Beckerova leading the way, have succeeded in establishing all the foundations for the successful development of the Czech company. Karl-Heinz Wider thanked both "veterans" for their commitment in his speech, saying the following: 'The

early years were anything but easy. On behalf of the whole team I would like to mention Eva, who had to work very hard over the years to transfer the ownership of the property - thank you, Eva, you did a fantastic job, we cannot overstate this and wholeheartedly appreciate it. If this hadn't been so successful, we definitely wouldn't be here today.'

From the start, the new, young company was guided in the way of the ZOELLER philosophy and developed its own spirit. The benchmark has always been the high quality standard for the products and the commitment of the well-trained team. The fruits of this strategy have been lasting and healthy growth. Today, ZOELLER Systems is one of the most important suppliers for the Ecotec division within the KIRCHHOFF Group and a centre of excellence for the production of parts and assemblies for lifters.

Over these 25 years, the company has grown to 28,000 m² of company premises, more than 10,000 m² of production and storage facilities and 1,300 m² of management and administration. 240 employees work in Ricany just outside Prague. They manufacture around 5,000 different items in-house - from individual parts to finished machines. All steel parts, components and assemblies are produced for around 2,200 lifters a year within the ZOELLER Group. Every year, 1,700 lifters are fully assembled in Ricany and delivered ready-for-use to customers, primarily in Europe. In addition, there are more than 2,000 compaction systems for the companies of the KIRCHHOFF Ecotec Group.

Karl-Heinz Wider is proud of his team, the results achieved and a unique company history. **We would like to extend our congratulations.**

Author: Claudia Schau



Growing up in the ZOELLER family

— Three young people started their training at ZÖLLER-KIPPER GmbH in Mainz in the 2017/2018 training year. K>MOBIL spoke to trainer Marion Linke about the new recruits

For four months now, Jana Wieland (office management administrator), Emre Gebes (warehouse logistics specialist) and Steven Kettelhöhn (mechatronics engineer) have been learning the ropes in Mainz. They've had time to get to know their colleagues, get their bearings and discover the world of ZOELLER. After more than ten years of school, it all takes some getting used to. Bringing the young workers into its fold has been a whole new experience for ZOELLER too – until now, the refuse trucks and lifter manufacturer based by the Rhine has focused on more experienced specialists. The shortage of trained staff and employees specialising in the industry spurred the management board on to invest in up-and-coming young trainees.

Marion Linke: 'We are feeling the effects of the skills shortage ever more keenly. It is hard to find good, motivated workers. Right now we are in an era of generation change – colleagues who have been with us for many years are retiring or moving into part-time work. Our industry is highly specialised and the learning period for new staff is long. This is why we made the decision to promote and support young trainees from among our own ranks. ZÖLLER-KIPPER is in a position to provide training in a wide range of vocations in the commercial and industrial sectors. This year, we have trainees in the fields of office management, mechatronics engineering and warehouse logistics.'

K>MOBIL: What is the goal, and what do you hope to teach these young people?

Marion Linke: 'We want to integrate well trained, interested young people into a strong team. We also want to deploy our own staff in new or growing areas, such as warehousing. Service is another area where we want to reinforce and expand our team, as it is playing an increasingly important role. A number of our administrative staff are now reaching retirement. Here, we are looking for replacements – and we even need to increase staffing numbers in certain cases. As a medium-sized enterprise, we offer a wide range of opportunities. The global nature of our company enables our young trainees to work in a wide range of locations and experience different cultures. Our trainees are given the opportunity to rise to all manner of challenges and learn valuable life skills. Of course, we want the work to be fun and to inspire enthusiasm for waste disposal technology too. Once someone joins the industry, they almost always stay there for good. Therefore, by training up young employees, we are targeting our own staffing needs too.'

Author: Claudia Schae



Clean air

For the guys and girls of the refuse disposal business, daily life is demanding, dirty and hands-on. To give refuse collectors greater comfort and a cleaner, more pleasant working environment, ZOELLER has developed the air purification system CLEAN OPTION.



The refuse collectors stationed at the back of the vehicle are particularly exposed to bacteria, mould, dust and unpleasant odours – which doesn't make for the most enjoyable workplace. Now, the technicians of ZOELLER-KIPPER GmbH have tackled this problem and developed a system for active air purification. CLEAN OPTION actively filters and cleans the air in which the refuse collectors work, eliminating unwanted bioaerosols (mould, viruses and fine dust particles).

HOW IT WORKS:

A radial fan blows the outside air across the narrow slots (0.5 - 1 mm) of the fan bars into the back of the refuse collection vehicle at an air pressure of around 600 to 800 pascals. The induction effect accelerates the transportation of air through the fan bars, which creates an air curtain that prevents bioaerosols from flowing out.

The extracted air is passed through a filter element for purification before it is released into the environment. Because particles of various sizes are present, 3-stage filtering is required:

A coarse filter for larger particles, which also serves to protect the subsequent fine filter
 A fine filter for mould, fine dust particles, germs and viruses
 An active carbon filter to trap unpleasant odours

WHAT IT DOES:

- CLEAN OPTION reduces the number of particles that operators are exposed to when emptying the containers by 60 - 80%
- A more pleasant working environment
- Reduction in time off taken by refuse collectors
- Waste disposal companies can meet their requirements in terms of health provisions
- Reduces the amount of dust and unpleasant odours released into the environment

Following its market launch last year, CLEAN OPTION was subjected to a variety of feasibility tests and put through its paces in a simulation using fog machines. This enabled the technicians to fine-tune and improve some of the components. In the coming months, the accident insurance fund Unfallkasse NRW will also be conducting its own tests on the air purification system. In the meantime, CLEAN OPTION has already been deployed for field testing by a number of customers. The empirical data collected from these scenarios will be used to improve the product even further. The ultimate goal is to provide refuse collectors with a clean workplace on a modern vehicle. »

Author: Sascha Wucher

Interview

The German waste disposal company in Norderstedt is using the clean air system CLEAN OPTION in their trucks. K>MOBIL has spoken to Rüdiger Förster (Fleet Manager at Norderstedt) about their experiences.

Why did you choose the clean air system CLEAN OPTION?

Rüdiger Förster: There is no comparable system available or the functionality of the system has convinced us.

What advantages are there when using the CLEAN OPTION?

Rüdiger Förster: The operators exposure to dust, viruses and bacteria is considerably reduced.

Is there any data or statistics showing that illness-related absences of workers who work with the CLEAN OPTION was minimised?

Rüdiger Förster: As the system is so new there are currently no statistics or data available.

What do the operators think of this system?

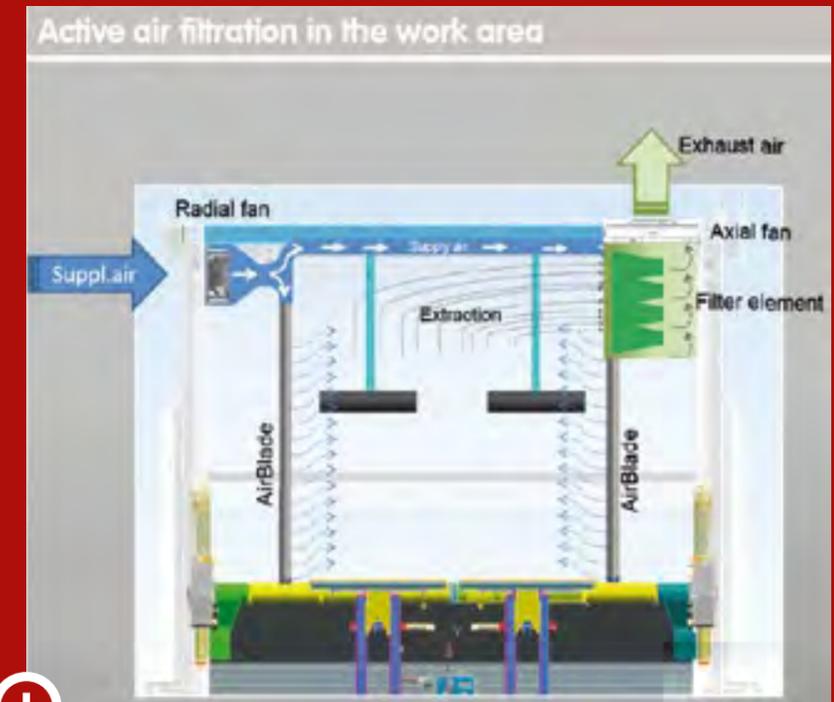
Rüdiger Förster: So far only one vehicle has been in operation with it fully installed but the feedback from the operators was definitely positive, they stated that loading ash was significantly reduced with the Clean Air system CLEAN OPTION and so we have now decided to equip all vehicles (where possible) with it.

Is there a robust health management system in place for operators?

Rüdiger Förster: We have a positive and structured occupational safety system and have been successfully certified according to ISO 18001. As part of the occupational health and safety management system, we introduce, or upgrade, new technology and innovation to protect our employees.

Dear Rüdiger, many thanks for the interview. 😊

CLEAN OPTION



TECHNICAL DATA:

- Filter performance approx. 2500 m³/ hour (150 Pascal)
- AirBlade-performance with approx. 200 m³/hour (650 Pascal)
- Electrical power consumption approx. 550 W
- Replaceable filter element with a scheduled life of approx. 1 year as standard spare part
- Wear control for the filter element via a pressure sensor
- Lifetime of fans approx. 7000 operating hours (approx. 4 years)
- Integration into the existing controller
- Available in new products or as an additional kit
- Filter is a ZOELLER spare part