



Containers in
Cartagena de Indias
(Colombia).



Contenur Containers in Cartagena de Indias (Colombia).

High Hopes for Contenur Colombia

Contenur Colombia celebrates its first birthday in October. The Colombian market boasts 48 million inhabitants, including a major urban population and six cities with over one million inhabitants. The significant economic growth experienced by the country in recent years has resulted in higher per capita income and a demand for improvements in basic public services. Contenur Colombia aims to play a key role in promoting the benefits of mechanised waste collection using containers, emphasising the potential for improvements to the country's image and health, together with the working conditions of cleaning staff. All this is backed by the Contenur Group's 30 years of experience.

Contenur stands out as one of the operators in the waste collection sector with the highest potential in the Colombian market, given its ability to provide solutions to meet the requirements of individual cities.

The balance of this first year of intensive activity is highly positive and Contenur's containers can already be seen in the streets of some of Colombia's largest cities.

Participation in ANDESCO

The National and International Congress of the Colombian Association of Public and Communications Companies (ANDESCO) on public services, ICT and television, held in the coastal city of Cartagena de Indias, is the most important national conference in the country. It aims to promote public services in Latin America, although its efforts are mainly focused on Colombia.

Contenur Colombia's main goal has been to raise awareness of our brand and products in the Colombian market.

The company took part in the event to capitalise on the growing demand for modern containerisation systems.



Contenur Makes its Debut on the Colombian Market



“The market in Colombia is complex and has a sales team to help better understand it”

David Estéfano heads Contenur's office in Colombia and is responsible for promoting the company's values and corporate culture in the Colombian market.

Q: What is the current status of the Colombian market?

A: The market for containers in Colombia is clearly at an early stage. Although there are a few national manufacturers with rotational moulding technology and some use of containers for businesses and small-scale industry, in general, waste collection in Colombia is still done manually and there are no containers in the streets to allow the mechanised collection of waste.

Q: What are the main differences between the Latin American market, particularly Colombia, and the European market?

A: The situation varies throughout Latin America. Some countries have cities that have already been partly containerised, whereas in others there is hardly any containerisation at all. Whichever way you look at it, compared to Europe there is still a long way to go.

If we compare Colombia in particular with the European market, there are differences in terms of the tariffs that are used, the integration of recycling companies into the process and, generally speaking, there is limited awareness among the public, who are used to throwing away waste wherever they like without thinking about it.

Initiatives undertaken by the authorities to change the situation and correctly define policies to improve waste management are still being studied and the majority have yet to be put into practice.

Q: What are Contenur's strengths with respect to the competition when it comes to operating in the Colombian market?

A: Without a doubt, the biggest advantage comes from being here. It's important to understand the market well and be able to respond quickly. Colombia is a complex market and having an office here really helps to better understand the country and study how it is evolving from up close.

Another positive aspect to be pointed out is the versatility of the solutions we offer, with rear loading, side loading, crane-lift and underground systems. Our competitors here can't offer all these solutions and this gives us a major advantage.

In terms of sales and customer service, it's extremely hard to manage Colombia as an export market.

Q: How much of a contribution can Contenur Colombia make to containerisation in the country?

In my opinion, a significant one. Not only do we sell various containers, we also provide dimensioning studies to guarantee the best solution. This adds significant value, not only helping us to stand out from the competition but also contributing to doing things better in general terms.

Q: What are Contenur Colombia's goals over the coming years?

A: Our main goal is to become the leading company in the sector in Colombia. We are also aiming to position the company in neighbouring countries, such as Ecuador and Peru, where we expect to grow and consolidate our presence, perhaps with a view to opening an office in the coming years.

Contenur Receives an Honourable Mention for Sustainability and Social Responsibility

On 24 September, in the Teatro Federico García Lorca in Getafe, Contenur received an honourable mention for sustainability and social responsibility in the 17th Getafe Business Awards. The awards aim to recognise the work of companies with branches in Getafe whose activities contribute to the development and growth of the municipality in Madrid. The prizes are awarded by the Getafe Municipal Council through Iniciativas, the local development agency,

Contenur has been helping to create employment and promote the participation of the residents of Getafe since its creation in 1989. We are also committed to establishing and developing policies to promote equal treatment and equal opportunities.

In keeping with its commitment to the environment and sustainability, all the company's workplaces are ISO 14001 and ISO 9001 certified, in addition to monitoring its carbon footprint at its production facility in Getafe. Risk prevention has been another major challenge at Contenur and the company has achieved OHSAS certification for the prevention of occupational hazards at all its workplaces throughout Spain and France.

In partnership with the Getafe Municipal Council, Contenur aims to ensure its activities and policies contribute to the creation of a dynamic economy and employment in the capital of the South of Madrid.



Iñigo Querejeta, CEO of Contenur, receives the prize from the Mayor of Getafe, Juan Soler.

New Side-Loading Containers in O Grove (Galicia)

The municipality of O Grove in Galicia has embarked upon the modernisation of its fleet of containers, replacing the current rear-loading models with Contenur's 2,400 litre side-loading containers for all types of waste: municipal solid waste, paper and cardboard, plastics, and glass.

The accessibility and efficiency of Contenur's designs were a key factor in the decision. Contenur also advised the council and the services contractor to fit the containers for the various types of waste with lower apertures and secondary inner lids to make it easier for the public to deposit waste.



The new containers make O Grove the third city in Galicia with side-loading containers on all its waste collection routes.



Ciudad Real Opts for the Side-Loading System

The formation of a consortium for MSW in the province of Ciudad Real was an initiative of the provincial council at the end of the 1980s. It was envisaged as a tool to help municipal councils respond to the environmental challenges of waste management.

The consortium manages the service through a fully-owned public company (Residuos Sólidos Urbanos de Castilla La Mancha, S.A., R.S.U., S.A.). The company is fully owned by

the provincial council and the municipal councils of which the consortium is formed and its mission is to provide local organisations with a modern and efficient tool to deliver quality services and look after the natural environment.

In the summer, the consortium published an invitation to tender for side-loading containers, taking a step into the future in terms of the province's waste collection system. Until now, the consortium has been using rear-loading containers, meaning this will be its first experience with side-loading models.



The models selected during the tender process were Contenur's new side-loading C3200 F and C2200 F containers. Factors such as the design, ergonomics and accessibility, the speed of loading and unloading operations and the best quality-to-price ratio on the market played a major role in the award. Combined with the company's experience and its aftersales service guarantee, the decision places the consortium at the forefront in the use of latest-generation containers in Spain.

Ponferrada: At the Forefront of Containerisation



Member of the public recycling using the new Contenur container.

Ponferrada City Council in the province of León is now deploying new 3,200 litre side loading containers for the collection of municipal solid waste, paper and cardboard, and light plastics.

Both the city council and FCC, one of the city's collection and cleaning contractors, have decided to replace the old metal containers with new Contenur side-loading models manufactured from high-density polyethylene using injection moulding. Our side-loading container had to meet a wide range of technical requirements of the city council and the service contractor, evaluating the colour scheme, ergonomics, accessibility, safety and efficiency of the model.

Sanecan Bindog: An Incentive for Depositing Dog Waste that Rewards Users



The Bindog system developed by Contenur and Ferrovia CI 3, is a network of intelligent litter bins designed for the disposal of dog waste. The bin has a built-in bag dispenser for picking up waste and a special aperture for depositing it, activated by a personalised card that is supplied to users. The card activates a system that allows the bin to be used and transmits information to the software platform used for management. The information collected helps to improve the management of dog waste and provide incentives to encourage people to use the bin.

The Guadalajara Council is the first to adopt this innovative scheme, which has been implemented in various locations throughout the city.

Access Control with Volume Limitation: A System that Promotes Segregation at Source



Contenur has developed a new fill control system that works by monitoring usage levels and can be installed on both side-loading and underground containers. The system allows users to open the container with a personalised card and deposit bags in an aperture limited to a volume of 25 litres. The number of bags that are deposited is monitored, as well as the waste and the frequency with which the operation is carried out.

The system promotes segregation at source, reducing collection costs and allowing councils to provide incentives to the public based on the level of waste that conforms to good recycling practices.

The Most Accessible Containers on the Market

Contenur's universally accessible containers have been assessed and approved as an accessible product by Spain's Fundosa Accesibilidad, achieving its highest possible score of three stars.



Our 3,200 and 2,200 litre containers have been designed and manufactured in accordance with the accessible product criteria of Fundosa Accesibilidad, S.A. (part of the ONCE group - the Spanish National Organisation for Blind People) based on Spain's DALCO criteria (mobility, understanding, location and communication) and the Spanish UNE EN 170001-1 standard on Universal Accessibility.



Contemar Ambiental at the RWM Trade Fair in Sao Paolo

Our subsidiary in Brazil took part in the RWM trade fair for the second year running, the country's biggest event in the waste sector. RWM Sao Paulo took place on 9-10 September and was attended by companies from more than 17 different countries, bringing together the biggest names in municipal solid waste.

Contemar's presence was based on a simple and well-located stand, with an on-site demonstration of the operation of our underground containers using an installation specially designed for the event.

Contemar also had the opportunity to take part in the ISWA World Congress for the processing of municipal solid waste, presenting case studies of containerisation in some of Brazil's biggest cities.

With more than 14 years of experience in the waste sector, Contemar Ambiental is the leading company in the Brazilian market.



New Office in the City of Paulista

Contemar Ambiental has opened a new office in the city of Paulista in the state of Pernambuco, the first service office to be opened in the North of Brazil.

The new site will be responsible for the supply, maintenance and cleaning of containers in the Brazilian cities of Paulista and Garanhuns. The standard version of the rear-loading 1,000 litre model has been selected, with around 3,000 units planned for deployment.

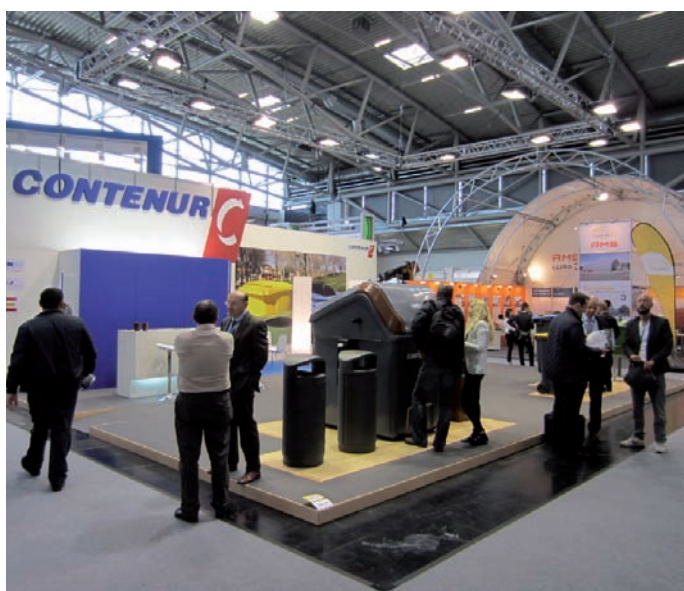
New Contract in the City of Lucas do Rio Verde

Contemar has been awarded the public tender for containerisation in the city of Lucas do Rio Verde in the state of Mato Grosso in the west of Brazil. In partnership with Contemar, the city has embarked upon the mechanisation of its waste collection process with the deployment of four-wheeled 1,000 litre containers. The city of Lucas do Rio Verde leads the state, with strong future prospects and a high economic growth forecast within the country.



Contenur Returns to IFAT after Several Years

Contenur participates in the largest international recycling trade fair for the first time in several years.



IFAT 2014, which took place in Munich on 5-9 May, was a golden opportunity for Contenur to exhibit its new products to the German and international markets. This year, the show welcomed more than 135,000 visitors from 170 countries and 3,081 exhibitors from 59 different countries.

Climate change and an increase in the price of raw materials, together with a growing number of large cities and the advent of industrialisation in emerging countries are prompting the demand for products and services aimed at providing solutions to environmental and climate issues.

The exhibition showcased different strategies, applications and machinery to support the intelligent and sustainable use of natural resources and their long-term conservation.

Contenur at IFAT 2014

Contenur used its 100 m² stand to showcase its latest waste collection solutions based on side-loading, rear-loading and underground container systems. The new side-loading 2,200 litre model with user control system, recently installed in the Spanish city of San Sebastián, proved particularly popular, attracting a large number of visitors.

Thomas Reeh, Sales Director for Contenur Germany, expressed his delight at the outcome of this year's show and the standard of visitors Contenur received. "This year, in addition to local visitors, has seen the attendance of a large number of highly influential international decision makers, sparking some interesting conversations and discussions".

In recent years IFAT has become the largest international trade fair in the environmental technology sector. For this reason, in line with their bid for internationalisation, the Contenur Group decided to once again take part in the event.





Popularity of Contenur's Stand at the TECMA 2014 Trade Fair

The international urban development and environment event took place on 11-13 June in Madrid.

As in previous years, Contenur opted for a single 210 m² stand to exhibit its municipal solid waste solutions, together with its innovative products for children's playgrounds.

A 150 m² space was dedicated to waste collection, showcasing the new 3,200 and 2,200 litre side-loading models and the Bindog system for the collection of dog waste.

Contenur presented its 2,200 litre model, which was recently installed in the Spanish city of San Sebastián and is equipped with an access control system, an electronic lock and a card-operated lid that replaces the old key system. These cards are personalised and enable both the City Council and FCC, the contractor for local cleaning and maintenance, to see if the public are using the new system.

Following this line of new developments, the Contenur sales team also displayed its Bindog system, which is equipped with user control and has been installed in the Spanish city of Guadalajara. The new Bindog litter bin for dog waste is equipped with an electronic system that allows it to be opened using a user ID card based on the signal emitted by the card, with information transmitted to the management centre about how the system is being used by the public.



The space for children's playgrounds showcased various models manufactured by Contenur with unique designs, exhibiting a windmill installation and a large basket for installation in sports and leisure areas.



Tecma 2014

The First Forum on Sustainable Environmental Solutions that was held at the trade fair focused on issues such as efficiency and sustainability, the main challenges facing cities. It also discussed quality of life in cities, the role of intermediate cities, the efficient management of municipal waste, and the model of the city from the perspective of urban development and planning.



Contenur UK's New Stand at the Birmingham Trade Fair

RWM took place on 15-17 September in the English city of Birmingham. The event is regarded as the world's leading specialised event in the waste sector.

During the three days for which the event ran, there were seminars focusing on the main issues and problems facing the sector: machinery and equipment, renewable energy and recycling.

Contenur UK attended with a new, eye-catching stand, which stood out on account of the fact that all the containers were attached to a rotating wheel on one of the walls of our space. Customers also had access to comprehensive information on our range of products and services. The stand was staffed by Contenur UK's sales team.



View of the new Contenur UK stand at the RWM trade show in Birmingham.



Contenur Germany Takes Part in Regional Congresses Organised by the German Association of Local Utilities

Verband Unternehmen e.V. (VKU) is the German association of councils and municipalities responsible for the environmental interests of citizens. VKU has organised three congresses in the German cities of Potsdam, Saarlouis and Goslar, which are taking place during September and October.

Thomas Reeh, Sales Director for Contenur Germany, had the opportunity to take part in the forums and exchange views on environmental, quality and sustainability matters with the other delegates.

A recurring theme at the congress was the possibility of installing organic waste containers in the streets of German cities, since this type of waste is not currently widely collected.



Contenur Portugal Exhibits at the Ambiente Angola Trade Fair

Ambiente Angola took place on 5-8 June in Luanda, the Angolan capital. Ambiente Angola is the country's most important trade show for environmental matters and technology. It was the first time that the Contenur Portugal team had travelled to Angola to showcase the company's waste collection solutions.

Contenur's presence at Ambiente Angola forms part of the strategy for internationalisation, growth and customer outreach which the company has been working on for years.



Showcasing our products in Angola.



New Underground and Semi-Underground Containers in Brittany

The district of Pays de Lesneven and Côte des Légendes, located in Brittany in the west of France, between the communities of Brest and Morlaix, has a total of 15 communities and a population of over 26,000.

The Contenur France team has supplied over 230 underground and semi-underground containers for MSW, selective collection and glass, all of which are equipped with user access control systems. Members of the public use personalised cards to operate the opening mechanism of the column for depositing waste.

The new mechanism makes it possible to promote segregation at source and provide incentives to encourage correct recycling among the public.



New Contract in the City of Hatvan (Hungary)

The city of Hatvan is part of the County of Heves in Hungary and is located on the banks of the River Zagyva, close to the Mátra mountains, 60 km north-east of Budapest.

Since October, the Hungarian city has benefited from new containers distributed throughout the city. The models selected for the deployment were the 120 litre container in blue, yellow and brown, and the 1,100 litre flat-lid container in green for the collection of solid waste.

Contenur Poland has strengthened its position in the Hungarian market thanks to its partnership with its Hungarian distributor, Semicont.



Contenur Morocco Strengthens Its Position in the Country

Contenur Morocco has supplied a new fleet of containers as part of the renewal of Casablanca's waste collection contract. The company that was awarded the contract, AVERDA, had previously purchased Contenur containers for other contracts in Rabat, Nador and Berkane.

On this occasion, 1,100 litre curved-lid containers with secondary inner lids have been selected, together with two-wheeled 120 and 240 litre models.

Casablanca is one of the cities with the greatest potential in Morocco thanks to its strategic geographic location and the high level of industrial activity.

Our Moroccan office also took part in Pollutec Maroc again, which was held on 15-18 October. The trade fair has been growing every year and is now the leading event in North Africa's energy, water and environmental sector.

The fair was characterised by the professionalism of those who attended and the significant increase in the number of visitors with respect to the previous year.



Underground waste containers with volume limiter



- Containers with card-based user access
- Waste aperture with volume limitation
- Electronic lock with data storage capability
- GPRS data transmission
- Management software
- Fill control by counting usage level



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Management and Administration: c/. Los Torneros, 3 (Pol. Ind. Los Ángeles) 28906 Getafe (Madrid) _Tel. 91 151 82 00_Fax. 91 682 39 98
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