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New supply of side-loading containers in Spain

2,200 L and 3,200 L Models





CONTENUR organises a guided tour for clients around the Mielec site

On 7th and 8th April CONTENUR hosted a guided tour and open days around their factory in Poland with key representatives from the country's services contractors and communities.

The visitors were shown the product manufacturing process and were told about the relevant European standards and regulations. All products comply with these regulations and are designed and manufactured in accordance with the strictest quality control methods.

The visit was split into two parts. First, an initial overview of the container manufacturing process in which the site manufacturing manager and one of the maintenance experts conducted a tour of the facilities so that the visitors could see the container's production process from start to finish.

Then, a second stage in which the quality control manager of the site carried out various tests on the containers to demonstrate their compliance with product quality regulations.

The visitors greatly appreciated this opportunity, as it enabled them to understand the complexity of the production process and the quality standards required by the market for this type of product

Contemar holds its sales convention



The Contemar Environmental Sales Team

Last May Contemar held its sales convention in the Indaiatuba branch.

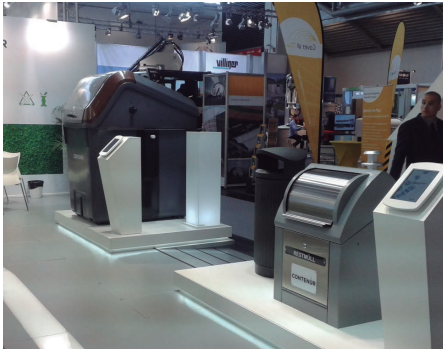
The event took place over two days and brought together all of Brazil's sales team. Over the two days the sales team trained in different areas, including a detailed analysis of competitors and new emerging markets, training on selling new products and learning new sales strategies as a team.

Another focal part of the event was the introduction of the company's new general manager, Ignacio Arriola, who explained some of the new strategies to be followed during the second half of the year.

CONTENUR again among the exhibitors at IFAT

CONTENUR chose IFAT 2016 as the fair at which to unveil its new display stand, in line with its new communication strategy and corporate identity, introduced in 2015. The CONTENUR stand received more than 100 visits from different companies in both Germany and other countries.

CONTENUR showcased the company's flagship products, such as the new 2200F Side-loading model with electronic lock.



A delegation from Singapore visits CONTENUR

CONTENUR received a visit from the Senior Minister of State of the Ministry of the Environment and Water Resources, Dr. Amy Khor, who was accompanied by the Singapore NEA (National Environment Agency).

They were shown the side-loading 2,200 litre capacity model with electronic opening system which was on display throughout the visit, and saw first-hand the benefits of the Side-Loading model (e.g. collection cost efficiency and energy saving), for a city like Singapore which generates a large amount of waste.



Recognition award presented to Bee'Ah

CONTENUR CEO, Iñigo Querejeta, presented a recognition award to the company delegation, headed by Mr. Marwan Al Shamsi, to thank them for all the trust they have placed in us in recent years, and reaffirm our mutual partnership commitment.

BEE'AH, THE SHARJAH ENVIRONMENTAL COMPANY, is possibly the most well-known and prestigious company in the environmental sector in the Middle East.

Despite being a young company, BEE'AH has established itself as the leading player in the sector, putting the Emirate of Sharjah at the forefront of the most sustainable places on the planet.

It was founded in 2007 under the sponsorship of His Highness Dr. Sheikh Sultan bin Mohammed al Qasimi, Member of the Supreme Council of the United Arab Emirates and Emir of Sharjah. The company vision of its Chairman, His Excellency Salim bin Mohamed Al Owais, and the hard work of his management team, headed by Mr. Khaled Al Huraimel, have been deciding factors in achieving this goal.

CONTENUR have worked with Bee'ah practically since the very beginning, having collaborated since then on the modernisation of their traditional waste collection system through the installation of Side-Loading containers.



CONTENUR CEO Iñigo Querejeta presents the recognition award to Bee'Ah

CONTENUR exhibits its new products at TECMA



Pioneering solutions

CONTENUR once again used the TECMA Exhibition as a platform to introduce its new additions, in both its products and its new corporate stand design, in line with our new communication strategy and corporate identity which was unveiled in 2015.

CONTENUR incorporated a dedicated innovation and sustainability area within the stand, where in addition to demonstrating our new 2,200 and 3,200 litre capacity side-loading containers, we also introduced our innovative RECYCLA system, a new concept in waste management which enables immediate collection of information on individual's waste segregation.

Furthermore, together with Italian counterpart Ecologia Soluzione Ambiente, CONTENUR launched the new bilateral loading system, the only one of its kind on the market. Its polyethylene container was a hit with visitors and their opinions and suggestions will help to improve this solution.

Innovative Concept

CONTENUR's stand concept revolved around four key areas: innovation, sustainability, quality and Smart elements. The 200m2 display stood out for its striking design, as well as the way it presented the company's strategic products in these four different categories. Visitors saw for themselves that the presentation of CONTENUR's products goes beyond traditional methods, towards digital and technological interaction. The stand aims for a "Look, Think, Act" approach. In short, it combines products and traditional solutions designed to integrate into the urban environment with an innovative way of using them and Smart systems.

Finally, CONTENUR also opted for a stand which allowed for more direct contact with visitors. With this in mind, a "social area" was created for more relaxed networking, which soon became one of the "go-to" places for all our clients.



>> 02 | New markets CONTENUR



Views of the city of Taipei

CONTENUR open for business in Taiwan

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CONTENUR started operating in Taiwan with the supply of containers for urban waste in the main cities on the island.

Taiwan, on the East China Sea, has a population of approximately 23 million inhabitants and an economy which has been growing over the last thirty years. It is known as one of the Four Asian Tigers, along with Singapore, Hong Kong and South Korea.

The company we have been supplying the containers to has initially chosen 120, 240 and 360 litre capacity

rear-loading containers, which will be distributed in the larger populated areas of the country, such as Taipei, Taichung, Kaohsiung and Taoyuan.

The start of business activity in this region, where CONTENUR has recently opened a branch office, is a step forward in our growth strategy. We are already seeing regular business activity in Singapore and Malaysia.

Renewal of supply and maintenance contracts in France

CONTENUR France has renewed two large supply and maintenance contracts in the regions of Versailles Grand Parc and Île de France.

Throughout this first half of the year, Versailles Grand Parc has decided to renew the supply and maintenance contract of the region's container fleet, showing that CONTENUR has achieved the aim of the improving on the customer service and product quality it has been providing over the last 4 years.

In the Île de France region, CONTENUR has acquired a new contract in Grand Paris Seine Ouest, the second largest area after Plaine Commune. The contract includes maintenance of the container fleet and repair or replacement of containers in poor condition.



VersaillesGrandParc
communauté d'agglomération



GRAND
PARIS
Seine Ouest
COMMUNAUTÉ D'AGGLOMÉRATION



CONTENUR to manage cleaning and maintenance services in Cartagena de Indias

CONTENUR has recently opened a new operational base in Cartagena de Indias (Colombia), from where it will manage all cleaning and maintenance services of the container fleet in this Colombian city. The base has a warehouse and repair materials for this purpose.

The contract, signed with the two operators in the city (Aseo Urbano de la Costa and Pacaribe), includes mechanical washing of the containers, involving on site container cleaning, performed using a container cleaning vehicle, which provides pressurised water and environmentally friendly additives. This type of maintenance also includes the cleaning of the space underneath and around the container.

New to the market

This vehicle is one of few to offer this service in Latin America in compliance with the requisite container cleaning standards. There are multiple benefits to this, not only in terms of the visual appearance of the containers, but also for the improvement of sanitation levels and environmental benefits.

Maintenance experience

CONTENUR has a highly qualified team with vast experience in handling container inspection, maintenance and repair tasks.

CONTENUR supply Side-Loading containers in Turkey

CONTENUR have supplied Side-Loading Model D containers with a 3,200 litre capacity to the largest company in the AKMERÇAN group. AKMERÇAN is a pioneer in the installation of more efficient waste collection systems.

The first side-loading containers, both at street level and underground, were supplied by CONTENUR two years ago in the municipal district of Başakşehir, operated by AKMERÇAN.

Başakşehir is one of the main municipal districts in Istanbul and two other large municipal districts in Istanbul operated by AKMERÇAN (Bağcılar and Küçükçekmece) have also started using CONTENUR side-loading containers.



Installation of side-loading container 3,200 D Model in Turkey.

Contemar installs mechanised waste collection systems in Capela do Alto

Contemar's sales team have undertaken a project to install mechanised waste collections systems in the Brazilian city of Capela do Alto. The plan, which has been financed entirely by the State Government of Sao Paulo, is to be rolled out in two phases. The first phase will involve the installation of 1,000 litre CONTENUR containers and litter bins in the city centre, and the second phase (forecast for 2017) will supply and install waste containers in the region's rural areas.

In order to successfully implement this containerisation project in the area, we have carried out a prior public awareness project, in which Contemar has worked closely with the local council to demonstrate the benefits of urban containerisation to the inhabitants of this municipal district.



Supplying 1,100 L containers in the city of Capela do Alto

New installation of underground containers

Contemar has installed seven underground containers in one of Brazil's most prominent tourist destinations, Ilha Bela beach in Sao Paulo State.

Although initially we have only supplied 7 units in the busiest tourist areas, the city council has plans to install more underground containers across the city.

Supply of igloos in the Brazilian city of Florianópolis

Contemar won the council tender for glass collection in the city of Florianópolis, capital of Santa Catarina State.

This is a new initiative in the Brazilian market, where glass collection by crane-lift containers is uncommon. The tender will supply 170 igloos, which will be installed across the city.

New side-loading containers supplied in Spain

CONTENUR has been awarded contracts for the supply of new side-loading containers in the Spanish cities of Alcantarilla, Burjassot and Alcobendas.

Alcobendas and Burjassot have chosen the 3,200 litre side-loading container, whilst Alcantarilla Council has opted for the lower capacity 2,200 litre model for the collection of MSW, as this is best suited to the city's landscape.

Burjassot Council are renovating their MSW containers. Plastics are going to be in yellow containers and paper and cardboard blue. FCC, a contractor for the collection of waste in the municipal district, has already started work on substituting the old containers for the new ones. All models include an adhesive label on

the lid with useful information for the public on waste collection times and the importance of separating waste and depositing it in the corresponding container.

The side-loading containers in Alcobendas are intended for the collection of MSW and are embossed with the Council crest on the body of the container. In Alcantarilla, meanwhile, the 2,200 litre model has a 400mm aperture at the front of the container to facilitate waste disposal.

The containers intended for recycling plastics and packaging have two front apertures situated 1180mm from the ground. Both models have heat transfers featuring the municipal district logos.



Model supplied for Alcobendas Council



Model for Burjassot Council



Model installed in Alcantarilla

CONTENUR to manage maintenance services for children's playgrounds in Segovia, San Fernando de Henares and Paterna

CONTENUR has won the contracts for the provision of inspection and maintenance services in children's playgrounds in the Spanish cities of Segovia, San Fernando de Henares and Paterna.

The maintenance contracts in Segovia and San Fernando de Henares encompass the total areas currently covered by each of these cities (54 in Segovia and 47 in San Fernando de Henares). The work to be carried out will comply with the requirements for the provision of these services, as established in Regulation UNE EN 1176-7:2008, and consists of conducting visual and physical inspections, testing and cleaning the playgrounds and apparatus and any preventive and corrective maintenance.

The contract term in Segovia is 4 years, whilst in San Fernando de Henares it is 2 years.

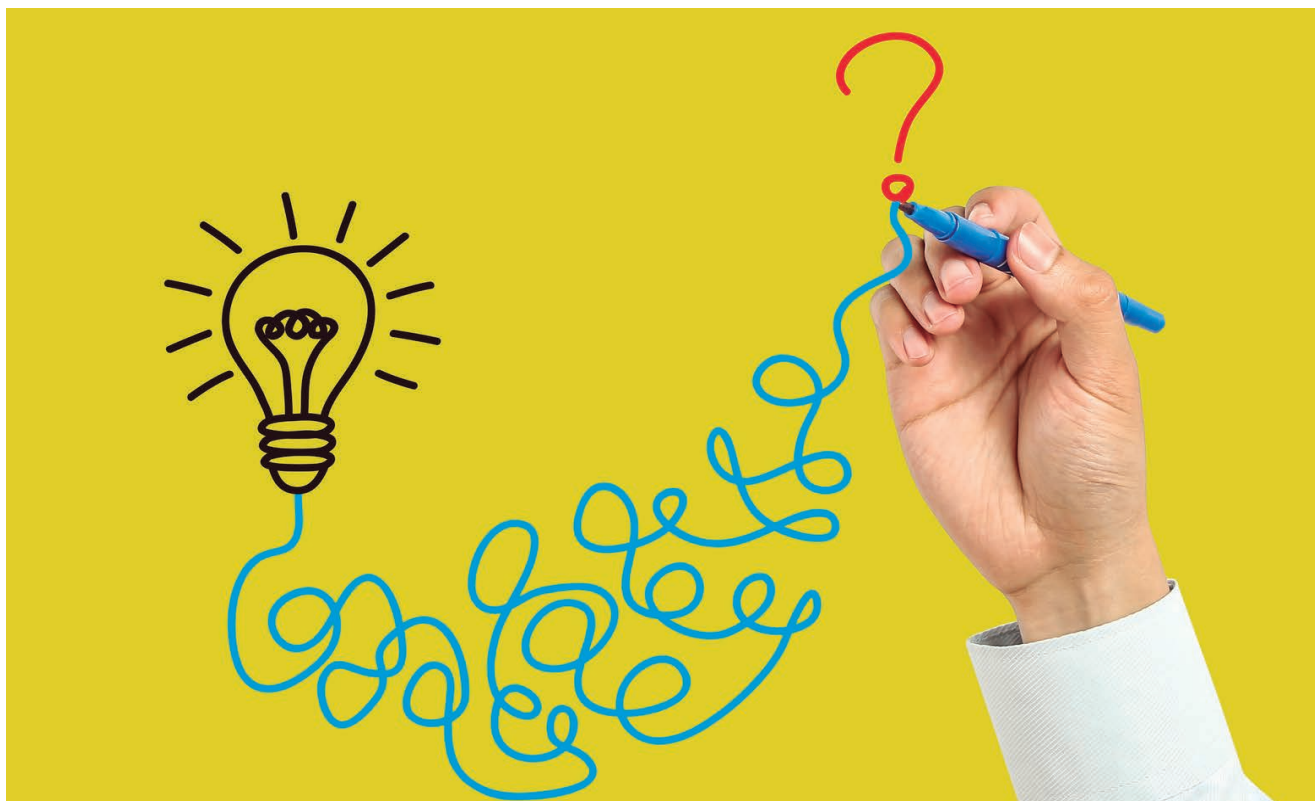
In Paterna, the maintenance and adaptation contract for children's playgrounds includes all work stipulated by this regulation, in addition to all the necessary work to adapt and certify all areas. This is a 1 year contract with the option to renew for another year.

This work will be performed in all the city's playgrounds, including those belonging to local state schools.



Installation in Alcalá de Henares (Madrid)

>> 05 | NEW PRODUCTS



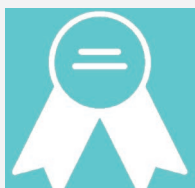
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CONTENUR completes its H range of two-wheeled containers with the new 120 and 240 litre models

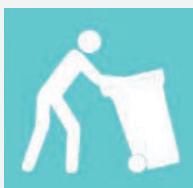
CONTENUR is launching two new rear-loading containers, the C120 H model with a 120 litre capacity and a rated load of 48kg, and the C240 H model, which has a 240 litre capacity and a rated load of 96kg.

These two new 120 and 240 litre volume containers complete the two-wheeled H family, meeting the needs of the market.

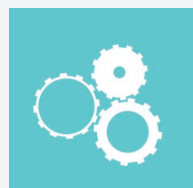
PRODUCT FEATURES



QUALITY



ERGONOMICS

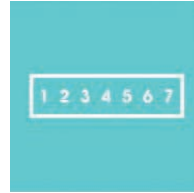


FUNCTIONALITY



C120 H Litre Model

>> Tailored for all needs



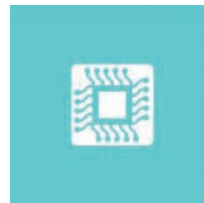
Numbering



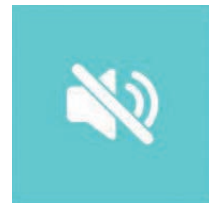
Reflective Strips



Lock



Electronic chip



Sound-proofing



Stackable



C240 H Litre Model

>> Product benefits

Designed with grooves on the corners for strength, resistance and quality.

Base of the container designed especially to resist impacts when dropped.

The container has an internal foot support at the rear to facilitate tilting during movement.

Different versions for the different types of selective collection: paper and cardboard, glass, plastics, organic waste...

Plenty of space on the body and lid for customisation

Containers certified with CE marking with sound power level shown in accordance with EU Parliament Directive 2000/14/EC.

Product certified by TÜV Product Service GmbH in accordance with European Standard EN 840: 2012 and the RAL-GZ 951/1: 2013 specification

CIRCULAR ECONOMY: Innovation as a driving force

Jorge Gutierrez, Sales Director of CONTENUR Spain takes part in the “Innovation in the Circular Economy” forum organised by the Cátedra Ecoembes de Medio Ambiente.



Last April saw the “Innovation in the Circular Economy” seminar take place at the ETSI de Montes de la Universidad Politécnica de Madrid engineering school, organised by the Cátedra Ecoembes de Medio Ambiente.

The first part of the seminar dealt with the management and processing of waste as part of the circular economy.

The second part of the meeting outlined implementation activities for new technologies in traditional waste collection.

Jorge Gutiérrez, Sales Director and member of CONTENUR’s Innovation Committee, explained how “in our line of work, innovation guarantees the company’s survival,” pointing out that going forward “we aim to develop a container that is better integrated into smart cities and able to capture and transmit information as part of open systems to deliver more and better recycling”.

Gutiérrez also highlighted CONTENUR’s efforts to develop innovative solutions that encourage and raise awareness of the importance of recycling among consumers.



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CONTENUR and Getafe Council sign an agreement for creating jobs



CONTENUR has signed a partnership agreement with Getafe Council for creating jobs, with the aim of facilitating access to work for unemployed people in Getafe.

With this new agreement, CONTENUR is reinforcing its commitment to vocational training and professional integration, primarily intended for the unemployed.

Among other initiatives, CONTENUR is committed to promoting specific training actions for trades and activities within the sector, providing individual facilities for vocational training on special interest courses and to providing unpaid work experience to students who are studying occupational training courses.

“ CONTENUR is reinforcing its commitment to vocational training and professional integration ”



CONTENUR's CEO, Iñigo Querejeta participates in the 3rd AMEC Forum

AMEC Forum - Leadership management in CONTENUR's internationalisation process

On 30th June the 3rd AMEC Forum was held at the IESE Business School in Barcelona, with the theme "Internationalisation in Person".

This is the must-attend forum for internationalisation of industrial enterprises, with 45 years' experience promoting the internationalisation of industrial enterprises.

The 2016 AMEC Forum centres around sparking a debate on people as a key factor in company competitiveness in international markets.

Forum Opening

AMEC Chairman Manel Xifra opened amec Forum 2016 by highlighting that "AMEC was founded to provide support to businesses in their export activity" and underlining the importance of the ISI (International Solidarity Index), which has increased by more than 3% since 2014.

He also emphasised that industry must account for at least 20% of GDP and innovation at least 2% in order to move from the current model of industry to that of industry 4.0. This process will be achieved through innovation and facilitating change to increase company competitiveness.

A new era in which talent is more important than capital

In this edition, Iñigo Querejeta, CONTENUR CEO, took part in the first panel debate on the subject of "A leader's drive" with questions on how CONTENUR manages Human Resources and what tools and resources General Management use to make the company a leader in its field.

Iñigo Querejeta concluded that these questions are based on two pillars; "how management communicates a project to employees" and "how to attract talent that allows the company to keep growing and adding value".

>> 05 | Media

IN THE PRESS

More than 20 press releases,
More than 20 advertisements in 6 different countries,
More than 20 different banners which have attracted a large amount
of attention and interest in the company since the launch of our new
corporate identity in 2015.



>> 06 | Human Resources

NEW ADDITIONS

Ignacio Arriola, CEO Contemar Ambiental

Ignacio has joined Contemar Ambiental, the Brazilian company in the CONTENUR Group, as CEO. He has considerable experience in senior level positions in companies in our sector or similar, both in Spain and Brazil.



Álvaro Godino, Industrial Director

Álvaro has come to CONTENUR as Industrial Director for the Getafe and Mielec plants. He has a wealth of experience working in the Antolín Group, where he has held various management positions over the last 10 years. He also has extensive experience in Lean Manufacturing, purchasing and industrial management control.



Benedykt Waz, Production Manager, Mielec (Poland)

Benedykt has joined Contenur Poland as Production Manager at the Mielec site. Qualified in Industrial Engineering, he is highly experienced in multinational companies, where he has held co-ordination and management roles in production, human resources and competition analysis.



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Arnaud Saint Honore, Western Area Sales Manager (France)

Arnaud has joined the CONTENUR group as Western Area Sales Manager for France. He has spent the last ten years working in the industrial sector for companies specialising in selling Personal Protective Equipment, where he had the opportunity to work directly with French municipal districts and public bodies.



Asier Villanueva, Northern Area Manager

Asier joins the CONTENUR group as Northern Area Manager for Spain. He is an Electrical Engineer with more than 17 years' experience in the waste sector. He has had various roles in team and key account management.



Sofia Boente, North-Western Area Manager

Sofia comes to the CONTENUR group as North-Western Area Manager for Spain. She has a degree in Marine Sciences and a Masters from the EOI Business School in Engineering and Environmental Management. She has more than ten years' experience as Project Manager in the recycling sector.





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