

CONTENÜR

Newsletter | Number 39 | January 2017 - September 2017

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CONTENÜR and ECOLOGY launch the new 2Side System bilateral-loading system[®] with a polyethylene container.

With this launch, CONTENÜR is forging ahead with its growth strategy, bringing a new and innovative solution to the market.

CONTENÜR is firmly committed to consolidating its position as the market leader, and with this purpose in mind it is the only company which offers all existing solutions in a complete catalogue to cover all needs.

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Madrid starts using a side-loading collection system with **CONTENÜR** containers



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CONTENUR takes part in Waste in progress 2017



CONTENUR took part in the first **#wasteinprogress** Forum in Gerona, held on 6, 7 and 8 February 2017.

The Forum has presented successful case studies in different cities all over the world, based on experiences in waste collection management, explaining how these cities have helped to increase recycling rates through the use of different tools and models.

The company has presented its solutions for collecting Organic Waste, and its new 2Side Bilateral Loading System[®] offering the market a unique solution with a polyethylene container.

2SIDE SYSTEM

CONTENUR launches the new 2Side System bilateral-loading system[®] with a polyethylene container

Information on this product on pages 19 to 22.

CONTENUR takes part in a recycling awareness raising campaign in Vigo

CONTENUR and FCC will use the iconic images of bushes to raise awareness about recycling for children.

Dinoseto and Dinoseitiño, the iconic bushes which stand in central Vigo, will be used as an inspiration for a recycling awareness campaign aimed at the city's schoolchildren. The youngest members of the community will learn about the values of recycling and cleaning as part of the campaign carried out by FCC, the company which was awarded the waste collection, urban and beach cleaning services contract, and **CONTENUR**, which is responsible for maintaining the containers.

Through a mobile unit, the Dinoseto and Dinoseitiño bushes will show the children many important issues about how to keep the city clean and to be environmentally responsible.



▲ Dinoseto and Dinoseitiño will safeguard the environment in Vigo

Palma de Mallorca showcases side-loading containers

Information on this new supply on pages 7 to 8.



Per **cada botella**
que fiques al contenidor
estalvies 1 kg de
contaminació per CO₂

MADRID starts using a side-loading collection system with **CONTENUR** containers

On 15 May, the Director of the Environment and Mobility Department, Inés Sabanés, presented the new waste collection containers in a ceremony together with the directors of the companies awarded the service contracts, and the manufacturers. The containers will form part of the Waste Strategy which Madrid City Council launched last November. The new containers will be collected by side-loading lorries.

They will mainly be installed in areas where plastic and cans and general waste are currently collected in 4-wheeled, 800L containers that remain permanently on the streets.



New **CONTENUR** containers

The new containers for general waste and plastic and cans are of greater capacity (3,200L and 2,400L) than those currently in use, which are 800L, so fewer will be installed.

CONTENUR will supply over 8,500 new containers to replace the present number of 14,392 (CONTENUR was awarded the contract for 2 of the 3 batches in which the tender was divided). However, there will be between 80% and 100% more new containers than there are at present.

Waste will be collected using a new system of side-loading containers with more capacity than the previous models and less noise impact. They come without wheels and will be permanently installed in the streets. The waste bins have a pedal to make them easier to open and the containers for plastic and cans, where the lid will be closed, have larger circular holes for depositing the waste through.

New containers

8500



More capacity

3200l

2400l

Areas and schedule



The new containers for general waste and plastic and cans will be installed as per the following schedule: from May 22, in the districts of Villaverde, Carabanchel and Puente de Vallecas; in June, in Usera, Villa de Vallecas, Hortaleza, Barajas and San Blas; in July, in Ciudad Lineal and Moratalaz; and in August, in Vicálvaro so that, by October, side-loading waste collection will be available for all the areas planned for these districts.



Palma de Mallorca acquires new containers from **CONTENUR** to renew collection across the city

At the start of the year, the Board of Directors of Emaya, in an ordinary meeting, approved to award **CONTENUR** the contract for containers to renew waste collection across the city.

The municipal company said in a statement that it had agreed to buy a maximum of 7,944 containers.

The bidding process was launched in September last year, when a contract to tender was issued for the acquisition of this material and it was awarded to **CONTENUR SL**, for the containers, while Sistemas y Vehículos de Alta Tecnología SA (Svat) won the contract for the vehicles.

Uniform containers for all types of waste

A total of 5,554 of the 7,944 containers will be acquired and installed in 2017, while the rest will be acquired within no more than 5 years.

The new collection model means that each area will have containers for all types of waste with the same characteristics. This will mean “a better service, facilities for selective collection and it will look better”, the company said in a statement.

It has also been agreed that the new containers can be accessed by anybody, whatever their age or physical health. This is an essential requirement for all companies which wish to bid for this supply.

“A better service, facilities for selective collection and more pleasing to the eye”

Selective collection of organic matter will also be gradually phased in.

Presentation and delivery of the new containers in Palma de Mallorca

In early April, the President of EMAYA, Neus Truyol, presented the new waste containers in the Son Reus warehouse. At the end of the same month, Palma began to place the new Side-Loading containers manufactured by CONTENUR in the city streets, and withdraw the old ones. In the first phase, which will last until early June, 1,655 units will be replaced in three areas of the city.



“An average of 50 new containers will be placed every day in “islands” with the four types of waste: refuse, light packaging, paper and cardboard, and glass, as the organic matter containers will be installed at year end”, said the city council in a statement.

The first containers were placed on 24 April, with the mayor of Palma, José Hila, and the Chairwoman of Emaya and its spokeswoman, Neus Truyol, in attendance.

In total, Emaya has acquired 1,819 new containers, 1,655 of which will be placed on the streets, while the other 10% will be stored as possible replacements.

The other containers, up to the total of 5,500 in the city, will be renewed in the autumn and later.

CONTENUR is responsible for installing the containers, as Emaya awarded the company the supply and installation contract.

The new containers can be accessed by anybody, whatever their age or physical health. They are easy to open with a lever for people in wheelchairs and a foot pedal and they have signals for blind people.

All of the containers are identified with a number and a QR code for checking details such as the collection frequency, and which can also be used to notify any problems or issues concerning the container in the Emaya application.

The containers have signs providing information regarding the type of waste that can be deposited in them and which cannot.

The replacement of containers will be go hand in hand with an education and awareness campaign and the publication of a best practices guide for waste management in Palma, with information on how to appropriately dispose of all kinds of domestic waste.



Presentation of the new side-loading containers in Toledo Regional Council

On 19 July, the new selective waste collection system for light packaging was implemented in the town of Cobisa using **CONTENUR** side-loading containers. The Regional Council is going to implement this system throughout the province via the Environmental Public Services Consortium and the company GESMAT.

The President of the Toledo Regional Council, Álvaro Gutiérrez, the President of the Consortium and the Council's Vice-Chairman of Health and Social Welfare, Tomás Villarrubia, the Vice-President of Employment and General Affairs, Fernando Muñoz, the Manager of GESMAT, Pablo Redondo, the Manager of the Consortium,

Carmen Herranz, and the Mayor of Cobisa, Félix Ortega, presented the system, showing the great impact that this change has had in the Region, with the aim of increasing recycling in the packaging sector.

To implement the system, the existing "igloos" were replaced by side-loading containers in the 3200L model D with 4 openings, low enough for the general public to be able to deposit their waste and equipped with RFID tags.

Installation of the new side-loading containers started at the end of June and will continue over the next few months so that a total of 105 towns in Toledo of the 193 belonging

to the Consortium will have this kind of container in 2017.

Implementation in the remaining towns will continue next year.

"We are going to replace the "igloos" with 1,836 side-loading containers which have 700 litres more in capacity; this means that a total of 1.2 million litres more waste can be collected in Toledo province",

said Álvaro Gutiérrez, Chairman of the Toledo Regional Council.



Contemar has taken part in the IV Meeting of cities for Sustainable Development

On 24, 25, 26, 27 and 28 April, Contemar (subsidiary of **CONTENUR** in Brazil) took part, with a small stand, in the IV Meeting of cities for Sustainable Development held in Brasilia, the capital of Brazil.

This international Meeting was used to present the most innovative and environmentally-friendly initiatives for the mechanised collection of waste, guaranteeing the best possible waste collection.

In the second half of the Meeting, the Contemar Project Director, Camila Bortoletto, delivered a technical presentation about the advantages of using containers in cities. A representative from the city of Lucas do Rio Verde also explained the benefits and advantages of mechanised waste collection in his municipality.

The Meeting was a great success for Contemar, which was visited by many important customers, and also by professionals from the fields of the environment and public management.



▲ CONTEMAR stand in the IV Meeting of cities for Sustainable Development



**24, 25, 26, 27
and 28 of April**



**Meeting of Cities for
Sustainable Development**

The Meeting was a great success for Contemar, which was visited by many important customers, and also by professionals from the fields of the environment and public management.

CONTENUR steps up its commercial operations in Greece



CONTENUR has stepped up its commercial profile in the country, thanks to a new distributor in the area, DIMCOM, which aims to make **CONTENUR** a leading brand.

CONTENUR has won two public contracts for the Greek cities of Mikonos and Fyli, where it has supplied both two and four-wheeled side-loading containers and different sizes of bins.

New supply of containers in Cuba

CONTENUR has been awarded a new contract for the supply of four-wheeled side-loading containers in CUBA, where it has consolidated its position as the leading brand in the Caribbean countries.

CONTENUR has supplied the Cuban Ministry of Public Health (MINSAP) with over 3,000 green standard model 800-litre containers, which will be distributed to the biggest cities in Cuba.



+3.000
container units





▲ Countries where **CONTENUR** has business activities

CONTENUR launches the supply of containers in Indonesia



CONTENUR has begun its business activities in Indonesia with the supply of waste containers.

This is another step forward in **CONTENUR's** growth strategy in the region. The company has a business delegation in Singapore and already engages in regular business activity in Singapore, Malaysia, Hong Kong and Taiwan.

The Indonesian Republic is an island country located between the South-East Asia and Oceania continents. It is made up of around 17,500 islands and has a population of approximately 255 million people, making it the fourth most heavily-populated country in the world.

The company which **CONTENUR** supplies the waste containers has initially selected the orange 120, 240 and 660 litre containers and they will be installed in the most important cities on the island of Java: Jakarta, Surabaya, Bandung, Semarang and Yogyakarta.

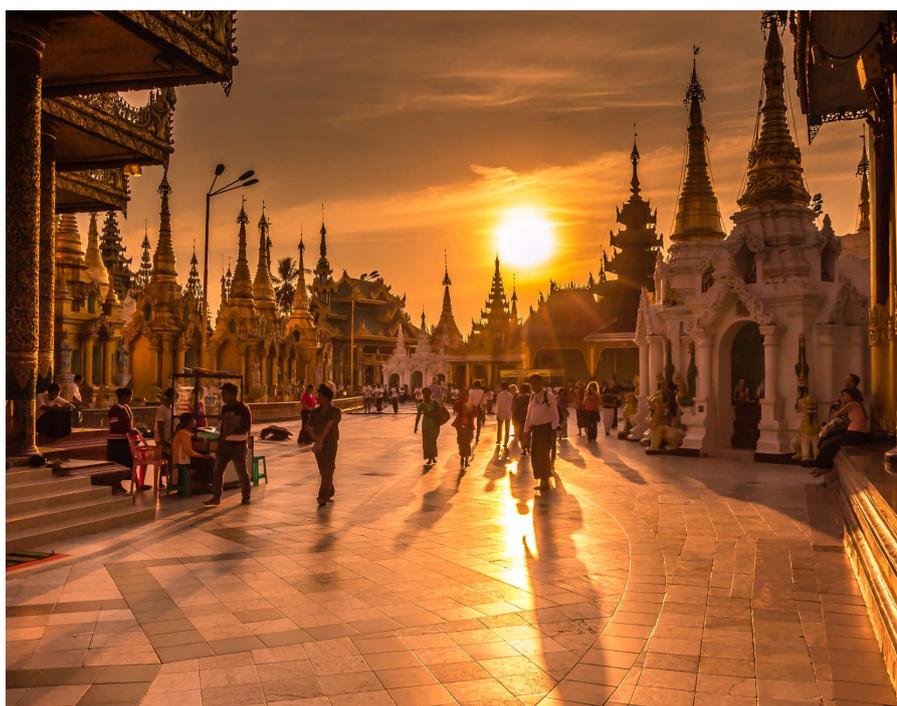
CONTENUR launches commercial operations in Hong-Kong and Myanmar

CONTENUR, has begun its business activities in Hong Kong and Myanmar with the supply of waste containers.

Hong Kong is a Special Administrative Region of the People's Republic of China, in the eastern part of the Pearl River Delta. It has a population of approximately 7 million inhabitants and its economy has grown over the last three decades. It is one of the four Asian tigers, along with Singapore, Taiwan and South Korea.

The Republic of the Union of Myanmar, which used to be called Burma, is a republic in the far north-west of what is known as South-East Asia. The country is currently run as a parliamentary republic, led by Aung San Suu Kyi, and it is now reporting much higher levels of growth than before.

The company which **CONTENUR** supplies the waste containers has initially selected the orange 120 and 660 litre containers and they will be installed in the largest city of the country - and former capital - Rangoon.



Leading container services company

Renewal of contracts in the Saint-Malo District

Last January, **CONTENUR** was awarded the contract to supply containers and spare parts in the Regional District of Saint-Malo. The Region thus continues to deposit its trust in **CONTENUR**.

This is an important contract renewal for **CONTENUR**, which will allow it to continue providing services to over 80,000 inhabitants.



CONTENUR's knowledge of the community's needs and the quality of the its products are key factors which set it apart from the offers made by its competitors.

Supply of containers in the Beaujolais region



CONTENUR has installed 7,500 containers (240 litres for door to door collection, and 660 litres for the rest) in the 16 municipalities within the region.

CONTENUR has installed 240 litre containers for door to door collection, and 660 litre containers for people's other needs.

These municipalities are villages with between 100 homes (the smallest) to 1,200 (in the largest).

During the container installation period, each resident was sent a letter from the Regional Council explaining the containerization process and how important it was.

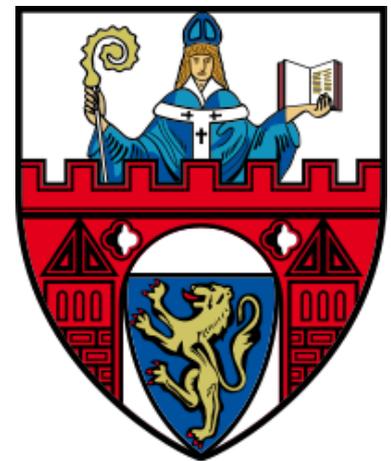
Contract renewed in Creil Sur Oise



CONTENUR has supplied 2,700 green refuse containers with ventilation shafts in the Creil Sur Oise Regional Council. This district was created through the merging of the Pierre Sur Oise and Creil districts on 1 January 2017.



CONTENUR has been awarded a contract in the Universitätsstadt Siegen municipality



CONTENUR has been awarded a contract in the Universitätsstadt Siegen municipality. The municipality of Universitätsstadt Siegen is in the Rhineland area of North Westphalia and is the capital of the Siegen-Wittgenstein district. Siegen has approximately 110,000 inhabitants. Our **CONTENUR** Deutschland GmbH delegation is also located in this city.

CONTENUR Deutschland had already supplied 120l and 240l bins and 1,100l containers in the years 2015 and 2016, and this time it was awarded a contract for the supply of 2 and 4-wheeled containers.

This time Siegen chose our new 120 and 240 litre models.

The 120l, 240l and 1,100l containers with side handle will be installed in the second half of 2017 and 2018.





First side-loading units installed in Edinburgh

For **CONTENUR**, Scotland is a new market for side-loading containers. Up until now, only metal containers have been used.

The company aims to install these first units to test the product, in order to compare the durability of

the polyethylene injection containers as against the metallic ones.

After a few weeks, feedback has been very positive, so more containers may be installed in the near future.

Vastint

Vastint - IKEA's property development group - is building Strand East, a new mini-village in Stratford (East London) with: 1,200 apartments, 58,000 square metres of offices, and also a 300-room hotel.

CONTENUR is supporting this project, having agreed to install 65 underground container units to be supplied over the next two years.

“Wales for Charity” cycling race

The UK **CONTENUR** team represented by Neil Kavanagh, Bob James and Marcus Machell took part in a charity cycle race in Cardiff. A total of 15,000 participants cycled 90 miles for charity.

It was an extremely positive experience not only for UK employees teambuilding, but also because some of the company's customers took part.





▲ Martin Kvapilic, Sales Director of the Czech Republic

First months of **CONTENUR** in the Czech Republic

Although **CONTENUR** opened its subsidiary in the Czech Republic last November, we only began to win customers and report sales at the start of the year.

We have carried out a number of initiatives in these first 7 years in the country: the opening of the **CONTENUR** delegation in Senice na Hané, visits to potential customers, attending events (as shown in the image above), and many more.

The most important clients in the Czech Republic are municipal and private waste operators (local and international), although **CONTENUR** also takes part in public calls to tender.

“The target for the next 2 years is to become one of the market leaders in the country.”

Martin Kvapilic,
Sales Director of the Czech Republic

CONTENUR in Eastern Europe

For the second successive year, **CONTENUR** has been awarded the contract to supply 1,000 rear-loading 1,100 litre waste containers in Mariupol (Ukraine).

The two deliveries of containers are part of the programme to support and renew areas affected by the war, where we are working with our partner in the region, Elkoplast Ukraine.

Also, having achieved great success with Remondis in Poland, we have now gone one step further and have also set up a very positive partnership with this company in Belarus.



The **CONTENUR** Group has further consolidated its position in the containers market in Poland.

En 2016, **CONTENUR** Poland significantly increased its market share in the country. Recently it was also awarded contracts in two key cities in the region where the plant is based.

Containers with different capacities and for different types of waste were installed in Rzeszów, the capital of the province of Podkarpackie (where

the products are manufactured) and in Tarnów, an important city in the neighbouring province of Malopolskie.

CONTENUR and ECOLOGY

launch the new
2Side System
bilateral-loading
system[®] with
a polyethylene
container.

CONTENUR, the leading company in end-to-end waste container systems for cities, has presented its new 2SS solution[®].

With this launch, CONTENUR is forging ahead with its growth strategy, bringing a new and innovative solution to the market.

CONTENUR is firmly committed to consolidating its position as the market leader, and with this purpose in mind it is the only company which offers all existing solutions in a complete catalogue to cover all needs.



The most comprehensive solution

The new 2SS[®] system[®] has two essential elements: a robot crane for lifting the containers, equipped with an automated system for vertical and bilateral collection and the only container on the market for this system, manufactured in high-density polyethylene.

2SS[®] is a comprehensive solution that works thanks to the perfect combination of all of its elements.

2SS[®] is the most efficient system on the market, achieving a time of under 90 seconds for the full cycle.

The automatic operating system means the operator can control it from the cabin and it has electronic devices to guarantee safety when handling the container and also automatic stabilisers to keep the vehicle stable in all working conditions.

The container, designed for integration with the urban landscape, is being

launched with three volumes to cover all requirements and, in addition, it is manufactured using environment-friendly materials.

As the market leader, **CONTENUR** creates innovative solutions that comply with regulations relating to this kind of product and the containers are sized to comply with all of the requirements of policy EN 13701.



A new option on the market as the result of the merger between 2 leading companies, **CONTENÜR & ESA**

2SIDE SYSTEM



The most complete solution for bilateral collection

- The best-looking solution on the market.
- A solution that takes up minimal space at street level.
- Lower containers, lower noise footprint, no rust
- Most efficient system on the market.
- System with chassis levelling and capability for collecting on a slope.

2Side System[®] an innovative system



Lorry ✓

A **flexible solution** due to the possibility of being built on the most used chassis on the market.



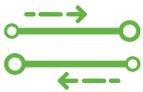
Compactor ✓

Different capabilities for covering all needs. The same chassis may be used with different compactor boxes.



Robot ✓

Crane for lifting and collecting 2SS[®] containers equipped with an automatic system with control devices for single-operator management and a bilateral collection system.



Roll-off equipment ✓

Roll-off equipment suitable for installing a 20/22 m³ compactor³ or different types of open boxes. EC-certified by the manufacturer, the system meets the following technical directives and regulations:

2006/42/EC: Machinery Directive.

2014/30/EU: Electromagnetic Compatibility (EMC) Directive.

2014/35/EU: Low Voltage Directive.

ISO 4306: 2010 Lifting equipment.



Container ✓

Polyethylene container. Opening systems with a pedal, rotating lid or fold-back lid. 3 volumes: 3600 lts, 2800 lts, 2000 lts.

Compliant with European standard EN 13071.

The most efficient system on the market

- Automated and robotic 2Side System[®], for bilateral handling (Loading and unloading) of 2SS surface containers[®], equipped with mushroom heads.
- Full cycle lasts under 90 seconds.
- Controlled from the cabin by the operator.
- Automatic operation.
- Allows manual corrections using joystick.
- Equipped with electronic devices to guarantee safety when handling the container.
- Equipped with automatically activated stabilisers to keep the vehicle stable under all working conditions.

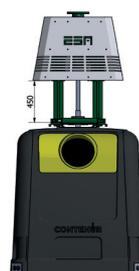
Phase 1: operation begins



Phase 2: container pick-up



Phase 3: lifting



Phase 4: emptying





Designed for today's cities

They are designed for total integration into the urban landscape. Manufactured using a meticulous and innovative design and eco-friendly materials.

Three volumes for covering all market needs.



3600 L



2800 L



2000 L



Customisation



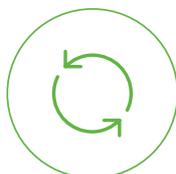
Possibility of customising or adapting.



Lots of space for customising.



Fold-back lid with a pedal option.



Turning lid with a pedal option.



Openings for the different waste types.
HDPE material.



Recycla System: Changes of trends in the urban waste sector. From traditional waste collection processes to new methods used in Smart Cities

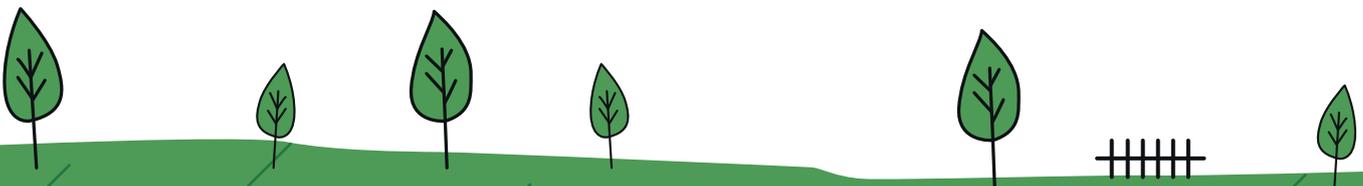
CONTENUR has adapted to new trends in terms of solutions which are more sustainable and environmentally integrated, mainly through innovative products which are designed to modernise urban waste collection, transforming traditional processes into new methods typically found in Smart Cities.



RECYCLA® is a new urban waste management concept, which uses new technologies applied to collection products. With this new system, town and city councils, service companies and the general public have more control of the recycling process, have more economic and efficient

management, and this way it is easier to meet the European standard of 50% recycling by the year 2020.

The Córdoba Recycla project, a pilot scheme for organic waste disposal in the city of Córdoba, is part of this new scenario.





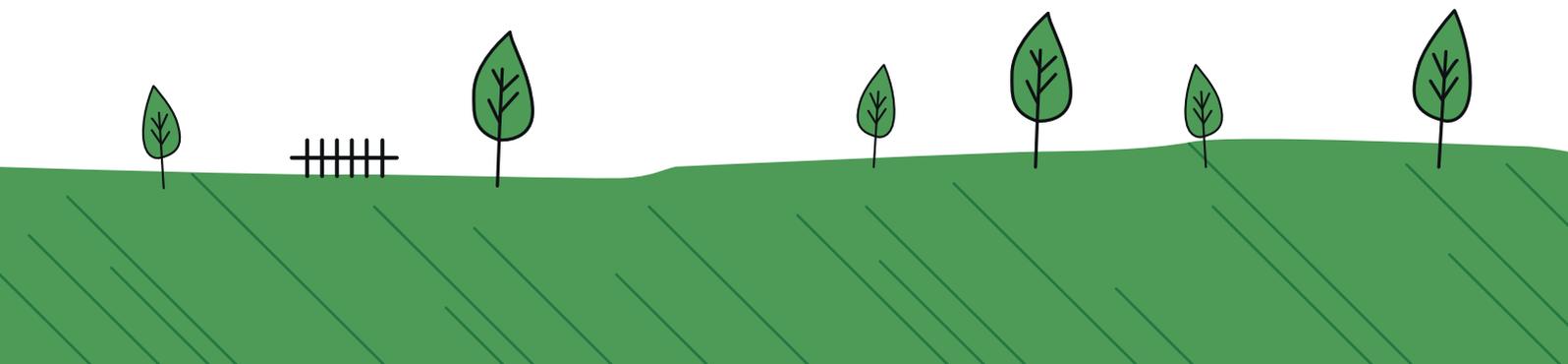
Cordoba Recycla

In Córdoba Recycla, 13 smart containers have been installed in two specific areas of the city. Each container has a customised card reader, for opening, and includes a special software which the general public and the council can use to know about recycling patterns at any given time; all the information

gathered is processed and analysed, and is confirmed by an in situ inspection of the waste deposited in the container.

RECYCLA® means it is possible to find out which areas need awareness raising campaigns to improve the recycling level, and also reveals which members of the general public should be rewarded for their correct use.

The containers were installed in the first week of July. In the two weeks leading up to the installation, the inhabitants of the areas involved were told about the new containers (using door to door visits, visual information in key areas, online information and the customised delivery of the citizen's welcome pack). In total, 25% of the population took part in the information campaign.





Maintenance of children's playgrounds and exercise equipment for the elderly in Malaga

The City Council of Málaga issued a call to tender for the upkeep and maintenance service for green areas and street trees, woodlands, children's playgrounds, exercise equipment for the elderly and water infrastructure. On this occasion, CONTENUR was awarded the contract for batch number 4: maintenance of children's playgrounds and exercise equipment for the elderly.

This is the first time that the Malaga City Council has issued a call to tender for a separate batch for the maintenance of children's playgrounds and exercise equipment for the elderly in the city, thus showing a clear commitment to this specialised maintenance of

these types of equipment (in previous contracts, this type of maintenance was included in the green area maintenance batches).

The contract lasts 4 years, and can be extended for another 2 years. It consists of maintaining and the upkeep of 370 play areas and 176 exercise equipment for the elderly areas, the cleaning of 51 open-air sports pitches/courts and also the cleaning of 129 isolated children's playgrounds in green areas.

CONTENUR will carry out visual and functional inspections of the children's playgrounds and bio-healthy areas, and will certify them; it will also carry

out the preventive and corrective maintenance of the playgrounds items and the soft flooring.

The contract also includes initiatives to completely restore children's playgrounds and exercise equipment for the elderly, to restore them to an excellent condition in terms of general appearance, and also in terms of functionality and security.

New Recruits

 <p>Radoslaw Swol Production Manager of the Mielec Plant (Poland)</p>	<p>Has joined CONTENUR as Head of Production at the MIELEC plant. He is an Industrial Engineer, and has an M.Sc and post-graduate studies in business administration and management. He is very experienced in the sector, having worked as Head of Production in various multinational companies.</p>
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Jarosław Jaroszewski
Sales Manager

He has joined the **CONTENUR** group as a Business Consultant in Poland. Jaroslaw is an Industrial Engineer and for the last 10 years he has worked for different national and international companies.



Bartłomiej Bereski
Sales Manager

He has joined **CONTENUR** as a Business Consultant for the Polish market. He has had a solid academic training in the areas of business administration and economic computer science. He is also a qualified Industrial Technician. Bartłomiej has worked as a sales representative for a number of different multinationals for over 10 years.



Paweł Małecki
Sales Manager

He has joined **CONTENUR** as a Business Consultant for the Polish market. He is a graduate in Business Administration and Management, with specialisation in economics. Paweł offers a solid track record with a career spanning over 20 years as a sales representative for different companies, some of which are multinational.



Lorenzo López
Marketing Technician

He has joined the **CONTENUR** group as a Marketing and Communication Specialist. He has a degree in Advertising and Public Relations. He has worked in the marketing and communications departments of several multinationals, where he has managed many national and international projects.



Mónica Melo
Sales Manager

She has joined the **CONTENUR** group as a Business Consultant for the Colombia market. She has an academic background in the field of business administration and management. She has a solid track record in the sales, and customer service and assessment, as well as negotiation with suppliers from different multinationals.



José Mateu
Sales Manager
Levante Area

Has joined **CONTENUR** as Sales Manager in Levante. He is a graduate in Industrial Engineering from the University of Valencia. He has a long track record in sales, having worked as a business representative in Torrespapel for the last 9 years.



Jaime Gómez
Service Manager,
Colombia

Jaime is a logistic processes specialist. He offers great expertise in coordinating customs brokerage in different national and multinational companies.



David Ivatt
UK Sales Manager

David has had a long and successful career spanning over 20 years in a number of different industrial multinationals, in the fields of environment and health.



Martin Kvapilik
Sales Manager,
Czech Republic

Martin is an engineer and has a solid track record in B2B in different multinationals in the industrial sector, and also in public administration.



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