

ERDOWICH

... SHREDDING UNLIMITED ...

Recycling and Shredder-Technology



Concepts – Solutions – Visions



Your Problem

- The Business
- The Philosophy
- The Strategy
- The Focus
- The Spectrum
- The "Care" Package

Your problem is our challenge.

In the past hardly worth a mention – today at the forefront of everyone's minds:

Rational, environmentally friendly, cost effective handling of resources, residual waste materials of all kinds and also other products, generated by our industrial society, whose serviceable life has come to an end. .

Regardless of whether it arises from production or special processes, from industry, from electrical or electronic sources, from tyres or packaging, or whether it is biologically contaminated material, the shredding, separation and recycling of waste materials of all kinds is the dictate of our age.

Not only on grounds of reason or good business. Increasingly strict regulations leave us with no choice.

It is therefore good to know that there is a highly specialised, professional, and experienced partner available. The top world famous names of German and international industry have, over the last decades, built a working relationship of trust using the innovative complete solutions from ERDWICH-Shredding technology.



We solve your problem:

- effective volume reduction
- clean separation
- efficient reprocessing
- destruction with minimal residue

Our Mission: ERDWICH provides for economic, safe and clean waste and remnant processing procedures worldwide – competently and reliably!



BMW
CIBA GEIGY
GENERAL
MOTORS
SCHERING
SAMSUNG
UPM KYMMENE
ZF



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The future needs a past.

ERDWICH has existed for more more than 30 years as a highly specialised company engineering and producing machines and plants based on the latest recycling and shredding technology.

In our core markets we are today's leaders – in other markets we are working our way determinedly to the top. Hans Erdwich "We are still a relatively small fish, but we have the stuff of which big fish are made!"

Still, it is not size which singles us out but the enthusiasm of our committed teams to producing ever better, more innovative complete solutions to meet the most difficult requirements of our customers.

ERDWICH is a medium size business "par Excellence": run by the owner, uncompromisingly customer focussed, innovative, flexible, quick, reliable und personable. Try us out.

Our success around the world is based strongly upon our relatively unique business philosphy for a medium sized firm and a clearly defined marketing strategy.

Both have a leading goal: Customer enthusiasm through maximised utility for the customer. Our formula for permanent success.



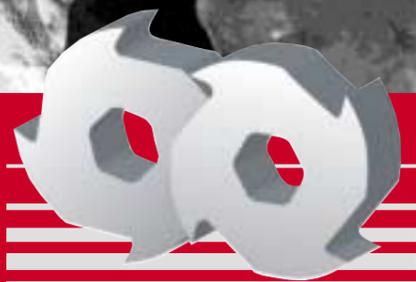
Awards for exemplary engineering



*Hans Erdwich:
"Courage to face new challenges, the 'There is no such thing as can't ' passion, is our trademark."*

We are your partner:

- owner managed medium sized business
- Recycling und Shredder specialist for 30 years
- successful in around 70 countries
- einzigartige Unternehmensphilosophie
- unique business philosophy
- "there's no such thing as can't"-passion



Trust us. Trust the specialist.

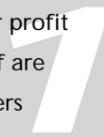


We reap the harvest of the service we provide.

"Nobody is perfect" – a reality which applies to us at Erdwich. But we make the effort every day to improve by applying the 7 maxims of our ERDWICH philosophy:

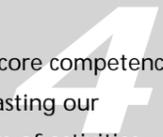
Maximised customer utility

Instead of the maximisation of our profit being our sole priority, all our staff are focussed on providing our customers with maximum utility.



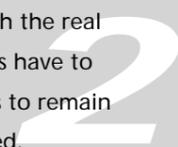
Core focus instead of a broad spectrum

We focus on building on our core competency and strengths, rather than wasting our resources on a broad spectrum of activities.



Customer Focus

A continual close contact with the real world in which our customers have to work makes it possible for us to remain consistently customer focussed.



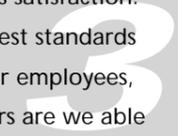
Determination

What we do, we do with real determination.



Setting high standards

Mediocrity doesn't provide us satisfaction. Only by demanding the highest standards for the quality of work of our employees, suppliers and service providers are we able to secure the maximum utility needed for providing peak performance. Courage to reach for new horizons singles us out, as does our readiness for a continuing process of improvement.



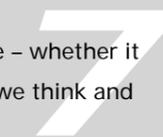
Every contact a positive experience

It is our intention that every contact that a customer has with us is a positive experience for him.



Global

The world is our market place – whether it be for market or providers – we think and deal on a global basis.



- ERDWICH - Behavior Profile**
1. Fairness
 2. Friendliness
 3. Helpfulness
 4. Reliability
 5. Fault Prevention
 6. Overcompensation
 7. Availability
 8. Labor Saving
 9. Good Will
 10. Sincerity
- + FUN**



"Business is people business" – we understand that even in respect of all the technology, in the final analysis, it is all a matter of relationships between people. Every contact with ERDWICH should be a positive experience. Our "behavioural profile" stands for this – and we remind ourselves of it daily.



Just powerful words? Put us to the test!

We have strategy for maximising your utility.

We have considered. How can we enthuse you? What's important for you?
 What are the burning issues for you? We want to solve them better than any other!

The formula for our success can be summarised as follows:

Hardware core competence
 (= proven shredding machinery
 + plant components
 produced by ourselves)
 + *Software core competence*
 (= innovative engineering
 + professional project management
 + service)
 + *Specialist pool*
 (= integration of renowned
 peripheral accessories)
 = **Maximal utility!**

At the heart of our hardware are our world-wide proven shredder and granulators. Depending on your needs these are deliverable in 1-, 2-, 3- oder 4-shaft versions.

We focus on our core competencies. Where another provider is more specialised or experienced, we integrate their products as peripheral equipment to our plants. Decades of experience of practical co-operation with this "Specialist pool" guarantees you a smooth and problem free co-operation. Hand in hand for your benefit.



1-shaft shredder



2-shaft shredder

Granulators

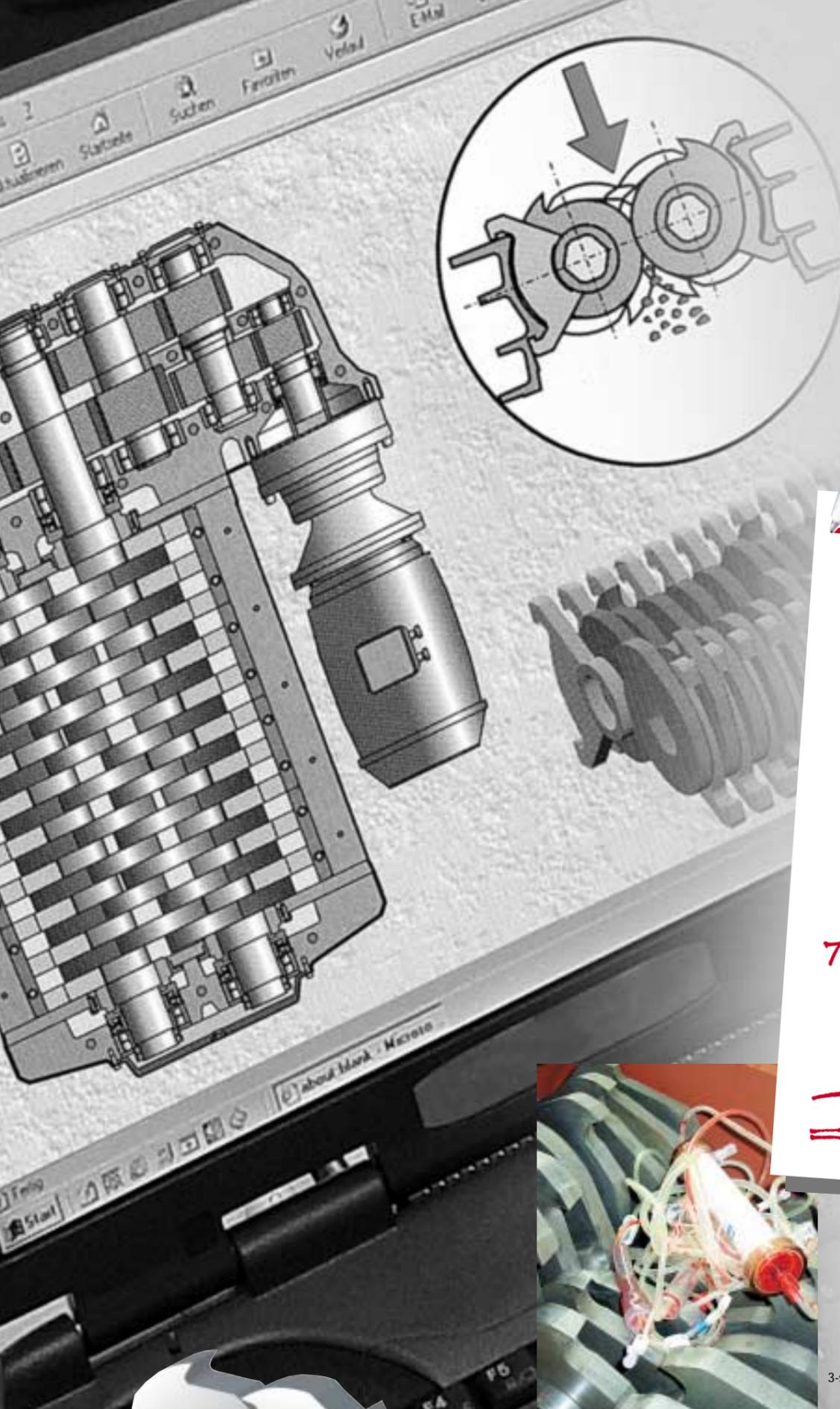


4-shaft shredder

Your Benefit:

- proven "Hardware"
- innovative problem solutions
- professional project management
- "All-round" service

Strategy instead of improvisation.
 Long term utilisation planning instead of short term profit goals.



3-shaft shredder



Our focus: Complete solutions and core markets.

Put us to the test! You can have high expectations when confronting us with complex problems. "There's no such thing as can't" – the maxim that our engineers follow in order to produce solutions tailored to meet your needs.

We work closely together with you in partnership – listen to you and bring our wide-ranging knowledge to the table. The result is your individually tailored environmentally sound, and profitable complete solution.

Unique for the customer but also based on the proved ERDWICH shredding equipment and granulation components, thus guaranteeing you reliability and high availability.

In our core markets we are the leaders and set the standards:

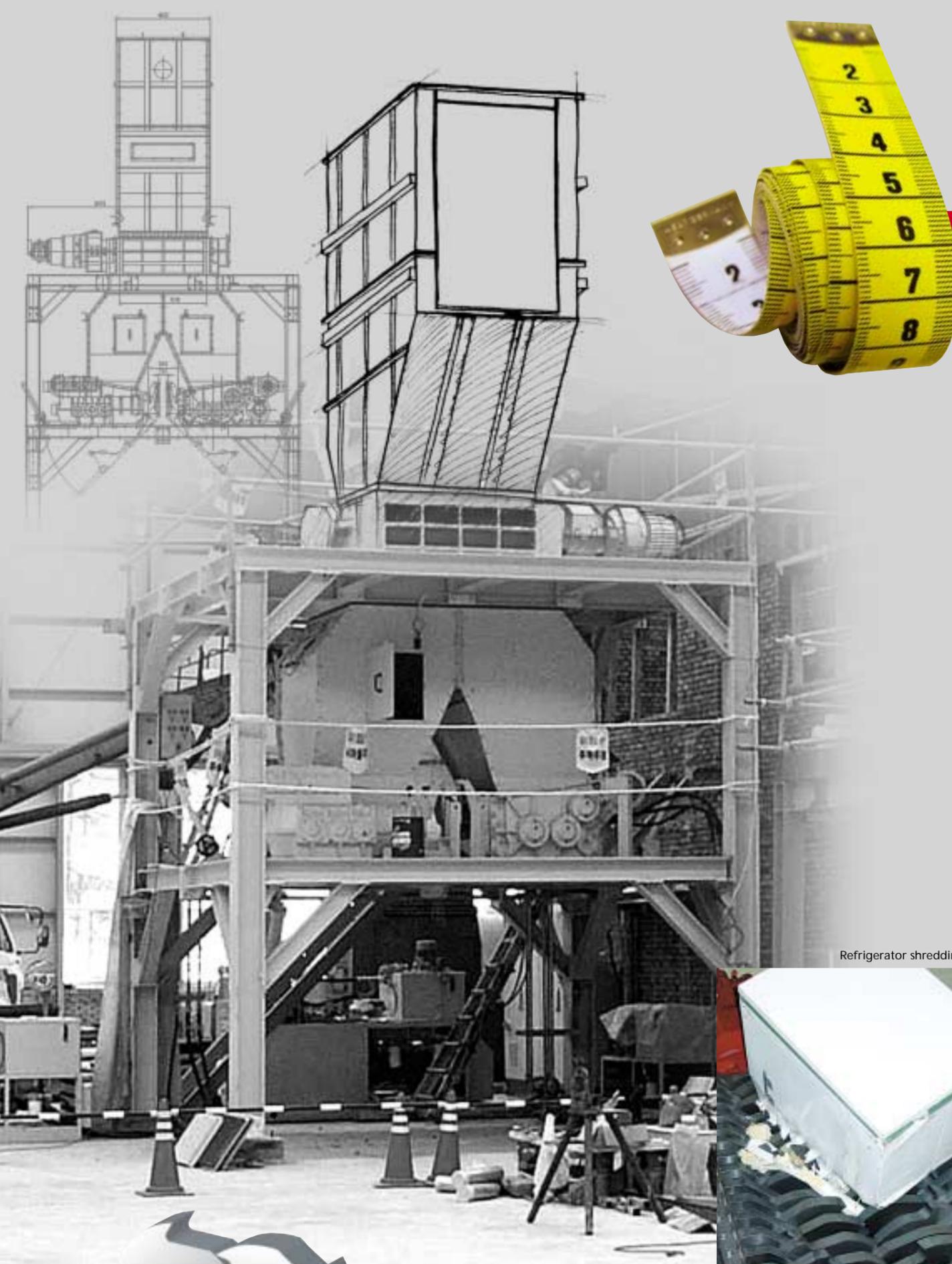
- Swarf shredding
- Shredding of household appliances and electronic scrap according to WEEE
- Shredding and sterilisation of biologically contaminated materials



Refrigerating equipment recycling plant



Swarf shredder, integrated in circulation pump tank



Refrigerator shredding



Sterilisation plant

Our focus – Your advantage:

- we listen
- tailored complete solutions
- Standard and leader in our core markets
- customer specific, but with proved technology



Core focus instead of a broad spectrum – living ERDWICH philosophy.



Recycling and Shredding – the complete spectrum

Despite all significant concentration and specialisation – we are always open for the entire spectrum of demanding challenges presented to the recycling and shredder technology. To the satisfaction of our many customers in some 70 countries around the world! This is our home territory:

- Aluminium scrap
- Batteries
- Community waste
- Computer waste
- Drinks containers of all kinds
- Electrical-, electronic and cable waste
- EDV paper and files
- Food and butchery waste
- Household, bulky and industrial waste
- Industrial rubber
- Laboratory and analysis materials
- Mag tapes and data storage devices
- Medical waste
- Metal shavings of all kinds
- Paper and cardboard
- Packaging of all kinds
- Plastic and plastic film waste
- Production waste of all kinds
- Refrigerators and freezers
- Rejectmaterial
- Sheet metal and plastic containers
- Sheet plastic bales
- Tyres (Private and commercial vehicles)
- Vehicle components
- Waste of all kinds
- Wooden boxes and palettes

... and what is your problem?



Mobile file destruction



Electronic waste recycling plant



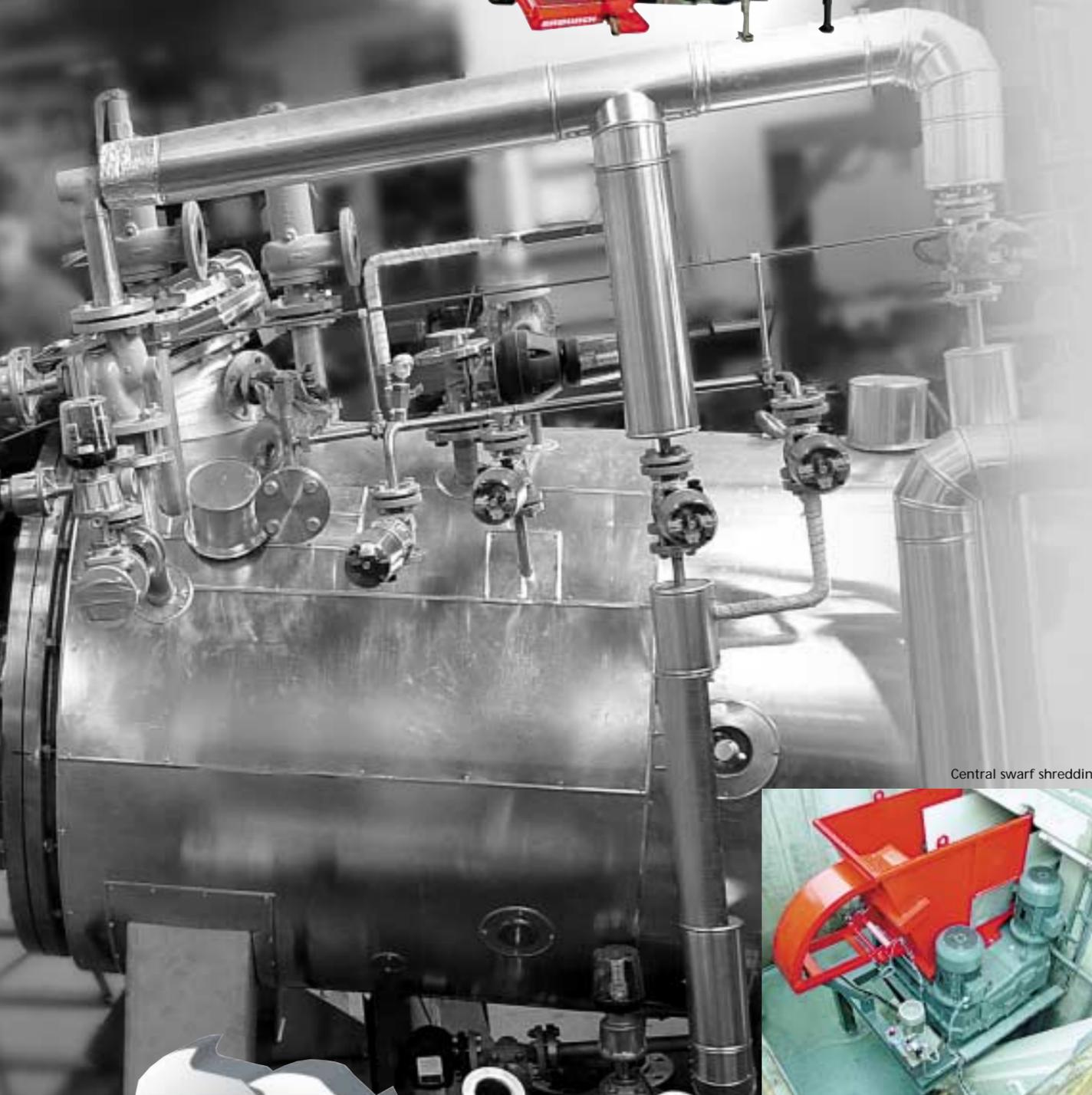
Cardboard shredding

Shredding of pharmaceutical products

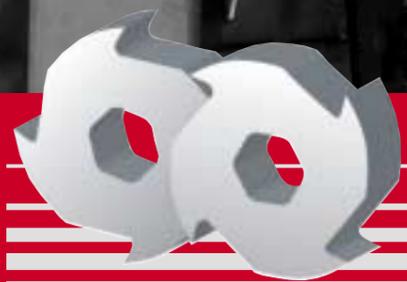


Open for demanding challenges:

- big or small
- stationary or mobile
- normal and special waste
- at home and around the world



Central swarf shredding



Courage to face new challenges. We enjoy exciting demands.



The "Care" Package:

- Problem solution on a partnership basis
- Test runs in testing institutions
- professional project management
- Trial runs
- Operation and maintainance training
- Initial use support
- understandable technical documentation
- Customer service and help line
- Inspection and maintainance contracts
- Machine leasing centre

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We care – the "Care" package!

Your satisfaction requires more than simply leading edge technology. From initial contact through to the problem free daily routine use of your plant – we care for you. Trust our "Care" package for an all embracing care and service:

Advice and problem solving

In close consultation with you we develop the optimum solution: state of the art technology tailored to your individual requirements.

Wherever it is suitable and possible, test runs in trial technology institutes provide you with necessary security.

Contract implementation

Our professional project management team ensure the timely and reliable implementation of your project. Your project leader and contact person is permanently available for you.

Receiving, installation, implementation, initial use support

Tense moments for every customer, allied with high expectations. We take care of all the details: Test runs, training of your operators and service personnel, comprehensible operations guide and replacement parts catalogue.

Service

Naturally, our customer service personnel are available for you as needed on a 24 hour / 7 day basis per help line. To ensure a high degree of serviceability of your plant we recommend that you take out an inspection or maintenance contract with us.

Latest control and modem technology for remote diagnosis.



We let nobody outbid us in "Service to the Customer".

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ERDWICH

... SHREDDING UNLIMITED ...

No limits in Shredding: Scale for our lead.



Have we convinced you? – Ask us for our detailed information on the following subjects:

- Shredders / Granulators
- Swarf shredding and reprocessing
- Refrigerator recycling
- Sterilisation plants for clinical waste
- Spectrum of other applications



Recycling and Shredder-Technology



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ERDWICH – innovative solutions
in shredder and recycling technology.



Concepts – Solutions – Visions