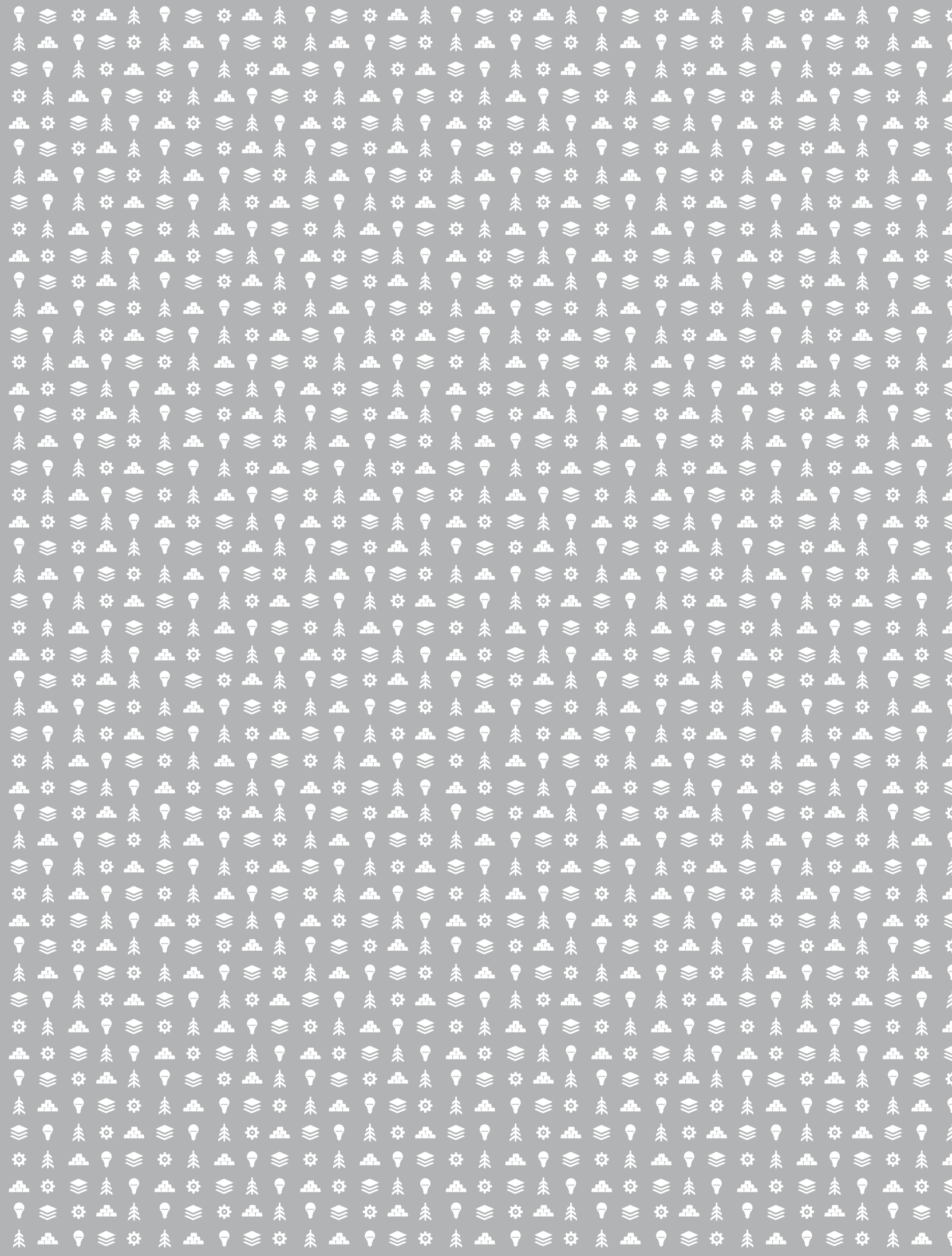
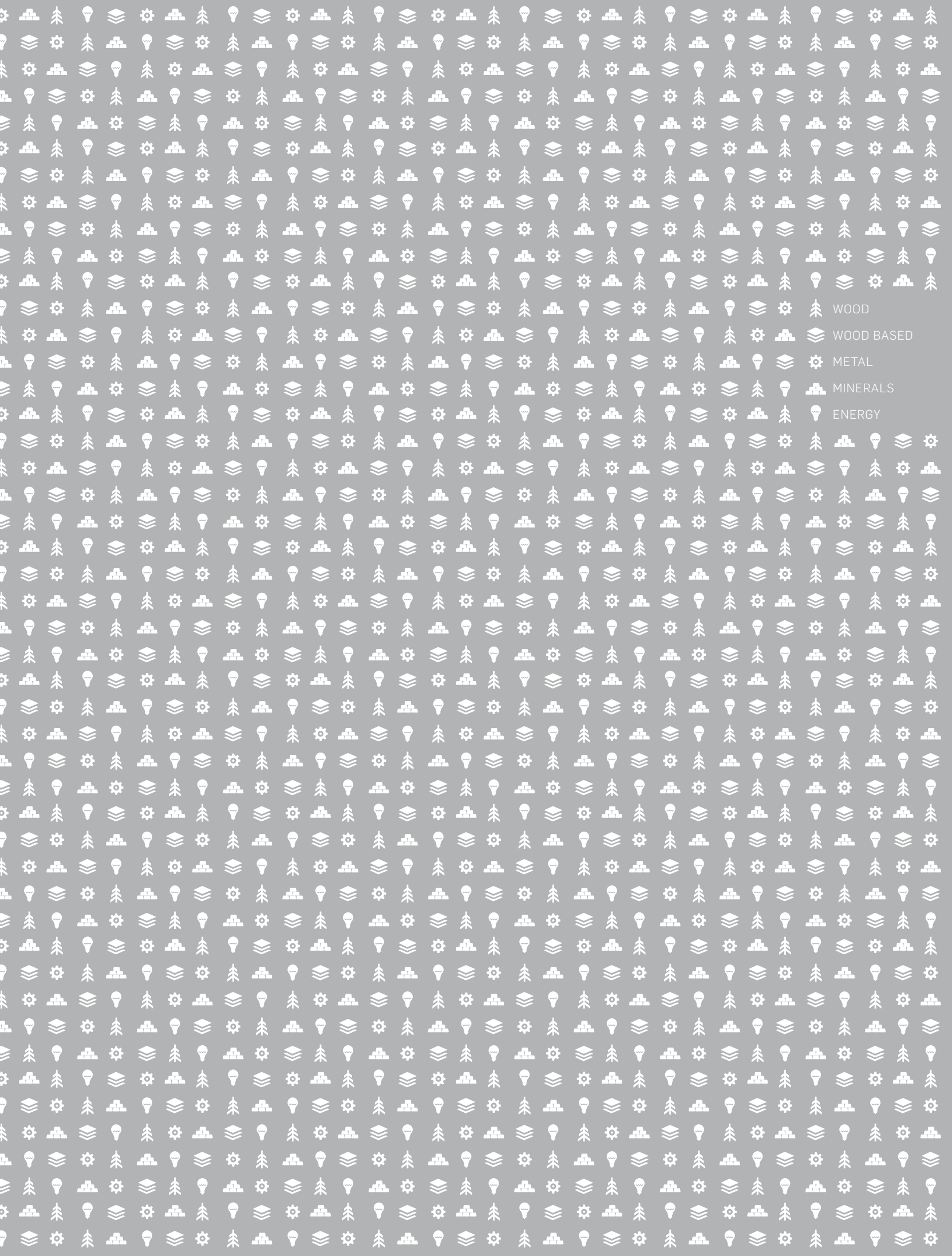
FIFTY YEARS

TECHNOLOGY FOR CLEAN AIR




WOOD
WOOD BASED
METAL
MINERALS
ENERGY

FIFTY YEARS TECHNOLOGY FOR CLEAN AIR

CONTENTS

Scheuch is a family company, in the best sense of the term. For us, that means the development and maintenance of relationships with customers, suppliers and of course also our employees, which are shaped by trust and durability.

50 years of work on technologies for clean air is a success story on several levels: On the one hand we are a company that has developed from a sheet metal fabrication workshop and in the meantime we now have over 700 employees, and on the other hand we also carry with us 50 years of work on interpersonal relationships – initially purely regional but gradually evolving into international.

We are proud of this but it also brings an obligation to guide the business forward into the future whilst fully retaining the spirit of the founding family.

We would like to pass on our thanks to all who have contributed to the writing of this success story throughout the last half century. We look forward to forging the next part of the journey with you!

HERBERT KENDLER

STEFAN SCHEUCH

HERBERT KENDLER AND STEFAN SCHEUCH

"WE HAVE NEVER SOUGHT RAPID GROWTH AND SHORT-TERM FINANCIAL SUCCESS.
OUR GOAL WAS ALWAYS TO WORK SUSTAINABLY FOR OUR CUSTOMERS, FOR OUR EMPLOYEES AND FOR THE FUTURE OF OUR COMPANY."

ALOIS SCHEUCH, FOUNDER

"ALOIS SCHEUCH IS VERY MODEST. THE MONEY HAS ALWAYS STAYED IN THE COMPANY AND BEEN REINVESTED. THIS WAS AN IMPORTANT FACTOR IN THE SUCCESS."

KARL ASAMER
MANAGING DIRECTOR
1971 TO 2002

"EVERY EMPLOYEE WHO HAD A PROBLEM COULD GO TO HIM. HE ALWAYS MADE SURE THAT EVERYTHING WAS RIGHT FOR US. HE WAS VERY SOCIALLY-MINDED."

ALOIS BRÜCKL
SALES
1971 TO DATE

"NOTHING WAS EVER HECTIC WITH ALOIS SCHEUCH. THAT WAS VERY GOOD FOR US EMPLOYEES."

JOSEF THÖRES
SALES
1962 TO 2008

"ALOIS SCHEUCH STAMPED HIS OWN PERSONALITY ON THE COMPANY. HE IS CURIOUS IN THE MOST POSITIVE SENSE, IS INTERESTED IN EVERYTHING, WANTS TO KNOW AND UNDERSTAND EVERYTHING."

PETER KOLLMANN
MANAGEMENT CONSULTANT
CHAIRMAN OF THE SUPERVISORY BOARD

IN THE BEGINNING
THERE WAS CURIOSITY,

and this remains at the heart of the company. As Alois Scheuch takes over his father's sheet metal fabrication business on the 5th of January **1963** in Ried im Innkreis, he fuels his thirst for knowledge and his pursuit of innovation. To be precise, the roots of the Scheuch story lie in 1896. Alois Scheuch senior is born that year. He learns his trade as a coppersmith and sheet metal fabricator, takes his master craftsman's examination and becomes self-employed in 1927. The address: No. 6 Froschaugasse, Ried im Innkreis, the cradle of the current company. Seven years later his son Alois is born. He grows up above his father's workshop and comes into contact with the sheet metal fabrication and coppersmith's trades from an early age. He attends primary school and secondary school amidst of the chaos of war. His father is drafted, but returns shortly afterwards, uninjured but with severe asthma. Despite the deprivation of the war years the family are relatively comfortable. As was normal in those days Scheuch senior was able to trade products for food. Alois prefers to spend his childhood days in the mountains with his mother. His enthusiasm for nature and the mountains is awakened. And one more passion was formed in these early days: One for technology.

ORIGINS: THE ROOTS OF THE COMPANY LIE IN THE FROSCHAUGASSE IN RIED.

At his father's side he learns the skills of a sheet metal fabricator and coppersmith and passes both journeyman's examinations with distinction. After that Alois takes to the road: 1953 to Bludenz and then to Innsbruck, where he makes lifelong friendships. His performance in the Innsbruck gymnastics club wins him an Olympic selection. He spends his free time in the mountains, climbing in the summer and ski-touring in the winter.

In 1957 he returns to his home – to the Innviertel. He successfully completes his master craftsman's examination as a sheet metal fabricator and starts work in the family business. Whilst his father happily applies himself to the coppersmithing – including the manufacturing and repair of distillery vessels – his son moves more into sheet metal fabrication. Alois Scheuch

EXHIBITED A PARTICULAR CURIOSITY.

He has a wide range of interests and tries to get to the bottom of things. A characteristic that will become the cornerstone of the continuing company success. Alois Scheuch goes in search of new fields of business. After discovering that automotive panel working was not paying well he applies himself ever more vigorously to roofing.

Competition in sheet metal fabrication and roofing is strong. The business grows slowly but continuously and an expansion of the premises is required. The old workshop in Froschaugasse has long been too small and so an existing building in Dr.-Franz-Berger-Straße is redeveloped. The majority of the site belongs to relatives of the family. For the first time a small office is erected in the 20 metre long hall.

At that time manual work is still predominant. The machinery is primarily manually driven machines for manufacturing sheet metal parts.

The tar kettles for blacktop work are still transported by bicycle. New perspectives bring an order for the delivery and installation of ventilation ducts in the Ried hospital in 1961.

IN THE EARLY DAYS SCHEUCH USED CYCLONIC DEDUSTING.

PIPING FOR A DEDUSTING SYSTEM MARKS THE FIRST STEP TOWARDS "TECHNOLOGY FOR CLEAN AIR".

If Alois Scheuch had not possessed the talent

TO SEE OPPORTUNITIES EVERYWHERE

and had his eyes open for something new, then this may have remained just one order amongst many. Coupled with the desire to stop clambering about on roofs, Alois Scheuch quickly realises the potential that this order presents. With his seven employees he tries his hand at a ventilation system for the first time. The planning and delivery of all technical parts is implemented through a business in Munich. While the sheet metal fabrication work itself is not particularly challenging, the technology behind it has Alois hooked.

In 1963 a new era dawns. Alois Scheuch senior retires and hands over the business as a gift to his son, who in the meantime has picked out ventilation systems as his core business.

Meanwhile, the Siegl shoe factory in Reid becomes the first customer to be won with their order for the piping for a dedusting system from Scheuch. The first step for "Technology for clean air". Coincidence can also be the inspiration: Alois Scheuch is a friend of the Wintersteiger brothers. This local company produces his first fans for him. Scheuch brings his friends' know-how on board and can then offer his customers a complete package. For two or three years Wintersteiger remains a supplier but then discovers new horizons. Wintersteiger focuses on seed growing machines and makes Alois Scheuch an offer to take over the building of the fans himself. After that he immerses himself ever deeper in the technology, pores over specialist

JOINERS' WORKSHOPS FROM THE REGION WERE AMONGST THE FIRST CUSTOMERS.

books and thus learns the ins and outs of the subject. Dozens of motors are burned out in failed investigations but Scheuch will not be deterred. Welding is undertaken in the company for the first time, in order to manufacture cyclone suction hoppers in thicker sheet metal panels.

A tailwind is provided by the authorities. In the 1950s and 60s the standards for industrial safety increase and as a result the limit values for dust content drop. The joinery industry primarily must retrofit. In the early days simple cyclones separate out the dust particles. Alois Scheuch quickly identifies the wood processing industry as the core target group. At that time advertising or marketing were not yet on the agenda. The customers come with a technical problem and Alois Scheuch seeks out a solution. In the early days

EACH INDIVIDUAL ORDER IS A UNIQUE HARD-CRAFTED PRODUCTION.

ALOIS SCHEUCH (SITTING 4TH FROM THE LEFT) EXTENDED AN INVITATION FOR A COMPANY OUTING TO THE DÜRRNBERG SALT MINE IN HALLEIN ON THE 28TH SEPTEMBER 1963.

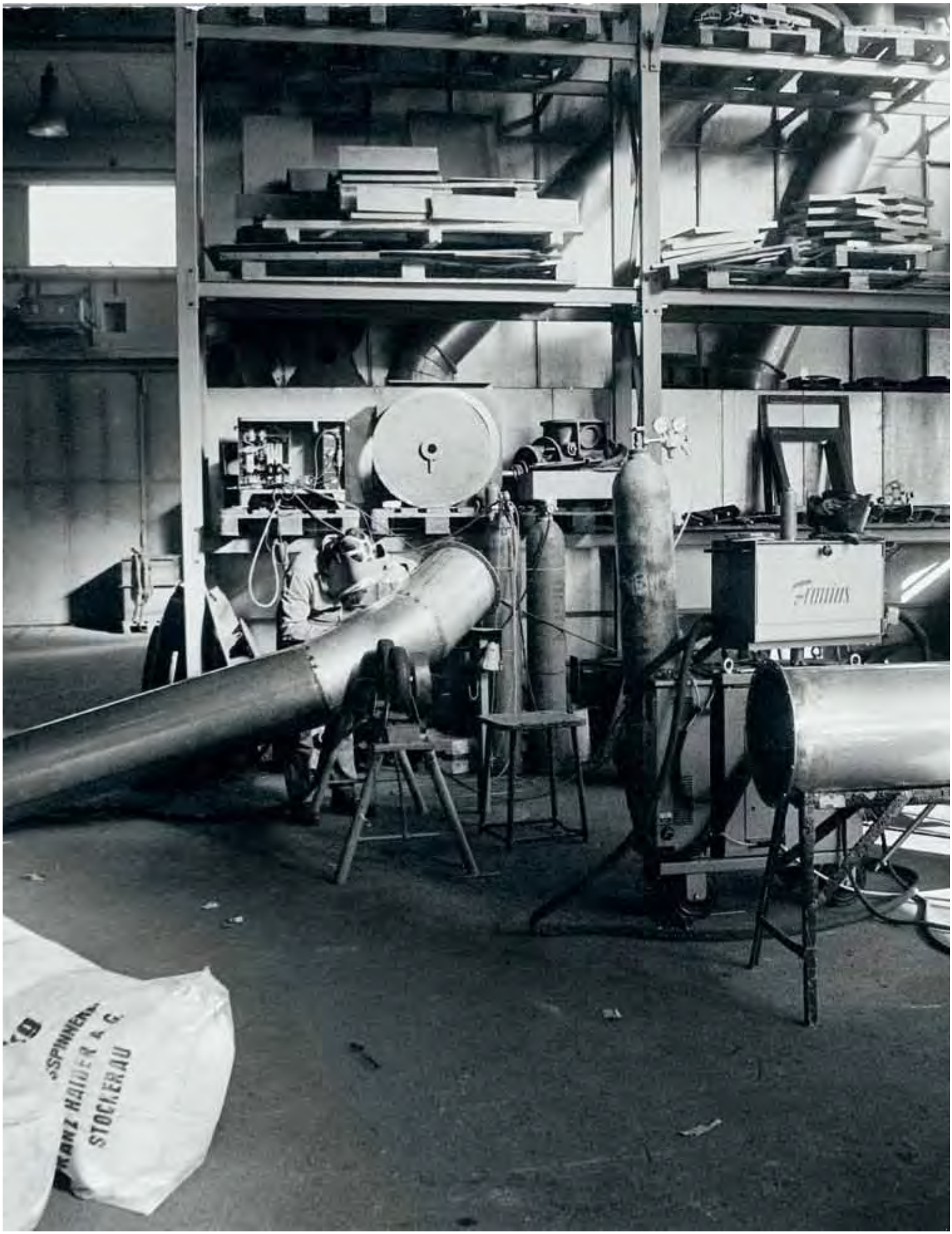
The first complete plant, which comes complete from Scheuch, is produced and delivered to the Gruber + Schlager joiners' workshop in St. Martin im Innkreis. Customers such as Berghammer (today Team 7) and Wilflingseder in Ried, Schrattenecker (today Tilo) in Lohnsburg, Wiesner-Hager in Altheim and Deisenhammer in Gurten follow. The radius in the search for customers is continually increasing.

Scheuch's installation technicians change over from bicycles to mopeds as a result of the longer distances. Six years after the new-build in Dr.-Franz- Berger-Straße the production is once again straining at the seams. At the second site in Froschaugasse improvisations are carried out in rather adventurous circumstances. If a larger cyclone with a length of up to 2.5 metres has to be loaded, the street is closed for up to two hours. There are no forklift trucks as yet and so products must be inched towards the waiting truck with ropes and pulleys. Another new-build is overdue. A suitable plot is found at Burgfried and an 800 m^2 large building is constructed in a short space of time. Alois Scheuch proves to be a man of vision as he designs the office such that new floors can be added quickly and easily.

A turning shop is set up for the first time, a similarly visionary decision. Typically turning work belongs in plant construction rather than in a sheet metal fabrication workshop. Alois Scheuch already has

CLEAR PLANS ABOUT WHERE THE JOURNEY SHOULD LEAD.

In terms of organisational issues, the sheet metal fabrication and the fitting shop are separated and subdivided into two individual master craftsman's operations. Moving into the new building in 1966, the division of the workers already demonstrates how heavily the company is concentrating on ventilation systems. 20 sheet metal fabricators, who were employed primarily for this segment, compared to four fitters. The classical sheet metal fabrication is fading into the background.



IT'S "FULL BORE" AT THE NEW SITE IN BURGFRIED, WHERE SPACE WAS FOUND FOR PRODUCTION.

SEPAS-PLUS PLANT FOR JOSKO FENSTER AND TÜREN IN KOPFING, AUSTRIA, COMMISSIONED 2010.

DIVISION

WOOD PROCESSING INDUSTRY

_ EVEN ALTHOUGH THE FIRST EXTRACTION PLANT WAS TO BE INSTALLED IN A SHOE FACTORY, THE WOOD PROCESSING INDUSTRY FORMS THE NUCLEUS OF THE GROWTH. THE ECONOMIC BOOM AND THE RESULTANT RISE IN PROSPERITY SPELLED A GOLDEN AGE FOR JOINERS' WORKSHOPS, SAWMILLS AND FURNITURE FACTORIES. THIS IN TURN RESULTS IN HIGHER STANDARDS FOR EMPLOYEES AND ENVIRONMENTAL PROTECTION. STARTING WITH CUSTOMERS IN THE IMMEDIATE VICINITY, SCHEUCH IS NOW ACTIVE THROUGHOUT THE WHOLE OF EUROPE. INDIVIDUAL SYSTEM CONCEPTS ARE IN USE FOR CLEAN SOLUTIONS FOR CHIP, WOOD AND PAINT DUST AS WELL AS FLUE GAS. THE HIGHEST LEVELS OF SAFETY FOR EMPLOYEES AND THE ENVIRONMENT CAN BE PROVIDED WITH FIRE, EXPLOSION AND NOISE PROTECTION DEVICES.

"AS A LEADER OF INNOVATIONS IN THE AREA OF EXTRACTION TECHNOLOGY IT IS A CONSTANT CHALLENGE TO MAKE OUR PRACTICAL SOLUTIONS ACCESSIBLE FOR BOTH INDUSTRY AND ALSO FOR SMALLER WORKSHOPS."

ALOIS BURGSTALLER
GENERAL MANAGER OF THE WOOD PROCESSING INDUSTRY DIVISION


UpRight MB26

EVERY LONG JOURNEY BEGINS WITH A SINGLE STEP. ALOIS SCHEUCH SET OFF ON HIS JOURNEY 50 YEARS AGO. IT WAS CURIOSITY THAT DROVE HIM. THE CURIOSITY, TO DEVELOP NEW TECHNOLOGIES, TO DISCOVER NEW HORIZONS, TO TAP NEW MARKETS AND SECTORS. THE PIONEERING SPIRIT OF BYGONE DAYS HAS DEVELOPED INTO A CULTURE. SCHEUCH EMPLOYEES QUESTION THE STATUS QUO, THINK OUTSIDE THE BOX, FORGE NEW PATHS. COUNTLESS PATENT CERTIFICATES TESTIFY TO THIS. THESE ARE DOCUMENTS PRODUCED BY PROGRESSIVE THINKING. AT SCHEUCH, FROM THE OUTSET MAKING THE GOOD BETTER AND REALISING THE SEEMINGLY IMPOSSIBLE IS AT THE VERY HEART OF THE COMPANY. THIS INVENTIVENESS IS SHAPED BY A VISION – THE VISION OF A CLEAN WORLD. THAT WHICH WAS A SIDE ISSUE 50 YEARS AGO IS UBIQUITOUS TODAY. IT'S ABOUT KEEPING THE WORLD LIVEABLE.

"THE SKILL IS IN DEVELOPING SYSTEMS THAT ARE SIMPLE, PRACTICAL AND TECHNICALLY MATURED."

MANFRED LISBERGER, 47,
IS THE HEAD OF RESEARCH & DEVELOPMENT AND HAS BEEN
WITH SCHEUCH SINCE 1992.

RESEARCH & DEVELOPMENT

15 employees with comprehensive process knowledge and fundamental knowledge ensure that Scheuch actively looks to the future in order to be ideally positioned to fulfil the customers' expectations. The company's own technical centre offers the space for this. The most up-to-date calculation software, measurement technology as well as mobile test and pilot plants make innovative technology possible. The research and development staff implements the growing requirements with technology, bring new systems to market maturity and thus establish the progression required of a technological leader.

BECAUSE GROWTH
NEEDS PASSION,

Alois Scheuch and his employees apply great commitment to the business with filter plants. As early as **1966** new customers from the particle board industry enable a large increase in turnover. With this the wood processing industry division is formed, and this remains the central business division to this day. Focussed around problem solving and reliability the Innviertel company scores ever more outside its own home region. The market in Austria is growing continually, and that despite being split with two competitors. With Nitsche in Salzburg and Heimpel & Besler in Mödling there is strong competition. But, the timber and furniture building trades are booming and there is enough work for all there. Whilst the two large local rivals are a step ahead in terms of market cultivation, at Scheuch we still work to customer demand. There are ample enquiries and most of these receive a handwritten response. It is the good reputation and good neighbourly relations that lands Scheuch its orders. Just as with neighbours Fischer Ski. In 1964 Fischer constructs a new factory in Ried and in doing so assists Scheuch with their first large order. Extraction systems for silo plants, sawmills, bonding and later also for the paintshop are delivered in stages. The necessary preparation of size 630 piping means a step into new piping dimensions for Scheuch. Incidentally, these 'giants' were transported with a tractor from a befriended farmer.

With this reference in the bag more and more orders come. Scheuch has made a name as a problem solver. A strength that consolidates the company's reputation to this day. The customers' requirements are mastered reliably and conscientiously. Team spirit also plays a role in the continuing development. As an active gymnast Alois Scheuch became acquainted through his gymnastics association with some managers from the furniture and wood working industries. One of these contacts leads him to the particle board manufacturer Kaindl in Salzburg. Kaindl would be the first customer in this market segment – right in the middle of the competitor Nitsche's "territory". The systems previously installed at Kaindl were unable to fulfil the parameters and so Scheuch are awarded the opportunity to prove their expertise.
It is a similar story with Egger. The founder of the particle board giant, Fritz Egger, turns out to be a hard negotiator and also a mentor for Alois Scheuch. Egger likes the way in which Alois Scheuch solves problems, but puts him to the test again and again during their negotiations. When these are concluded, the deal is sealed with cognac. From Fritz Egger Alois Scheuch learns his own future company credo: "Everyone makes a mistake once in a while – it is the speed with which it is rectified that is critical."

Scheuch's dependability and punctuality become a turbocharger for growth. This growth condenses down to a high number of orders and growing staff levels. Whilst the classical sheet metal fabrication work is on the decline, Scheuch qualifies its new employees with a clear focus on ventilation systems. From an all-rounder

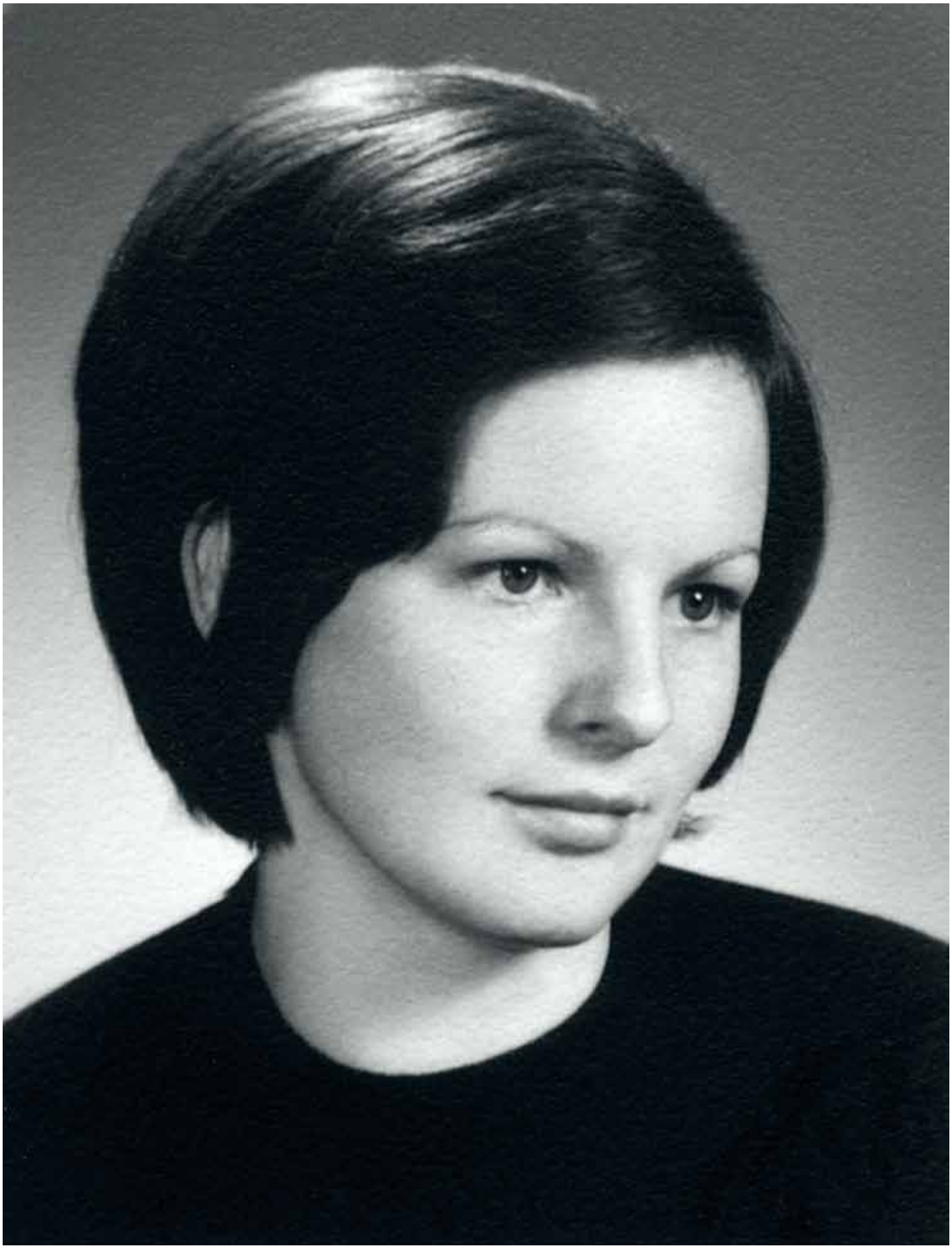
A SPECIALIST IS BORN.

The radius of the company also expands with its customers. Once the company was only active

THE SALES AREA EXPANDS QUICKLY. THE ASSEMBLERS FROM SCHEUCH ARE BUSY THROUGHOUT AUSTRIA.

ALONGSIDE MUSCLE-POWER, CRANES WERE EMPLOYED FOR THE FIRST TIME IN THE SEVENTIES.

within the region, but now throughout Austria. For the assemblers this means more flexibility and they are often away from home for weeks at a time. It is the personal responsibility of the employees in the business and on site that makes the success possible. The coordination of these construction sites is managed with a status call at 16:00 hrs. By telephone the installation technician must order everything that he will need on site. If he has forgotten anything then this can lead to delays. The materials and tools requested are transported by train to the construction sites. Only later will shipping companies be employed for this. In order to have the plants completed in good time it is often necessary to work the weekends. The responsibility for the adherence to the timetable is taken very seriously by the employees.



ANNA ELISABETH SCHEUCH TOOK OVER THE INVOICING, PRODUCT COSTING ANALYSIS AND THE DUNNING IN 1969 AND BROUGHT STABILITY TO THE FINANCES.

In the autumn of 1969 Alois Scheuch and Anna Elisabeth Leeb are married. Common interests and sports activities have brought them closer since 1967. Fortunately for the company Anna Elisabeth has numbers in her blood. Her commercial know-how comes at just the right time. She brings a professional approach to invoicing, product costing analysis and the dunning, things which Alois Scheuch, as an inventor and technician, did not find so compelling. At 20 Anna Elisabeth takes on the responsibility for these tasks and thus very quickly brings

STABILITY TO THE FINANCES.

Between 1970 and 1973 Anna Elisabeth and Alois have two sons and a daughter. With three children Anna Elisabeth must step back from the company a little for the time being, but remains very much on board helping with guidance and resources. She is supported by Peter Kollmann. He has accompanied Scheuch for over 40 years as commercial adviser and today is the chairman of the supervisory board.

Alois Scheuch is responsible for almost everything at this time. He leads the business, sells and plans, compiles parts lists, organises preparatory work and even designs himself. With the growth of the company – which by this point now has 40 employees – it can be seen that coping with all these tasks is much to much for one man alone. So, he seeks out support and finds it in the form of Karl Asamer, who joins the company in 1971 and lets the founder break free. He takes on the workshop management, production, design and procurement, which he organises anew. Asamer has experience in the industry, working with the machinery manufacturer Epple Buxbaum in Wels as well as with GEA in Gaspoltshofen. His father-in-law – a joiner – told him of the positive experience of one of his colleagues

THE PROCUREMENT OF A BALANCING MACHINE WAS AMONGST THE SMALLER INVESTMENTS IN THE SEVENTIES.

AS PRODUCTION ENGINEER, FROM 1971 KARL ASAMER HEADED UP THE PRODUCTION, DESIGN, PREPARATORY WORK AND PURCHASING AND WAS ALOIS SCHEUCH'S "RIGHT-HAND MAN" FOR MANY YEARS.

"MR SCHEUCH HAS PLACED A GREAT DEAL OF TRUST IN US EMPLOYEES, WE CAN WORK INDEPENDENTLY TO A GREAT EXTENT. ONE BEARS A LOT OF RESPONSIBILITY WITH THIS, BUT IT ALSO INSPIRES OUTSTANDING PERFORMANCE."

KARL ASAMER

with the dedusting plant from Scheuch. Asamer resigns and the impeccable reputation of Scheuch confirms to him that he should seek employment there. Soon Karl Asamer is certain that at Scheuch the

PERSONAL RESPONSIBILITY AND SELF-RELIANCE

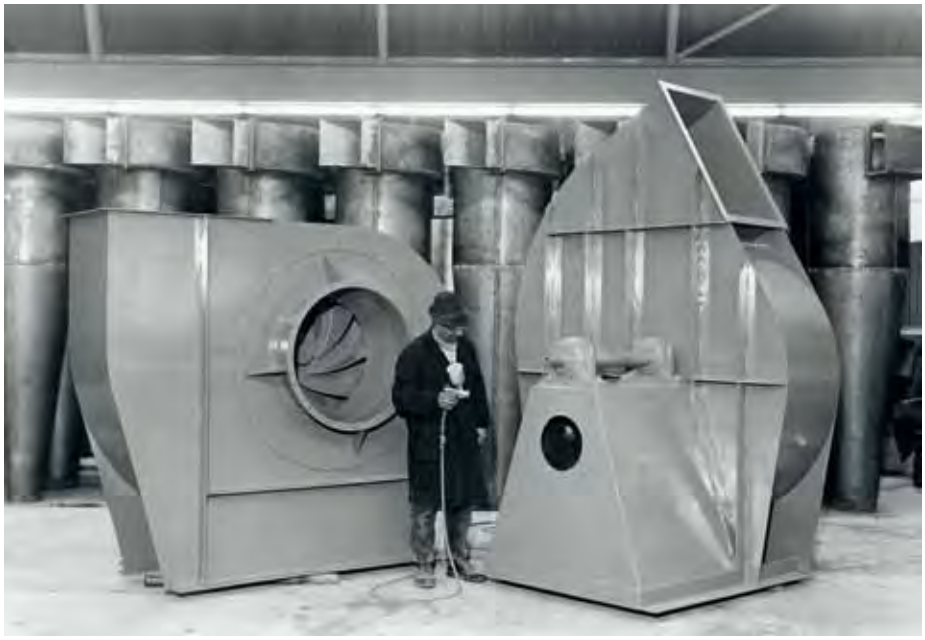
of the employees is the cornerstone of the company. Scheuch is not a company that is restricted to personnel who simply follow orders, but rather one that takes the responsibility of each individual seriously. He feels this the first time as a project for a paint drying tunnel is discussed – a project that had never before been undertaken. Alois Scheuch asks him: "Can we do this?", and Asamer set to work. The plant is put into operation to the complete satisfaction of the customer. Alois Scheuch can rely and his people, and vice-versa.

In 1971 Asamer's kingdom is a still relatively manageable machinery suite. In a production area of 780 m^2 there is a plate shear, a folding press with 100 tons of pressure, a balancing machine, a turning lathe and various inert gas welding machines. Various small appliances complete the workshop. At the same time Scheuch succeeds in a

VENTURE OVER THE BORDER FOR THE FIRST TIME.

A gymnastics colleague of Alois Scheuch provides him with the first order from Knaus caravans in the Bavarian town of Jandelsbrunn and at the same time from Haro in Rosenheim. Bavaria is a little

SKIS FROM TIMBER: THE FISCHER SKI FACTORY IN RIED WAS AMONGST THE FIRST LARGE CUSTOMERS IN THE WOOD PROCESSING INDUSTRY.



NEW DIMENSIONS: LOCKSMITH KRAUS IN FRONT OF TWO FANS IN BURGFRIED.

closer to the Innviertel company than Vorarlberg, also logistically – the Arlberg tunnel has not yet been built. From the middle of the 1970s customers start to come from the west of Austria – the ski manufacturers Head and Kästle, amongst others.

The Bavarian customers were speaking the same language as Scheuch and the trade rivalry with the German companies drives their own development forward. In 1973 the business is once again near to collapse due to a lack of space. The production area has not grown with the orders and Scheuch must react. The production hall is expanded with the fan construction including the paint shop and a sheet metal store. In addition a new floor is added to the offices. The machinery suite also receives some investment in the folding presses, squaring shears and in flange manufacturing. In the meantime the number of employees has grown to 80. For the first time an architect, with experience in industrial construction, is employed for the build. This brings a surge in professionalism both inside and out.

But by 1978 the extra space has been exhausted once again. Building continues in Ried and this time it is quick – thanks to the forward-looking planning five years before. A filter construction hall complete with paint shop is added. The investment in machinery is a small revolution. For the first time cranes are incorporated instead of hoists and copying nibblers are procured. In the mid 1970s nibblers are state-of-the-art. Copying nibblers are a further development of this. The 1979 Scheuch team, which has grown to over 100 employees by this time, are proud of this

TECHNOLOGICAL PROGRESS.

This also has an effect on the turnover. In 1971 the company had just generated 15 million Austrian Schillings, ten years later it is already 85 million.

SOME ASSEMBLY WORKS WERE CARRIED OUT AT GREAT HEIGHTS.

SENA SYSTEM FOR UNILIN BVBA IN WIELSBEKE, BELGIUM, COMMISSIONED 2008.

DIVISION

WOOD BASED PANEL INDUSTRY

_ THE BEGINNINGS AND THE KNOWLEDGE ACQUIRED IN THE WOOD INDUSTRY SOON OPEN A NEW CUSTOMER SEGMENT TO SCHEUCH – THE WOOD BASED PANEL INDUSTRY. SCHEUCH HAS MADE A WORLDWIDE NAME FOR ITSELF AS A PARTNER TO THE CHIPBOARD, MDF AND OSB PANEL INDUSTRY. THE LATEST TECHNOLOGIES FOR CLEANING DRYER EXHAUST AIR AND PRESS VAPOURS IN PARTICULAR ARE LEADING THE WAY. SCHEUCH IS A COMPLETE SYSTEM SUPPLIER FOR THESE AND CONSTRUCTS TURN-KEY PLANTS AROUND THE WORLD. THE PORTFOLIO RANGES FROM EXHAUST GAS SCRUBBERS THROUGH TO FIBRE SIFTERS, FROM FANS THROUGH BAG FILTERS AND ON TO DRY AND WET ELECTROSTATIC PRECIPITATORS. WITH THEIR PORTFOLIO SCHEUCH COVERS ALL CUSTOMER REQUIREMENTS FOR THE SECTOR.

"OUR CUSTOMERS' REQUIREMENTS ARE BECOMING EVER MORE COMPLEX. AS A SYSTEM SUPPLIER WE ARE THEREFORE IN A STRONGER POSITION NOW THAN EVER TO DEVELOP ADDITIONAL KNOW-HOW FROM THESE CHALLENGES."

ANDREAS KÖCK
GENERAL MANAGER OF THE WOOD BASED PANEL INDUSTRY DIVISION

EVEN THE BEST IDEA IS WORTHLESS, IF IT CANNOT BE REALISED. BUT REAL ENTHUSIASM OVERCOMES MANY OBSTACLES. SCHEUCH HAS ESTABLISHED ITSELF AS A QUALITY MANUFACTURER. QUALITY, THAT CANNOT STOP AT THE FACTORY GATES. FOR THIS REASON SCHEUCH HAVE BUILT THEIR OWN ASSEMBLY TEAM RIGHT FROM THE VERY START. THEY ARE DRIVEN BY THE DAILY MOTIVATION, TO BRING GOOD IDEAS TO LIFE. THE PLANTS ARE IN THE BEST HANDS. GOOD HONEST ENDURING QUALITY, JUST AS BEFORE. THIS STRENGTH CANNOT ONLY BE SEEN IN THE TECHNOLOGY BUT ALSO IN THE PUNCTUALITY. SCHEUCH APPRECIATES THIS RESPONSIBILITY.

"A WELL INTEGRATED TEAM, IN WHICH EVERYONE KNOWS WHAT THEY HAVE TO DO, IS A HUGE ADVANTAGE."

KARL HANGLER, 54,
IS A SITE MANAGER AND HAS BEEN WITH SCHEUCH SINCE 1992.

ASSEMBLY

120 employees are busy throughout the world installing "Technology for clean air" at customers' sites. Many of them have already been working for Scheuch for ten or more years. They have a comprehensive knowledge of products and processes and are working on a great variety of different construction sites throughout the world and concern themselves exclusively with the assembly and commissioning of components and plants for air pollution prevention. The assembly department thus ensures that promises made are also kept.

WITH COURAGE
TO NEW SHORES,

to new markets and to becoming an international player. Like an adolescent, who knows its own talents and potential, Scheuch now enters a new phase. Courageously embarking on new projects with self-confidence and many references in the bag. And this resolve will not be slowed, as the wood and particle board industry is heavily impacted during the oil crisis of **1974**, the very year that Scheuch invests in the new production hall. The residential construction industry shrinks dramatically and this causes a dip in the assembly sector. Now is the time to dare to form new divisions. The commitment of Franz Wienerroither from the sales department, who moved from our competitor Nitsch in the Innviertel, comes at just the right time. Mr Wienerroither has excellent contacts in the chemical and steel industries, which Scheuch has not serviced up to this point. This leads to the first orders from VOEST and thus to the utilisation of Scheuch systems outside the domestic market. One of the first deliveries to VOEST was employed in Algeria. Scheuch products become international from this point on. The increasing challenges prompt Alois Scheuch to look around competent partners in filter technology. By the start of the 1970s he has been found in Denmark. The company Moldow produced filters of the highest standards at that time. Alois Scheuch got to know the owner Mr Moldow himself and they quickly agreed to work together. In addition he learned something from Moldow.

The Dane was already committed to modular systems and standardisation, something that Scheuch in turn would himself employ. Later the road lead to the door of Intensiv, a German manufacturer of pulse filters. Compared to the filters used up to this point this generation of filters is

CLEARLY SUPERIOR.

It was already being used in industrial minerals, a division where particularly high filter capacities must be employed.

In parallel further tightening of the official regulations is introduced for the particle board industry. Scheuch thus integrates the first intensive filter at the site of their regular customer Egger. The old cyclones, with which Scheuch started, appear to be worn out. After the oil crisis the particle board industry springs back to full production and focuses on shift working systems. Continuous production has to be guaranteed and this means better filter systems and higher availability. The utilisation in gravel works or cement plants is even more intensive. This capacity range can no longer be covered by the Mildow systems and so the focus turns immediately and exclusively to the bought-out pulse filters from Intensiv. But this partnership has a catch: The filters

SCHEUCH PRESENTED THEIR KNOW-HOW AT TRADE FAIRS FOR THE FIRST TIME IN THE SEVENTIES.

are expensive, and the competitiveness of Scheuch compared to plant manufacturers that produced their own filters drops. Scheuch makes do by purchasing only the core technology without housings and other parts which could be manufactured in-house. But it remains expensive.

A clear task for Alois Scheuch: Scheuch must develop their own pulse filter. It is meticulously crafted, tested and finally celebrated. In 1979 the

FIRST PULSE FILTER CONSTRUCTED IN-HOUSE

is installed at Sachseneder's premises in Langenlois. The new technology and an in-house filter clear the way to success in new sectors. In the metal area systems for foundries dominate and the first attempts at walking in the industrial minerals industry are undertaken. All of the systems are still real prototypes. The first large industrial minerals customer is the gravel works in the Bavarian town of Etterzhausen.

The growing order book is also a credit to the efforts to form strategic partnerships with large system constructors. Alongside VOEST it is the partner Mannesmann Demag primarily who employs Scheuch filters. Mannesmann ordered the first large filter systems that Scheuch has built. Alliances are also formed in the traditional particle board business. Firstly with the plant manufacturer Bison, and then with Siempelkamp. The step to becoming a supplier to large global partners requires a great deal of courage as the requirements are high.

SCHEUCH HAS THE BELIEF TO

enter this business and tackles the new tasks with courage.

A visit by an employee of Mannesmann initiates Scheuch's entry into industrial plants. Alois Scheuch is asked by the visitor whether he would support Mannesmann with an order to build a fertiliser plant in Bavaria. The SKW – the Süddeutsche Kalkstickstoff-Werke [South German calcium cyanide works] – was the first project to be implemented in conjunction with Mannesmann, and it will not be the last. The business is becoming ever more intensive. For Franz Wienerroither this means a lot of time in a twin-prop. He commutes between the Mannesmann headquarters and the Innviertel.

The cooperation with Mannesmann has also made an impression with VOEST. However, Scheuch must exercise patience here. A few small filter systems are ordered, then nothing for a long time, but then – a breakthrough. As VOEST recognises that Scheuch is delivering flawless work for their rival

HEADING FOR NEW SHORES: THE FIRST IN-HOUSE PULSE FILTER PROVIDES THE IMPETUS FOR NEW SECTORS.

Mannesmann, they offer the Innviertel company a framework contract worth 50 million Austrian Schillings per year from 1988. In the first year this framework is already expanded by 35 million. Scheuch immediately starts delivering all over the world for VOEST plants. Indeed even

ON THEIR OWN DOORSTEP

Scheuch stamps VOEST's mark. With the casting house dedusting on blast furnace A in Linz a showcase project is realised in the immediate vicinity. The ever increasing size of the plants necessitates rationalised manufacturing. Whilst in the woodworking sector extraction performances of 10,000 to 100,000 m^3/h are the norm, the Mannesmann and VOEST projects require a performance of up to a million cubic metres.

With the "giants" in the background, punctual and perfect service is more important than ever. This necessitates a step towards increased standardisation. Until the start of the 1980s every filter system has been unique. Starting with standards for fans, Scheuch now focusses in constructing as many variants as possible from the fewest number of individual components.

Despite the standardisation and rationalisation, Alois Scheuch himself continues to focus on implementing specific customer requirements.

LOADING AND TRANSPORT OF THE LARGE PARTS IS A CHALLENGE. IT WAS NOT UNUSUAL FOR THE STREET AT BURGFRIED TO BE BLOCKED FOR HOURS.

DEDUSTING PLANT
FOR SAARSTAHL AG IN
VÖLKLINGEN, GERMANY,
COMMISSIONED 2012.

DIVISION

METAL INDUSTRY

_ SINCE THE 1970S SCHEUCH HAS BEEN ACTIVE IN THE METAL INDUSTRY. STARTING WITH FOUNDRY WORKS THE PRODUCT RANGE NOW ENCOMPASSES ALL AREAS OF THE IRON AND STEEL PRODUCTION AS WELL AS NON-FERROUS METALLURGY AND THE ASSOCIATED FURTHER PROCESSING PLANTS. IT IS A SECTOR IN WHICH ENERGY EFFICIENCY IS BECOMING EVER MORE IMPORTANT AND WHERE GREAT STORE IS PLACED ON THE PROTECTION OF THE WORKFORCE. IN ADDITION THE SUBJECT OF MATERIAL RECOVERY IN COMBINATION WITH INCREASING RAW MATERIALS COSTS IS MORE AND MORE IN FOCUS. SCHEUCH HAS INTERNALISED ALL THESE SPECIFICS – THEY CAN BE FOUND EXPRESSED IN INTEGRATED SYSTEM SOLUTIONS THROUGHOUT THE WORLD.

"FURTHERMORE, AS THE EXPERTS IN EXHAUST AIR COLLECTION, DEDUSTING PLANTS, ENERGY EFFICIENCY, HEAT RECOVERY AND WORKPLACE HYGIENE, WE WOULD LIKE TO ACHIEVE A COMPETITIVE ADVANTAGE FOR OUR CUSTOMERS IN THE METALS INDUSTRY."

MANFRED LIXL
GENERAL MANAGER OF THE METALS DIVISION

Scheuch tackles the increasing requirements of the particle board industry with high pressure. In the mid 1980s the high pressure conveying system technology is introduced to the sector. Before then such high pressure systems have only been known in the paper industry. They enable large quantities of material to be transported over great distances. This holds a few challenges and Scheuch is the first on the market to be able to offer a functioning system for high pressure systems.

Scheuch is obliged to expand the factory in Ried again. In 1982 the new shipping hall is erected. It is equipped with ramps and cranes and houses a new social wing. In addition the new organisation requires a more professional project development. This receives real impetus as

CAD AND CNC ARE INTRODUCED FOR THE FIRST TIME

in Ried. In 1985 the first CAD stations are set up, three years later this has already grown to 20. With the investment the requirements for the construction of industrial plants are met.

With CAD and CNC the number of employees rises to 44 in 1986. 13 are housed in the ground floor of the old office building, 13 in the first floor. The rest are distributed throughout other buildings.
An unsustainable situation, rectified with the con-

THE DESIGN OFFICE IN THE SEVENTIES:
BEFORE CAD THE DRAUGHTING BOARD IS STATE-OF-THE-ART.

IN 1986 THE NEW OFFICE BUILDING IN RIED IS INAUGURATED.

struction of a new office building. The improvement in communications alone between the employees that the new building achieves provides a perceivable financial benefit. In this period the turnover surges from 150 million Schillings in 1986 to over 300 million in 1990. Also, the number of employees doubles in the same period.

In 1987 two young representatives from a German plant manufacturer come to speak to Alois Scheuch. They have a plan to become independent and are looking for a partner. They bring with them superb contacts to the industrial minerals sector in the north of Germany. Scheuch joins the company which trades near Hanover under the name of Ecofilter. The company also contributes to Scheuch becoming

KNOWN IN GERMANY

outside Bavaria. In 1989 Scheuch acquires a majority holding in Ecofilter and the subsidiary is renamed as Scheuch Entstaubungstechnik GmbH in 1992. Scheuch also expands in the Innviertel. In 1989 the company Wotsch in Neuhofen is bought. The owner of the company Wotsch himself was employed by Scheuch at one time as an installation technician, went independent and likewise produced filter plants. Now he sells to Scheuch and the sheet metal fabrication moves into the new premises. From this moment on, bends, clamps and everything that would be needed for piping is now produced in Neuhofen. A flatbed truck formed the logistical link between the two sites. In doing so Scheuch takes on all 25 employees who had previously worked for Wotsch.

This brings some fresh air into the company. Apropos fresh air: 1990 gave rise to the slogan

"TECHNIK FÜR REINE LUFT"

which was used in the first illustrated brochure. The English translation of this turns out to be a prelude to the claim that is still valid today: "Technology for clean air".

BYPASS-DEDUSTING FOR YAMAMA SAUDI CEMENT COMPANY LTD. IN RIYADH, SAUDI ARABIA, COMMISSIONED 2013.

DIVISION

INDUSTRIAL MINERALS

_ WITH THE DEVELOPMENT OF THEIR FIRST IN-HOUSE PULSE FILTER IN 1979 SCHEUCH ACHIEVES A BREAKTHROUGH IN A CHALLENGING CUSTOMER SEGMENT. AT THE SAME TIME THIS HERALDS AN ERA OF HIGHEST PERFORMANCE CATEGORIES. WITH EXTRACTION PERFORMANCES OF UP TO TWO MILLION CUBIC METRES PER HOUR THE COMPANY NOW BUILDS THE LARGEST PLANTS OF THIS TYPE IN THE WORLD. A MODULAR SYSTEM IN VARIOUS DIFFERENT DIMENSIONS ENABLES EFFICIENT FILTER PERFORMANCE IN A PERFORMANCE SPECTRUM STARTING AT 1,000 M^3/H. AS A LEADING PARTNER TO THE CEMENT AND LIME INDUSTRY SCHEUCH FULFILS THE GROWING REQUIREMENTS WITH A PRODUCT RANGE OF EXTRACTION, DEDUSTING AND PROCESS FILTER PLANTS ALL THE WAY UP TO A COMPLETE RANGE OF SIFTERS.

"OUR DIVISION HAS GROWN WITH OUR CUSTOMERS IN THE LAST 30 YEARS IN TERMS OF TECHNOLOGY AND GEOGRAPHY. AND IN THE FUTURE WE SEE OURSELVES AS PARTNERS TO A FACTORY IN ALL OF ITS PHASES."

ALOIS HERMANDINGER
GENERAL MANAGER OF THE INDUSTRIAL MINERALS DIVISION

ORIENTED AROUND CUSTOMERS AND THEIR REQUIREMENTS, THE DEVELOPMENT OF NEW TECHNOLOGIES PRODUCES INCREASINGLY POWERFUL SYSTEMS. AS A DEPENDABLE PARTNER, SCHEUCH SETS OUT THE CUSTOMERS' CHALLENGES IN OPEN DIALOGUE AND WITH A SENSE OF CONSENSUS. IT WAS LIKE THIS 50 YEARS AGO AND REMAINS CHARACTERISTIC OF THE COMPANY TO THIS DAY. ALOIS SCHEUCH HAS BEEN ABLE TO REMAIN FAITHFUL TO HIS ORIGINAL "HOME" – SHEET METAL FABRICATION. BUT NONETHELESS HE HAS UTILISED THE OPPORTUNITIES THAT HAVE PRESENTED THEMSELVES. IF HE HAD COMPLETED THE FIRST ORDER FOR VENTILATION IN THE HOSPITAL IN RIED AS A COMPLETELY ORDINARY JOB, THEN HE WOULD NEVER HAVE DISCOVERED THESE NEW SHORES. SO EVEN TODAY IT IS CUSTOMARY, TO BRAVELY LOOK BEYOND THE RIM OF YOUR TEACUP. THE OPPORTUNITIES ARE THERE – ONE MUST ONLY HAVE THE CONFIDENCE TO TAKE THEM.

"IT'S TO DO WITH THE FACT THAT I CAN FEEL WHAT THE CUSTOMERS REALLY NEED."

FRANZ DOBLER, 42,
IS A PROJECT MANAGER IN THE WOOD BASED PANEL INDUSTRY DIVISION
AND HAS BEEN WITH SCHEUCH SINCE 1989.

ENGINEERING / DESIGN

A drawing board and a slide rule were enough for company founder Alois Scheuch 50 years ago – the world of engineering has changed radically. Today components are designed and their function simulated by means of the most modern CAD technology. Thus, economical solutions with materials applications or on the subject of energy efficiency can be tested in advance. New materials technologies are investigated on a laboratory scale and optimum solutions found for the customers.

SUSTAINABLE INVENTIVENESS

achieves ground breaking technologies. These technologies grow with the requirements of the customers and are driven primarily through changing, stricter official regulations. The spirit of innovation and the rapid reaction that a family company can offer lets Scheuch technology stay a step ahead. From **1989** Scheuch announces further innovations almost every year. Also with the packed bed filters for the particle board industry. The manufacturers are confronted with the problem of cleaning the resinous dryer exhaust gases. Scheuch addresses this challenge and introduces one of the first granulate packed bed electrostatic precipitators to the market. In 1990 Scheuch succeeds in developing an extraction plant that saves up to 50 percent of the energy: SEPAS. The system identifies whether it is needed or not automatically. If a machine is switched off then the extraction is also off.

A SEPAS PLANT WAS CONSTRUCTED IN 2010 FOR THE AUSTRIAN JOINERY/GLAZING COMPANY KÜNZ.

The development based on the challenges of the particle board industry marks Scheuch's entry into the electrostatic precipitator segment. Building on the experience with the granulate packed bed electrostatic precipitator the technology is improved constantly and employed in new areas of application, such as

IN PARTICULATE COLLECTION.

Biomass-fired boilers in particular cannot be properly accommodated using the conventional technology of the day. The new electrostatic precipitator from Scheuch in contrast is able to achieve these values and in addition also offers a higher level of availability as hardly any wearing parts are employed. This reduces the maintenance costs whilst simultaneously reducing the energy consumption. The first plant of this type is installed at Völkl Ski. With the new generation of electrostatic precipitators Scheuch completes their range of products.

The electrostatic precipitator for flue gas purification brings additional business from the boiler manufacturers and thus provides and entry to the new division – the energy industry. In the early days Scheuch is a supplier to the boiler manufacturers, but as time

passes more and more often dealing directly with the end customers. In 1999 the 100th electrostatic precipitator is commissioned.

The customer-driven development means ever larger challenges and requires a deeper

UNDERSTANDING OF THE PROCESSES

This trend is followed with the appointment of a process technician for the first time in 1992. The appointment of Manfred Lisberger happens just at the right time. Ever more complex tasks must be solved. On top of this, until this time Scheuch has not tackled the subject of wet filters. Lisberger jumps in at the proverbial "deep end" with this. For the first time Scheuch is dealing with more than just the medium of air, but also the combination of water and electrostatic precipitator. In 1994 Scheuch achieves a breakthrough with the development of the SEKA plant for cleaning dryer exhaust air in particle board factories. A pilot system at Kaindl in Salzburg provides the results for serial maturity. The first SEKA is sold to a customer in the German town of Crailsheim. The development of the new generation of filters means real pioneering work and offers products that have never before been on the market in this form. The first industrial plants are installed in Italy and signify the final technological breakthrough.

With all these developments and the associated orders the manufacturing at Ried has reached

IN 2010 IN THE SWISS TOWN OF GRINDELWALD A FLUE GAS CLEANING PLANT WITH ERCS IS ERECTED.

its limits. In addition there are problems with the infrastructure and logistics. The business with Bison boomed at the end of the 1980s and included many orders for Russia. These must be delivered by rail and this proves to be difficult without them having their own rail connection. At the same time the Ried facility starts to operate a shift work system. Something that many neighbours do not like. Anna Elisabeth and Alois Scheuch weigh up several options, before decided to build anew. A suitable plot cannot be found in Ried. At this time Max Buttinger, a Scheuch employee, is involved in the Aurolzmünster town council and

PUSHES FOR A NEW SITE

in his district. The mayor responsible is convinced, agrees to the project and helps with the efforts of persuasion during the search for a plot.
In 1993 Scheuch can start with the construction. The first stage of construction includes 9,200 m² of production area and an energy and social wing. Production – in the meantime 180 employees – moves into the new facility. Sales, engineering and administration remain in Ried initially. In 1999 the rest of the workforce is also concentrated in the new site. 3,800 m² of office space is created. By 2001 the production has expanded continuously to 15,000 m².

Whilst work goes on at the construction of the new site in 1994, research is developing further. The market for MDF sheets from the wood processing industry is booming. In contrast to particle board, MDF technology is based on fibres. Again and again small machine parts are fouled or glue lumps are formed in the material. Scheuch solves the problem for its customers with a new fibre sifter and in doing so

IN 2008 SCHEUCH BUILDS A BIOSENA PLANT FOR KRONOSPAN IN PEKING.

WITH THE NEW SITE IN AUROLZMÜNSTER SCHEUCH SETS A SUSTAINABLE SIGN FOR THE REGION.

creates an extremely practical solution. The market reacts. As early as 1998

EVERY THIRD MDF SIFTER IN EUROPE

comes from Scheuch. The product provides a boost and a record turnover.

In 1997 Scheuch marks a real milestone in filter technology in the wood processing industry with the SAWA technology and a year later with the SABA technology. Both systems tackle the big subject of scrubbing MDF dryer exhaust gases. The first and only SAWA plant is erected for Kronospan Sanem in Luxembourg. The only one because SAWA is based on chemical cleaning and an alternative becomes available. It comes to the market just one year later: The biological scrubber SABA. Although completely new territory, Scheuch dares to employ micro-organisms as a cleaning medium. The development "into the green" of SABA requires a great deal of self-belief. The complex biotechnology must first be understood.

The system must be brought to market maturity in record-breaking time and the first industrial plants constructed. SABA is not only green, but it is also cheap to operate, as the micro-organisms employed – in contrast to chemical additives – cost more or less nothing. SABA's triumphal procession begins and peaks in 2005 with the construction of the

LARGEST BIOLOGICAL SCRUBBER

in the world to date, at Kronospan in Lampertswalde, Germany. Up to 80 installation technicians are involved in this huge construction site.
With SABA Scheuch is finally the market leader in the sector of the wood processing industry.

In 1999 Scheuch can already call on three decades of bag filter experience and in this year is able to set another exclamation mark. With Ligno, the first Scheuch filter with its own brand name, the dust pre-separation can be optimised with large material quantities. The prototype plant runs for its first hours at a customer's site, tilo in Lohnsburg. With this Ligno replaces the trusted SFD filter in the wood sector.

IN 1999 LIGNO BECOMES THE BRAND NAME FOR THE NEW PULSE FILTER GENERATION.

2005: SCHEUCH BUILDS THE LARGEST BIOLOGICAL SCRUBBER IN THE WORLD FOR KRONOSPAN IN LAMPERTSWALDE.

THE LEUBE CEMENT PLANT IN THE AUSTRIAN TOWN OF ST. LEONHARD COMMISSIONS A CLINKER COOLER DEDUSTING PLANT FROM SCHEUCH IN 2010.

In 2001 the world's largest filter plant for the cement industry was installed for Lafarge Perlmooser in Mannersdorf. In combination with EMC the filter delivered

VALUES THAT HAD NEVER BEFORE BEEN REACHED.

Behind the EMC a true miracle of technology was concealed. The Energy Minimizing Concept clearly shows how Scheuch utilises the opportunities in the market. This is about reducing the energy consumption of the filter plants. This was achieved through an ingenious, modular system that formed the basis of the EMC. The filter can be cleaned with less compressed air. This enables the filter bag to be significantly longer. In the meantime the maximum bag length is

TWELVE METRES.

With EMC in the bag the sales department started with a global roadshow. The effect: The industrial minerals division quickly becomes the division with highest turnover. All innovations from Scheuch impressively demonstrate that the spirit of innovation, courage and a commitment to sustainability, complement one another perfectly.

EMC PROVIDES ANSWERS TO THE QUESTION OF INCREASED ENERGY EFFICIENCY IN THE INDUSTRIAL MINERALS SECTOR.

PARTICULATE COLLECTION FOR THE WITTGENSTEIN BIOMASS HEAT AND POWER GENERATING STATION IN ERNDTEBRÜCK, GERMANY, COMMISSIONED 2009.

DIVISION

ENERGY INDUSTRY

_ THE EXPERIENCE IN THE OTHER SECTORS ALSO BENEFITS THE ENERGY INDUSTRY. SCHEUCH SHAPES THE STATE-OF-THE-ART PRIMARILY WITH SOLUTIONS FOR FLUE GAS PURIFICATION FOR BIOMASS FIRING AND REFUSE INCINERATION PLANTS. WITH THESE "GREEN" ENERGY BECOMES EVER MORE EFFICIENT AND OFFERS AN EVEN BETTER ENVIRONMENTAL BALANCE. EVEN SOILED BIOMASS, WHICH IS CONTAMINATED WITH BINDING AGENTS AND COATINGS, CAN THUS BE USED FOR GENERATING ENERGY CLEANLY. WITH REFUSE INCINERATION PLANTS, ALONGSIDE THE DUST SEPARATION, TECHNOLOGIES FROM SCHEUCH ALSO ENABLE HAZARDOUS MATERIALS AND HEAVY METALS TO BE SEPARATED OUT.

"OUR GOAL IS TO GENERATE FURTHER GROWTH THROUGH NEW GEOGRAPHICAL MARKETS AND NEW AREAS OF APPLICATION. AN EXAMPLE OF THIS IS THE GROWTH POTENTIAL IN THE COAL-FIRED POWER STATIONS MARKET SEGMENT, WHICH WE WOULD LIKE TO EXPLOIT THROUGHOUT EUROPE."

FRANZ SÖLLHINGER
GENERAL MANAGER OF THE ENERGY INDUSTRY DIVISION

QUALITY REQUIRES CONTROL. AT SCHEUCH THIS MEANS HAVING THE PRODUCTION OF CENTREPIECES AND CORE COMPONENTS IN OUR OWN HANDS. THIS IS THE ONLY WAY TO BE ABLE TO FULFIL THE STANDARDS SET. WHILST ENGINEERING OFFICES HAVE NO INFLUENCE ON THE MANUFACTURING, SCHEUCH CAN GUARANTEE THEIR CUSTOMERS THE BEST QUALITY. IN ADDITION, IN-HOUSE MANUFACTURING ALSO MEANS SHORTER REACTION TIMES, INCLUDING THE SOURCING OF REPLACEMENT PARTS. THE CORNERSTONE FOR THIS PROXIMITY TO CUSTOMERS WAS LAID 50 YEARS AGO. SCHEUCH WAS FAST AND FLEXIBLE AND REMAINS SO TO THIS DAY. THE COMPANY CAN THUS ASSURE THE CUSTOMERS: SUSTAINABILITY IN THE OPERATION OF THE SYSTEMS AND SUSTAINABLE, ENDURING SUCCESS FOR THEMSELVES.

"THE KNOW-HOW THAT WE HAVE INTEGRATED INTO THE MANUFACTURING OVER THE LAST 50 YEARS IS A REAL COMPETITIVE ADVANTAGE."

HUBERT PUTTINGER, 51,
IS DEPARTMENT MANAGER IN PRODUCTION AND HAS BEEN WITH SCHEUCH SINCE 1977.

PRODUCTION

Flexibility was always a strong point with Scheuch. Every few years the production would be bursting at the seams, buildings would be extended, buildings were reconfigured and this allowed us to build up. Today the production in Aurolzmünster and Prievidza encompasses a production area of 24.000 m². 11,000 tons of sheet metal are processed there annually.
Around 1,000 bag filters, 2,200 fans, 1,200 rotary valves and 550,000 laser-cut parts leave the production facilities each year in 4,000 HGVs.

REGIONAL ROOTS, WORLDWIDE CUSTOMERS

is how Scheuch presented themselves, up to the **1990s**. The domestic market was clearly too small. With the large plant manufacturers Mannesmann, Voest and Siempelkamp deliveries were already being made in all corners of the world, however always through partners. Consideration is now being given as to how the company could be expanded into an international sales organisation. Eastern Europe is opened and beckons with attractive investment projects. North America and Asia also temp with great potential. A range of subsidiaries are founded and sales partners are sought throughout the world. For the home market, Germany and Switzerland are also identified alongside Austria, and from this regional cell Scheuch now focusses on the whole world. In Germany Scheuch already has a branch with the former Ecofilter in Bad Nenndorf near Hanover. They take care of the industrial minerals and metal sectors. A further office in Baden-Württemberg serves the west German wood and particle board industry and an office in Roßlau near Dessau in east Germany works primarily in the industrial minerals sector. In April 2000 a new sales office is opened in Gelsenkirchen focussing on the metal and steel industry, foundries and industrial minerals customers.

SCHEUCH IN THE USA: AT LANGBOARD IN WILLACOOCHEE, GEORGIA, IN 2009 A SABA BIOLOGICAL SCRUBBER IS DELIVERED.

German and Austrian companies are also investing increasingly in eastern Europe. The

PROXIMITY TO CUSTOMERS REQUIRES

that Scheuch is represented in these countries by their own local representative offices and trading partners. So in 1995 the Czech office in Velke Mezirici, near Brünn, opens and in 1999 the Polish representatives office in Kattowitz is founded. Free trade partners bring Scheuch products closer to customers in France, Greece, the Netherlands, Romania, Spain and Hungary.

The map of countries that Scheuch delivers to changes and expands and also brings innovations in production technology. Primarily because the transportation of steel components is too expensive in these countries, locally based partners are sought out. These must however meet the strict quality criteria from Scheuch. The manufacturing and development of the core components remains in Aurolzmünster. Suitable representatives are also sought in South America but not found. The USA is a difficult market and was not considered in the early days. But this changes in 2002, as the Louisiana Pacific Corp., one of the largest particle board manufacturers in the world at that time, starts to show an interest in Scheuch filters. Their factory in the Canadian town of Maniwaki, Quebec, is the first of its type in North America to use the SEKA technology.

This tests the logistics. 300 tons of material is packed into 56 containers, each twelve metres in length. However the ship is not able to set sail from Hamburg as the Saint Lawrence river is still iced up and so it is not possible to continue on to Quebec. When the ice finally melts the water is too low. The customer charges the costs for the waiting assembly

team. However these are taken on by the shipping company. Despite the adversity, with this reference in the bag, another US order follows straight afterwards from Huber in Broken Bow, Oklahoma. The system installed there under order from Siempelkamp is

NO STANDARD SYSTEM.

The exhaust gas cleaning plant for pre-cleaning press vapours would be the longest that Scheuch had ever built.

Scheuch is curious about North America and finally ventures a step onto the continent. Scheuch Inc. is founded in Montreal in 2004. Montreal is appealing with a mixture of European and American culture as well as duty-free movement of goods into the USA. The North American particle board industry is one of the most powerful in the world at this time, and the filter plants in the local factories are technically outdated. But, it is difficult to find your feet at first. The American competitors are already in the middle of negotiations as Scheuch Inc. starts up operations. In addition the regional suppliers have the advantage of cheaper prices. They produced locally, whereas Scheuch Inc. has to struggle with high logistics costs.
Searching for a production partner Scheuch comes across ABUMA Manufacturing in London, Ontario. In order to escape the dual-language bureaucracy in Montreal, without further ado the subsidiary simply moves to the Canadian London.

ENERGY EFFICIENCY AND HEAT RECOVERY BECOMES EVER MORE IMPORTANT IN CHINA TOO, AS EVIDENCED BY THIS EMC PLANT FOR HUBEI YADONG CEMENT IN 2007.

PARTICULATE COLLECTION IN THAILAND: THE PLANT FOR FURNISH BOARD IN SONGKHLA WAS COMMISSIONED IN 2012.

On the “old continent” on the other hand the potential in the opening of the east has been identified. In order to remain competitively priced, suitable production plants are sought to take on the construction of the piping and steelwork. One such partner is found in the Slovakian town of Prievidza. The development intensive core components remain in Aurolzmünster, just as before. Henceforth the hardware would be coming from Slovakia. With this Scheuch ties up

AN ATTRACTIVE OVERALL PACKAGE.

Beforehand many customers ordered only the technology and erected the hardware themselves via partners. Again and again this causes difficulties and Scheuch would like to avoid this in the future. The Slovakian factory represents a foundation stone for this.

Scheuch s.r.o. starts out as only a rented hall with 1,200 m^2 of manufacturing area. It is soon apparent that this space will not be sufficient and so in 2006 the complete factory is purchased. Now Scheuch s.r.o. has 3,600 m^2 of manufacturing area and an additional 7,000 m^2 of outdoor area. So, sheet metal working can now also be undertaken in Slovakia alongside light steel works, railings and platforms. Investments in the machinery suite are undertaken and the number of employees grows continuously. In 2007 90 employees are already busy in Prievidza. Alongside the high quality demands, with the new site Scheuch also secures the internal know-how. In addition the factory relieves the workload on the production facility in Aurolzmünster, where the spatial resources are once again coming to an end. In 2010 therefore, another expansion of capacity is implemented in both factories.

IN 2004 SCHEUCH EXPANDS THEIR MANUFACTURING CAPACITY WITH A FACTORY IN THE SLOVAKIAN TOWN OF PRIEVIDZA.

With the participation in SGS Industrial Services in 2004 the outsourcing of the assembly work is also instigated. A former Scheuch employee founds an assembly company close to Ried. He finds a potent partner with Scheuch – he can fall back on experienced staff and has a good basic capacity utilisation right from the start. After the installation technicians are increasingly employed on other systems, Scheuch brings the specialist knowledge before, but always as the partner of a large plant manufacturer. Yadong cement factory, a part of the largest Asiatic cement manufacturer, is equipped with two oven filter systems each with a capacity of over one million m^3/h. Here too the patented EMC system tips the scales. Development is implemented together with the customer via video conferencing. Change requests are incorporated into the planing overnight. Development with the customer and in accordance with customer requirements really has no borders. In 2007 there is a further highlight to celebrate far from the Innviertel company's home. In the Emirate Ras Al Khaimah stands the largest filter that Scheuch has built to date. It is in use in the Gulf Cement Corp. and has a capacity of 1.5 million m^3/h.

BACK IN-HOUSE.

2004 is also an eventful year on the customers side. Via Fatemi, a Persian partner, an order is received to deliver in Iran for the first time.
Six EMC plants are delivered within the scope of a large-scale order for a cement manufacturer in Tehran. A year later the assemblers from Scheuch strike out for China under their own steam for the first time. There have certainly been deliveries to China

All these successes and the sustained boom in Europe bring a turnover of over 100 million Euro for the first time in 2006. This is made possible by an increase of 40 percent in orders when compared to the year before. For the first time the turnover

in all of the divisions increases simultaneously and Scheuch is presented with the “happy problem” of resolving yet another shortage of space. In 2008 10,000 m² of extra space was rented in order to be able to complete the orders. Managing director Herbert Kendler is faced

WITH THE CURIOUS SITUATION

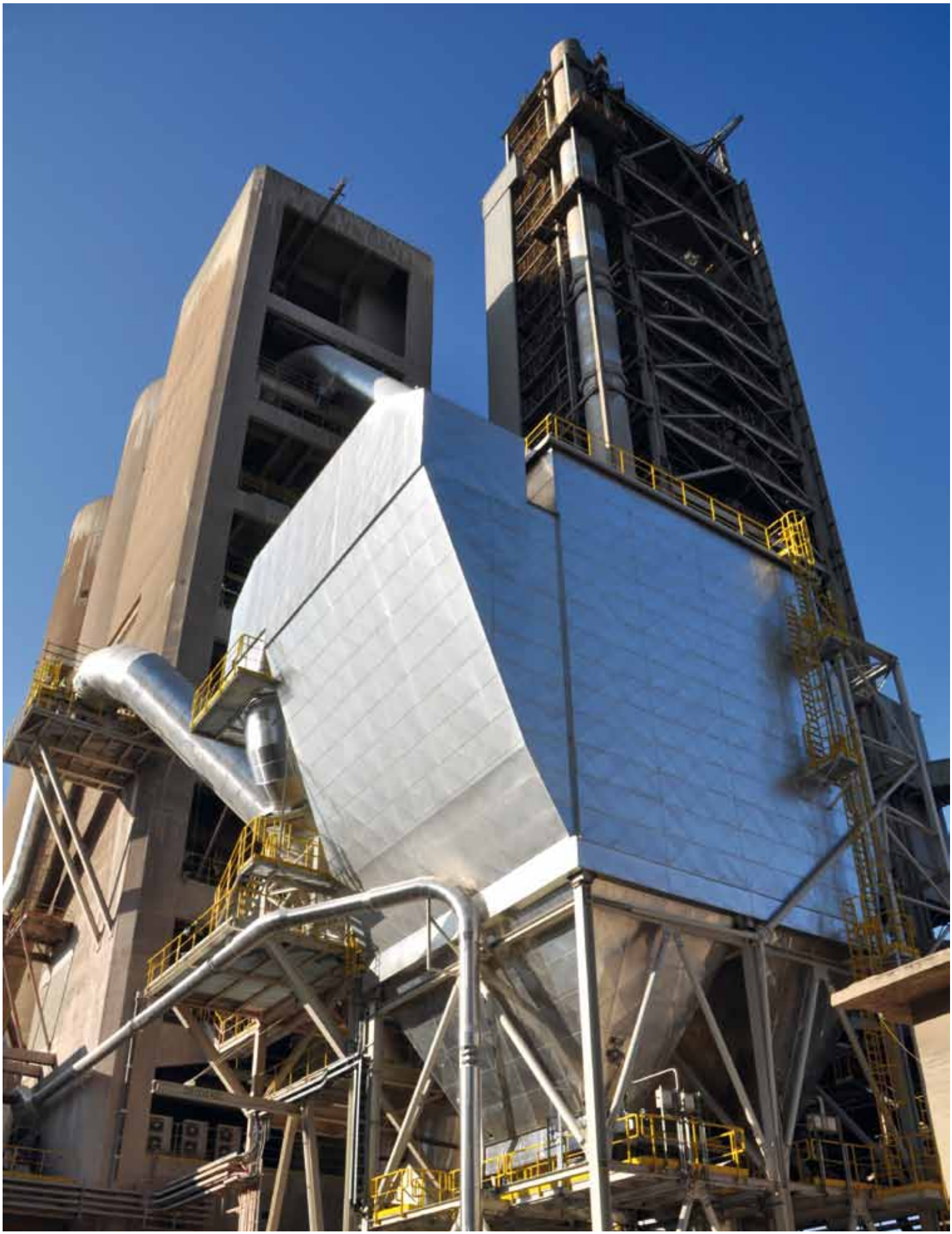
of having to “put the brakes on” his sales staff. Further investments are not planned, and this proves to exactly right decision when the crisis of 2009 arrives. The global economy slithers into recession, but the boom of 2006 to 2008 has filled the emergency coffers and so Scheuch is well prepared to withstand the sudden drop in turnover. Thanks to prudent crisis management in the form of internal time models, the retrieval of out-sourced orders and the release of temporary personnel the company is able to withstand this phase undamaged.

Whilst other companies shed employees and chop budgets, Scheuch chooses another path. In 2009, in the middle of the crisis, Scheuch increases their budget for research and development to an all-time high and makes its presence felt internationally. The sales team scour the globe for customers. It’s called “nailing your colours to the mast”. The troubled Russian market is worked more intensively than ever in order to be able to profit from projects when the economy picks up again. This peaks with the opening of the Moscow branch in December 2010.
Also the profitable export countries from Italy through France, the UK, Turkey and on to Iran, the Emirates, northern Africa and South America are visited. Isolated new representative offices are opened. Scheuch also carefully examines the potential in China and India, but holds back from local commitments for the time being.

The investment in research bears fruit in this phase. Thus, an innovative catalyst technology is developed with Deconox for the cement industry. The reduction of nitrogen oxide is one of the hottest topics with this industry. Using two catalysts with regenerative afterburners nitrogen and nitrogen oxide are separated and the waste heat is fed back into the process. The patented technology

FORMS A UNIQUE SELLING POINT

for Scheuch. Another product of the intensive research is the FEM, a compact filter that uses flat rather than round bags. This type of construction enables the filter to be much more compact whilst retaining the same filtering capacity. All these innovations and the consistent international approach with simultaneous consciousness of the company’s own regional roots lead Scheuch into the future.



THE LAFARGE CEMENT PLANT IN MANNERSDORF IS EQUIPPED WITH THE LATEST DECONOX CATALYST TECHNOLOGY.

THE INNVIERTEL MAY HAVE A CONTEMPLATIVE EFFECT ON MANY. BUT CLOSER INSPECTION REVEALS THAT IT IS HOME TO COUNTLESS WORLD MARKET LEADERS IN VARIOUS DIFFERENT SECTORS. COSMOPOLITANISM HAS ALREADY SHRUNK THE WORLD GEOGRAPHICALLY. IN THE IMMEDIATE VICINITY OF BAVARIA, PEOPLE HAVE ALWAYS BEEN LOOKING BEYOND THEIR BORDERS. IT'S NO DIFFERENT AT SCHEUCH. THE NUCLEUS OF SUCCESS LIES IN THE REGIONAL ROOTS PUT DOWN IN THE INNVIERTEL, WHICH ARE SO ESSENTIAL FOR SUCCESS AROUND THE WORLD. NOWADAYS SCHEUCH SYSTEMS AND FILTERS GUARANTEE CLEAN AIR ACROSS EVERY CONTINENT. EIGHT SITES ENSURE CLOSE PROXIMITY TO CUSTOMERS, 80 PERCENT OF PRODUCTS ARE DISPATCHED FOR EXPORT. INDEED GLOBAL GROWTH FOR THE SAKE OF GROWTH WAS NEVER THE FOCUS. SCHEUCH HAS ALWAYS BEEN DISTINGUISHED BY SUSTAINABLE GROWTH, AND THAT BRINGS ROOTS AND A SENSE OF BEING WELL-GROUNDED.

"TODAY SCHEUCH IS AN INTERNATIONALLY ORIENTED COMPANY, BUT WILL NEVER SURRENDER ITS REGIONAL TIES WITH THE INNVIERTEL."

CARMEN KRAUTGARTNER, 33,
IS THE EXPORT TEAM LEADER AND HAS BEEN WITH SCHEUCH SINCE 2007.

INTERNATIONAL

50 years ago the customer radius was only a few kilometres, today there are Scheuch systems on every continent throughout the world. With the well-grounded spirit of a family business, the focus is on sustainable growth. Better to miss some orders than to give up the philosophy of uncompromising quality. With the growth of the company follows ultimately the step-by-step conquest of the global markets. Firstly as a partner to international system manufacturers, then under their own initiative and responsibility.

TODAY IS
TOMORROW'S
YESTERDAY.

At Scheuch it has been a tradition for 50 years, to spend a little of today thinking about tomorrow. As early as 1963 it was the curiosity of investigating something new that outlined the path forward. This curiosity has been retained through to today. In the meantime, Stefan Scheuch the son of the company founder Alois Scheuch, leads the company's business operations together with Herbert Kendler. The spirit has remained the same. In **2013** two manufacturing plants and six sales offices offer 730 employees work throughout the world. They generate a turnover of 120 million Euro. Scheuch is a complete system supplier for extraction, dedusting, pneumatic transport as well as economical exhaust and flue gas purification systems for the fields of wood processing and wood based panel industries and the industrial mineral, metals and energy industries. To stand not only on one leg but on five legs, is a unique selling point that lends the company security.

For the future Scheuch will be dealing with the challenges of specific customer solutions and standardised products on the one hand, and on the other hand those of the regional and international markets.

EXCITING CHALLENGES,

for the leadership duo to master. In addition there is a wave of concentration apparent amongst customers. And, growing competitive pressure can be observed. This means that projects must be realised in countries further and further away and this has effects on the staff composition. Scheuch can already point to a multinational team.

At the same time the company wants to maintain a stable size in the region. This applies to the site and employees in Aurolzmünster and also for the German-speaking area as the traditional home market, which has been served for 50 years now. The company will also carry the strengths of the past into the future. Scheuch has made a name for themselves in the industry as a reliable partner. Many customers have thanked the company with many years of cooperation. In addition there is a high level of technical competence, paired with the capability to develop individual solutions. But more than anything else it is the employees that shape the company day after day and let Scheuch

LOOK FORWARD TO THE FUTURE WITH GREAT SELF-CONFIDENCE.

SCHEUCH FLIES THE FLAG: THE PRODUCT PORTFOLIO IS PRESENTED AT INTERNATIONAL TRADE FAIRS.

THE MODERN ARCHITECTURE IN AUROLZMÜNSTER STATES CLEARLY:
WE ARE WORKING FOR A CLEANER FUTURE HERE.


acheuch

COMPANY FOUNDER ALOIS SCHEUCH IS LIVING PROOF OF HOW VALUABLE GOOD, SOLID, PRACTICAL TRAINING IS. 85 PERCENT OF THE EMPLOYEES ARE SPECIALISTS JUST AS HE HIMSELF IS. THIS IS THE FOUNDATION OF SUCCESS. AS IT IS THE PEOPLE, THAT SHAPE OUR WORLD AND OUR CULTURE – AND THE COMPANY CULTURE OF SCHEUCH TOO. BEHIND EVERY MILESTONE, BEHIND EVERY TECHNOLOGICAL QUANTUM LEAP, STAND THE PEOPLE WHO MAKE THIS PROGRESS POSSIBLE. IN A TRADITIONAL, OPEN AND SELF-DETERMINING COMPANY CLIMATE 730 EMPLOYEES VALIDATE THE TRUST PLACED IN THEM, DAY IN AND DAY OUT. THEY TAKE THEIR RESPONSIBILITY SERIOUSLY AND UTILISE THE FREEDOM ACCORDED TO THEM FOR THEIR MISSION. A MISSION THAT MAKES OUR WORLD A LITTLE CLEANER AND THAT ENSURES A SUSTAINABLE IMPROVEMENT IN THE LIVING CONDITIONS FOR FUTURE GENERATIONS.

"THE TRAINING WITH SCHEUCH IS EXHAUSTING, BUT IT WAS 100 PERCENT THE RIGHT CHOICE."

SABINE STROBL, 18,
PASSED HER APPRENTICESHIP WITH SCHEUCH IN 2012
AS A TECHNICAL DRAUGHTSWOMAN.

APPRENTICE WORKSHOP

In order to continue to be able to solve specific problems faced by customers in the future, the company invests in its own young talent. The goal is to pass on the tailored know-how for "Technology for clean air" to the current 50 apprentices. To do so Scheuch provides them with space, more precisely 140 m^2 in their own apprentice workshop. Space to learn and space for freedom, which has been a constituent part of the Scheuch culture for 50 years.

FROM THE LEFT: ULRIKE SCHEUCH AND DWINDER TAMNA WITH THEIR CHILDREN DAVID AND ALISHA, ALOIS AND ANNA ELISABETH SCHEUCH,
STEFAN AND WIBKE SCHEUCH WITH THEIR CHILDREN LAUREEN AND HELEN, AT THE BACK SANGEETA AND PETER SCHEUCH WITH THEIR DAUGHTER TIMILA.

Everything that Scheuch has managed in 50 years could only have been achieved with the help of our employees. The success of the Scheuch company is due to their competence and reliability along with their commitment.

In the early years we carried out real pioneering work and our customers have always trusted that we would solve their problems and action their concerns. Right up to today, trust has characterised our relationships with our customers.

So our thanks is due at all times to our employees and to our customers.

We do not know what the future will bring, but we do know that we are willing to rise to the necessary challenges along with the workforce as it is the declared goal of the Scheuch family to continue to sustainably develop the company further into the future.

THE SCHEUCH FAMILY

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