



SERVICING THE RECYCLING INDUSTRY
FOR OVER
30 YEARS

A large, conical pile of metal scrap, likely aluminum, dominates the middle and lower portions of the image. The scrap consists of numerous thin, irregular pieces of metal, some showing signs of oxidation. The background is a clear blue sky with a few wispy white clouds. In the bottom right corner, there is a solid green rectangular area containing white text.

**OUR
SOFTWARE,
YOUR
SUCCESS**

**RECY SPEAKS
YOUR LANGUAGE
IN ANY
LANGUAGE!**

Bernd Klarmann



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HOW IT STARTED

The company was founded in 1985 as Klarmann & Partner by the two partners Manfred Aniol and Bernd Klarmann. Both partners are still managing directors and hold 100% of the shares.



THE TWO FOUNDERS OF RECY SYSTEMS:
MANFRED ANIOL AND BERND KLARMANN

The first customer of the newly founded enterprise was a recycling operation owned by a large glass producer which collected glass and paper in Munich, Germany. The colour-separated collection at more than 1,000 locations with more than 3,000 containers, required a first-class logistic system. The partners developed a solution which optimized the routing, data collection based on barcodes and integration with an electronic truck scale. Many of the solutions created then are still used with today's customers, naturally with modern equipment.

The partners decided to develop an industry solution from this application, especially as the second customer was a large scrap recycling company in the same town. The concept worked. Recycling – just starting to become a necessity in the view of the people – became the core business of the new company. The software was named **RECY**, an abbreviation of RECYCLING. As the exist-

ing software packages did not provide for the financial specialities of the recycling industry, we developed our own financial system which is still used by most of our customers and compares favourably with the market leaders in financial software.

The first employees were hired in 1987, and a larger office was found. In 1990 the company had already 40 customers, and the software was migrated to the new operating system UNIX. Shortly after a small software company was bought and further employees added. In 1993 we won Klöckner Rohstoff Recycling as a customer, the first large corporation. For the requirements of the corporate business an updated version of the software was developed.

In 1997 a complete new version 5 was presented at the ISRI convention in Las Vegas. This version was totally independent from the operating system, and was based on a Windows front-end.

In 2002 the company was renamed **RECY SYSTEMS AG**, a public corporation, with the shares still in private ownership. The company has affiliates and offices in Luxembourg, the United States (Baton Rouge, LA), the United Kingdom (Huntingdon), and Slovakia (Zilina). These offices provide local language support, sales representation, along with implementation and training services.

The development of a new version 6 started in 2010, based on dotNET platform, C# as programming language, and Microsoft SQL database. The first migrations to the new version were completed in 2014. Version 6 is providing touch screen technology for major functions like scales, dispatch, etc., and is highly interactive. Native apps deliver functionality and information on mobile devices like tablets and smartphones.

SOFTWARE FOR THE RECYCLING AND WASTE MANAGEMENT BUSINESS

RECY SYSTEMS has over 600 customers in Europe, North America, Asia, and Africa. There is no other software company which has as many standard and customized solutions for the recycling industry. No matter which material is recycled - steel scrap, non-ferrous metals, paper, wood, glass, plastic, textiles – we have the perfect solution.

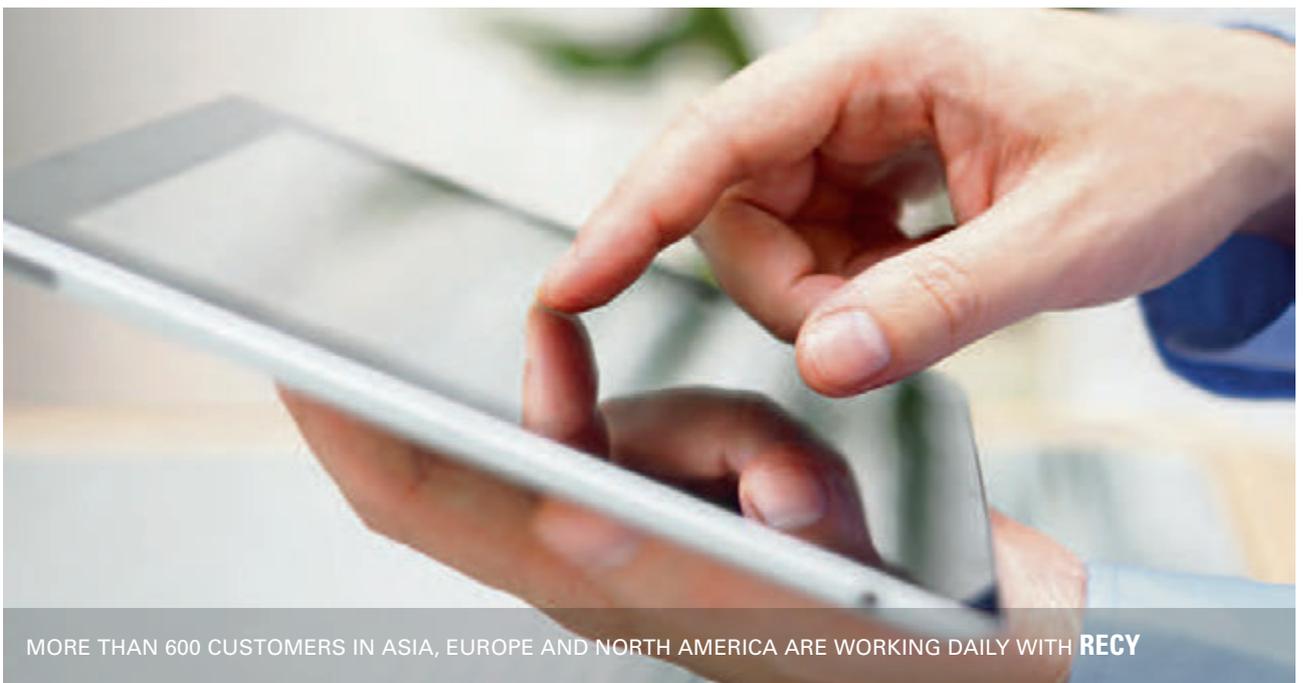
For electronic recycling, waste management, and smelters which use secondary metal, we have specialized software modules which are used by renowned companies in these industries.

With the exception of a payroll program our ERP system has solutions for all functions which are required in a recycling or waste management operation, regardless the size of the company: order processing, inventory management, logistics, production, purchasing, sales, marketing, commodity trading, financials, just to name the most important ones. All modules are fully integrated with each other. A customer account is opened once and can be used in all other areas.

Our software is used by family owned businesses with 4-10 users and by some of the largest companies in the recycling industry with multi-billion revenue. Our largest customer has some 300 sites in 15 countries.

RECY SYSTEMS spends a considerable share of the implementation time for the optimization of your work processes. Where needed we customize **RECY** for the specific needs of your organisation. Several hundred man-years of experience in your industry, ensures the implementation is efficient and successful.

RECY makes any customization process affordable and fast through its flexibility and highly productive development tools. **RECY** is adapted to changing market conditions at a very early stage because the market leaders in the industry use **RECY**, and with **RECY SYSTEMS**, being represented in all important national and international industry associations, we learn about upcoming changes from first-hand information.



MORE THAN 600 CUSTOMERS IN ASIA, EUROPE AND NORTH AMERICA ARE WORKING DAILY WITH **RECY**

PRODUCTS AND SERVICES



A successful co-operation needs more than just good products. An ongoing efficient service for the customer, and fast solutions for organizational problems are just as important. Training, consulting, development of new functionality based on exciting new tools on the market, for example, tablets and smartphones, are other key issues for the customers. Equally important are quality and stability of our software products.

For the majority of our customers we represent the (external) computer department and software application team. We are the specialists who care about any issue which your organization is facing in a business process. Modern communication guarantees the support for our customers, whether they are located in Munich, Los Angeles or elsewhere in the world.

Our products are based on the most modern software technology and high-performance databases, both a guarantee for the stability of the software applications. The integration of electronic scales, barcodes, RFID, cash dispensers, optical archiving, mobile devices like tablets and smartphones, interfaces to electronic banking, Internet portals, and Microsoft office applications, are examples for the consequent use of up-to-date technology.

We eliminate isolated areas of automation and replace them with seamless integrated systems that deliver all information where and when it is needed. Consistency of data throughout the enterprise and the entire supply chain gives our customers a precise picture of where they are now, and how profitable they will be.

RECY® BUSINESS MANAGEMENT

Organize your business

RECY is a completely integrated business solution which enables you to organize your business in all areas making it transparent and controllable. Regardless whether your company has only one location or consists of many legal entities and sites, your data is always in the same database, secure and consolidated.

In stark contrast to other software packages on the market, **RECY** was specifically developed for the recycling and waste management industry. You do not have to live with abstract terminology and strange business processes and concepts. **RECY** speaks your language in any language. The importance of vendors in your business processes is as



well reflected in the software as the specific inventory management which is quite different from any other industry.

RECY manages contracts, logistics for trucks and containers, price management, retail business, integration with truck and platform scales, purchasing, sales, overseas containers, commodity trading, freight control, production, preventive maintenance and electronic archiving. The fully integrated financials are tuned to the specific requirements of the recycling and waste management industry.

RECY is perfected for the needs of a recycling or waste management business. The software is so easy to use because it mirrors exactly the business processes in a company in this industry. But it still has the flexibility to be customized to the individual requirements of your business.

Information and interactivity

Data which is always up to date, and the right tools to analyse it, gives you the information which you need to be successful in the market, in the operative business as well as on the financial side of it. **RECY** guarantees an effective control of your business transactions through an intelligent and interactive early warning system.

Managers, controllers, dispatchers and key users do not have the time today to study reports, no matter how well these are presented. They want to be directly informed about critical situations, and developing problems. Technology like smart-phones and tablets is available and used by **RECY** to send this information fast and secure to the authorized persons. You can define the rules for this interactivity with us.



The ALBA Group is one of the ten largest providers of recycling services and secondary raw material in the world. Under the brand names ALBA and Interseroh around 200 wholly owned companies and joint ventures are united in Germany, Europe, United States, and Asia. A yearly revenue of 2.9 billion Euros is achieved by the ALBA Group with close to 9,000 employees.

The company was created in Berlin in 1968 by the construction engineer and recycling pioneer Franz Josef Schweitzer, and is managed today by his sons, Drs. Axel and Eric Schweitzer.

The principles of recycling are the business idea of the ALBA Group. The company stands for the sustainable recovery of secondary raw materials from waste for the supply of industrial production, and to increase the volume of recycled material, to refine and bring it to the market. The yearly volume of material recycled by the ALBA Group exceeds 8 million metric tons. The group provides the whole scope of recycling and waste management services: from waste management consulting, packaging licensing, reliable recycling solutions, and modern sorting technology to customized logistic concepts and innovative product

GERMANY

development. Under the top 3 in Germany and the top 5 in Europe, the ALBA Group belongs to the market leaders in the segment of steel and metal recycling. With efficient production equipment, any material is sorted professionally, and recover marketable secondary raw product from it. Depending on the size and components of the scrap, the specialist at ALBA Group use specially developed shredders, shears, and balers.

Innovation and technology

Based on their long-standing experience and the developed technical know-how ALBA Group can claim to be one of leaders in environmental technology in Germany. The mechanical-physical stabilizing process (MPS), developed by ALBA and used in one of their sites in Berlin, provides a recovery of up to 98 percent of residual waste. The resulting product is used as alternative fuel, known as Green coal, in cement production and power plants, and reduces CO2 significantly.

Besides treatment of residual waste, ALBA is also specialized in sorting techniques. In the past years, the group has developed the most advanced equipment in Europe for the recovery of plastics and other reusable fractions from the collection through the Dual Systems operation and the sorting of reusable paper. With the unique recycling process Recycled resource, the ALBA Group produces high-quality plastic granulate. It is remarkable that the plastic granulate Procylen, produced with this process, has the same properties as new material which is produced conventionally.

Sustainable recycling for climate protection

The contribution of recycling to the protection of environment and climate is considerable. The

ALBA Group alone saved more than 7.1 million metric tons of greenhouse gas in the year 2012 through the recycling of more than 7 million metric tons of reusable material. This resulted in preventing nearly one percent of the total greenhouse gas emission in Germany. Nearly 41.1 million metric tons of primary raw material less had to be mined, processed, and transported through this recycling efforts. This equals to more than the volume of the yearly brown coal production in one of the largest German strip mines.

By choosing the ALBA Group as service provider, customers decide on an efficient and environmentally friendly recycling and waste management.

ALBA Group is using **RECY** since 2002. Originally it was implemented while the company was still known under the name Interseroh.

Information about ALBA Group:

www.albagroup.de





AUDUBON METALS



THE PERFECT RECYCLING FROM SHREDDER RESIDUE TO MOLTEN ALUMINIUM

Audubon Metals LLC is located in Henderson, Kentucky and is owned by an affiliate of Koch Enterprises Inc. headquartered in Evansville, Indiana.

Audubon Metals LLC is a unique facility that is the only heavy-media separator and secondary specification aluminium alloy producer under one roof in the United States.

In their plant automobile shredder residue (zorba) is processed, dried, melted, alloyed to customer specification, and delivered to die-casters throughout the Midwest United States in just a matter of days.

Audubon Metals LLC purchases as its main feed stock »automotive shredder residue« from shredder operators throughout North America for processing through its heavy media separation system. Additional scrap items as defined by ISRI specifications including aluminium turnings, cast, mixed clip and RSI, are just a few of the many secondary scrap grades that are also purchased. Through processing and sortation numerous by-products like copper, zinc heavies, brass, and magnesium are generated and set aside for resale.

With contributions of their raw material and end-use market partners and an efficient internal

UNITED STATES



operational process, Audubon Metals LLC has tremendously accelerated the recycling process of automobile shredder residue into new secondary aluminium alloy castings.

Audubon Metals LLC began operation in December 1996 with a single reverberatory furnace. In 1998 a second furnace doubled the capacity. A third furnace was added in 2003 to assure consistent production capacities for their customers.

Audubon Metals LLC produces specification aluminium alloys such as A380, 383, 384, and 390 in either molten, ingot or sow forms. Just-in-time delivery of the products right out of the warehouse is provided in a very efficient production process. Audubon Metals LLC is committed to

produce specification aluminium alloys that constantly meet or exceed their customer's expectations and requirements.

Audubon Metals LLC is a customer of **RECY SYSTEMS U.S.** since 1998. The software controls the purchasing and the receiving of the material through rail and truck scales as well as freight control. An assay process is integrated to determine the recovery rates and provide fair and substantial settlement of the received material with the vendor. Especially important is the extensive reporting on aluminum recovery and by-products which helps to monitor customer and production performance.

www.audubonmetals.com



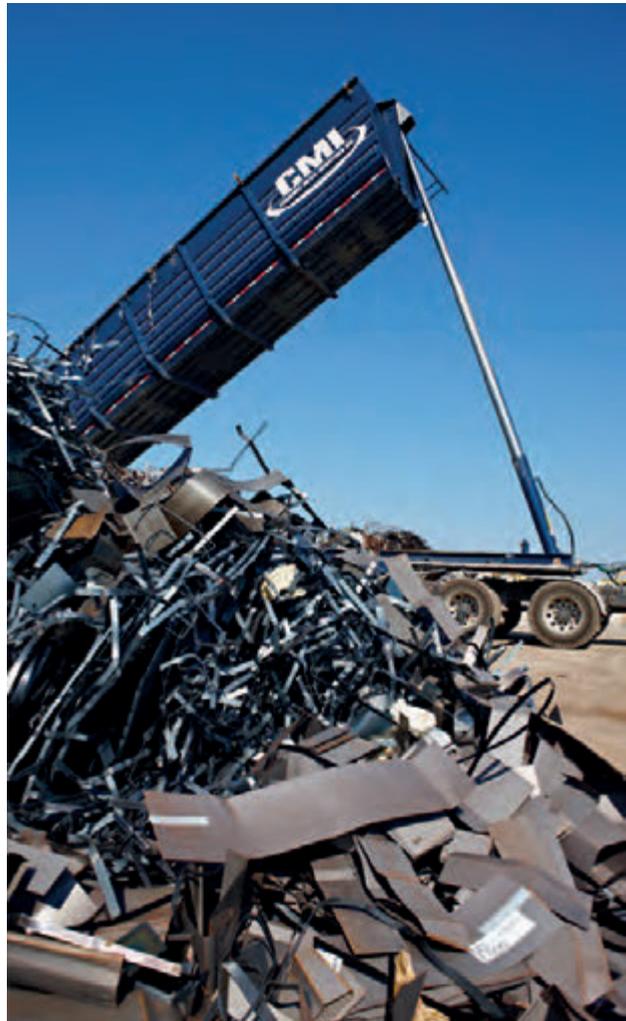
COMBINED METAL INDUSTRIES

Founded in Canada in 1996, Combined Metal Industries (CMI) has quickly grown from a single truck venture into a successful multinational full service metal recycling corporation. Led by President Gary Kaplan, CMI is today recognized as a leading and innovative recycler and distributor of metal products, thanks to the efforts of a passionate and dedicated team of people who drive success every day.

CMI is headquartered in Toronto, Ontario, Canada's largest city. From there a strong core customer base of industrial manufacturers, public



CEO GARY KAPLAN



drop-off locations and the scrap dealer market across Canada is served, providing a North American presence in all Ferrous and Non-Ferrous markets.

CMI attracts top-talent with a strong corporate culture that commits to maintaining the highest levels of integrity, professionalism and environmental consciousness while providing a safe, unique and highly sought after work environment. CMI is dedicated to exceeding customer expectations in service, quality and value; thereby establishing mutually beneficial and lasting partnerships with consumers worldwide.

As a leading partner to the Canadian manufacturing industry, CMI is transforming the Canadian marketplace with best environmental and quality management practices in all its processes and facilities. Incorporating the ISO 9001:2008 Quality Assurance & Management and ISO 14001:2004 benchmarks have further streamlined its world-class standards.

The partnership with **RECY SYSTEMS** has helped CMI strengthen that reputation with a full suite of software from **RECY** as well as an integrated document management system, to better organize vital customer information in a secure and respon-

CANADA



therefore a fitting partner to be the first in North America to implement an advanced GPS tracking system from **RECY** that enhances operational efficiencies and monitor its diverse and extensive fleet at all times.

Read more under:

www.CombinedMetal.com

sible manner. CMI management works successfully with the information and results from **RECY**.

By continuously exploring new ways to innovate and improve its overall offering, CMI defines itself as a trend setter in the industry. CMI has developed a reputation of creating and innovating new service and operational solutions through the use of available equipment and technology. CMI was





GERMANY

dhi Rohstoffmanagement GmbH has opened their gates in September 2012. The company is a joint venture between the partners Deutsche Edelstahlwerke, IMR Innovative Metal Recycling GmbH and Eisen- & Stein-Gesellschaft mbH Horn & Co. Norbert Wollersheim is director of purchases of raw material and energy, and Ulrich Müller (IMR) and Michael Diehl (Eisen- & Stein-GmbH) are completing the management team of dhi.

51 percent of the shares are owned by Deutsche Edelstahlwerke, the other two partners have a share of 24.5 percent. The core business of the new-found enterprise is focused on the purchase, processing and logistic of steel scrap. Deutsche Edelstahlwerke is currently the main consumer for dhi. Approximately 440,000 MT of selected scrap are used for steel production in the plant in Siegen. Another 400,000 MT are consumed in the plant in Witten. Mixed with specific alloy elements the selected scrap is melted in a 130 MT electric arc furnace, and stainless steel is produced.

Norbert Wollersheim explains: „Driven by such a volume, combined with volatile market and price fluctuations, Deutsche Edelstahlwerke had to find ways to increase the efficiency of their scrap procurement and logistic, and also realize cost improvements”. Wollersheim manages the raw material purchases of the world-wide operating steel producer besides his position in the management of dhi. “dhi Rohstoffmanagement GmbH is providing Deutsche Edelstahlwerke with the answers to this challenge.

The headquarters of dhi are located in the Siegen plant of Deutsche Edelstahlwerke. There, IMR, a

recycling company from Krefeld, had opened their second site in spring 2012. On an area of 12,000 square meters, the company buys and processes stainless steel scrap and keeps an inventory. Managing director Ulrich Müller states: “We have the objective to process scrap (non-ferrous and stainless) with the use of the most modern production equipment, and cycle it back to economical re-consumption. This helps to reduce the dependency on shrinking natural resources.”

Eisen- & Stein-GmbH, a company belonging to the Horn Group, is ideally completing the competences of the partners in scrap recycling. This company is a full service provider for the steel industry, and contributes especially their long experience in scrap logistics to the new dhi venture.

dhi Rohstoffmanagement GmbH started out to organize their business processes in a very professional way. They selected **RECY SYSTEMS** as a software partner. Michael Diehl comments on the co-operation with this company: „**RECY SYSTEMS** is an experienced provider of software for the recycling industry, and dhi as a newly established enterprise can only benefit from the long-standing experience and wealth of functionality **RECY** provides. As the processes at dhi will have to be adjusted and optimized with the growth of the company, the flexible software modules of **RECY** will work well for us.“

Implementation of the software at dhi took seven months including the development of interfaces to existing scale and ERP system.

www.dhi-rohstoffe.eu





International Trading

The Barec group has a privileged relationship with Industrialists Local authorities Waste dealers Barec is the partner of the paper industry, the steelworks and the smelting works. Barec guarantees the supplying in terms of timing, quality and quantity.

Processing and Recovering Scrap, Metal, Paper and Plastics

Barec operates several sites across Switzerland. Each site is equipped with industrial facilities for: packaging, shredding, sorting through destruction. Barec is your premium industrial partner for processing and recovering of retrieved material.

It is the only company in French-speaking Switzerland which crushes old cars, domestic appliances,

and all kind of ferrous and non-ferrous scrap less than 6mm thick. Modern facilities ensure proper sorting of iron and steel fraction (which are shipped to steel works) and non-ferrous metals (which are sent to foundries). The company is also the specialist in the processing of electric and electronic appliances.

Recycling Nespresso Capsules

In the office, at home or in collection centres Nespresso capsules are gathered and led through a nationwide logistics system to our industrial processing centres. We guarantee the industrial recycling of the secondary raw material.

Confidential Documents

Confidential documents and electronical data are



SWITZERLAND

filled up in secured containers of various sizes at customers' places. The transportation to our shredding premises is assisted by Securitas for a secured destruction and a rational recycling!

The BAREC GROUP

Groupe Barec uses **RECY** since 1992 for all operational functions as well as reporting and financials. The functionality to allow user-specific language (in this case French and German) was developed for the group.



Headquarters: Ecublens-Lausanne
Employees: approx. 200
One of the largest recycling groups in Switzerland.
Active at regional, national and international levels.

Specialists in recycling:

- scrap iron/old cars
- non-ferrous metals
- waste paper
- demolition work
- plastics
- photochemicals and CFCs
- Swiss VREG material
- secure destruction of confidential documents
- Nespresso capsules: collecting and recovering
- Fluorescent lamps: collecting and recovering

Annual treatment capacity: 600,000 tons.

All the companies in the group are linked to the Swiss railway network.

BAREC HOLDING SA, Ecublens-Lausanne
THEVENAZ-LEDUC SA, Ecublens-Lausanne
SIREC SERVICES SA, Ecublens-Lausanne
ABBE SA, Satigny-Genève
TROTRET RECUPERATION SA, Collombey-le-Grand
PAPIREC SA, Carouge - Genève
PAPIREC SA, Schönenwerd
PAPIREC SA, Moudon
PAPIREC SA, Ecublens-Lausanne
ALPABERN AG, Bern
DATAREC AG, Bern
DATAREC AG, Spreitenbach
DATAREC SA, Ecublens-Lausanne
DATAREC TICINO SA, Satigny

See more on our website: www.barec.ch



HKS Scrap Metals B.V. is a trendsetting and reliable partner in metal recycling. The Dutch-established company is a 50-50 partnership between Corus Staal B.V., IJmuiden and TSR, Bottrop.

HKS Metals' head office is in 's-Gravendeel, near Rotterdam. There are also yards in Amersfoort, Amsterdam, Eindhoven, Hengelo and Zwartsluis. The six yards in the Netherlands have efficient production equipment, which enables HKS Metals to serve its clients flexibly throughout the world. The yards have shears and shredders and can be reached by water and road. The Amsterdam yard handles transshipments of up to 60,000 tons, made possible by a depth of 13.5 meters along the quay. This yard also has a railway link. These facilities guarantee accessibility to the whole world.

Quality

HKS Metals has about 180 employees who annually process more than a million tons of ferrous and a hundred thousand tons of non-ferrous scrap. Efficient processing of metal scrap requires a progressive vision, which jointly comes from the core values of the company: respect, quality, solidity and continuity.

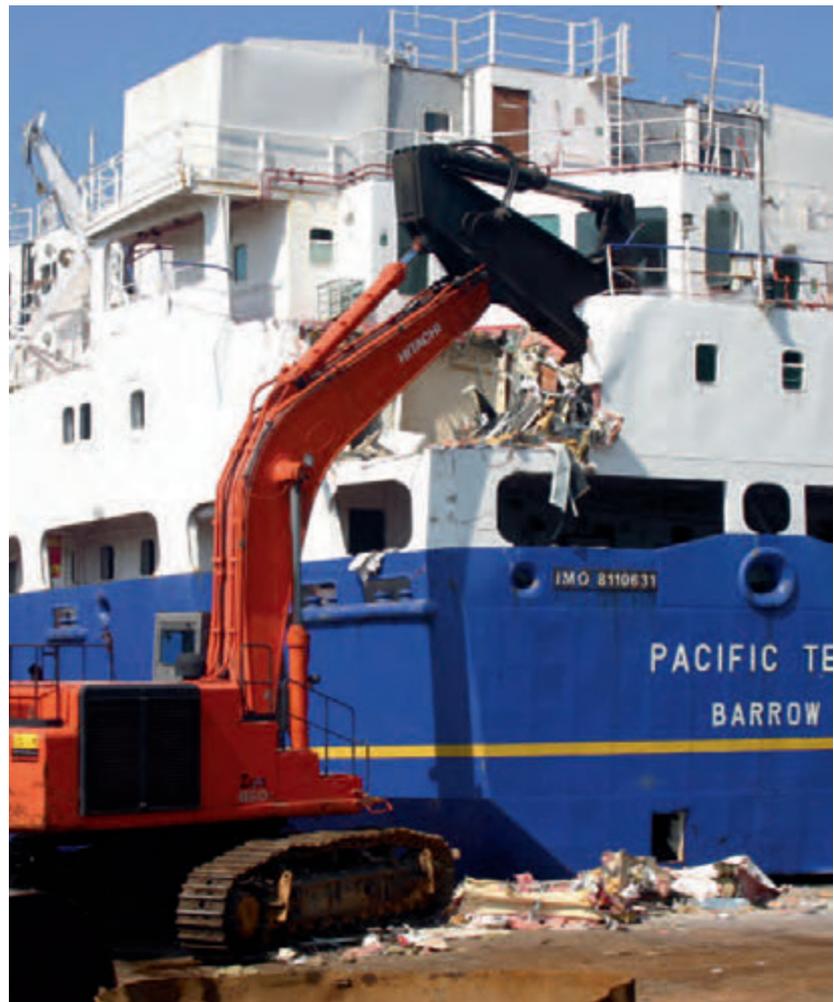
A team of dedicated employees, who can accustom themselves quickly and flexibly to the clients' needs because of the flat organisation model, promotes this vision. The scrap is processed using modern equipment. Specialists and cameras monitor the production processes. HKS Metals is also certified with the ISO 9001: 2008, ISO 14001: 2004, TÜV and the MRF branch quality mark.

Environmental conscious metal separation

The selection of ultramodern equipment shows that HKS Metals is continually investing in protection of the environment. HKS Metals is at the forefront in the development of high-tech metal separation installations in striving to reduce the

amount of metal in the waste chain to zero. These machines use separation techniques to separate the last traces of metal from the non-ferrous output of the shredders.

Using cameras, which accurately detect the colours of metals, x-ray technology and Eddy current systems, the last traces of various metals are removed fully automatic ally from the non-ferrous waste. This form of processing is a modern alternative to the well-known sink-float installations. The deployment of these innovative machines shows that HKS Metals is using the newest technologies for the intelligent separation of metal from waste. As a result of increasingly



NETHERLANDS

stricter regulations, respect for the environment and the growing demand for high quality, this development will be pushed through even further.

Logistics management

In order to manage all the logistical movements of its materials throughout the world efficiently, HKS Metals has a professional logistics system with a team that works for all the yards. The team coordinates and supervises all the road, water and rail transport. An extensive know-how enables HKS Metals to comply easily with the international transshipment requirements of the Institute of Scrap Recycling Industries.

The logistics department also has the objective responsibility to ensure that the entire organisation continues to comply with increasingly changing legislation, regulations and quality standards. The team therefore also has an advisory task in this field, both internally and externally.

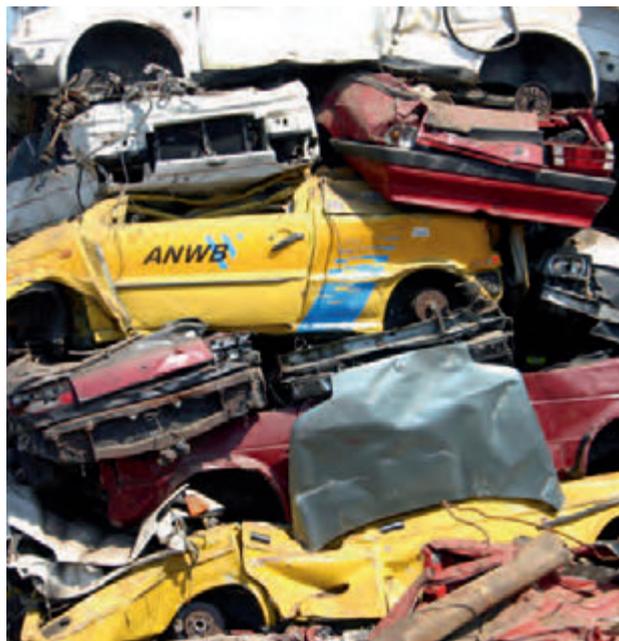
RECY software

HKS Metals was the first Dutch customer of **RECY**. The **RECY** software enables HKS Metals to manage its processes accurately and to guide the waste along the correct lines professionally and efficiently.

Quality by respect

The basis of HKS Metals' growth lies in its respect for its clients, the environment and current regulations. The quality for which HKS Metals stands is guaranteed by a team of dedicated specialists and by the various ISO quality programmes. The solidity of the company as an internationally operating metal recycling company is at the forefront. This guarantees the efficient provision of a high quality product.

www.hks.nl





KOVOSROT DECÍN



CZECH REPUBLIC



Kovosrot was the first customer in the Czech Republic. The company was founded in 1953 in a state merger of several private companies. In 1994 it was privatized again and became member of the Scholz Group, one of the largest privately owned scrap companies in Germany.

In the Czech Republic Kovosrot is one of the leading companies in metal recycling.

Kovosrot has 14 sites in Northern Bohemia and the capital of Prague. A yearly average of more than 400,000 metric tons of scrap is collected and processed. The revenue is well over EUR 100 million. The major locations are on the Elbe river, so that some of the material can be shipped by barges.

Kovosrot also operates a waste management company, trading companies and even a hotel.

It was quite a challenge for **RECY SYSTEMS** to adapt the system to the Slavic language with its numerous special characters. We hired a new staff member who did speak the Czech language at that time, and was a great help in the implementation process and the translation of the application and manuals. The many particularities of the Czech law were added to the programs in due time.

Today more than 120 users work with **RECY** in Kovosrot. They use the software for scale operations, purchase, sales, price management, contracts, trading, accounting and cost control. A good management and excellent staff see to it that the software is well used.

www.kovosrotcz.cz

Nord-Schrott GmbH & Co. KG was founded in Flensburg on the Danish-German border in 1986. It was a merger of two traditional scrap companies Schrott-Lassen and Feldhaus GmbH. Together they started with 30 employees and a 600 ton shear. The facility was approx. 6 acres large at that time. Soon additional ground was bought in Lilienthal-

straße 30 and the company has grown ever since. Before they merged into Nord-Schrott GmbH & Co. KG, the Lassen family had a successful scrap business for many generations and had a lot of experience in the scrap market. They had a reputation for continuous adjustment to the market and the requirements of their partners.



GERMANY

In the years between 1987 and 1989 a 499 KW shredders and a new mill for cans were installed. The years after saw a continuous increase of the truck fleet and enlargements in the non-ferrous metals trade.

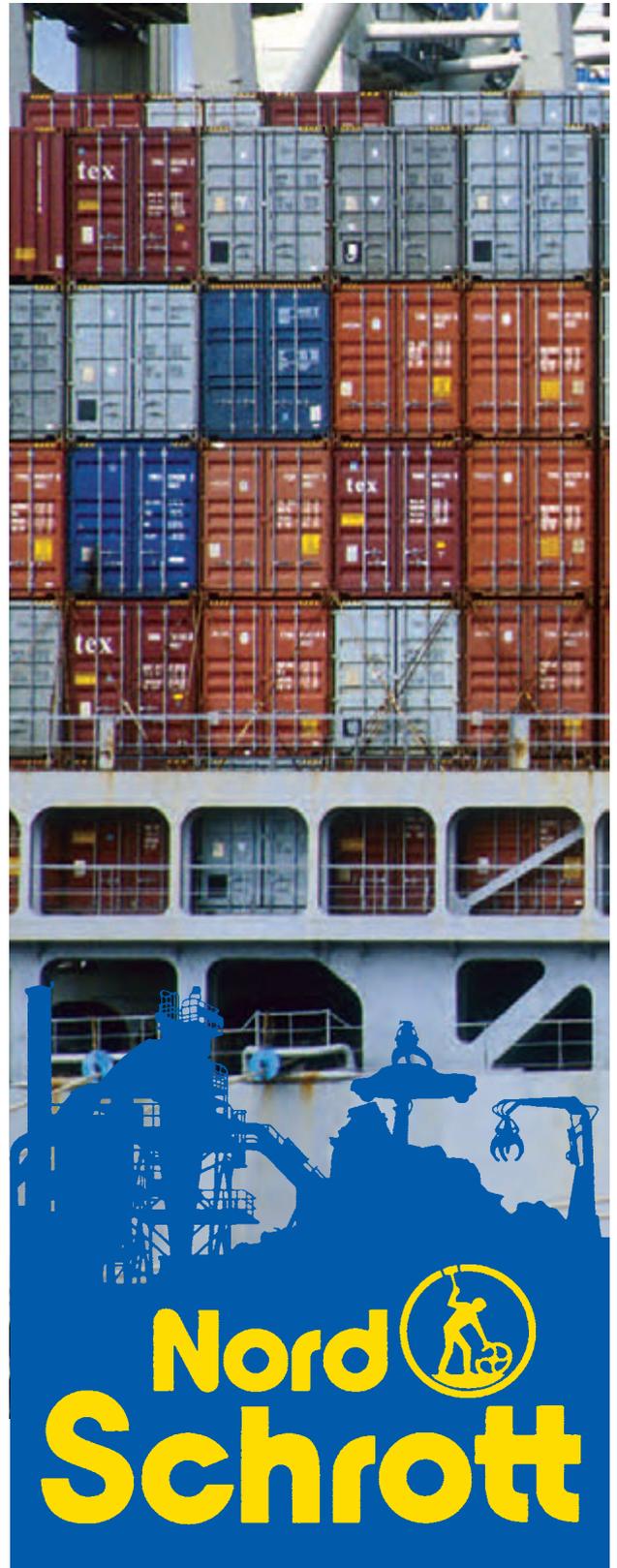
Today the plant has a size of more than 28 acres and is built according to the most recent environmental safety rules and laws. The ground has concrete flooring, water run-off canals, coalescence filters, oil filters and water containment. More than 160 employees have their work place here now.

Aluminium scrap, one of the main products, is sorted and baled and inspected in a multi-step quality control. This guarantees best sorted qualities for their aluminium consumers. Every year more than 250,000 metric tons of scrap and non-ferrous metals are exported to countries all over the globe. Daily more than 30 overseas containers are loaded on the premises and send to the European terminal ports for worldwide shipping.

Nord-Schrott is a customer of **RECY SYSTEMS** since 1988 and still holds the record for implementation of our software which was done within 3 days on site. The settlements with the customers, price management, truck and container management, waste management, retail business, shipping, especially the overseas business with its multitude of forms, inventory, and the financials are the main applications. A detailed quality control system was developed for the company in 1999, even before it was an issue in most scrap yards.

The most recent project is a system for electronic recycling, an area in which Nord-Schrott is going to be a major partner in Northern Germany.

www.nord-schrott.de





S. NORTON & CO LTD



Formed over 40 years ago S. Norton & Company Limited has evolved into one of the leading metal recycling organisations in the United Kingdom and through expansion and continued investment will maintain its progress in the future. The company administration centre in Liverpool features the very latest in information technology to keep the organisation at the forefront of business analysis and control. **RECY SYSTEMS AG** was chosen as our preferred supplier of management software and all depots now use the system.

S. Norton & Co Ltd collect, process and distribute over 1 million tonnes of ferrous scrap annually, which is approximately 11% of the United Kingdom total. Most of this tonnage is exported to markets world-wide. Our processing and recycling centres in Liverpool and Manchester feature dedicated machinery that makes us one of the most efficient and productive companies in this business.

The Liverpool Bankfield site is home to a 5000HP shredder and also a high speed baling machine for

UNITED KINGDOM

the processing of new production material and with a 1500 tonne compression shear situated at our West Canada Dock our processing capabilities are well served. The Manchester Trafford Park operation is home to a 2000HP shredder plant, and an 850 tonne shear; also on site is an integrated non-ferrous metal processing plant.

Our exports are concentrated on our South Canada and West Canada Dock facilities in Liverpool which are capable of loading vessels of more than 50,000 tonnes.

S. Norton & Co Ltd has demonstrated a growth strategy that will be maintained through its regard for the environment and its investment in modern

technology to reach new and more demanding standards of processing and care, with this in mind S. Norton & Co Ltd have invested significantly to meet the new legislation for »End Of Life Vehicles« and the »WEEE« directive.

S. Norton & Co Ltd have worked extensively with **RECY SYSTEMS AG** to assist with the recording and reporting requirement of these directives.

S. Norton & Co Ltd has been the recipient of several awards most notably in 2004 when we were honoured to be awarded the Queens award for Enterprise in the category of International Trade.

www.s-norton.com





RAUCH RECYCLING



The strong, reliable partner for the paper industry.

Rauch Paper Recycling with its seat in Austria, in Linz on the Danube is the turning point for paper and cardboard recycling in Europe, the Eastern markets and the Asian region. They are competent in the disposal of waste paper with town councils, printing plants, publishing houses, press wholesalers and department stores.

Dynamic service made Rauch Recycling the Nr.1 solution provider in the cardboard and paper industry. At the locations in Linz and Steyrermuehl over 80 waste paper and cardboard qualities are processed and guaranteed to supply the paper industry.

The locations Ennshafen-Danube, directly located at the waterway Rotterdam to the black sea, as well as San Stino in Upper Italy, are logistics centers of Rauch Recycling. The nearby seaports offer ideal shipping points to the Asian region, to China to which already business relations exist. Over 150 employees process approximately 650,000 tons on more than 40,000 square meters at 4 locations. »Environmentally friendly« through intensified usage

of the waterways with rail connection. From the location Enns-Donauhafen the markets of the Ukraine, Bulgaria, Romania and Turkey are served directly.

Particularly at the location Ennshafen-Terminal a new shipping technology, the so-called »CONTAINER STUFFING« is used for separated bulk materials. These logistics centers are not only used for the paper recycling. Also for recycling materials such as scrap iron, plastic wastes, wood, but also for the storage and dispatch of new paper. To provide quality standards, according to ISO 9001 is the highest priority for Rauch Recycling.

Since April 2007 the entire product flow and logistics is supported by the newly implemented **RECY** software program. An increase in efficiency of all procedures was achieved by more qualified and faster data information. Customers, suppliers and in particular the employees find this positive.

www.rauch-recycling.com

AUSTRIA





The Scholz Group is worldwide one of the leading recycling companies of ferrous and non-ferrous scrap. The group has 6,500 employees in 600

locations all over the world and trades 11 million metric tons of scrap per year. By collecting, processing and recycling this tonnage, Scholz contributes considerable to preserve natural resources and energy. Besides scrap the group runs worldwide successfully businesses associated with metal recycling. For example, Scholz Group is a producer and supplier of aluminium and new steel, but also provides industrial services as partner of their customers with the focus on recycling, service, and logistic concepts.



A family business in the fifth generation, reliability, modesty and responsibility are the pillars of the Scholz company policy. The group has most likely the largest scope of commodity and service products. Collection, storage, sorting, processing, recycling, and refinement of metals as well as trading are all provided best by the Scholz Group.

GERMANY



The access to plenty of raw material makes the group independent and guarantees the customers a constant high level of supply. The customers also benefit from the large scope of specialized

solutions, a global network, and the consciousness to work with an environmental friendly scrap metal recycler. The Scholz Group has developed a string of futuristic processing methods and is one of the few recyclers who are involved in all stations of the recycling process using companies within their own group.



The Scholz Group has implemented **RECY** in their scrap metal division in 1988. Today almost all locations and joint ventures in this business division work with this software solution. Logistics, buying, selling, inventory management, operations, and financials are all integrated and are used successfully.

www.scholz-ag.de





TSR GROUP

TSR is a leading company in the European market for the recycling of ferrous and non-ferrous scrap. TSR provides tailor-made collection systems and recycling of metallic scrap. With over 90 locations and close to 2,000 employees in Germany, The Netherlands, Czech Republic, and Slovakia, the group had a revenue of more than 3 billion euro, and traded worldwide a volume of more than 10 million metric tons of scrap.

TSR is therefore an important supplier of the steel industry and a major hub between scrap suppliers and customers. Ferrous and non-ferrous scrap is collected, sorted, processed and recycled. In cooperation with our partners in the waste management industry we also recycle other material. Steel recycling is an indispensable process in the recycling industry. The processing is done with the

mostmodern and high-performance equipment. The recycling of ferrous and non-ferrous scrap guarantees therefore effective environmental protection.

The company history of TSR began through the purchase of the Thyssen Sonnenberg GmbH, founded in 1890, and the scrap metal division of Klöckner & Co., founded in 1906, by the Thyssen Handelsunion. Thus a company was created in 1996 originating from two of the leading German steel companies.

In 1998 the Dutch SHV (Steenkolen Handels-Vereeniging) acquired a 60% share. TSR carried the well-known company logo since then. SHV bought the remaining 40% of the company in October 2000. In 2007 the waste management and water service company REMONDIS AG & Co. KG, Lünen, acquired a 60% share of the TSR Group. The remaining 40% are held by the Cronimet Group (20%) and the Italian steel producer Alfa Acciai (20%).

Main activities of TSR are:

- Trading and processing of / non-ferrous scrap
- Automotive and electronic components recycling
- Other recycling and environmental services
- Logistic
- Foundries

TSR is the main supplier of the German and European steel mills and foundries for steel scrap. The metal is transported by truck, rail and ships. TSR provides a considerable positive contribution to the environment by saving resources and reduce the consumption of energy through their business.

From our export locations in Rotterdam, Hamburg and Bremen scrap material is shipped to customers all over the world. TSR is trading non-ferrous



CAR RECYCLING -
ONE OF THE PILLARS OF SCRAP RECYCLING



THE TSR HEADQUARTERS IN BOTTROP,
GERMANY

GERMANY



metals and alloys nationally and internationally. Consumers are located in Western Europe as well as Eastern Europe, United States, and Far East.

In 1999 TST started to export metal directly to Asia. Until then large quantities of scrap metal were sold to large German metal scrap dealers. The export share for non-ferrous metals was 10% in 1999. Today more than a third of the metal is directly exported. TSR is not only exporting non-ferrous scrap but also imports non-ferrous commodities.

Beginning of 2008 TSR opened a trading office in Shanghai to extend the trading activities in this country and to react fast to changing markets in the future. China is globally one of the most important markets for non-ferrous trade, but also information for business opportunities in ferrous commodities is collected and fed back to the headquarter.

Main export countries for TSR are China, Taiwan, Malaysia, Japan, Korea, India, Brazil, United States, and Northern Africa.

TSR operates two mega shredders, eight shredders, 35 shears, 15 balers, eight crushers, and an explosion pit.

TSR is a very productive company with years of experience in recycling and logistic and provides a multitude of services for their industrial customers. The scope of services includes collection, processing, and sorting of all metal scrap commodities, supply of bins and containers, transport equipment, trucks, and qualified personnel on the site of the customer.

TSR also provides scrap and waste management and storing facilities for their customers, and develops customer-specific concepts. All relevant environmental documentation and waste reporting according to laws are produced for the customer.

You find further information on the web:

www.tsr.eu

SUCCESSFUL WORLD-WIDE



RECY is used throughout Europe, North America, and Asia in twenty different languages. Whilst the operative business is very much alike in all countries, the laws and legal requirements are quite different. We are proud that **RECY** covers the tax and environmental laws of currently 30 countries.

We employ staff who can speak English, French, Dutch, Italian, Spanish, Turkish, and many Slavic languages, and we operate offices in England, Germany, Luxembourg, the United States, and

Slovakia. From these office we support our customers located in these geographic areas.

The trading of recycled material is global. We developed the tools to handle all the international paper work: freight documents, certificates, invoicing, letter of credit data, container bookings, and communication with transport companies, shipping agents, and keep up with the data flow. We also provide electronic interfaces to the customs and port authorities for many countries (ATLAS, AES, CAED).



SOME OF OUR CLIENTS

ALBA Scrap & Metals, Dortmund	
ALKU GmbH, Maxhütte-Haidhof	
Almeta AG, Bellach,	Switzerland
American Iron & Metal, Montreal,	Canada
Arcelor Mittal, Eisenhüttenstadt	
ASM Metal Recycling Ltd, Aylesbury,	England
Audubon Metals LLC, Henderson,	USA
Borowski & Hopp GmbH & Co, Bad Oldesloe	
Bradford Waste Traders Ltd, Bradford,	England
J.F. Brammer GmbH, Heide	
Brookside Metals Company, Willenden,	England
Bülow & Partner, Schwerin	
F J Church & Sons Ltd, London,	England
CC-Umweltgruppe, Krefeld	
C.I.O.S, Zagreb,	Croatia
CNA International, Houston,	USA
Combined Metal Industries, Toronto,	Canada
Commercial Metals Corp., Irving,	USA
Cronimet Alfa GmbH, München	
Cronimet Estonia, Tartu,	Estonia
Cronimet Ostrava, Ostrava,	Czech Republic
Datarec, Bern,	Switzerland
dhi Rohstoffmanagement GmbH, Siegen	
Dominion Nickel Alloys, Burlington,	Canada
Eisen-Rudi, Fürstfeldbruck	
Ereco Kft, Budapest,	Hungary
Euro Scrap Alliance, Rotterdam,	Netherlands
Franken-Rohstoffe, Sennfeld	
Furmet B.V, Ridderkerk,	Netherlands
Gebr. Gerrits B.V., Helmond,	Netherlands
Goutte Recuperation SA, Lausanne,	Switzerland
Gebr. Gratz GmbH, Lambach,	Austria
Gröger Rohstoffverwertung GmbH, Günzburg	
Günther & Lochte, Düsseldorf	
Halter AG, Bienne,	Switzerland
Willi Hennies GmbH & Co KG, Hildesheim	
HKS Scrap Metals, 's Gravendeel,	Netherlands
Immark AG, Regensburg,	Switzerland
Indra Recycling GmbH, Hockenheim	
inro Rohstoffhandel GmbH, Aschaffenburg	
Intermetals GmbH, Ochtrup	
IMR GmbH, Krefeld	
ISR Itzehoe Schrott-Recycling GmbH, Itzehoe	
Siegfried Jacob, Hamburg	
Paul Jost GmbH, Herne	
M. Kaatsch GmbH, Plochingen	
Kösling GmbH, Dormagen	
Kovosrot Group, Decin,	Czech Republic
KSH GmbH, Kiel	
Bernhard Kurz & Co, Zürich,	Switzerland
Fritz Kuttin Ges.mbH, Klagenfurt,	Austria
Gerhard Lang GmbH, Gaggenau	
Loacker Recycling s.r.o, Bratislava,	Kosice, SK
Loacker Swiss, Lucerne,	Switzerland
Mazza Iron & Steel, NJ,	USA
Mercer International, Trenton,	USA
MC Metall-Chemie GmbH, Frankfurt	
Metallhandelsges. Schoof & Haslacher, München	
Metallurgische Gesellschaft Saar, Völklingen	
Metallhüttenwerke Schumacher, Rommerskirchen	
Metal-Verwertung München, München	
Metal Trading SARL, Louveciennes,	France
Mil-Ver Metal Company Ltd, Coventry,	England
Morris & Co, Lancaster,	England
Müller Jun. Schrott-/Metallhandels GmbH, Dresden	
Newbery Metals, Exeter,	England
Nord-Schrott GmbH, Flensburg	
Noris Buntmetall GmbH, Nürnberg	
Notheast Metal Traders, Philadelphia,	USA
S. Norton & Co. Ltd, Liverpool,	England
Papirec S.A., Genf,	Switzerland
Praxy Centre SAS, Issoire,	France
Preimesser GmbH, München	
Progress Rail Services (Caterpillar), Albertville,	USA
Prometall GmbH, Stuttgart	
Ragg GmbH, Hall i. Tirol,	Austria
Rauch Recycling GmbH, Linz,	Austria
Rimeco AG, Aabenraa,	Denmark
Roba Metals Ltd., Alcester,	England
Rohstoffverwertung Reutlingen GmbH, Reutlingen	
RomRecycling SRL, Bucharest,	Romania
RVT Rohstoffverwertung GmbH, Alsfeld	
Sansing Ltd,	Hong Kong
Schaumaier Nachf. GmbH, Traunstein	
Scholz AG, Aalen	
Scholz Rohstoffhandel, Linz,	Austria
Schrott-Waltner Ges.m.b.H., Graz,	Austria
Schrott-Wetzels, Mannheim	
August Schuler GmbH, Deisslingen	
Rudolf Schuy GmbH, Limburg	
SEOS Group,	Luxemburg/Belgium/France
Serbeco Recyclage S.A., Satigny/Genève,	Switzerland
SMR, Mühlendorf	
Helmut Stachelski oHG, Stuttgart	
Stadler Schrott- und Metallhandel, Türkheim	
Theo Steil GmbH, Trier	
Tekeli Metal Recycling GmbH, Bremen	
The Remet Company, London,	England
Thevenaz Leduc S.A., Lausanne,	Switzerland
Thommen AG, Kaiseraugst,	Switzerland
Thyssen-Dück AG & Co. KG, München	
Thyssen Alfa Rohstoffhandel GmbH, München	
TSR Recycling GmbH & Co KG, Bottrop	
TSR Czech Republic, Prag,	Czech Republic
Trapper GmbH, Kulmbach	
TST Inc., Long Beach,	USA
2Recycling Ltd, Grantham,	England
Uniscrap, Kopenhagen,	Denmark
Van Dalen, Moerdijk,	Netherlands
WEBA Wertstoffhandel GmbH, München	
Wertz Handelsgesellschaft mbH, Aachen	
Wiederkehr Recycling AG, Waltenschwil,	Switzerland
Wimco Metals Inc., Pittsburgh,	USA
WMR Recycling (Hydro Aluminium), Dormagen	
Zimmer Schrott- und Metallhandel GmbH, Hürth	
Zingg AG, Tübach,	Switzerland

PRODUCT OVERVIEW

PRODUCT	USABLE FOR	PRICES FROM EUR
RECY® Business Management System	All recycling and waste management companies	20,000
Commodity Trading Module	Trading companies	40,000
Heavy Media Module	Heavy Media Plants	16,000
ID Scan Module	Recyclers with retail business	2,500
Lab Analysis Module	Recycling of alloys and high-temp material	6,500
Overseas Trading Module	Recyclers with oversea container business	15,000
RailCargo Module	EDI with rail companies	28,000
RECY-Online Module	Larger brokerage companies	25,000
Waste Management Module	Waste management companies	12,000
RECY® MULCO (Logistics)	Recyclers operating trucks	12,000
Container Tracking Module	Recyclers with industrial locations	7,000
Fleet Control Module (Telematic)	Recyclers operating trucks	14,500
MULCO Online Module	Recyclers operating trucks	9,000
Offline Scale Module	Recyclers operating trucks	6,000
RECY® Financials	All companies	4,800
Fixed Asset Module	All companies	4,500
Profit Center Module	All companies	6,000
RECY® Marketing (CRM)	All companies	4,500
RECY® Archive (Electronic archiving)	All recycling and waste management companies	3,500
Image Capturing Module	All recycling and waste management companies	2,500
RECY® POS (Purchase Order System)	Large recyclers	6,500
Preventive Maintenance Module	Recyclers with production equipment	6,000
RECY® Production	Recyclers with production equipment	6,500
Mobile Data Collection	Recyclers with production equipment	2,500
Smelter Module	Smelters	25,000
iRECY Apps	All companies	500

MOBILITY AND INTERACTIVITY

Contracts

Your traders are able to view, update, and create contracts while travelling, and approve them by email. The back office is just responsible for control and if needed completion in **RECY**. This will help to keep the metal position up-to-date in a very short timeframe and will cut out many intermediate steps.



Mobile Grading

The yard master can control and grade the material which is loaded and unloaded from the trucks with a smartphone. The smartphone is linked to the database by Wi-Fi or GPRS. As soon as the scale master has registered the weight in, the yard master can see the truck on his device. They can select the commodities, split the load into multiple commodities, add deductions, reject the material, and take one or multiple photos to document the quality of the material. As soon as the truck is released through a touch on their device, the data is available at the scale. The scale master can see that the grading is done and take the tare weight of the truck. They do not have to enter any data. The risk of miscommunication is down to zero. These features also apply to the grading of sorted material after the truck has left.

MULCO App

The communication between dispatcher and truck drivers works electronically. The truck driver receives run orders directly on a tablet in the driver cabin. Time needed for a run, wait and load times, times for events not related to a run, etc. are reliably documented. This data provides an analysis for the efficiency of your truck fleet and drivers as well as the cost for servicing your customer locations. The driver can also collect signatures and photos with the app. In addition, the app will communicate with RFID devices for tracking of containers and bins which can be equipped with UHF transponders. The truck driver can also weigh their load on the way in if the scale master has already left for the day.



Mobile CRM

Our Customer Relation Management system is perfectly integrated in the **RECY** Business Management System, the logistics, financials, and electronic archive as well as office applications which you use every day. The CRM runs also on mobile devices like tablets and gives access to activities, contacts, price files, contracts, open invoices, container locations, archived documents, etc. When your buyer is visiting a customer, he can retrieve this customer's business transactions and volume, contracts, and prices with a tip of his finger. There are many CRM systems on the market but none are so well integrated with the data and processes of your business.

REPORTING



Our concept in regard to reporting can be summarized in one statement: the users must be able to produce all reports and journals which are required for the daily business directly out of **RECY**. This includes reports for contracts, dispatch, inventory, prices, container shipments, etc. All browsers in **RECY** have drill-down features and provide extensive control and analysis of data. We make sure that the data shown in the reports is reliable and auditable.

For even more detailed and flexible analysis, for

planning and simulation, our data warehouse solution using Cognos®, integrated into our ERP system, is indispensable. The flexibility and power of this Business Intelligence tool is unrivalled. With cubes and dashboards the existing data can be analysed from all angles, and can optionally be compared with budget data. Another powerful feature is the simulation which answers questions like *What if?*

COGNOS® IS A REGISTERED TRADEMARK OF IBM CORPORATION.

SECURITY AND DATA PROTECTION – OUR PRIORITIES



We regard our customers as partners whom we support unconditionally, not only in software issues but other issues as well. To protect the investments of our customers, we handle new technologies with the necessary caution. We only use them if our customers gain from that new technology at a reasonable price. To give the customer the optimal solution is our primary concern.

Security and Data Protection

Due to the flexible menu and program administration in **RECY**, a user can only access programs which are on their menu and which their user role allows. Within each program there are options to restrict functions to a necessity. Their role may allow them to view the data, but not modify or add

data. Most programs have additional safety features. So a user from one site cannot view data from any other site, if your company policy requires this.

All modifications of data are logged automatically by an audit system which provides information about by whom and when a modification was done. Previous and new value are included in the audit reports and browsers. The audit system can even notify a person who is responsible for a customer when, for example, critical contract data has been modified.

The data and information of your company is treated strictly confidentially by us. Remember the recycling industry is the only industry we serve.

IMPRESSUM

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Over 30 years of service of the recycling and waste management industry

Global market leaders for more than 30 years as a solution provider for the recycling and waste management industry - this is an incredibly long period in the software world.

The reasons for our continued success are the focus on your industry and the high quality of our software products. To be a reliable partner for our customers in their software and organization processes, was the most important objective in the past 30 years, and will continue to be so in the future. This includes a first-class support, the continuous further development of our products in regard to functionality, reliability, user-friendliness, and use of the latest technology.

RECY SYSTEMS does not plan to diversify into other industries. The focus on your industry guarantees that we will always be in the forefront of market developments and environmental laws in all countries in which we have customers. We will remain the best qualified partners for our customers and prospects, and will help them to solve all challenges which can be solved by intelligent software and good organization.

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