

# IN TIME

NEWSLETTER | ISSUE 1.2022

## WELCOME TO THE HARD REALITY!

We're all rubbing our eyes these days. The rules and principles we were so sure about are evaporating at a furious pace. Every day we wade through piles of information that all have one thing in common: they are tearing away the cloak of consumerism we had smugly draped ourselves in. Of course, there was a feeling in the air that something had to change. But why waste time worrying when everything was comfortable? We all underestimated the dependencies created by a complex global network, which can be fatal without a Plan B.

### **Many questions suddenly demand answers**

What are the risks of our supply chain? Do we have inventory on hand? Do we know the current status? Does our procurement strategy fit the current circumstances? Do our products contain components which, due to global factors outside our control, lack both the necessary raw materials and the energy needed to make them? How can we hedge against months-long delivery delays that result from the tenfold increase in logistics times? How do we respond if rising logistics and customs/duties costs drive our business case into the negative?

### **What do we bring to the table?**

Our global Schnitzer Group team has been working on highly complex project situations for over 30 years. Admittedly, never before have we worked at the level

of intensity that has currently spread throughout the world. Our local presence in Europe, Asia and America provides us with an independent information network. Now in particular, it helps in reconsidering current procurement strategies and markets. We offer comprehensive cost and benchmark analyses and costing. In doing so, we always consider the entire intricately interwoven web involving the procurement price, project engineering costs, expediting effort and expense and logistics scenarios. In doing so, we take into account the potential risks for the respective project milestones. This way, we create transparency in the supply chain all the way to the raw material supplier, with technical expertise when looking for alternatives - even during lockdowns. To do so, we carry out preventive risk analyses as a proof of the resilience of existing product lines relative to the current supply chain and take over the technical moderation of project-specific dead zones. We also provide support in setting up alternative communication structures with moderated control loops and in assessing the likelihood of various scenarios, as well as in developing possible solutions. Technical project reflection with regard to the communicated project status and the associated team, material and project risks are part of our everyday agenda.

Don't hesitate to get in touch with us!

[maris.schindler@schnitzer-group.com](mailto:maris.schindler@schnitzer-group.com);  
[andreas.kohler@schnitzer-group.com](mailto:andreas.kohler@schnitzer-group.com); 



Dear Reader,

The world is upside down! Amidst the upheaval, climate change and the accompanying restructuring of our economy are huge economic challenges. Ecologically speaking, it is only a question of whether we will manage the transformation on our own initiative or whether we will be transformed. The pandemic and current war are affecting all of us. Every industry is being thoroughly shaken up. This has profound effects - particularly in the automotive and mechanical engineering sectors, since its global division of labor does not function without an intact logistics chain.

Peter Schnitzer founded Schnitzer Group 30 years ago. For 30 years now, our team has successfully faced new risks and opportunities and developed ideas. What will the next 30 years look like? No matter what, we will keep working - for the sake of living well together and pursuing a good life for us all.

I hope you will find these articles to be food for thought.

  
Ulrike Schnitzer

# 30 YEARS OF SCHNITZER GROUP

## „Same procedure as the last 30 years?“

Not at all, given that we are all in the midst of a process of transformation. We look back with gratitude on 30 good years, from a startup in a „mother-in-law“ suite to a global company with international locations in China, USA, Switzerland and Italy. During this time, our vision has always been to make a name for

step ahead of the curve. The team organization we embody is an ideal basis for a smooth transition to the next generation of well-prepared leaders. Schnitzer Group is guaranteed to be ready for the future.

Now marks the beginning of the next 30 years. We celebrated this landmark birthday in Oberstaufen in Germany’s scenic Allgaeu region with sports, games and group discussions to reinforce our team bond.

mobility provider, they are fighting with international players for shares of the future mobility market.

### ***Peter Kienzle, will the procurement strategies of the OEMs change as a result of crises?***

New technologies and suppliers, the CO2 footprint, and economic scarcity are pushing the limits of supply and value chains. The current crises are pouring even more fuel on the fire. No area of



CORE Team international: Robert Faeller (CEO USA), Thomas Schuol, Peter Kienzle, Herbert Højnick (CEO Switzerland), Klaus Roessler, Ulrike und Peter Schnitzer, Marius Schindler and Christian Locher. It is missing Andreas Kohler (CEO China)

Schnitzer Group. The down-to-earth technical approach paired with authentic leadership has brought us success. In the early years, we worked as a team to define the corporate values we would have going forward: Customer orientation, team spirit, team integrity and personal responsibility. Even after 30 years, we actively embody these values every day.

Schnitzer Group has done great things over the last three decades. Change, transformation, digitalization, new materials and new production methods - our foremost goal has always been to be one

---

## Interview

---

### ***Peter Schnitzer, what are the biggest challenges the next years will hold for the German automotive industry?***

We are in what is surely the most profound process of change of the last 150 years. It is not only the engine technology that is changing, but the entire business model. As established companies move from vehicle manufacturing as the core business to becoming an individual

the procurement world is untouched by significant changes, so Research & Development and Quality are no exception. The trick is to take advantage of the opportunities that arise and not succumb to the risks.

### ***Peter Schnitzer, what role does Schnitzer Group play in the change process we described?***

These changes are increasing the demand on the part of our clients for highly qualified, independent and global support. From that standpoint, our prospects are very good! As a result of the ongoing

crises in parts of the world, preventive risk management must be carried out for supply chains in the future, as „sore points“ in the system have become noticeable. In addition, the lack of availability of important raw materials and the general scarcity of key components such as semiconductors will be the topics that shape the years to come. They require a high degree of transparency, evaluation and control in the supply chain.

**Thomas Schuol, you are part of the younger generation at Schnitzer Group. Where do you see the USP?**

From day one, our USP has been oriented toward „change“. Thirty years ago, globalization and outsourcing of value chains were just getting started. Overnight, suppliers who had been an extended workbench (build to print) became Tier 1 suppliers (design to specification) with comprehensive development responsibility. This situation created a demand for globally active networkers and supplier developers with far-reaching

technical expertise. The situation back then has a lot of similarities to the one we face now.

**Peter Kienzle, which of Schnitzer Group’s core competencies will be decisive for the current change process?**

Our team has the necessary expertise in technology, quality and procurement, as well as in communication and management of the corresponding processes. By implementing complex technical products with „one face to the customer,“ we provide access to our entire wealth of hands-on experience, the networks we have built over 30 years and the specific benefits of our international locations - a strategic advantage and a plus for any project.

**Thomas Schuol, how is Schnitzer Group meeting these challenges in everyday business?**

We eat, sleep and breathe technology, and we love technical challenges. Project

situations in which our work can have a positive effect on the project’s progress are our daily bread. This requires passion for technology, swarm intelligence, high flexibility and positive communication. We approach the most complex project structures with our team in a way that is fast, pragmatic and free of lengthy decision-making processes.

The SYSTEMIC Upgrade for your engineering project! ☞



# NOTHING IS AS IT SEEMS. NOTHING STAYS THE WAY IT IS. NOTHING HAPPENS THE WAY WE THINK IT.

For 30 years, the Schnitzer Group principle has been based on a formula with many variables, but one major constant-trust! The speed and interdisciplinary approach with which we respond to changing project requirements has always been our team’s core competence. The prerequisite for this is a nonhierarchical, agile corporate structure and approach to work. Project and task-specific teams form completely autonomously based on the respective needs. One contact person provides our customers with access to the entire expert knowledge base and the advantages of Schnitzer Group’s locations (three in Germany and

one each in China, the USA, Switzerland and Italy). The SYSTEMIC Upgrade for your engineering project!

The key to the agility we actively demonstrate is neither accidental nor forced, but corresponds to the company culture that we embody: #workingwith-friends. Our business model is focused on the people and their many years of loyalty to each other and the company; it is a culture of trust without envy or undue competitiveness. „It’s just a lot of fun to work at Schnitzer Group,“ says Thomas Schuol, Head of the Wangen Location, who has been with the team since 2003.

Our positive spirit and teamwork shines forth in our customers’ projects, making them our greatest success factors.

Ready for Schnitzer Group? We look forward to your call or email.

thomas.schuol@schnitzer-group.com ☞







Voith VORECON:  
Hydrodynamic transmission for  
power transfer for precise speed control  
of compressors and pumps

#### Customer voices: VOITH Turbo

# VALUABLE COLLABORATION IN THE EXPEDITING AREA

The Voith Group is a globally active family-owned technology company based in Heidenheim, Germany. For three years, Schnitzer Group has been working in Europe and Asia as an external partner to the Voith Turbo division on the implementation of technical development projects. Schnitzer Group's core competence is in technical project management. Voith Turbo, which produces gears for commercial vehicles, power plants and shipbuilding applications, is in particular need of Schnitzer Group's hands-on experience in the areas of mechanical production, gear engineering, casting and plastics. Schnitzer Group's

task area is focused on expediting, which is the safeguarding of technical quality and preventative risk management for potential delays in the supply chain within technical purchasing. For the projects that are currently underway, the goal is to create transparency with regard to project status and, by means of supervision and technical input, enable suppliers to safeguard the quality and on-time delivery of orders in the pipeline with long lead times. The goal is to definitively prevent supply-side delays.

Siegfried Ludwig, Head of Technical Coordination at the global Voith plants,

says, „We value Schnitzer Group as an extremely flexible and reliable partner when it comes to supplier development, coaching and controlling. The in-depth technical expertise in the area of metal casting and the positive communication - particularly with Key Account Managers Herbert Hojnack and Max Lustig - are a very valuable enhancement to our team.“

[herbert.hojnick@schnitzer-group.com](mailto:herbert.hojnick@schnitzer-group.com) 

## TISAX CERTIFICATION IS A SUCCESS!

Reliability, data protection and trusted collaboration are the hallmarks of our customer relationships. We have now received official confirmation of this. Processes, IT workflows, backup systems at Schnitzer Group have all been scrutinized, optimized and audited in accordance with TISAX AL3. Our customers and their technical development projects are the focus of everything we do - the SYSTEMIC Upgrade for your engineering project! 

**Klaus Roessler, Head of the Weissenburg, Germany location: Finger on the pulse of the times**



*Klaus Roessler (far right)*

## SCHNITZER GROUP IS DEDICATED TO ACADEMIA AND RESEARCH

Plastics expert Klaus Roessler, an institution at Schnitzer Group, has been elected to the management board of the plastics research and study center „kunststoffcampus bayern – Technologie- und Studienzentrum Weissenburg“. The objective of the cooperative project, which collaborates closely with the vocational colleges in Ansbach and Deggendorf, is to generate the means

to promote science and research, vocational training and academic education and development. Furthermore, the project's active leadership has undertaken to create an atmosphere of dialog between the academic and business worlds, organize academic events, advance networking and expand contact through the Altmuehlfranken region and beyond. ☎

## WIDER – FASTER – MORE LIGHTWEIGHT

### THE UPGRADER: THE CONCEPT VEHICLE

At the intersection of lightweight construction, battery concepts and electromobility, we are gaining specific hands-on experience and many insights. Precisely because we are a technical service provider in the consulting field, it is critical that we uphold our hands-on mentality, try new things in practice and constantly pursue further education and training.

Dipl.-Ing. (Graduate Engineer) Stefan Mangold, a member of the Schnitzer Group team for many years, has demonstrated



this actively and pragmatically in a groundbreaking vehicle. After many hours of work and many adaptations, a pedelec was created with three wheels and a widened wheelbase for driving around curves faster. The concept vehicle is about 38 kg, well below the planned maximum weight of 50 kg. Featuring a Bafang mid-motor, its battery supports a theoretical range of 130 km.

However, the Upgrader is not yet completely finished. There is a steady stream of new questions that demand

answers: What alternative materials are suitable and how do these affect driving dynamics, weight and range? What makes the difference in the combination of e-motor and battery pack?

The Upgrader, the first Schnitzer Group lightweight construction vehicle, is a living prototype. It will be used for testing new materials and ideas going forward so that we can rise to the challenge of electromobility in the urban mobility area - not just in theory, but in practice.

Want more information about the Upgrader?

[stefan.mangold@schnitzer-group.com](mailto:stefan.mangold@schnitzer-group.com) ☎

Impressum:

Schnitzer Group GmbH & Co KG · Paradiesstrasse 4 · D- 88239 Wangen im Allgaeu  
Tel: +49 7522 707969-0 · [info@schnitzer-group.com](mailto:info@schnitzer-group.com) · [www.schnitzer-group.com](http://www.schnitzer-group.com)  
Wangen im Allgaeu · Kornwestheim · Weissenburg · Shanghai · Charlotte · Zurich · Turin

