

HENRY

INSIGHT

EDITION 2019



MORE THAN BITS AND BYTES

How Hensel Recycling is exploiting the many possibilities of digitalisation

INTERVIEW

Sebastian Hensel and Andreas Friesen;
General Manager UK and CEO USA

FOCUS

How digitalisation is resulting in even
greater transparency & customer proximity

JOBTEST

IT support:
everything must go smoothly here



SEIZING OPPORTUNITIES FROM CHANGE

How we are facing the challenges of the markets

Volatile precious metal prices, a scarcity of refining capacity and increasing recycling volumes worldwide – sensitive variables that we manage and balance on a daily basis. In addition, there are the trends in the production technology used for power-train and exhaust systems as well as the effects of increasing globalisation and digitalisation. There are many challenges, however we are tackling and facing them pro-actively.

Especially in recent months there have been many factors that have kept the entire sector in motion and provoked changes. Our focus was and is to always be a dependable and enduring partner. As such we are constantly developing our services and processes – whether digital, operative or administrative - however never losing sight of the importance of personal contact with you. We are aware: digitalisation has no inherent value in itself, but is simply a means to represent, accelerate and simplify

processes. On the way to making our services even more transparent for you, we are working on various projects and measures so that we will be the first choice in the conservation of precious metals also in the future.

Come with us into the world of Hensel Recycling and gain insights into our company. In this issue, among other topics, we present to you the new heads of our sites in the USA and Great Britain. As such, HenRy Insight again offers a colourful mix of varied topics from all over the world. We wish you a very pleasant read.



Clemens Hensel



Thomas L. Hensel



Oliver Krestin

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TRANSPARENCY AND EFFICIENCY THROUGH DIGITALISATION

Companies grow and change. Hensel Recycling has expanded its material portfolio in recent years and addressed globalisation by operating worldwide; it has also adapted to the constant change in the precious metal recycling markets. Then there is also the megatrend of digitalisation, which Hensel Recycling is also taking in stride: customer requirements, the form of communication and expectations are changing.



The web creates transparency and we are contributing

Products, prices, services - the Internet makes it possible to research worldwide and to compare providers in seconds. A few years ago we started to address our customers' wishes of transparency. The printed catalytic converter catalogue became a comprehensive app that is available in both the Google Playstore and in the Apple Store. The extensive database is continually expanded with additional catalytic converter types and in this way always offers the latest information. In the next step, catalytic converters from the Asian region will be integrated into the system. "A much-requested, comparable tool for components containing precious metals from electronic scrap will follow in 2020", announces Oliver Krestin.

Optimal route planning and invoicing on site

In Germany, the team on the road uses a so-called Speed app specifically developed for them. This app makes it possible to plan customer orders and the related routes flexibly. If there are last minute changes, these can be saved directly in the app and the route can be updated. Invoicing documents are generated from the order data saved and then printed out directly for the customer. "In this way, the order can be processed completely on site and this gives the customer a good feeling creating

maximum transparency and certainty. Due to the optimised processes, there is also time left for a personal chat", says Stefan Popp.

Comprehensive ERP for the material flow

With the implementation of new ERP software by the end of 2019, the depiction of the internal material flow will be further improved. "The processing status and information on weight and precious metal contents can be retrieved at any time. This creates transparency in customer communication and improves the internal processes", explains Silke Martens. Hedging, fixing and financing are becoming increasingly important. With innovative tools, the management of the precious metal inventory will provide easier traceability for the customer. Integrated production planning makes it possible to exploit and optimally control the existing capacity. A pleasant side-effect: redundant data are avoided and information that was provided on paper previously is now transmitted digitally which in turn will save time.

Contract evaluation tool to identify the appropriate refiner

Up to 17 parameters need to be taken into account when contracts for further processing are to be sent to refiners. Carbon in particular causes problems for many refineries; carbon is present in high concentrations in more contracts than ever before due to the large num-



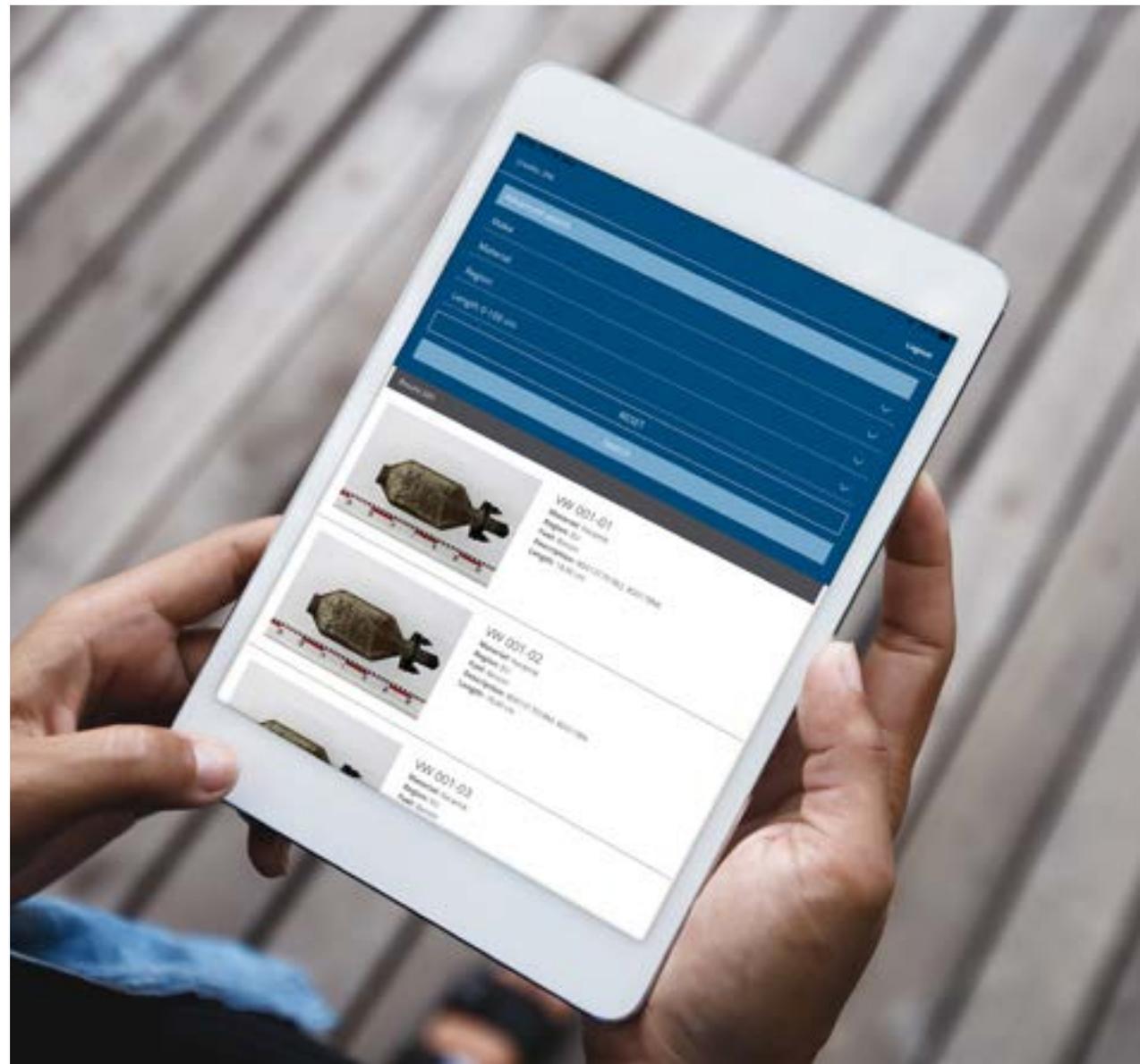
A much-requested, comparable tool for components containing precious metals from electronic scrap will follow in 2020.

Oliver Krestin, Managing Director

ber of diesel particulate filters containing SiC in the recycling process. This situation means that refiners do not accept this material or only accept it with high price mark-ups. The issue now faced is to find the optimal recipient for each batch based on the analysis. “Our contract evaluation tools help us to assemble material that suits the specifications. Parameters that can fall through the cracks in the analysis can be seen at a glance. If we then simulate shipments at the push of a button, the system immediately indicates whether the shipments correspond to the refiner’s specifications”, explains Sibyll Laubenheimer. A further analysis then shows how good the simulation is in the end result.

CONCLUSION

At various sectors in our value chain and at the customer contact points, we are looking intensively at whether we can improve processes with the aid of information technology. Here the focus is always on ensuring the digital solutions provide appreciable additional value for the customer.



INTERVIEW WITH SEBASTIAN HENSEL



General Manager, Hensel Recycling UK

Mr Hensel, with effect 1.1.2019 you became General Manager of the UK site. First, congratulations.

Thank you. It is gratifying that the senior management has expressed its confidence in me.

How long have you been working for Hensel Recycling UK?

I started initially as Sales Manager in March 2017 and then became Sales Director for a time.

How were you received by the team, the customers and also as a private individual?

After I left everything behind in Germany, it was necessary to develop social relationships in England, to find friends and to gain experience as to how everything works. The English are a really great nation: they are very helpful and open such that I had a strong sense of well-being and homeliness after a short time.

A youngster in such an important position – how have you been prepared for it?

I would like to thank Frank Rettinger warmly. In recent years he has built up the subsidiary; he also helped me to become familiar with my task and prepared the way for me - but I also owe my father a thank you. When

he entered the sector as a newbie a couple of years ago, we were able to support each other mutually with our experience and our knowledge. During my time as a trainee I obtained practical insights into all departments and got to know the company from the ground up. The close interaction between heads of department and the senior management was and is always an asset.

You are very athletic and were captain of an American football team. What did you learn from that experience for today's business?

I was of course not always a captain. First I had to work my way up from being a so-called rookie to become a valued team member and later named team captain. Particularly in sports, mutual respect and following the rules are essential. I am still a big fan of clear rules even now. As the captain of the team, and also as General Manager in a company, you have a role-model function and must show optimism and a will to win, even in difficult times. During my time as team captain I was able to gain my initial management experience.

What are the cultural differences in the way of working and the attitude to work between Germany and the UK?

In many respects, the English are much more relaxed and open than us Germans. This makes working together very pleasant. At the same time, I miss the clear structures that we have in German companies.

What is the attitude of customers to the German player on the market?

The customers quickly notice that things are a little different at Hensel Recycling UK compared to other recycling organisations. Everything is very clean on our site, we work transparently and with fair conditions. Many are positively surprised that we operate an open book policy, that is we show the customer or his sampler every step of the process, from the reception of the material, through processing, to analysis. This makes us unique on the British market and is also rewarded.

A look into the crystal ball – how will Hensel Recycling UK develop over the next 5 years?

I am optimistic that we will continue the momentum of recent years and we will be able to develop well. All in all, our processes are now established and we are an interesting partner for many companies due to our direct collaboration with refiners.

PROFILE

As a tourist there is a perception that Great Britain is already much further ahead than Germany on the subject of digitalisation – for example on the topic of paying by app. Are there platforms and online offerings in the precious metal market from which we could learn?

Some – some! Indeed, it is no longer possible to buy catalytic converters for cash in England. This is a good development, even though there are then always digital tracks. And all renowned competitors also have their own catalogue app similar to ours. This makes prices extremely transparent. However, I have not yet seen further digital networking in the value chain such that we as the customer can see the order status online at the refiner. That information is still all sent by classic e-mail.

Continuous discussions about Brexit – to what extent are these discussions harming the markets?

Various different scenarios are discussed, but none will produce a positive result for Great Britain. It is therefore correspondingly difficult to plan for what is coming. If there is a hard Brexit, people like me who come from the EU and work in Great Britain will need to apply for a visa in future. That could damage the economy if the many highly qualified EU citizens then decide to work somewhere else. And the current weak pound is also not particularly helping with commercial success in a country that imports more than it exports.

How is the collaboration with Germany?

We work very closely and very well together. It pays off that I know (almost) everybody in the company from my training; the channels for clarifying an issue are therefore short. It is pleasant when I make a telephone call; I have the feeling I am talking to friends.

A couple of words about Hensel Recycling UK as an employer: what makes the company attractive for employees?

Many of our employees value the family-like atmosphere. My office door is open to everyone and I am always more than willing to take the time to listen. We also offer more holidays than most British companies do. And to promote team spirit, we organise periodic team building events. I think these are definitely convincing arguments. Consequently, the turnover is very low. And the strong, well-oiled team is of course the basis for our success.

Many thanks for the chat and we wish you every success.

DATE OF BIRTH

09/04/1991

MY MOTTO FOR LIFE

Stay cool, stay fit

PROFESSIONAL BACKGROUND

Apprenticeship as model builder specialising in architecture
Apprenticeship in wholesale and foreign trade at Hensel Recycling
Business administrator

THAT'S TYPICAL ME

I am a real early riser and start the day with a round of sport

I WISH FOR

Continued success for Hensel Recycling UK

ROLE AT HENSEL RECYCLING UK

General Manager

I'M A FAN OF

Ice hockey, American football

I LIKE

Physical activity to clear my head

I LIKE TO LISTEN TO

Very different styles of music depending on my mood: it can be Rammstein, or it could be the Backstreet Boys

I DON'T LIKE

Unnecessary discussions

I RELAX BY

Sports

I LIKE TO WATCH

Crime series that are a little bleak, e.g. Dexter and Luther

MY STRENGTHS

I am very communicative and get along well with a wide variety of people

INTERVIEW WITH ANDREAS FRIESEN

CEO, Hensel Recycling North America



Congratulations, Mr Friesen! Since 1.1.2019 you have been CEO at Hensel Recycling North America.

Thank you. I am looking forward to this exciting task with all its responsibility and hope I will live up to expectations.

You have been with Hensel Recycling North America since 2013. What has changed since then?

Various technical projects have been implemented in the past six years. A couple of the highlights: establishment of a special laboratory for our catalytic converter library, modification of the shears to two-hand operation, development of a system for processing oxygen sensors, establishment of a station for processing industrial catalytic converters. Our portfolio has expanded immensely as a result. There have also been many changes in the area of personnel and organisation: we have been able to attract qualified, motivated employees to our company while adapting ourselves quickly to customer needs.

From Production Manager to CEO – how has your range of tasks changed? To what extent is your experience as a Production Manager helpful to you now?

Along with my actual task as Director of Operations,

that is the organisation, direction, optimisation and control of work processes and plants, I have always been involved in general topics and, above all, issues related to interfaces. In close collaboration with my colleagues, we shaped the basic principles for strategic and tactical decisions. These joint tasks have prepared me well for my position as CEO.

Is there a favourite project at Hensel Recycling North America that is particularly interesting to you personally?

Apart from the many interesting projects in the technical, commercial and sales area, the interaction with others is closest to my heart above all. Real teamwork and a constructive work atmosphere make it possible to implement complex projects. A positive corporate culture makes it easier to tackle day-to-day challenges and secures corporate success over the long term.

Hensel Recycling North America was founded ten years ago. Would you say our “German” company has arrived in the USA?

Definitely! Transparency, integrity and the quality of our service have bestowed on us a good reputation beyond the borders of the USA. It is not without reason that we

have the reputation of being the best metal foil converter processor in the USA. This is accompanied by the German engineering skills that are still well-received here. Our flexibility, excellent customer service, organisation as well as the tidiness and cleanliness in the production area do their part in improving our prestige.

Which challenges specifically characterise the US market and what are the differences to the European market?

We find ourselves in a complex and very competitive market. Along with a large number of market players, we face logistical challenges. Particularly in the area of ceramic catalytic converters, Hensel Recycling North America is in direct competition with refiners who have sampling systems and finance models. Amid a combination of new players, co-operation between collectors; recyclers and refiners are creating a very dynamic environment. Furthermore, the freight costs from the west coast to the east coast have reached astronomic prices and correspondingly reduced our catchment area to a certain extent. We are observing a further difference in precious metal price fixing. While in the USA the price is preferably fixed to the spot, on the European market we are noticing a preference for am/pm fixing.

PROFILE

Central and South America are also covered from the site in the USA. What is the current market situation?

In these regions we are having noteworthy successes with catalytic converters and electronic scrap. Members of our team speak the local languages and our logistics/customer service team is familiar with the customs and import regulations. This situation guarantees smooth processing. With a view to risk management, we only pay advances after receipt of the product. The long delivery times and the resulting expenses for financing represent the greatest challenges for the customer.

By the end of the year Hensel Recycling will introduce a new ERP program. The USA site will be one of the first to profit from this new application. What are you expecting from this system?

The ERP program is a massive project. I hope to obtain many advantages, not just for the operative area, but also for the senior management. I am looking forward in particular to the simplified precious metal inventory management for the customers as well as the prompt tracking of contracts. For the USA there will also be an integrated accounting system. In general I expect better real-time evaluations as well as greater transparency and productivity.

In Germany there is a skills shortage. Companies are therefore increasingly depicting themselves as particularly attractive in the fight for the best minds. Is this trend also apparent in the USA?

The situation is similar here. In 2018 the USA had an unemployment rate of 3.87 %, which is de facto full employment. Both the search for specialist staff and for reliable production employees is like an odyssey. The latter is a major challenge for our site.

What would you identify to possible candidates as the unique selling points for the company? How can our company impress new employees?

We are a dynamic, young team with flat hierarchies. We give employees responsibility at an early stage and in this way make it possible for them to develop further within the company. As a committed management team, we exemplify a positive corporate culture and welcome the new with open arms. Conversely: you must fit into the team, that is along with specialist competence you must also bring initiative and a friendly disposition.

Many thanks for the candid conversation and we wish you every success.

DATE OF BIRTH

05/05/1987

PROFESSIONAL BACKGROUND

Lathe operator
Industrial engineer

ROLE AT HENSEL RECYCLING NORTH AMERICA

CEO

I LIKE

Authenticity, humility, initiative and
commitment

I DON'T LIKE

Opportunistic behaviour

I RELAX BY

Spending time with my family and friends
Enjoying a cup of coffee with a good book
in front of my garage while watching the
sun rise on a nice summer morning

MY STRENGTHS

Perseverance, forgiveness, and a
willingness to help

MY MOTTO FOR LIFE

Attain wisdom, insight and judgement
Be sincere and honest; treat everyone
you meet with respect and
common courtesy

THAT'S TYPICAL ME

A good mood and my humour

I'M A FAN OF

WAWA (American chain of convenience
stores and gas stations)

I LIKE TO LISTEN TO

Not Forgotten - Phil King, Cody Ray Lee
I Won't Let You Go - [feat. Lauren Daigle]
by Switchfoot

I LIKE TO WATCH

All types of documentaries, comedies

JOBTEST

JOBTEST BY MARTIN & MARTIN

“We do IT support”



Hello, my name is Martin and I have worked for Hensel Recycling since August 2017.

I am also called Martin ☺ and have been here since December 2013. We do everything necessary to ensure hardware and software function correctly.

What is a typical working day?

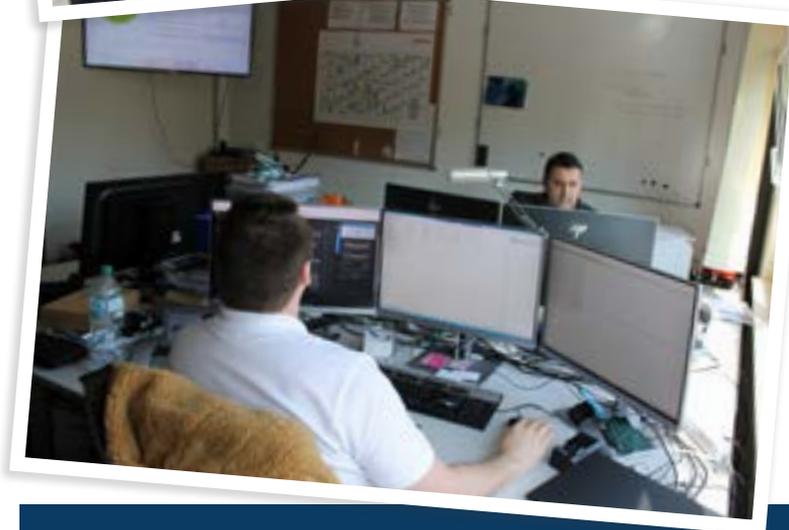
Our job is very diverse. We install and maintain hardware, answer questions from users and solve problems via remote maintenance or directly at a computer. The rollout of Windows 10 is currently in progress. With a total of 130 computers and even more portable devices - it is a truly large project.

Which challenges need to be mastered?

A day is always really difficult to plan. If a piece of hardware fails, fixing it takes first priority. Our job also involves a certain amount of research as hardware, software and operating systems often have „difficulties communicating“ after updates. That is to say, they are not perfectly compatible and we then have to find the problem in order to figure out how we can rectify it.

Do you also provide support for the IT systems on the international sites?

Yes, we replace the hardware there every three years. Depending on the size of the site and the complexity of the IT infrastructure there, this task can take three to ten days. This is always a great time for us also as we get to meet colleagues in the subsidiaries and then have a personal link to the person if you need to provide telephone support from Germany. Due to the large time differences, in this situation we need to be very flexible and sometimes work late into the night.



CONCLUSION

At Hensel Recycling everyone is aware that a functional, secure IT system is one of our success factors. For this reason there are regular investments in hardware, software and operating systems; we are always in a good position. Our job is to obtain the best from the available resources and to ensure everything runs smoothly. In this company with its family-style management and its pleasant team, this task is great fun.

“I think there is a world market for maybe five computers.”

Thomas Watson (1874-1956), Head of IBM

1941

The first computer was developed

Konrad Zuse (1910 – 1995), German civil engineer, inventor and entrepreneur, developed the first functional computer (program-controlled binary calculating machine), the so-called ZUSE 3, during the Second World War. His motivation: he was too lazy to do the calculations himself. There is a replica in the technical museum in Munich.

1969

This year the Internet is 50 years old

APARNET was intended to create a decentral network that connected US-American universities undertaking research for the Department of Defense. The decentral concept, revolutionary at the time, already incorporated the basic aspects of today's Internet. The connections were made over telephone lines.



“The Internet is just a passing fad!”

Bill Gates, 1993, Head of Microsoft

2000

Dot.com bubble bursts

From 1995 onwards many new businesses were founded in the area of Internet technology. Many investors hoped that the companies operating in these markets were „companies of the future“. In 2000 it became increasingly clear that the high-valued companies would not be able to meet profit expectations in the foreseeable future. The Dot.com speculation bubble burst.

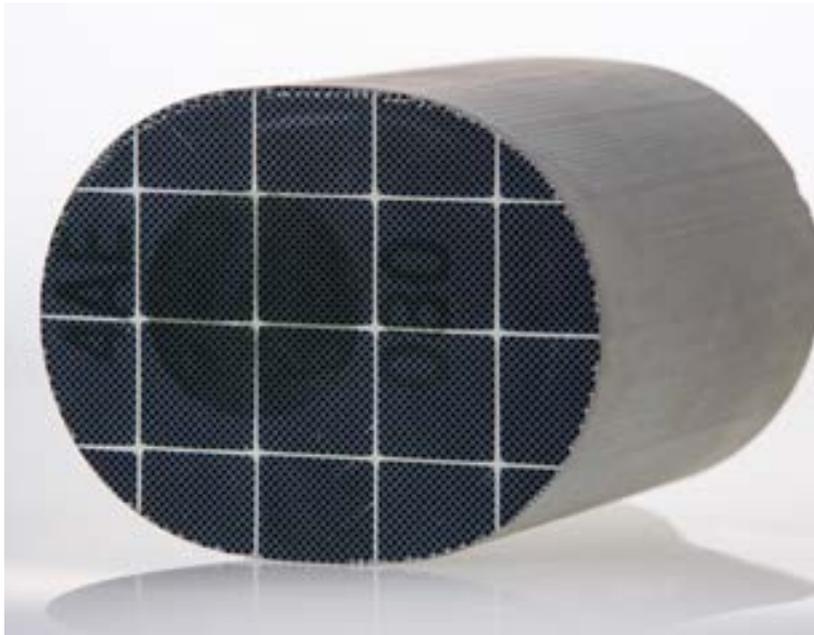
2019

Apps: Is this hype at an end?

In March 2019 there were almost 2.6 million apps available in the Google Play Store (approx. 2 million in the Apple Store). In March 2018 there were 3.6 million. (Statista March 2019). The reason is that the platforms are placing higher quality standards on the app providers and users penalise poor apps using the rating functions.

PRECIOUS METAL RECYCLING MARKET IS CHANGING

The recycling of precious metals is at a new high, however the industry is facing many challenges. This situation was clear at the IPMI seminar in Atlanta. The presentations on this topic generated a lot of interest during the well-attended event at which equally large numbers of representatives from the precious metal markets and the automotive catalytic converter recycling sector were present – starting from collectors, through processing organisations, to smelting facilities.



The presentation by Philip Newman from Metals Focus – a well-known consultancy and market research company in the sector of precious metals – primarily addressed the prospects for the supply of platinum and the supply of palladium from mines. He referred to the latest five-year forecast for platinum-group metals. The forecasts for the recycling of automotive catalytic converters were also an aspect here. The recovery of platinum from spent automotive catalytic converters is expected to increase by around 6 % this year and reach a new high of 1.4 million ounces. For palladium, a growth of 5 % to a record figure of 2.5 million ounces from automotive catalytic converters is forecasted.

For the future, according to Newman, it is assumed that the quantity of platinum-group metals from old automotive catalytic converters will continue to increase and reach new peaks. This assumption is a positive prospect for the sector. However, the automotive recycling sector is currently facing a series of challenges and these must not be overlooked.

Increasing technical challenges

One of the sector's challenges in the area of diesel particulate filters from cars became clearly apparent from the studies by Metals Focus relating to the increasing quantity of diesel particulate filters (DPFs) that contain silicon carbide (SiC). The carbon hinders the extraction of the precious metals during the classic smelting process. As a result, the material can only be processed by a few smelting facilities, which is already causing bottlenecks in some parts of the value chain. „The quantity of diesel particulate filters containing SiC in the recycling process will significantly further increase in the com-



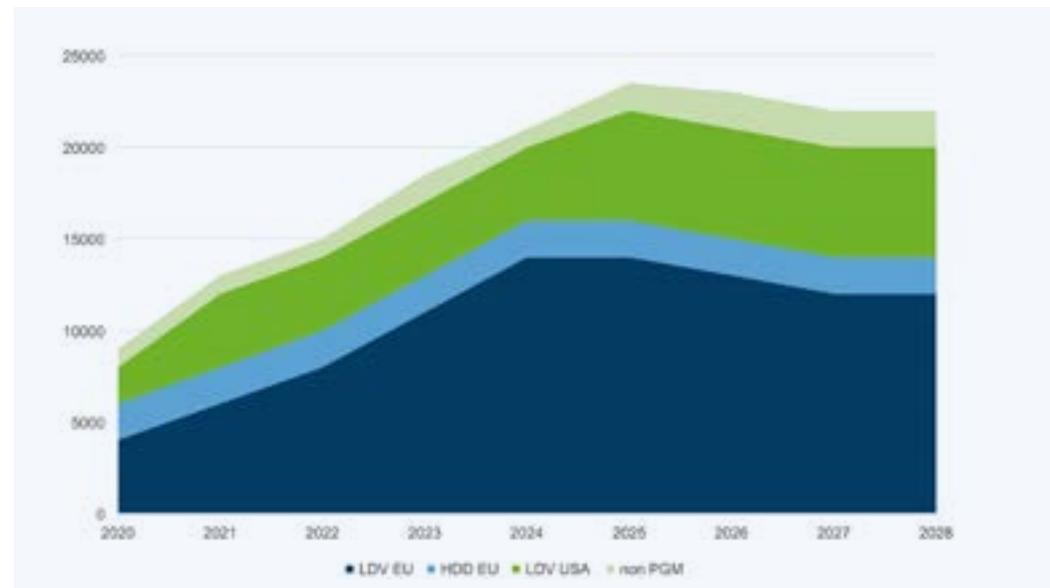
The quantity of diesel particulate filters containing SiC in the recycling process will significantly further increase in the coming years, we expect the high point in Europe in 2024, in the USA in 2025.

Oliver Krestin, Managing Director

ing years, we expect the high point in Europe in 2024, in the USA in 2025“, explains Oliver Krestin. From the point of view of a processing facility, he also drew attention to the growing complexity of the catalytic converters used in trucks. These can contain contaminants such as AdBlue residue and fibres. Metals Focus also sees this as an ever-greater challenge because the need for platinum for truck DPFs is continuing to increase – particularly in the growth markets.

Financing precious metals

The increasing volume of capital tied up in financing the collection and recycling processes was addressed by Newman and Krestin. In their one and five-year forecast, Metals Focus expects a powerful upward trend in palladium prices and a less powerful upward trend in platinum prices in the medium term. While this situation should be positive for the recycling volume, the increasing raw material prices will affect the cash-flow due to higher interest. In other words – recycling businesses will need to use more capital to purchase the same quantity of catalytic converters; this situation will further intensify with the increasing growth in automotive catalytic converter recycling.



Estimated Annual SiC-DPF Scrappage in metric tons
 Source: Umicore / Johnson Matthey / Hensel Recycling

INVESTMENTS IN THE FINEST MINDS OF THE FUTURE

Skills shortage, education crisis – if you believe the media, we are drifting toward a bleak future. Our experience is very different: a lot is being undertaken and as a company we are able to support various projects and contribute our competencies. Hensel Recycling makes use of a variety of opportunities - from primary schools to secondary schools. The children and young people of today are the colleagues of tomorrow.

Young people and technology – a project run by the Rotary Club Aschaffenburg

The “Young people and technology“ project is aimed at young, resourceful researchers. Here the pioneering and inventive spirit is kindled, particularly in primary school children. An example: wine corks, sewing thread, and other everyday objects are used to experiment and attempt to build a crane, a lifting platform or an electric motor. Work starts after a couple of introductory conversations. After a short period of time, the children are immersed in the creation of their exhibits and the end results are impressive.

Nationwide Girls' Day

The 19th Girls' Day took place in March. Businesses and organisations invited schoolgirls from the 5th grade upwards to find out about professions in the manual labour trades, engineering, IT, and sciences. Hensel Recycling was also involved again: in Obernau, the girls obtained first-hand information on the topic of precious metal recycling. Various departments, for example, production, the laboratory, sales, and precious metal trading were visited. The processes from sample receipt to sending results of the analysis formed the focus during the Girls' Day in the laboratory in Karlstein. The girls followed the individual

analysis steps of the XRF and ICP methods with enthusiasm. Some of the highlights were chemistry experiments during which the participants were able to get involved.

Junior Engineer Academy

Selected secondary schools are taking part in the Junior Engineer Academy program run by Deutsche Telekom Stiftung. The Friedrich-Dessauer secondary school in Aschaffenburg is involved. The two-year elective subject for the middle school conveys engineering and technical topics in a particularly practical manner. Part of the training strategy includes trips to companies. In this situation, Hensel Recycling welcomed a group of schoolchildren and a few teachers to the Karlstein site.

Different teaching methods were engaged to gear focus of the trip during with the intention of reinforcing the theoretical knowledge from the lessons.

Peter Lenz explained the precious metal recovery process for catalytic converters in detail to the “young engineers”. Based on individual material samples, the schoolchildren were able to see how a fine homogeneous powder is produced from the monolith block of a catalytic converter and how, in the end, the precious metals platinum, palladium and rhodium are recovered from this powder.

The first station during the tour was the plasma smelting furnace run by a business partner. Here the pyrometallurgical process was explained to the young people and they were able to experience the so-called “tapping” process live.



In the second part of the afternoon, the topic of precious metal analysis was covered in the IDO-Lab. Head of the laboratory, Orhun Dedeci, along with Lisa Uftring gave the young visitors their insight into the different analytical methods and, based on numerous examples, showed what is involved in achieving exact laboratory results.

“It is a pleasure to observe the enthusiasm and concentration the young people dedicate to the important topic of the future that is recycling and the new avenues they contemplate. We therefore also gave them various fragments with which they can experiment during their lessons”, explains Peter Lenz, Executive Vice President at Hensel Recycling.



ONE DAY e.V.

Help that gets there!



Making the world a little bit better is the vision of the non-profit association ONE DAY e.V. from Aschaffenburg. Founded in 2014, in the meantime 20 active volunteers support aid projects predominantly in Africa. The goal is to help people shape a self-determined future.

The projects run by ONE DAY

ONE DAY gets involved where help and assistance are needed the most. For instance, in Sierra Leone, orphans are given a life with foster parents and school financing. Young women who have been victims of sexual violence are offered a sanctuary, the costs of urgently needed therapy sessions, and covered hospital visits. In the project area in Kenya, school children from a slum are offered the chance to go to secondary school paid for in full by this program. Serviceable bicycles collected or discarded in Aschaffenburg are distributed and used in Namibia. Several local employees are receiving training on how to maintain and repair the pushbikes. In this way, ONE DAY not only creates jobs, but also gives the inhabitants increased mobility.

„HOPE“

The baby shelter “HOPE” was established in 2017. Babies from young girls up to the age of 17 who have suffered sexual violence are cared for in this project. This project also provides assistance for girls who may be overburdened and traumatised, which may cause them to neglect or be

unable to care for their babies properly. In cases such as these, the girls receive help with giving up their child so he or she can be cared for properly. ONE DAY provides initial care and organises local careers. The association ensures that the babies have a fair chance of getting a start in life. Ensuing from the successful introduction of the first project, a second baby shelter is now in progress.

Passion and commitment

To finance the individual projects, the association is of course dependent on financial support. Along with sponsorships and donations, a variety of charity events are held (for example a golf cup or art exhibitions). A very

special way of providing and showing support for this great cause is the online charity shop where T-shirts and bracelets are sold.

“The ONE DAY projects are run by people with heartfelt enthusiasm, passion and amazing commitment. Everybody gets involved to ensure that 100 % of the donations get to where they are needed the most. We are pleased to support this association and to be able to make our contribution!”, says Managing Director Clemens Hensel.

For more information about ONE DAY please visit: www.oneday.de



HAPPY BIRTHDAY

Two of our subsidiaries celebrated their 10th anniversaries in April this year.

Hensel Recycling Australia

Our Australian subsidiary in Carrum Downs, Victoria, represents the successful history of our company in Australia. What started with the collection and dismantling of automotive catalytic converters has developed into a company that now stands for advanced technical processes in the recycling of all kinds of materials containing precious metals including catalytic converters, oxygen sensors, diesel particulate filters, electronic components and many more.

Hensel Recycling North America

But also in the USA, Hensel Recycling is represented with its subsidiary in West Berlin, New Jersey, near New York, currently staffed with 28 employees. The market which is kept constantly in motion by technology trends, regulations and price fluctuations in the raw materials markets demands continuous optimisation and entrepreneurial skills on part of the companies. In recent years the team of Hensel Recycling North America has proven time and again that it has the necessary pioneering spirit to set standards in the industry.

We warmly congratulate them and wish our colleagues continued success and all the very best.



TIM BRÄUTIGAM



Tim Bräutigam has already won the Hensel Recycling Churfranken Triathlon four times. He is now training for Ironman Frankfurt and hopes to qualify for the legendary Ironman Hawaii.

Date of birth 03/05/1992

Greatest triathlon successes

- 4 time winner of the Hensel Recycling Churfranken Triathlon
- Sponsored to the 2nd and 1st national triathlon league with TSG Kleinostheim
- Finished in 3rd place at Ironman Italy 2018 in Emilia-Romagna

What I really like about triathlon

The thrill before each race and that you can explore your limits.

My strengths

Mental: I never give up. Physical: definitely swimming!

How do I prepare for a competition

Two days before I allow myself to have a day to rest. One day before, I go for a short swim or run and test whether everything is in order.

The critical point during the triathlon is ...

During Ironman, the critical factors are the last hour on the bicycle and the 25 kilometre run. In the national league, everyone starts at the same time and has the same high energy level. If a lot of competitors reach the buoy at the same time, it can then get pretty tight as you swim around that buoy.

My next triathlon competitions

- Olympic distance in Buschhuetten
- Ironman Frankfurt
- Hensel Recycling Churfranken Triathlon

What I want to achieve at Ironman Frankfurt

I am aiming for a finish time under nine hours with the hope of qualifying for Hawaii. Depending on the performance of the other competitors in my age group will determine if the time is good enough to qualify.

What I really like about the Hensel Recycling Churfranken Triathlon

It is the first triathlon I have finished and my motivation for devoting more energy to the sport as a result. It is also nice that I know many people on and off the course. The course also passes through my home town of Grosswallstadt, therefore, I have a special affiliation with this triathlon. The Hensel Recycling Churfranken Triathlon is a very well organised event compared to other events of similar size.

This is what I do when I am not training

Working, studying, going out with my girlfriend and friends as well as travelling. There is not a lot of free time left with around 16 hours spent training per week.

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BE THERE

The Hensel Recycling
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starts for the 11th time
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CHURFRANKEN
TRIATHLON



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