



A K T U E L L

No. 65 | Spring/Summer 2020

Information for customers and staff

**Retain reliability –
design something new**

*New BA 916 replaces
previous BA 915*

**For individual professional
solutions**

JENZ optimises product structure

**BA 725 EL -
plug instead of pump nozzle**

*AVA Abfallverwertung Augsburg
relies on JENZ Individual Machine*

JENZ used machines

*First class straight from the
manufacturer*



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Dear readers

Who would have thought that our social life could change so much within such a short time. The Corona crisis is affecting the world in a way that probably nobody would have expected.

The complete lockdown on 23 March was certainly the right step. However it is now becoming more and more apparent that "the safeguarding of life", as German Bundestag President Schäuble put it, "cannot be placed above everything." The economy must be carefully "rebooted" up from the lockdown, otherwise the collateral damage will be more severe than the damage from the virus itself.

Interest in working machinery naturally declines in the extreme situation caused by the corona crisis. We therefore suspended publication of the spring edition of JENZ News. But now times seem to be changing and things are getting back into gear. So far JENZ has come through the crisis unscathed. Although our suppliers temporarily shut down production or reduced capacity, we have been able to maintain production and spare parts supplies almost without interruption. And we have good reason to believe that this will continue to hold true in the coming weeks. On your - i.e. the customer - side we are observing a mixed picture. The demand abroad with our international exclusive partners is closely linked to the economic development of the individual nati-



onal markets and is developing differently. In Germany, our customers' order situation appears to be largely good. One thing is quite clear: even if the debate on climate change seems to have receded into the background due to corona developments, a change in the way society thinks and a stronger focus on the use of renewable energies, such as woody biomasses, will continue to provide stability for our industry.

At the IFAT, which has now finally been cancelled, we would have liked to present you our latest innovation: the new BA 916 D. We have again put the driver at the centre of attention during further development. A detailed product presentation and other interesting reports can be found on the following pages. I do hope you enjoy reading this newsletter, and I'd like to combine this with the most important message of the current times: stay healthy!

Your

Oliver Klumpen-Becker



Retain reliability – design something new

New BA 916 comes with sophisticated technology and at the same time perfectly adapted to the operator

Petershagen (ghm.) Whether it's climate change, bark beetles or the current corona crisis - many external factors are influencing and changing the biomass market within a very short time. Especially in these times of change and shortage of skilled workers there is a need for a machine which covers a wide range of applications, can produce differentiated raw material and at the same time is equipped with intelligent solutions. A flexibly applicable and user-friendly shredder can be decisive in shaping the economic situation of a company. The BA 915 has been relaunched on this basis and is again setting new standards in terms of eco-

nomy and ease of maintenance. What has changed and what advantages does the successor BA 916 offer? We took a look behind the scenes of the innovation process and questioned the project team in more detail.

Dominik Meden *Project Manager Development*
Georg Haverkamp *Project Team Member Control*
Manuel Barg *Project Team Member Hydraulics*

JENZ News (JN): Why did JENZ decide to relaunch the BA 915 as the BA 916?
Dominik Meden (DM): „The BA 915's enormous economic efficiency and its innovative maintenance concept are very popular. This is shown by the fact that

about half of all biomass processors produced annually come from the BA 915 series. The statutory engine conversion from Stage IV Final to Stage V left enough leeway to further enhance the shredder's strengths. In principle, however, the entire project phase was still based on the motto "Retain reliability – design something new."

JN: If we look at the BA 915 in the past and the BA 916 today, what has especially changed for operators?

Georg Haverkamp (GH): „The inner values provide the added value of the new BA 916. Although the successor to the BA 915 has hardly changed optically, the new model is no longer recognizable during eve-



Detailed testing under real-life conditions:

Manuel Barg, Georg Haverkamp and Dominik Meden (from left) evaluate the test results of the new BA 916.

ryday operation because of the numerous detailed improvements. The **innovative easy2 controller**, which has already been used in the chipper for the last three years, and the additional keypad (the **easy2HOTKEY-Box**), have already proven themselves in our BA 615. **Unique driver assistance systems**, used for the

The inner values provide the added value

first time in a biomass processor, provide more support during everyday work. In addition to the assembly and disassembly assistants and the GFA draw-in

control, the maintenance assistant ensures even faster and easier opening of the outfeed. The advantage is that daily work with the shredder is more comfortable and supportive than ever before."

DM: „When it comes to user-friendliness, we are drawing on our existing knowledge. There are already new concepts, in which the operator is more even more at the focus of attention, in the chipper product group. We wanted to achieve the same for the new shredder.

This means that the **sideways-swivelling maintenance access** is extended by an integrated **professional tool system** as standard. The swivelling toolbox enables the operator to have direct access to tools and spare parts during maintenance. There is no need for tiresome carrying around and the maintenance time is reduced enormously."

JN: *Man and machine - both must form a unit so that the machine can be used even more economically. How does the BA 916 combine man and machine?*

GH: „In the past, communication between operator and machine in the BA 915 was only one-way. Thanks to the new **easy2CON-**

NECT radio remote control with active status feedback, man and machine now communicate on an equal level. An integrated display with status indicator on the easy2CONNECT ensures that all functions and processes can be monitored. LED status lights on the engine compartment cover signal the operator from a distance whether the machine is ready for operation, a fault has occurred, the tank is empty or the machine is in standby mode."

DM: „The machine has to be set up very differently depending on which material is to be processed or what final quality is required. This does not just require time, but also a certain amount of know-how. The solution: **programmable shredding modes**. These are pre-set at the factory but can be individually adapted to the desired starting material by the operator. Anyone who frequently processes green waste, for example, can now call up the optimum machine settings at the touch of a button. As a result, valuable time can be saved and the machine can call up its full output independently of the operator and always produce consistent quality.

A new feature in this context is that the top roller preload pressure is adapted to the respective modes. This causes the roller to act against the material either in a strongly compressive or floating manner."



RETAINING *Reliability*

Upgrade:
Stage V motor
generation



Powerful Mercedes
Benz engine with
530 HP

Upgrade:
Opening at the push
of a button



Convenient maintenance access with
sideways-swivelling
outfeed belt



Folding outfeed belt
with discharge height
of 4400 mm




Simple replacement
of two-piece screen
basket

JN: *The focus of further developments was primarily on the operator. However the profitability of a machine cannot be ignored, especially in the current difficult economic situation. How was this taken into account during the innovation process?*

Manuel Barg: „During the first trial runs we realized that there were still development opportunities for exploiting the full potential of the machine. Idle time particularly reduces the efficiency of the shredder. The answer is the **speed function**, which can be activated at the push of a button. Bulky material is catapulted directly under the infeed roller and is therefore drawn in more quickly. The acceleration is cancelled by releasing the speed button and the draw-in speed is reduced again. In addition the **cooling performance is significantly increased** and the draw-in behaviour is significantly improved thanks to a new hydraulic system.“

DM: „The constantly changing conditions on the biomass market not only require enormous adaptability on the part of the manufacturer but also the machinery fleet. This means that biomass producers must be able to react to these constant changes and still be able to offer high-quality material all year round. The BA 916 D is designed exactly according to this principle and offers even more flexibility with regard to the starting material due to its wide range of applications. **Biomass fuels** for combined heat and power plants can be produced in addition to **composting and substrate preparation**. This is made possible by converting the tool fittings from free-swinging to fixed or vice versa. Additional rotor exchange is not necessary. In a nutshell: the new shredder presents itself as **technically sophisticated** and **perfectly adapted to the operator** at the same time. The result: fewer emissions with simultaneously **more aggressive draw-in behaviour** and further **increased productivity**.“



Uncouple the machine

easy2

setup assistant at the push of a button

ready for action

[illegible]

- with easy2TOUCH display and easy2HOTKEY-Box keypad for fast machine operation
- extended diagnostic options



- LED status lights on engine compartment cover show machine status from a distance



- setup/dismantling assistant
- GFA draw-in regulating system
- maintenance assistant
- programmable shredder modes, factory pre-set



- active status feedback via display
- integrated loading tray on the machine
- additional loading tray for wheeled loader/excavator



- swivelling toolbox
- direct access to tools and spare parts
- including compressed air connection and screw-driver and work lighting

Chippertruck as series machine with extensive equipment options. Shown here with Professional Line package (for report see JENZ News issue no. 64).

For individual professional solutions

JENZ optimises product structure and introduces „JENZ Individual“ product category

Fourth generation in the JENZ family business:

Brother and sister Hans Heinrich Hermeier and Elisabeth Holland currently head the Product Management and Marketing departments.

Petershagen. The JENZ product range includes woodchippers and biomass processors in different versions. The product structure has now been revised and a completely new category has been introduced with the JENZ Individual product category. Hans Heinrich Hermeier (Product Management) and Elisabeth Holland (Marketing) explain the basic considerations behind the product range realignment.

JENZ News (JN): Why has JENZ decided to revise the product structure?

Elisabeth Holland (EH): Revising the product range is actually a perfectly normal process. It is completely natural that market requirements and customer needs change from time to time and as a manufacturer you have to react to this. We have established this with our products as well.

JN: How exactly could this development be observed?

Hans Heinrich Hermeier (HHH): Take our Chippertruck, my favourite product: We have noticed time and again that the companies and drivers have optimised the machines a little further with their own individual solutions. As my team and I have also driven many demonstrations ourselves recently we were able to understand the motives. We have taken this as an opportunity to rethink and further develop the machine in terms of driver focus and serviceability. This has made some options obsolete, but most importantly many new ones have been added.

JN: Does this mean that customers can now configure their machines individually on the basis of a much broader catalogue of options?

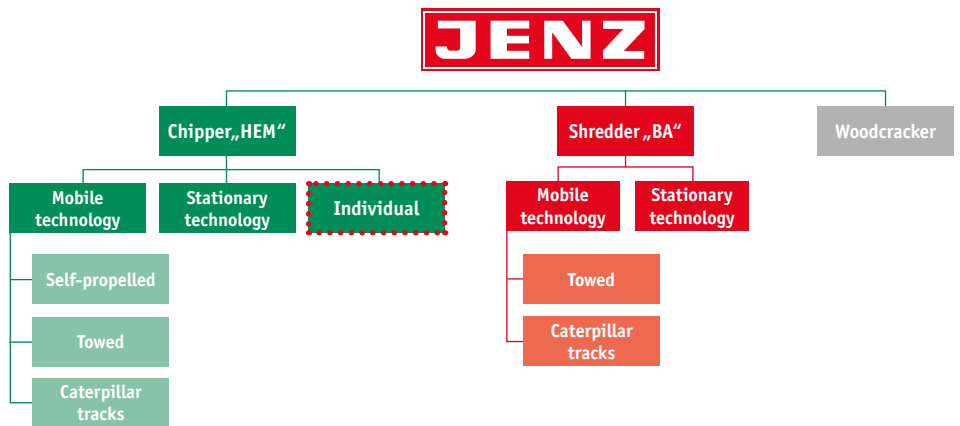
EH: Exactly. Let's stay with the **Chippertruck series:** here the number of available options is now more extensive than ever. This allows the chipper owner to configure the machine even

better according to his requirements. At the same time, we have removed machines which are now seldom in demand from our product range. As a result, the program has been streamlined and is now leaner. Please refer to JENZ Product Guide no. 10 to find out which machines are in our series programme. Should a customer have an enquiry which cannot be covered by our current product range, it will be processed in the new "JENZ Individual" category.

JN: This product category, i.e. "JENZ Individual", was not previously available from JENZ. What's it all about?

HHH: JENZ Individual projects are customer-specific solutions. We have always built this type of project - it's in our blood, so to speak. However, we are now separating them by name from our regular product range because the processes are completely different. As a rule, such special projects require significantly higher support costs and also differ from series machines in other respects, e.g. with regard to delivery time or availability of spare parts.

EH: In effect, this means for the customer that if there is a machine requirement which cannot be met by the current JENZ product range, it is still worth ma-



The JENZ range is even more clearly presented thanks to the new structure. The "JENZ Individual" product category characterises customer-specific original solutions offered individually by JENZ as a special-purpose machine manufacturer.

king an enquiry via JENZ sales. We then check the realisation of an individual solution and take a joint look with the customer to see what can be achieved. This is then a JENZ Individual project.

JN: What exactly are these machines?

HHH: For example machines with conveyor belt and blower or a mobile e-machine like the one from AVA Augsburg, which is reported on separately on this issue of the magazine. A BA 725 with electric motor,

2-axle chassis and integrated, permanently installed switch cabinet is not available in the regular JENZ machine range - and incidentally not anywhere else on the market. We have designed this project tailor-made for our customer.

JENZ
// individual

Chippertruck as JENZ Individual project:

This machine was equipped with conveyor belt and fan by individual customer request.

BA 725 EL - plug instead of pump nozzle



AVA commissions second electric biomass processor and relies on JENZ Individual Machine



Permanently installed control cabinets on the machine give the BA 725 EL at AVA Augsburg more mobility

Augsburg (ghm). When the Augsburg citizen disposes of his organic waste in the organic waste bin he will more than likely be using it to heat his home in the near future.

Integrated in the process chain is the BA 725 EL, an entirely custom-built machine in the "JENZ Individual" product category. The following pages will tell you what makes the biomass processor so special and what role it plays in the process chain.

Since the beginning of 2014, AVA Abfallverwertung Augsburg has been operating a new organic waste fermentation plant with the aim of producing environmentally friendly energy, liquid fertiliser

and quality compost from organic waste. "The energetic potential of organic waste is enormous and it should not be wasted", emphasised Thomas Kiesslich, Technical Officer Machine Technology. After all, the biogas produced in-house and refined to natural gas quality is sufficient to supply over 3,900 households in and around Augsburg with energy. The material used to operate the plant comes from the organic waste bins in the Bavarian city of Augsburg and the surrounding districts. Basic preparation of the material begins as soon as it is delivered. An electrically operated JENZ BA 725 EL biomass processor equipped with fixed easycut flails is in use. "We decided to install fixed tools in

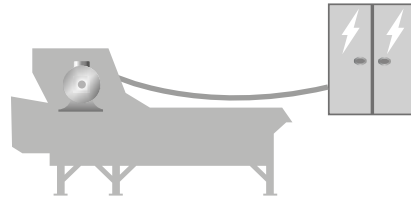
order to avoid excess lengths. Unfortunately there are frequent cases of impurities such as plastic in the delivered material. The use of easy-cut flails is essential to ensure that the impurities are not fragmented too finely for the downstream process and possibly still get mixed into the end product," explained Mr Kiesslich. The downstream star screen sorts out impurities to guarantee almost complete separation of the material. This is decisive for producing the end products, especially high-quality compost. "After all, it is even approved for organic farming and has received several awards," reported Mr Kiesslich proudly.



Technology in detail with Thomas Haßfeld

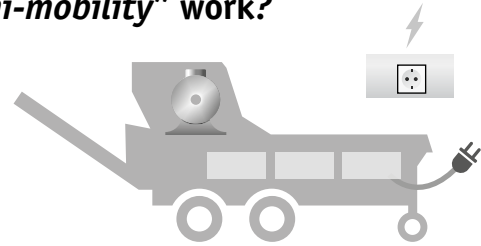
Construction Engineer
Electrical Department

How does the principle of „semi-mobility“ work?



Series machine: BA 725 E

- Robust steel substructure
- external stand-alone control cabinet away from the machine (height x width: 2.2 m x 1.8 m)



JENZ Individual: BA 725 EL

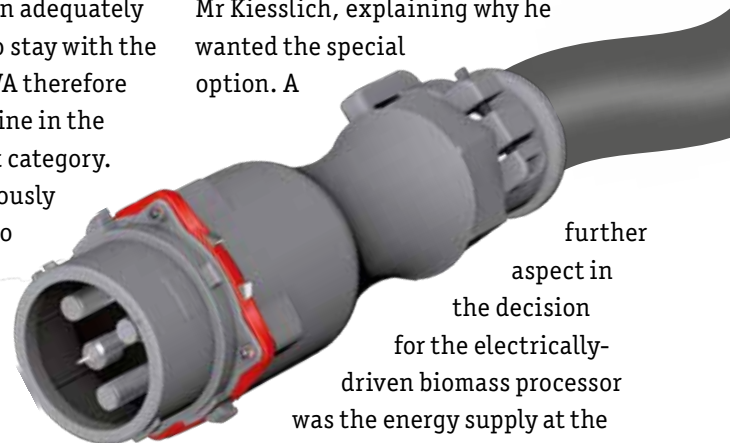
- two-axle chassis
- 5 permanently installed control cabinets on the machine
- This requires extension of the belt tray
- Power supply: two large supply cables, permanently connected to the machine

JENZ Individual: Electric and mobile

More than ever the mechanical engineering industry is currently focusing on the use of electric motors. AVA Abfallwertung Augsburg recognized the potential of mobile electric machines several years ago and ordered the AZ 55 E, one of the first shredders available as an electric version, in 2003. In 2013 upgrading the composting plant required complex conversion of the shredder. An increased overloading height and a hydraulically lowerable outfeed belt in addition to a second axle were necessary to meet the new requirements on the new fermentation plant. In 2019, 16 years after initial commissioning, the shredder was no longer able to fully meet the stringent requirements on the production of high-quality biological compost, which meant that the machine

had to be replaced. AVA once again opted for an electric version of the new machine and selected the BA 725 EL. Usually this machine is factory-built on a steel framework. However, since the previous AZ 55 E with two-axle chassis had proven itself more than adequately in the past, AVA decided to stay with the mobile electric version. AVA therefore decided on a special machine in the "JENZ Individual" product category. "The BA 725 was not previously available in this version, so this is a solution specially designed for waste management", explained Helmut Krammer from JENZ Vertrieb Süd, who has been advising AVA since the first machine. "The old AZ 55E as well as our new machine are used in an incoming materials

plant. A semi-stationary machine gives us the flexibility to move the machine away from its workplace quickly and easily. All cleaning, maintenance and repairs can be carried out more easily than with a stationary machine," said Mr Kiesslich, explaining why he wanted the special option. A



further aspect in the decision for the electrically-driven biomass processor was the energy supply at the plant. "We are completely supplied with energy from the neighbouring waste heat and power plant, so it makes sense to connect our shredder to this sustainable energy cycle as well."



Electric shredding with the AZ 55 E - it started with a single-axle shredder in 2003. Changing requirements forced JENZ Service to convert to a two-axle shredder.



Incidentally, the BA 725 EL achieves its mobility with more than just a two-axle chassis. Unlike the standard version, the control cabinet of this shredder is permanently installed on the machine. "The machine can therefore simply

be moved to its place of work and only needs to be connected. Just like the saying: plug in and go", said Mr Krammer, who is looking forward to further excellent cooperation with the AVA.

Delivery hall:

90,000 tons of organic waste and green waste annually
Coarse preparation by JENZ BA 725 EL
Removal of impurities through star screen deck

Buffer storage:

coarsely processed and separated material

Mixer:

Material is liquefied and preheated

Fermenter:

Fermentation thanks to optimal temperature conditions
Reduction of unwanted biological substances such as weed seeds
Production of raw biogas (main components methane and CO₂)

Gas canopy:

Collection of raw biogas

Biogas treatment plant:

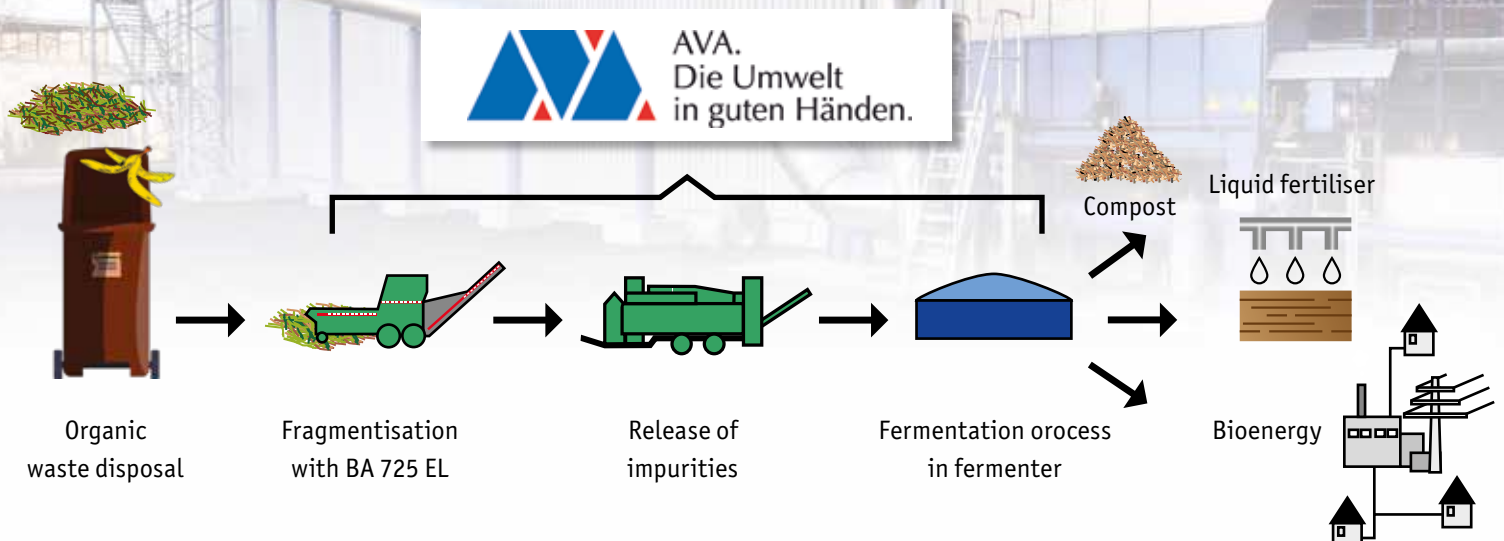
Separation of raw biogas into organic natural gas and CO₂
• Organic natural gas is fed into the public supply network
• CO₂ is liquefied and further marketed as a technical gas or used for waste water neutralization

Fermentation residue separation:

Solid components are converted into high quality compost
Liquid fermentation residue is converted into odourless organic fertiliser

HELPING CLIMATE PROTECTION:

- approx. 4,000 households are supplied with renewable energy
- minimization of CO₂ emissions by 5,000 tons annually



JENZ used machines – first class straight from the manufacturer

Overhaul categories provide more transparency when buying your used machines

JENZ used machines - MINI SERIES

Part 1 - First class straight from the manufacturer JENZ maintenance categories ensure greater transparency when buying

Part 2 - Important criteria when buying used machinery - what to look out for when buying used machinery

Part 3 - Used machines in practical operation: JENZ customers report on their experiences

Petershagen (ehe). Whether as an entry-level machine or during expansion of the existing machine fleet - JENZ used machines can be an attractive alternative to buying a new machine. On the following pages we explain the opportunities and risks you should be aware of when buying a used machine and how JENZ's used machine concept helps to reduce uncertainty.

Weighing up opportunities and risks

Every investment decision needs to be well-considered. Opportunities and risks must be carefully weighed up when purchasing used machines as well. "A used machine is not a new machine - so there is always a measure of uncertainty. After all, you can never be 100% sure how the machine has been operated and looked after previously", explains Nina Brinkmann, who is responsible for looking after used machines in the JENZ

office. But there are also advantages: "Used machines which the customer buys from us are usually only a few years old and mostly first hand. This means that they are generally far below the average total running time of 15,000 operating hours. However, the purchase price is proportionally lower and the machines are usually available at short notice." This makes a purchase extremely attractive, especially for limited investment budgets and short-term requirements.

New or used?

Minimise risks using JENZ overhaul categories

JENZ has successfully been using different overhaul categories in order to reduce uncertainties to a minimum when buying a used machine for many years now. A distinction is made between processing level 0 (sale without processing) up to 3-star processing (machine generally overhauled, ready for operation and in good condition). "Preparation in these different stages is carried out by our service department, in other words by experienced fitters. Furthermore the customer can be sure that only original JENZ spare parts are used, and we provide a six-month guarantee on these. This ensures increased operational



reliability and has a positive effect on the repurchase value if a sale is made at a later date," explained Ms Brinkmann.

Using Internet information services

Anyone wishing to find out more about the current JENZ used machinery range will find what they are looking for on the JENZ homepage. "We advertise our own machines as well as those ordered by customers at <https://www.jenz.de/gebrauchtmaschinen/>," explained Ms Brinkmann. "We are also represented on the Mascus platform." Platforms like this make marketing much easier, especially internationally. "The following must also be taken into account when buying a used machine: Anyone who buys a used JENZ machine today can still resell it later at a reasonable price if they provide appropriate care and maintenance with JENZ original spare parts - modern media makes communication with interested parties much easier."

Classification

0

Sale without preparation

★

Machine factory inspected and ready for operation

★★

Machine factory overhauled, ready for operation and in good condition

★★★

Machine generally overhauled, ready for operation and in good

The JENZ product classification characterises customer-specific original solutions offered individually by JENZ as a special-purpose machine manufacturer.

Used - as new Preparation in JENZ Service

The first impression: many factors such as operating hours, age, operating conditions, care and maintenance provide information about the condition of the machine



Incoming inspection: The actual condition is determined by JENZ Service and the defined processing level provides information about the condition of the machine



Dismantling: The machine is disassembled, necessary components are overhauled or newly ordered depending on the processing stage



New or reconditioned original JENZ spare parts are fitted (e.g. replacement of belts, lubrication of bearing points etc.)



Functional and visual inspection: Machine is adjusted and a trial run with material takes place



Ready for collection: factory-reconditioned mobile chipper with warranty





JENZ information - you decide what you read.

Basic data protection regulation, digitization and climate change - current legal requirements and social megatrends require a rethink - also with regard to delivering important company and product information. At JENZ this includes service and maintenance information via the **service newsletter**, but also the **JENZ News customer magazine** and **invitations to important trade fairs and events**.

In the future, we would like to provide you with our information in an even more focused way and will therefore be reviewing your contact information in the near future. You will receive an e-mail from us with the relevant information within the

next few weeks. Take advantage of this opportunity and check whether your contact details are correct so that you can receive the right information at the right time in the future.

Have you already decided you would prefer to read the customer magazine digitally in order to protect the environment and conserve resources? Then download the free JENZ App from the Google Play Store or App Store.

The benefits of the JENZ App for you:

- ✓ When JENZ News is uploaded you receive an immediate push message - so you never miss the latest issue again!

- ✓ All JENZ company information is available to you at any time, mobile and ready to hand on your mobile phone
- ✓ You protect the environment since the valuable resources used for printing and dispatching the customer magazine are no longer required

You decide ...

- JENZ Service Newsletter
- JENZ News customer magazine
- Invitations to trade fairs/events

Trade fair year 2020 - cancellations and postponements

The corona virus also has a significant effect on JENZ events in 2020. Both internal events such as the annual JENZ dealer conference as well as trade fairs in the industry have been cancelled.

IFAT Munich

Cancelled

KWF conference in Schwarzenborn

Hesse: postponed until 30.06.2021

Karpfhamer Festival

Cancelled

brief +++ news in brief +++ news in brief +++ news in brief +++ news in brief +++ news in brief +++

Aribert Raschpichler hands over to successor

After 20 years at JENZ **Aribert Raschpichler**, Area Sales Manager for the eastern sales region, took his well-earned retirement on 1 May 2020.

We welcome **Sören Stutz** to the JENZ team as the new Area Sales Manager for the eastern sales area.



tern sales area. The sales territory was handed over to the 30 year old, who can already look back on several years of practical experience with JENZ machines, at the beginning of the year. You can reach Mr Stutz by calling the mobile number 0171 / 971 63 55.

Albrecht Hahn ends „extra time“

Albrecht Hahn, responsible for the national markets of Spain, France, Italy, French-speaking Switzerland and South America at JENZ, also retired at the end of the year. Al-



brecht Hahn had worked as a freelancer for JENZ for more than 20 years and, after the serious building fire in 2016, he extended his contract with „extra time.“

Christian Klüppel, who has been working for JENZ since 2011 and has international sales experience, is currently in charge of the associated markets.

We would like to thank Aribert Raschpichler and Albrecht Hahn for decades of successful cooperation and wish them all the best for their retirement!

Finnish delegation visits JENZ

Tervetuloa (Finnish: a warm welcome) was the motto at JENZ on 17.02.2020. A Finnish "Wood Energy" working group consisting of scientists from various Finnish universities, but also company representatives from the Finnish boiler industry and

organisers of the FinnMetko forestry fair, visited Petershagen. The visit was initiated by Carsten Brüggemann from the Lower Saxony Chamber of Agriculture. The visitors followed the information on the company's development and the subsequent tour of the plant with great interest, during which the company's own woodchip heating system and the topic of woodchip quality were thoroughly reviewed.

