

# SICON's success built on 'staying one step ahead'

'For SICON, 2016 has been a good year so far,' says managing director Heiner Guschall. At the same time, it has certainly been challenging given that many customers in the steel and also scrap industry have been struggling with the difficult economic environment. But challenges are also an opportunity - an opportunity we are seizing with both hands by supplying cost-saving solutions so that we can help our customers to overcome this situation better. In these times Upgrading Systems become more important and we have the right approach by designing individual Upgradings to the existing systems of our customers to help them getting one step ahead by decreasing necessary capex and optimizing revenue streams.'

**S**ICON stresses that all of its solutions are specially designed to help customers either to reduce operational costs or to maximise the revenue stream. 'We work intensively to reinforce and improve the reputation of shredded scrap and to make it a desirable product for steel plants,' Guschall asserts. ScrapTuning is cited as an effective approach to realising this objective.

## Sensor-based sorting 2.0

'Sensor-based sorters are part of any non-ferrous downstream but they are not the solution for achieving total metal recovery,' Guschall argues. 'Especially in the US, we see many inefficiencies in plants with multi-sensor sorters.' In most cases, he suggests, the number of sorters can be reduced significantly by introducing some mechanical processing.

'An additional benefit of mechanical processing - such as air sifting using SICON's Air



Sort - is improved product quality,' Guschall explains. He also observes that many operators are not controlling the energy efficiency and product quality stability of their plants. 'SICON designs customer-tailored solutions which produce marketable final products, also from the non-Zorba metals,' he points out.

The next generation of sensor-based sorters was introduced by SICON and sesotec in the spring of this year. Guschall predicts that the industry will see sensor-based sorting systems replace any wet process sooner rather than later. 'Therefore, we are planning on introducing significant new developments to the market in 2017,' Guschall reveals.

## Focus on R&D

'Our solutions are based on practical experience,' SICON's managing director underlines. 'This means that we are always in very close contact with our customers. Essentially, our ambition is to learn from our customers so we can achieve constant product and process improvement. Naturally, all our efforts are based on intensive research and development projects, which give us the chance to implement the latest technologies.'

Guschall stresses that a company such as SICON is required to invest significantly in R&D initiatives and to strike up partnerships with innovative companies and universities. 'For example, we work in close co-operation with the universities of Siegen and Clausthal as well as with the Volkswagen Group,' he says. 'Generally speaking, we have three or four R&D projects running at any one time. Success means not only having satisfied customers but also having a solid financial basis for the company in order to set up big R&D projects.'

**SICON MILESTONES**

<p><b>1998:</b> Formation and beginning of its co-operation with Volkswagen/joint development of the VW-SICON process based on numerous patents.</p> <p><b>2001:</b> Operation of its own demonstration plant on the premises of Belgian Scrap Terminal NV, Kaillo/Antwerp.</p> <p><b>2006:</b> Supply of the first processing plant in Europe and start-up of the first VW-SICON plant in Austria, which is still the standard for automotive shredder residue (ASR) processing in Europe.</p> <p><b>2006:</b> German BDI Award and European Business Awards for the ASR Separation process.</p>	<p><b>2007:</b> EcoGlobe Award for the ASR Separation process.</p> <p><b>2010:</b> Supply and installation of the first of the more complex plants in the USA.</p> <p><b>2012:</b> Foundation of SICON America, LP and SICON Service, Inc.</p> <p><b>2013:</b> SICON is awarded as one of the 10 most innovative companies in Germany.</p> <p><b>2014:</b> SICON is one of the 8 German companies with best recycling contribution.</p> <p><b>2015:</b> SICON is German National Champion in European Business Awards.</p> <p><b>2017 (scheduled):</b> Opening of a complete new technical centre at Hilchenbach.</p>
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*Sicon Plant with  
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### Maximising global reach

Thanks to its solid reputation, SICON is providing its solutions globally to the metal scrap and steel industries. 'We are not restricting ourselves to a certain market, though I believe the strongest interest is in Europe and the USA,' says Guschall. He acknowledges the importance of continuing to boost the brand name, especially in markets where advanced technology could make a big difference.

'SICON is still expanding,' he states. 'I can say that we have built a network of experienced salesmen and representatives all over the world.' The most recent expansion was into the Middle East where the first plant is currently being constructed, he notes.

### High-tech motivation

Such developments are a silver lining in what is generally a tough scrap market. Dwelling on the economic aspects of the business, however, Guschall is able to rationalise and remain focused on what matters most: advanced technology.

'Sure, the economy is challenging, but we cannot change markets,' he says. 'Ultimately, we need to supply what customers need in such markets. At SICON, we strongly believe in the recycling of ferrous and non-ferrous scrap, and we believe that good times will come back.' To this he adds: 'Besides, I love my job. Talking and working with satisfied customers is the best motivation I can imagine.'

Looking ahead to the next five years, SICON has a clear goal in mind. 'Right now, we are building a technical centre at our headquarters in Hilchenbach, Germany,' Guschall points out. 'This will allow us to demonstrate to customers exactly how our products work. I can already reveal that some revolutionary solutions will be installed onsite. More information will be coming soon...'

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*The New Varisort 2.0; the next generation of sensor-based sorting celebrates its debut!*

### SICON'S LATEST INNOVATIVE SOLUTIONS

**EcoRip:** This is an innovative pre-shredder which helps shredding plants to reduce the environmental impact of the shredding operation.

**EcoShred Compact:** This is the most-innovative car shredding machine, designed as a combination of pre-shredder and main-shredder in one machine with unique efficiency of HP-Throughput-ratio.

**ScrapTuning:** This is a new design of ferrous downstream for shredding plants to achieve a

cleaner shredded scrap (ie, with a lower copper content).

**EcoShred Vertec:** This is a versatile vertical shredder with a special rotor design for multi-functional applications.

**HMS Cleaning:** This is a special solution mainly for steel plants to clean sheared scrap to increase the melt shop efficiency by 5-8%. The first plant, with a capacity of 200 tons per hour, is currently being built in Italy.

### COMPANY HIGHLIGHTS

#### Sicon GmbH

#### Company expertise:

Since 1998, SICON has been involved in the development and implementation of solutions for the processing of shredder light and shredder heavy fractions to achieve not only complete recovery of the metals but also of the non-metals (plastics and fibres). SICON supplies the complete scrap shredding chain, starting with pre-shredders (EcoRip), via shredders (EcoShred), up to modular solutions for the ferrous and non-ferrous downstream.

#### Company motto

Our chameleon mascot "Scrapy" symbolises our company philosophy: to adapt technical solutions specifically to our customer's needs. Every customer is unique and needs an individual solution.

#### Innovation means

Helping customers to always be a step ahead and to be more competitive in challenging markets.



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