

# SUSTAINABLE GROWTH AT THE CHEMICAL PARK GENDORF

FOR COMPANIES IN THE CHEMICAL & PROCESS INDUSTRY

## WITH EXPERT STATEMENTS ON:

- The chemical park 4.0
- Utility connections as key success factor
- Scalable integrated logistics supply
- Attracting staff in the current environment

A woman in a business suit is the central figure, holding a tablet. The background is a collage of industrial and technological elements: a chemical plant with storage tanks and a tall distillation column, a network of yellow lines connecting nodes, a forklift, and silhouettes of people. The text 'THE FUTURE CALLS EXPERTS NEEDED' is overlaid at the bottom left.

**THE FUTURE** CALLS  
**EXPERTS NEEDED**



**MS. LUGER, FROM YOUR POINT OF VIEW, WHAT MAKES THE CHEMICAL PARK GENDORF SO ATTRACTIVE?**

With roughly 200 hectares, the chemical park GENDORF offers outstanding end-to-end resources for resident businesses. An additional 50 hectares of space are available for expansion, far from residential areas. Infrastructure, rail connections, and media supply are built to the highest standards, while the integrated flow of materials ensures the networked supply with various input or intermediate products.

**WHAT CAN A COMPANY THAT LOCATES HERE EXPECT FROM THE EXPERTS AT THE CHEMICAL PARK?**

We start with competent support for locating here and with the services provided by our various subject-matter experts. Newly locating companies will find a strategic partner for the topics that bring chemical companies to the next level. Completely straightforward, based on the motto "settle down, produce, grow".

***„WE THINK OF OURSELVES AS A STRATEGIC PARTNER FOR TOPICS THAT BRING CHEMICAL COMPANIES TO THE NEXT LEVEL“***

Maria Luger, Head of Building & Facility Management

**YOU MENTION THE INTEGRATED FLOW OF MATERIALS AT THE CHEMICAL PARK GENDORF AS AN ATTRACTIVE FEATURE. WHAT DO YOU MEAN BY THAT?**

The chemical park GENDORF is characterized by a strong and growing networked flow of materials among the companies located at the site. An example is the processing of rock salt. When chlorine is extracted from rock salt, the first company generates hydrogen as a byproduct. The latter is needed by another company for producing amines. Downstream processes generate polyvinylchloride (PVC), an input product e.g. for manufacturing flooring. Part of the PVC goes directly to the next company to produce hard foils for technical applications.

**DOES THE LOCATION IN THE CHEMDelta BAVARIA PLAY AN IMPORTANT ROLE FOR YOU?**

The location of the chemical park GENDORF in the ChemDelta Bavaria is highly attractive. Regulators and lawmakers are professionals when it comes to chemicals, and the ChemDelta Bavaria community initiative is a strong partner for protecting and expanding the economic region. This certainly plays a very important role in terms of the continuing sustainable growth of the chemical park GENDORF and for executing business relocations quickly and with strong implementation support.

[www.infraserv.gendorf.de/chemicalparkgendorf](http://www.infraserv.gendorf.de/chemicalparkgendorf)

# INTEGRATED SOLUTIONS FOR THE CHEMICAL & PROCESS INDUSTRY



# COLLECTIVE INNOVATION AT THE CHEMICAL PARK 4.0

## WITH A WIDE RANGE OF POTENTIAL APPLICATIONS

### WHAT EXACTLY DOES CHEMICAL PARK 4.0 MEAN FOR YOU AS THE SITE OPERATOR?

Analogous to Industry 4.0, Chemical Park 4.0 essentially means meshing the processes at the chemical park GENDORF with the latest information and communications technology. The basis for this comes in the form of intelligent and intelligently networked systems. The related potential applications are manifold.

### WHERE ARE YOU NOW ON YOUR WAY TO THE CHEMICAL PARK 4.0?

Applications such as 24/7 monitoring of plant statuses, data-driven value-added, e.g. via predictive maintenance or the chemical park check-in have long since been a standard feature. An essential platform for a large number of 4.0 topics is the new geographic information system of the chemical park GENDORF, which is currently being implemented. For the first time in the history of our chemical park, we now have the ability to analyze the entire surface-based infrastructure, the electrical supply, the pipe-based infrastructure, and all environmentally relevant information for the chemical park, and to make this information available to specific target groups.

In parallel, we continue to expend considerable efforts on implementing other intelligent and partially cloud-based systems.

### WHEN WILL THE FIRST DRONES BE FLYING OVER THE CHEMICAL PARK GENDORF?

You actually already missed the first drones. Our site security already makes regular use of drones. Drones were also used for the 3D survey on the pipe bridges.

We are currently analyzing the scope of potential applications for drones at our chemical park. These range from inspecting structures to surveys, and even include fully-automated perimeter surveillance.

I believe that we will see a breakthrough for drone technology as soon as the large system manufacturers develop platforms for fully-automated drone deployment.

### FROM YOUR POINT OF VIEW, WHAT ARE THE COMING CHALLENGES ON THE WAY TO THE CHEMICAL PARK 4.0?

In my view, a key aspect will be to not overshoot the objective. We do not believe in innovation for innovation's sake, but instead want to serve the customers at our chemical park quickly, cost-effectively, and at a high-quality level. In doing so, we focus on optimizing the overall value of the collective at the chemical park GENDORF as the target metric, which we will also use as a guide for what comes next.



“ 24/7 MONITORING OF  
DATA-DRIVEN VALUE-ADDED OR  
THE CHEMICAL PARK CHECK-IN  
ARE TODAY ALREADY A STAND-  
ARD FEATURE ”

Andreas Damian, Head of Site and Real-Estate Management



# UTILITY CONNECTIONS AS KEY SUCCESS FACTOR

## FOR SUSTAINABLE SITE GROWTH

### MR. TRÖSTER, WHAT MAKES THE TOPIC OF UTILITY CONNECTIONS SO CRUCIAL FOR A CHEMICAL PARK?

For the generally energy-intensive production plants of our customers, the supply with media and energy takes on a central, system-critical role. Disposal primarily relates to disposing of waste in a legally compliant and cost-effective way, and to proactively supporting the customer throughout the entire process.

### HOW ARE THE REQUIREMENTS OF YOUR CUSTOMER-BASE BEST SUMMARIZED?

The highest-possible plant uptime and supply certainty, while maximizing flexibility and quality – and all of that at competitive market prices. The competitiveness and attractiveness of the chemical park are ultimately shaped by a cost-effective utility supply.

### WHAT ROLE DO EXPERT KNOW-HOW AND EXPERIENCE PLAY IN THIS?

The best result for a customized energy utility concept cannot be achieved without a high degree of technical and also energy-management expertise. Take the “energy transformation” as an example: energy management plays an increasingly important role specifically as it relates to this topic. Energy laws not only need to be taken into account for the technical solution but, crucially so, also for ongoing operations.



**“SAFE, HIGHLY-REDUNDANT, AND  
COST-EFFECTIVE UTILITY CONNECTIONS  
ARE THE FOUNDATION”**

Jürgen Tröster, Head of Energy Management, Trade and Sales

### TALK TO OUR EXPERTS:



+ 49 8679 7-4624

[www.infraserv.gendorf.de/chemicalparkgendorf](http://www.infraserv.gendorf.de/chemicalparkgendorf)

### WHAT APPROACH ARE YOU TAKING AS THE SERVICE PROVIDER?

Our philosophy is to take up so much of our customers' workload that they can focus all their efforts on their core business. Our extensive expertise and our approach of cross-functional expert integration allow us to ensure a high degree of uptime for production processes.

This generates sustainable, profitable growth for our customers and the entire chemical park.

# SCALABLE, INTEGRATED LOGISTICS SUPPLY

## AT THE PRODUCTION SITE



### WHAT DO YOU SEE AS PARTICULARLY IMPORTANT FACTORS FOR YOUR CUSTOMERS?

Reliable and stable logistics supply at the production site is of fundamentally high significance for a chemical company. As a service provider, we need to be in a position to flexibly respond to the customer's developments at any time. But frequently, key elements also include very specific aspects related to warehousing and cargo transfers, such as HazMat and hazardous cargo properties or temperature requirements.

### YOU MENTION SPECIFIC REQUIREMENTS FOR CARGO TRANSFERS AND PACKAGING FOR THE VARIOUS CHEMICAL PRODUCTS. HOW DO YOU HANDLE THESE?

A sophisticated chemical warehouse with a capacity of roughly 39,000 pallet locations – with sufficient room for expansion –

### IN YOUR OPINION, DOES RAIL-BASED CARGO MOVEMENT PLAY AN IMPORTANT ROLE FOR THE FUTURE?

Absolutely! The transportation volumes are already very significant today, and make up about 8 % of the entire cargo volume moved by rail at 28 million tons annually. As an environmentally friendly and safe mode of transportation for turning over bulk cargo, containers, and individual cars, we operate one of the most capable site rail operations in Bavaria with a rail network of approx. 23 km, a calibrated rail scale and several shunting units that are staffed even on Saturdays.

### WHAT ROLE DO THE INTEGRATED SOLUTIONS OF INFRASERV GENDORF PLAY FOR YOUR LOGISTICS SERVICES?

In conjunction with expert subject-matter plant planning and erection, we can offer planning, erecting, and operating services for tank farms to our customers on available land. We also offer the associated filling services into tanker trucks/tanker containers as a logistics partner.

**„RELIABLE AND STABLE LOGISTICS SUPPLY ARE IMPORTANT SUCCESS FACTORS“**

Marcus Saunar, Head of Site Logistics Rail Operations

is available for warehousing and turning over packaged cargo. The warehouse has permits for storing most VCO warehousing classes, all required labeling and order picking work can be performed, cargo can be loaded onto trucks, containers, and rail cars. The warehouse is operated with the latest, interface-enabled inventory management software. This range of services is rounded out by solutions for empty container logistics and for internal site transport.

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# OPTIONS FOR ATTRACTING STAFF

## IN THE CURRENT ENVIRONMENT

### WHAT IS THE CURRENT STATUS IN GERMANY'S LABOR MARKET?

Germany's unemployment rate is below 4% in large parts of the country. The demand for workers continues at a high level. Throughout Germany, the inventory of open jobs in May 2018 was 10% higher than for the previous year. The labor market is therefore following the trend of economic conditions, with tightening availability of workers. In order to confront this tightening supply of labor, our experience has shown that it is worthwhile to permanently establish instruments within the company to strategically attract and develop staff.

### DO COMPANIES AT THE CHEMICAL PARK GENDORF HAVE AN ADVANTAGE IN THIS REGARD?

In our region, companies from the chemical industry are perceived as highly attractive employers. To a large extent, this is driven by job security, the strong chemical collective bargaining agreement, and a wide range of opportunities for growth. Companies also benefit from our location and the excellent reputation of the chemical park GENDORF with potential workers in the region.

### ARE THERE UNIVERSITIES WITH WHOM COLLABORATIONS ARE POSSIBLE?

In and around the ChemDelta Bavaria, there are a large number of universities, a large portion of which offer academic degrees in technical fields that also cater to the chemical industry. The collaboration with academic institutions is generally straight-forward: many offer their own career fairs, are interested in cooperative partnerships with businesses, and wish to actively contribute toward the exchange between academia and industry. Due to the regional proximity to Austria, it is also

worthwhile to take a look at the universities of our neighboring country, and also at the Austrian "HTLs" (Schools of Higher Technical Learning), which offer training for technical vocations.

### WHAT ASSISTANCE CAN INFRASERV GENDORF OFFER REGARDING THE SEARCH FOR WORKERS?

In addition to the aforementioned attractiveness of the chemical park for employees, we are working together with important partners in a strong network. We mediate contacts to industry associations, regulators, and to the labor agency.

We also lend support for selecting the right recruiting event in the region. We advise on what media are appropriately used for finding employees and develop joint marketing activities for attracting staff. But the most important instrument for finding and developing staff is our in-house training academy "Bildungsakademie Inn-Salzach". Its experts take care of recruit and selecting qualified trainees on behalf of resident companies and provide the best possible training and continuing education in all sector-specific vocational job profiles and professional fields – a key advantage in times of shifting demographics.



**„ WE OFFER ACTIVE  
SUPPORT AND A NETWORK OF  
ATTRACTIVE PARTNERS “**

Eva-Maria Renner, Head of Human Resources



# THE FUTURE CALLS EXPERTS NEEDED



## WHO WE ARE

As specialists for integrated solutions surrounding plant lifecycle and as the operator of the Chemical Park Gendorf, InfraServ Gendorf is among the most experienced expert enterprises in the chemical and process industry. More than 1,100 employees and specialists from six areas of expertise work here across the trades on technologies and solutions for today's and tomorrow's customer challenges.

## WHAT DRIVES US

The people at InfraServ Gendorf are driven by a common bond that is deeply embedded in our DNA: the best result for our customers. We achieve this by allowing room for the professional passions of our employees, by fostering their special expertise while at the same time networking with other disciplines on a routine basis. This ultimately results in integrated solutions that stand up to the test of time because they keep the big picture in mind.

## WHAT WE BELIEVE IN

We know that we have a special responsibility as a company in the chemical industry – both for our own business and employees, but also for our neighbors and the environment and the region we live in. We confront this responsibility on a daily basis with exceptional personal dedication – not only because it is ingrained in our own belief system, but also as an expression of our commitment to corporate social responsibility (CSR).

### CONTACT

InfraServ GmbH & Co. Gendorf KG  
Industrieparkstraße 1  
84508 Burgkirchen a.d.Alz  
Germany  
Phone +49 8679 7-4624  
Fax +49 8679 7-3060  
E-Mail [vertrieb@infraserv.gendorf.de](mailto:vertrieb@infraserv.gendorf.de)  
[www.infraserv.gendorf.de](http://www.infraserv.gendorf.de)

