# Turnkey systems



DEMAG 3

The complete shredding solution

ALCODE XIX

UNTHA

The pace of change within the waste and recycling industry is faster than ever before. But to keep up is difficult.

## Introducing turnkey solutions

#### Tackling waste problems start to finish.

Opportunities to realise the 'wealth in waste' have never been so vast. But to maximise the potential, requires knowledge.

Feats of engineering have continued to evolve and technological capabilities are now seemingly endless. But to ensure these innovations 'talk' to each other within a plant, is no easy task.

These are just some of the reasons why, for years, UNTHA has worked hard to deliver turnkey solutions that solve clients waste problems from start to finish. Because whether we're overcoming capacity constraints, filling a skills gap, or designing a fully-integrated solution that the customer didn't even think was possible, we can take care of everything. Even the finance needn't pose a worry.

We hope you like what you see...

"As the years have passed, clients have increasingly approached UNTHA for far more than just a machine. Yes, conversations have often begun with a shredder specification. Then we've naturally started talking about service and maintenance, spares and wear parts, for example.

But what we frequently find is that, as the level of trust and rapport grows, so too does the degree of input that a client wants us to have in their project. They know we have the knowledge. They know we are friendly, genuine people that they enjoy working with. And we can even shape the direction of their business by helping them find routes to market and end customers for their shredded products.

So they ask more of us. They ask if we can recommend auxiliary equipment. They ask if we can manage the project. They ask if we can help secure finance for the entire plant. And so UNTHA's turnkey packages were born. Whether we're tackling a new line for a start-up or overhauling an entire facility for one of the country's biggest waste operators, we can supply complete solutions. It certainly differentiates us from our competitors."

Marcus Brew Managing director, UNTHA UK



## What's included in an UNTHA turnkey solution?

No two projects are the same, which is why every turnkey solution is different. But we can typically provide some – or all – of the following:

#### **Plant design**

Some clients approach us at the earliest conceptual phase of their project, to maximise a site's footprint, capacity, efficiency, yield and safety.

#### Shredders

For half a century we've specialised in the manufacture of robust industrial shredders for an array of waste, recycling and alternative fuel applications.

#### Conveyors

We know which infeed and outfeed equipment is required for the successful handling of materials, at different stages in the waste/recycling process.

#### **Ancillary equipment**

Some solutions are extremely simplistic in design, but others require an array of magnets, eddy current separators, screens, control rooms, maintenance platforms and walkways. We can advise depending on your needs.

#### Project management

We've invested heavily in technology-driven, ISO-accredited processes that enable our highly-trained team to bring projects in on time, and to budget, with minimum client fuss.



" From concept to installation UNTHA UK has offered a wealth of advice, and nothing is too much trouble even long after the commissioning of our machine. Having been exposed to other waste machinery suppliers, this commitment to customer service is certainly not the norm." UK Plug Recycling

#### Engineering and commissioning support

Our world-class engineers are trained at UNTHA's own academy just outside Salzburg, and their development remains ongoing to ensure we commission every installation safely, swiftly and with client ROI in mind.

#### Associated spare and wear parts

Your shredding system can be made up of hundreds of component parts. With a fully stocked UK warehouse our aim is to support customers long after the initial installation, for maximum uptime and yield.

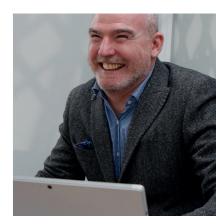
#### Ongoing service and maintenance expertise

From remote diagnostics when the system requires reactive support, to operator training, the creation of preventative maintenance plans and routine service inspections inclusive of machinery optimisation advice, our goal is to be your long-term partner.

#### **Plant finance**

Some clients will always want to purchase their solution outright whereas others will prefer to spread the cost over a term to suit them, with the option to include parts and servicing within the affordable monthly fee.

And more...





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## Benefits of a turnkey solution from UNTHA

#### One trusted point of contact

ways of working.

#### Tech that works together exactly as intended

The integration of different equipment is often the toughest part of a project so we work with trusted industry partners to design a solution that works seamlessly, end to end.

#### Unified project management support

We assume responsibility for the execution of all works, on time and to budget.

Minimal supplier involvement for enhanced on-site safety Overcome the need to coordinate various suppliers with different We reduce the need for unnecessary personnel to be present on site.

#### All work undertaken by highly-accredited ISO and NEBOSH certified engineers

This ensures the same consistently high standards are upheld throughout.

#### Competitive finance packages available

We know budget constraints can sometimes hold projects back, or lead to poor decision making, so we devise financial terms to suit you.

#### Ongoing customer service support, long after commissioning This is an investment after all, so you should guite rightly seek to maximise the efficiency of your assets far into the future.







## How it all works

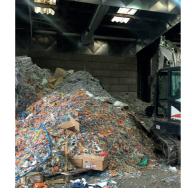
#### The detail of every project can differ greatly, but the overall process will typically follow this path:

- We start the ball rolling by getting a brief overview of your project requirements and status.
- We get together to discuss your technical needs in a little more detail and, if possible, see your site 'in the flesh'.
- Calling upon our decades of combined experience, industry contacts, technical know-how and market relationships, we prepare CAD drawings of the proposed solution. We may even be able to identify opportunities for the resulting shredded product!
- We supply the drawings alongside a costed proposal, inclusive of finance options, service and maintenance packages, and even future considerations such as wear parts quotes.
- We liaise with you to evaluate the possible direction of the project and, hopefully, how we turn the concept into a reality!

#### We have worked in virtually every segment of the waste and recycling world including:

- Alternative fuel production/ Waste to Energy
- Confidential waste
- Secure product destruction
- WEEE
- Metals
- Plastic, packaging and production waste
- Pallets, wood and timber waste
- Organic waste
- And more...





## Turnkey spotlight Avanti Environmental Group

## Avanti Environmental is no stranger to the recycling and waste management sector.

The business has been trading for more than 20 years, operating mainly in the North West but with facilities from as northerly as Scotland, down to the South West of England. However, as is often the case with progressive companies in the evolving resource sector, the team couldn't suppress a hunger to do more.

#### Equipment

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- In-feed conveyor.
- UNTHA XR3000C waste shredder with indexable cutters, interchangeable screens, in-built fire suppression technology and touch screen control panel.
- Outfeed conveyor with over-band magnets for metal extraction
- Eddy current separator for aluminium extraction.

Input Commercial and Industrial waste

Output 30mm SRF

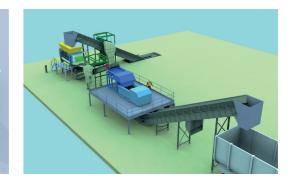


" UNTHA challenged us to think carefully about the input material, output speeds and the final product that Avanti wished to achieve. I believe this has ensured we built a more efficient, intelligent and profitable plant that is well equipped to produce best-fit fuels for the cement industry." Avanti Environmental Group

## Bringing a Turnkey solution to life



- UNTHA RS40 shredder
- Infeed conveyor system
- Outfeed conveyor system with bulk bag
- Elevating transom conveyor
- Bulk feed hopper
- Elevating conveyor
- UNTHA RS100 shredder
- Conveyor to storage bay



- Infeed conveyor with overband magnet
- UNTHA XR3000 shredder
- Eddy Current Separator system to storage

Just as no two shredding solutions are exactly the same, we don't believe in prescribing a 'one size fits all' option to procuring our machinery.

### **UNTHA Finance**



#### Some clients choose to invest in an UNTHA turnkey system by purchasing everything outright, whilst others opt for one of our affordable finance packages.

Underwritten by some of the UK's most trusted lenders, these packages provide flexibility for organisations that cannot – or do not want to – raise the upfront capital for the plant.

There's even the option to include initial project management, as well as ongoing service, maintenance and parts within one fixed monthly fee. So, if that makes more budgetary sense for your business, talk to us about what's possible. Rest assured if there are any local or national grants available, we'll ensure you're aware of those too!



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