

Edition No. 1 2018 | 12th February 2018

# TECHNEWS

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## PRESS RELEASE: AQUATHERM ANNOUNCES FURTHER INVESTMENT AND RECONSTRUCTION PLANS

### Company gets ready for future growth / Prefabricated modules as solution for the skills shortage

aquatherm, worldwide leading manufacturer of polypropylene pipe systems for plant engineering and building services has announced the reconstruction of its former extrusion building. The company invests € 2.4 million in the modernization and proportionate construction of the hall complex, which will accommodate the injection-moulding production in future. The aim is to provide an infrastructure and environment, which enables an ideal fitting fabrication through perfected production processes. The second largest production department of the company has spatially reached its limits in the previous hall. With a building area of approx. 4,750 square meters, the new production site will offer the possibility for future capacity increases. Particularly in the field of large fittings, aquatherm will generate considerable growth. The reconstruction measures started early October 2017. Full operation of the new production is scheduled for August 2018 already.

The trend-setting optimization plan for the Attendorn site includes further extensive measures. Next, the old injection- moulding building will partly be demolished and the main hall be reconstructed completely to become the new home of the prefabrication department. Industry 4.0 and manufacture will converge and unite in this project.



In the second half of the year 2018, a modern training and seminar centre will be realized in the former facilities of the prefabrication department. In the last project step, the area of today's training centre will be finished for the neighbouring tool manufacture and double the area of this strategically important department.

„External visitors from customers to suppliers will return home with an even more intense impression than already today to have experienced something extraordinary and to cooperate with a special company,“ Maik Rosenberg says, one of the three aquatherm managing directors.

His brother Christof Rosenberg, managing director as well, adds: „By these and many further big and small measures we would like to offer our employees an even better working environment. In the increasing competition for the bests, such factors will play a much bigger role in future than before.“

### The signs are set for growth

For aquatherm, it is the third big building project within short time. In June last year, the owner managed medium-sized company celebrated with a family party the completion of its new extrusion building in which the company invested more than € 15 million. In April 2017, the three managing directors Dirk, Maik and Christof Rosenberg, together with the chairman of the advisory board and company founder, Gerhard Rosenberg, already opened up the new 7,600 square meters North American facility in Lindon (Utah), USA.



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## Solutions for the skills shortage in the building industry

The skills shortage, many years only an issue in engineering and IT jobs, has now arrived in the building industry and craft, too. This is proven by numerous studies. Only at the end of September, an expertise issued on behalf of the Federal Ministry for economy and energy was published, analysing the development of the German economy. According to that, more and more companies in the building sector indicate that a shortage of workers is affecting their production. Consequently, prices in the building sector have meanwhile been risen very strongly. The duration of building phases from the approval to completion also increased over the last years – partly by 20 percent or more.

Against this background, products offering a time saving are on demand. An easy handling is just as important, since more and more frequently trained workers are employed to cover the staff shortage on building sites. With its prefabricated modules, special components and complex modules made of PP-R/PP-RP for supply engineering, air conditioning, heating systems as well as fire-extinguishing systems, aquatherm offers a solution for these building industry problems.

The building components are designed in-house according to customer's information. The client receives a detailed 3D-CAD drawing for checking, including a CAD part list with item numbers for each fitting piece. After release, the tailored production is effected 100% Made in Germany. The specialized wholesale trade delivers the finished manifolds and special components to the building site. Depending on the customer's request, the connection to the existing pipe system is done on site either by flange, by welding or by screwed joint.

The prefabricated aquatherm PP-R/PP-RP manifolds and special components convince by their numerous advantages, above all against metal materials like copper or steel. Compared to them, they dispose a lower weight and thus are easier and safer to handle on the building site. An installation in tight rooms is possible as well.

„We have determined the installation time of projects with high prefabrication share. The time advantage is up to 30 percent, compared to conventional installation on site. For all customers who design themselves we supply BIM-capable product data“, explains managing director Dirk Rosenberg.

## New showroom for aquatherm black system surface heating and cooling system

With aquatherm black system launched in 2005, the company offers a versatile surface heating and cooling system in grid construction for ceiling, wall and floor. The wide variety of different applications can be viewed and experienced in the specially designed and equipped „aquatherm black system showroom“. All applications are in real function. In four rooms, the pleasant room climate by radiation is perceptible. The spectrum of examples of use ranges from metal cassette ceilings for offices and industry, to ceiling heating with drywall boards and application in roof pitch in wooden beam ceilings to wall heating in mineral plaster to heating of bathroom mirrors and shower inner walls. In total, more than 30 examples of aquatherm black system in interior work are shown, as well as the corresponding cooling and heating circuit manifolds.

Thanks to low flow temperatures, the energy-efficient plastic grid system is excellently suited for both new construction and modernization. It guarantees a pleasant comfort combining heating and cooling in one system. Instead of disturbing radiators that may turn to a dust catcher, the end consumer gains additional floor space and creative space freedom.

## From the beginnings until today

aquatherm's history starts on 17th August 1973 when Gerhard Rosenberg founded a company for the production and distribution of floor heating systems in Ennest, a district of Attendorn. Over the past 40-plus years, the company has developed into the worldwide leading manufacturer of PP-R pipe systems for plant engineering and building services. The numerous product lines provide superior solutions in potable water applications, heating systems, fire sprinkler systems, air-conditioning and refrigeration technology, as well as in surface heating and cooling systems.

To ensure the worldwide availability of its products and provide local service aquatherm works closely with long-standing partners in more than 70 countries around the world. The company employs approximately 600 people in Germany, Italy and the USA. aquatherm manufactures exclusively at two German sites in Attendorn (headquarters) and in Radeberg. Customers throughout the world can count on innovative and safe PP-R pipe systems of the highest quality and 100% "Made in Germany". The family company is managed in the second generation by the brothers Dirk, Maik and Christof Rosenberg.

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## NEW SLOGAN: „WE’VE GOT A PIPE FOR THAT“

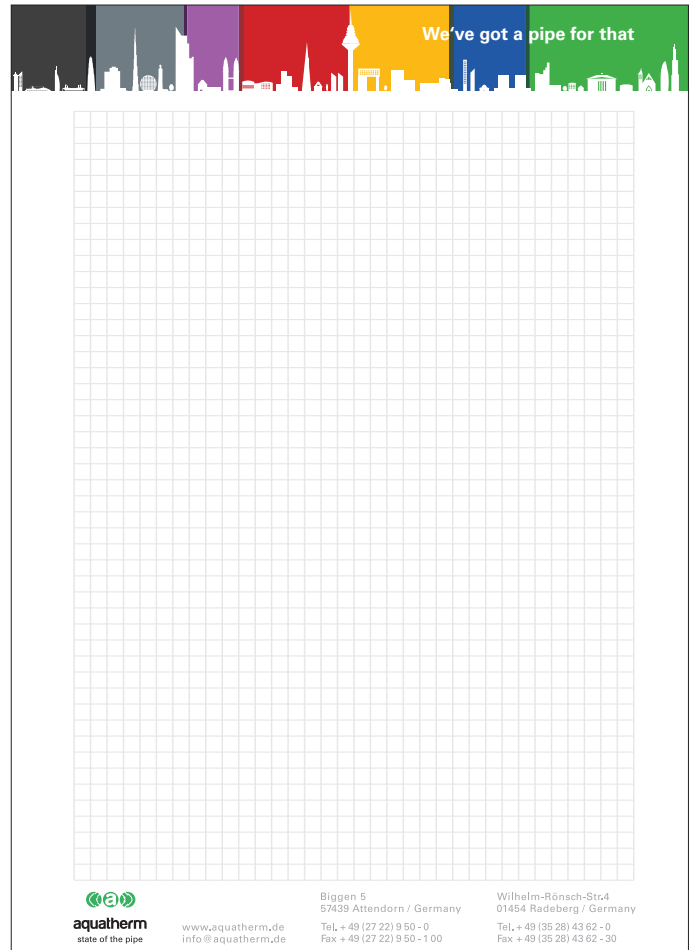
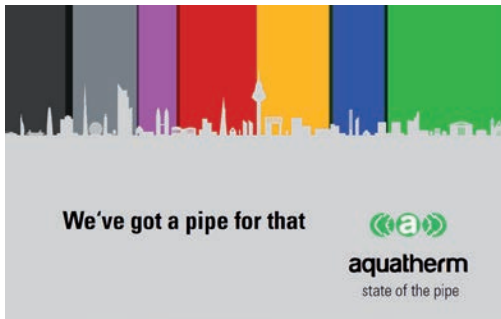
“We’ve got a pipe for that” is our new campaign slogan. Used for the first time at the ISH 2017 stand it replaces the previous campaign slogan „Colours of Innovation” which was created within the scope of the rebranding in 2013.

The new slogan speaks directly to contractors, engineers, building owners, and facility managers. It positions aquatherm as the one manufacturer with products and solutions for a wide variety of applications.

Up to now the new slogan is used on trade show stands, notepads and business cards. Further applications will follow.

By the way, Barry Campbell, marketing leader aquatherm North America in co-operation with the U.S. marketing agency AMG, developed the new slogan.

Our brand promise „state-of-the-pipe” remains unchanged and part of our company logo.



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## THE NEW ARTICLE AND PRICE LISTS ARE AVAILABLE

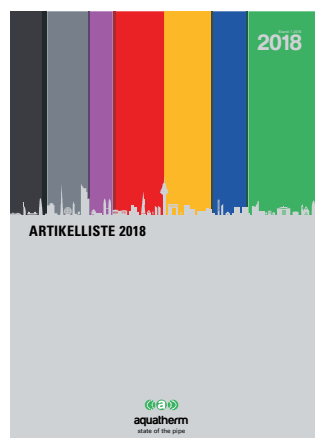
Since December, the 2018 article lists are available for download from our website ([www.aquatherm.de](http://www.aquatherm.de)). You would like to get a printed version? Your aquatherm contact shall be pleased to send you a copy. The current price list is available on request.

### Changes in the product portfolio

Within the scope of our strategic orientation, we have adjusted our product portfolio. Major changes were made for our panel heating and cooling system. Please refer to the article "AQUATHERM BLACK SYSTEM – NEWS 2018" to learn more about the modifications.

An overview of all new articles and the products that were taken out of the portfolio can be found on page 2 of the article list.

D54152	Product catalogue 2018	German
E54152	Product catalogue 2018	English
D53152	Pricelist 2018	German



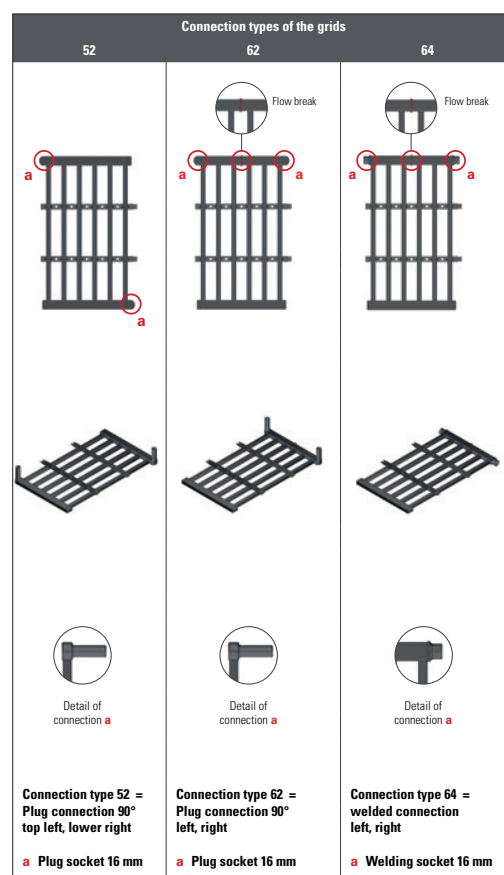
## AQUATHERM BLACK SYSTEM – NEWS 2018

### Reduction of the connection types and new articles

The various connection types of the aquatherm black system heating and cooling panels have been reduced to three connection types from 2018. Despite the reduction to only three variable connection types, a variety of different installation options is possible through various welding and plug connections.

The connection types 52, 62 and 64 remain and allow the replacement of the previously known connection types by various connection options. The assignment of the corresponding articles and the replacement of the previously known connection types is shown in the following table:

Connecting type	Connection method	Replaced connecting type	Connection pipe Art. no.
<b>62</b>	Plug		81031 – 81038
	Welding	67	81044 – 81049
<b>64</b>	Welding	50 and 65	81006
<b>52</b>	Plug	51 and 53	81031 – 81038
	Welding	59 and 66	81044 – 81049



### aquatherm black system Corrugated connecting pipe

Art. no.	Dimension	
81031	50 cm 1x plug elbow 90° and welding socket 16 mm	
81032	50cm with 2x plug elbow 90°	
81035	150cm with 2x plug elbow 90°	
81038	100 cm with 2 x plug elbow 90°	
81044	50 cm with 2 x welding elbow 90°	
81047	100 cm with 2 x welding elbow 90°	
81048	150 cm with 2 x welding elbow 90°	
81049	50 cm with 1 x welding elbow 90° and 1 x welding socket 16 mm	

In addition to the reduction of the variable connection options, the range of different aquatherm black system components changes from 2018. In the future, new components for mounting the aquatherm black system grids will be offered for installation in ceiling and wall systems with metal substructure. These articles allow safe and easy installation of the heating and cooling grids.

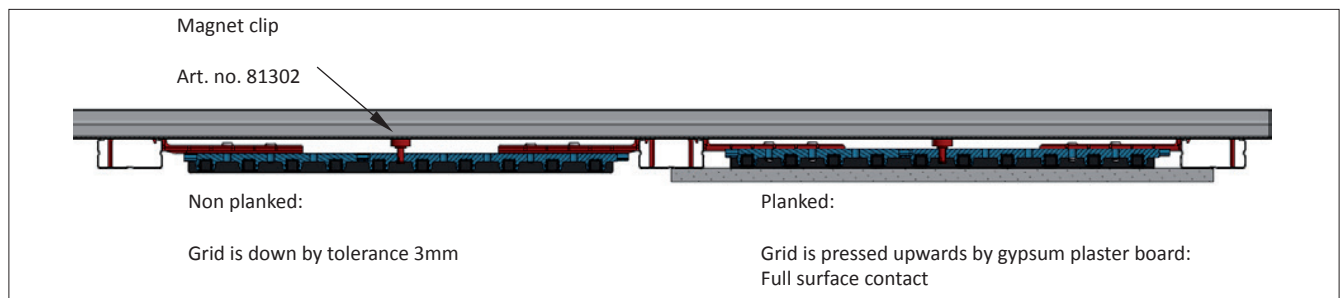
## The following articles have been added:

### 1) aquatherm black system magnet clip (Art. no. 81302)

For mounting and fixing of heating and cooling grids in ceiling systems with metal substructure, consisting of base and support profile, a magnet clip will be used in the future.

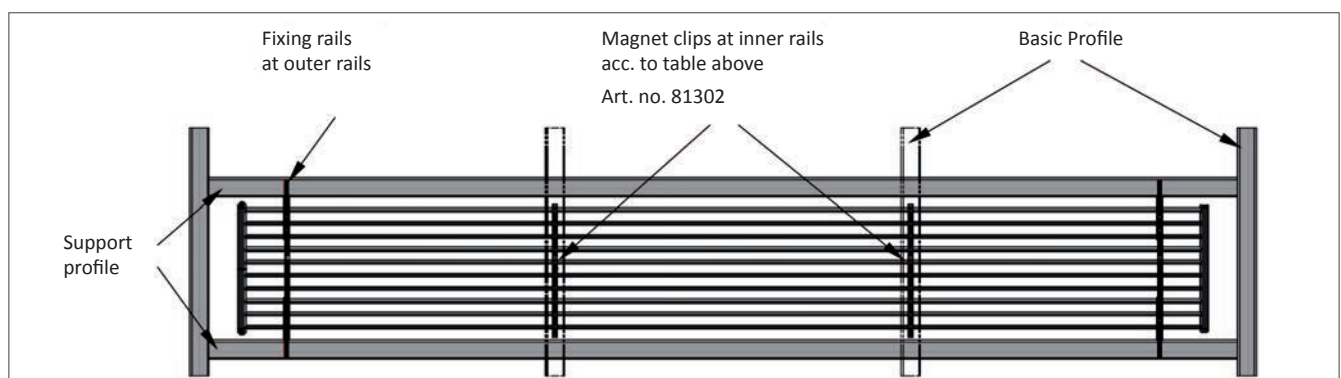
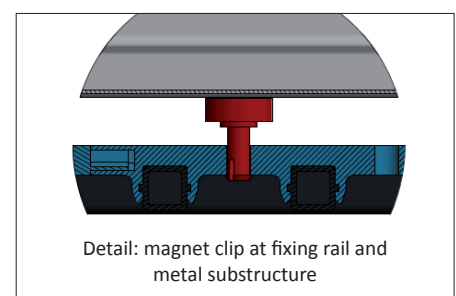
By attaching the grids with the magnet clips they are held 3 mm below the final position. When planking the grids with dry lining elements, the grid is pressed upwards in direction of the metal substructure and thus allows an optimal heat-conducting contact surface.

The magnet clips provide the grids with optimum support during installation and offer full surface contact between heating/cooling ceiling and planking for a very good heat transfer.



## Assignment of magnet clip to grid length

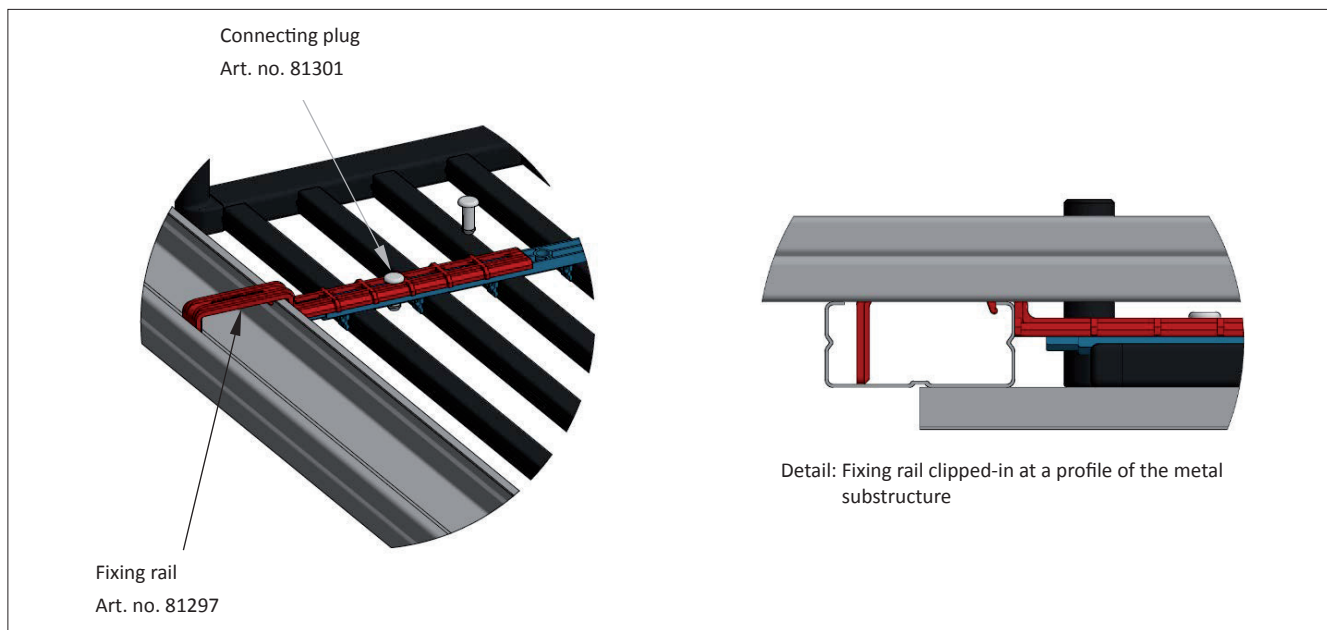
Length of grid	Number of magnets
40 to 120 cm	0 pieces
140 to 200 cm	1 pieces
225 to 350 cm	2 pieces
375 to 500 cm	3 pieces



For metal substructures without basic profile (e.g. direct suspension of the supporting profiles under the ceiling) an on-site fall protection must always be provided.

## 2) aquatherm black system fixing rail and connecting plug (Art. no. 81297 + 81301)

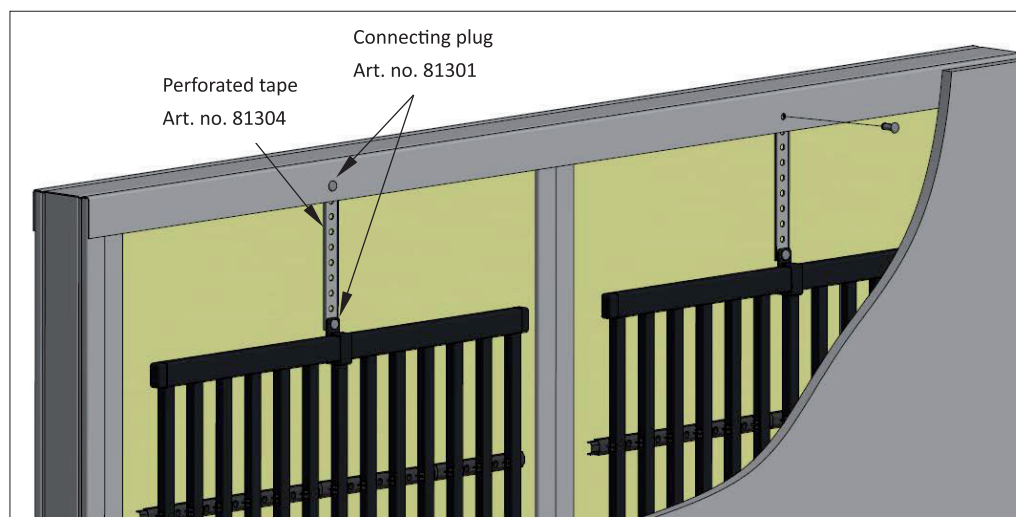
In the future, when installing the heating and cooling grids in ceiling systems with metal substructure, the fixing rail of the aquatherm black systems will be supplemented by additional connecting plugs for a secure hold. With this installation, the use of cable ties is no longer necessary and a quick and easy assembly is possible.



## 3) aquatherm black system perforated tape and connecting plug (Art. no. 81304 + 81301)

For wall systems, the heating and cooling grids are attached to the aquatherm black system wall bracket (Art.no. 81296) by using the perforated tape and connecting plugs.

The grids are hooked through a perforated strip of tape to the UW-profile of the metal substructure by means of connecting plugs through a 6 mm pre-drilled hole for suspension and attachment. Alternatively, the perforated tape can be fixed in a wooden substructure by a screw on the wooden beam in the appropriate position. On the grid, the aquatherm black system holder is for accommodation of the connecting plug. The suspension of the grids at a horizontal profile of the metal substructure or a wooden substructure give the grids the necessary support and allows a perfect installation in the wall.



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## "EXCELLENT EMPLOYER" RECERTIFICATION

Last November, aquatherm received the „Excellent Employer“ certificate for the second time. During a three-day audit, an inspector of TÜV Rheinland visited both our sites in Attendorn and Radeberg. He conducted eight interviews with employees to get an exact idea of aquatherm as employer. The focus was on topics like strategy, company culture and various Human Resource processes.



The certificate is valid for companies and organizations across all industries independently from their size. To receive the employer seal, the company has to pass through a seven-step process attended by TÜV:

1. Kick-off meeting for project planning
2. Preliminary check (optional) by self-disclosure and GAP analysis
3. Certification audit as well as examination of the HR management's efficiency
4. Granting of the certificate and receipt of the "Excellent Employer" seal of approval
5. After sales support (optional) including marketing of the employer seal
6. Annual inspection audits
7. Recertification after three years

The TÜV Rheinland experts have an objective view on internal processes. Long-term operational procedures can thus be optimized and the employees' satisfaction be strengthened.

With this certification, aquatherm stands out from many companies and actively counteracts the skills shortage by strengthening the employer's reputation. Furthermore, the certificate serves to build up an employer brand, to reach the "generation Y", and to make aquatherm especially attractive for junior staff. A strong employer brand is important, because the employer market changes more and more to an applicant market. The applicants' interest in the company culture of their potential employer is increasing.

In 2014, aquatherm was granted the TÜV certificate for the first time. The recertification interval is every three years.

We are pleased to remain an "excellent employer" in the future, and would like to thank our HR team as well as all employees interviewed in Radeberg and Attendorn.



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## AQUATHERM NORTH AMERICA WAS AWARDED WITH "PRODUCT OF THE YEAR 2017"

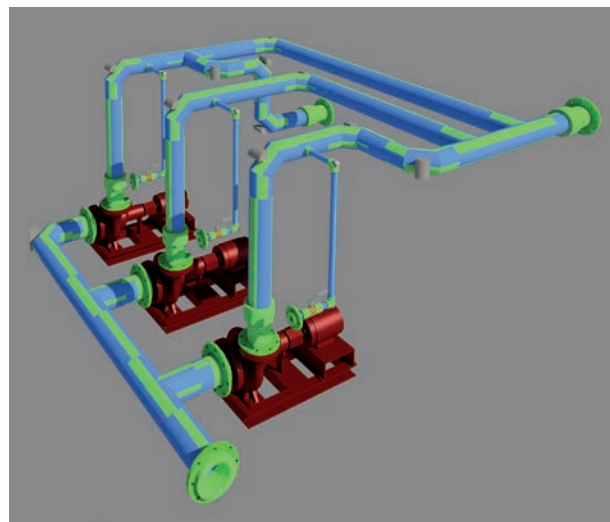
Since the middle of last year, we provide BIM-capable data in Revit format for download on our websites:

**aquatherm Germany:** [www.aquatherm.de/BIM](http://www.aquatherm.de/BIM)  
**aquatherm North America:** [www.aquatherm.com/revit](http://www.aquatherm.com/revit)

We are very happy that our Revit datasets won an award in the USA within shortest time. As one of ten products they were nominated as „Product of the year 2017“ by the readers of the Contractor Magazine:

<http://www.contractormag.com/bathkitchen/readers-choice-products-year-2017>

This award once again emphasizes aquatherm's trend-setting thinking and future-oriented action.



## NEW LAWN HEATING FOR THE STADIUM OF DYNAMO MINSK

"A friend in need is a friend indeed". Our aquatherm partner Aleksey Tarasov from Minsk made this expression to his life motto, when he founded his installation and trade organization. The small and nice country of Belarus with its extensive forests reminds of the Sauerland very strongly.

Aleksey already became specialist for lawn heating systems in the 1990s. Together with his colleagues, he developed variants of pulling pipes into existing areas.

In 2013, extensive renovation and modernization measures were decided for almost all football clubs of the Minsk region. It was aimed to reconstruct and upgrade the stadiums in such a way that they would meet the requirements of the European football association UEFA. The arena of „Dynamo Minsk“ erected in the year 2000 was included as well.

First plans were made in 2014 and a long way started for Aleksey and aquatherm.

In 2015, aquatherm made all calculations and plans for the lawn heating. A thermal capacity of 1796 KW and 150 KPa at a flow of 10<sup>3</sup>.88 kg/h was determined.

Everything changed in 2016: In cooperation with the local administration, the FIFA demanded to modify the pitch to a multi-purpose facility. Within the scope of the youth work, all athletics sports should be practiced. A challenge was the discipline of javelin throw. With the help of the "German Sport University Cologne" and the "Bavarian Athletics Association" it was found out that a javelin never penetrates deeper than 150 mm into the ground.

Finally, the order was placed in 2017: four years after deciding for the modernization measures. Our partner could definitely score with the layout of the system and his installation experience. This decision also paid off on site: After several breakdowns, in case of which excavators and other machines damaged the lawn heating, an employee from aquatherm Belarus was always on site to help operatively. The customer was very happy with that and all of us were enriched by one experience.

### The special project challenges and our solutions:

- In case of athletic sports facilities a laying depth of more than 150 mm must be ensured
- The installation at the loops is difficult at an ambient temperature of +35 °C (+40°C in the sun / +17°C during the night). To avoid bending they should be fixed additionally.
- The safety distance to the pumps is to be observed, as the pumps of some manufacturers may get too hot under full load.
- In case of 100% utilization it may happen that the distributing pipe lifts by a few centimeters due to the expansion of the surface pipeline. It is therefore recommended to heat up and test the pressure of the filled pipe.

