



Come surfing!
On a sea
of possibilities!

On the wave of success generated by our
20 mm VarioComp floor heating!

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Upwards and onwards!

As an experienced installer, architect, planner, commercial partner or building owner, you will know all about it: If you stand still, you fall behind! Fortunately, there are people who don't give up, stay focused on a subject and put all their energy into getting ahead.

I am lucky enough to be surrounded by people who drive progress in a responsible and considerate manner. With market conditions changing in a flash in our day and time, this is of prime importance. The current situation in the post-Brexit UK is a point in case. This latest development is of great concern to us – in the last two years, the UK market has become a significant part of our Variotherm world. Nevertheless, we remain confident: For 37 years now, we have successfully taken all potential hurdles in our way. Our experience has taught us that we are on the right path: onwards and upwards!

Encouraged by this attitude and the positive feedback we receive on our products, we have now taken a further significant step. Not least thanks to the launch of our new milling machine for VarioComp panels for the 20 mm VarioComp floor heating, we are now in a position to deliver at any time. If necessary even within a few hours!

Before I finish, I would like to ask you to give your attention to our sustainability page at the end of this issue and let it inspire you to come up with your own sustainable ideas. Your active involvement may bring answers to some of the challenges of our times. Let's get on with it!

Get surfing! Join in!

Kind regards,
Alexander Watzek



Production line bound for success

Thomas Baumgartner, engineer,
Head of the Technology Department,
interview on p. 15

At home in Austria, Europe and even New Zealand: The 20 mm VarioComp floor heating creates a cosy atmosphere all over the world. The source of this success story is the Variotherm production plant in Leobersdorf/Lower Austria.

Everything new. Better. Faster. Everything programmed for success and growth. It was time to take the next step to meet rising global demand for the VarioComp floor heating, an extremely popular heating system among design aficionados, architects, drywall experts and professionals.

Up until now, production of the VarioComp panels was semi-automated, i.e. the manufacture involved a few time-consuming intermediate steps. During a one-and-a-half year research and development project, we systematically recorded and analysed the relevant practical experience. Based on the resulting know-how, we developed a fully automated state-of-the-art production line.

At countless meetings, the Variotherm engineers joined forces with the Berndorf Sondermaschinenbau construction company to develop a suitable concept that would ensure the smooth manufacture of the required volumes.

At the heart of the new production line is a dual milling cell with two milling tables working in parallel and at the same time. The internally developed and fully automated pallet logistics system facilitates optimum material transport/supply during the production process. A further essential component is optical quality control via special cameras. The plant is rounded off by a specifically developed control system.

Variotherm wouldn't be Variotherm if the concept did not contain a forward-looking aspect. A plan is being developed for an optimised milling dust recycling system.

Wherever you are enjoying the pleasant ambience created by VarioComp heating: Your well-being stems from Variotherm's one and only production plant in Leobersdorf. Proof of the fact that it doesn't matter if you come from a small place. What matters is the will to achieve great things in the world.



Info box – production line

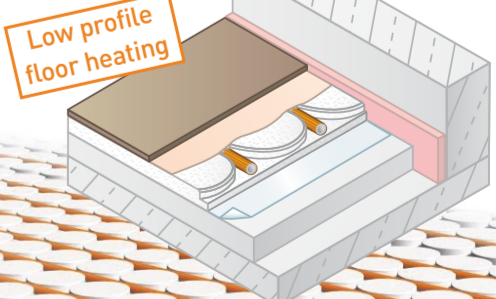


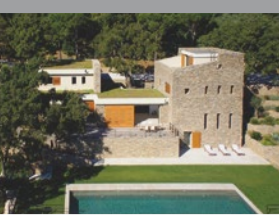
- Construction:** 10 months
- Planning phase:** 4 months
- Final assembly to trial operations:** 4 weeks
- Investment:** € 1,000,000.00
- Dimensions:** L x W x H (m) = 16.2 x 9.2 x 3.5
- Logistical capacity:** 35 pallets at the same time
- Milling of 2 panels in shuttle operation**
- Panel intake capacity:** 1,750 pcs.
- Weight:** 20,000 kg
- Capacity:** 1,500 milling metres/h



The new production line – a host of new features!

- Super new:** State-of-the-art milling technology and geometry
- Super smart:** Development based on 17 years of milling technology expertise
- Super efficient:** Automated pallet logistics for smooth continuous operation
- Super cost efficient:** Optimised milling and rotation speeds
- Super safe:** Fail-safe through multiple milling units
- Super clean:** Optimised dust collection and transport
- Super sustainable:** 20 % electricity reduction despite double capacity
- Super regional:** Project implemented in conjunction with local mechanical engineering company
- Super quality:** Optical quality control system





Cool summer in France

After an exciting European Cup, the gods of football have deserved some time out. A high-end luxury villa equipped with Variotherm technology in Tour des Sinières on the beautiful Côte d'Azur is a good place to do just that.

Stéphane Fustini, builder owner of the classy estate, is a bon vivant in the best sense of the word. He is a man who loves life, has a fine sense of aesthetics and insists on the perfect solution for all design questions involving a feel-good factor!

As an experienced customer, Mr Fustini therefore swears by the precisely-fitting design options provided by our ModuleWall, and has done so for years. Its perfect interplay with the VarioComp floor heating also plays a decisive role. No wonder it was a clear 1:0 in favour of the two Variotherm complete systems when he decided to renovate his holiday domicile near Saint Tropez.

The stylishly furnished main building sits majestically at the centre of a 7.6 hectare nature compound. Sophisticated design on 240 m² of living space. The exterior of the contemporary late-60s style ensemble consists of striking stone façades and planted terraces as well as a luxurious pool. Inside, the house boasts an 80 m² living room and three bedrooms, each with its own bathroom. At just under 90 m² living space, the attached guest house also emanates a sense of savoir-vivre.

>>>

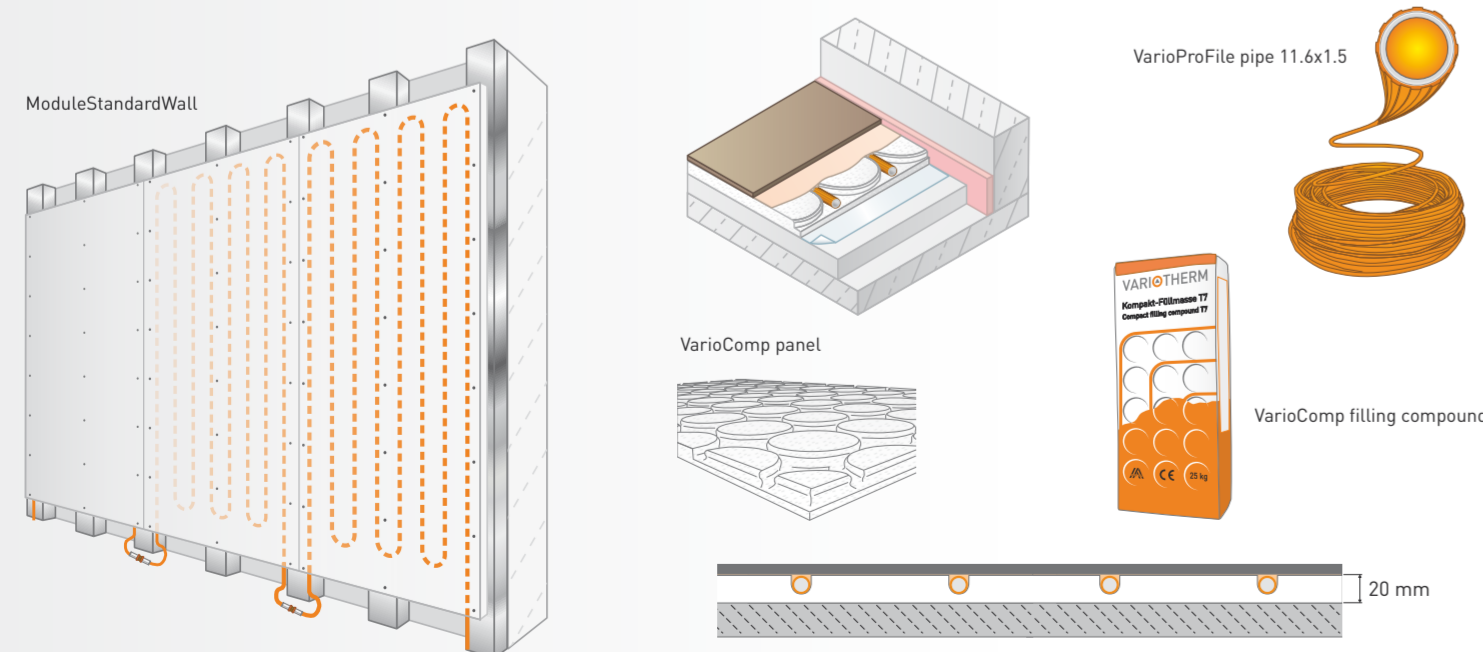


>>> However, all this elegance and the generous dimensions, together with the utilised stone and glass materials, pose quite a challenge in terms of heating and cooling. Stéphane Fustini has a number of reasons why he decided in favour of Variotherm: "When I acquired this estate four years ago, I immediately saw its vast potential. I was determined to use only the latest heating and cooling technologies in the renovation concept. Thanks to the estate's location in the South of France, cooling is a crucial issue. Air conditioning was out of the question due to the unpleasant air circulation. I was therefore looking for the perfect solution that could do both, heating and cooling. The answer was the Variotherm wall heating/-cooling system which is perfect for drywall construction. The VarioComp floor heating is an ideal complement.

Due to the low construction height of the VarioComp panels, close to the full ceiling height was maintained. The Variotherm planning team did the exact calculations and sizing (see p. 12). They came up with the optimum mixture of wall heating/cooling and floor heating, which provides top living comfort both in winter and in summer. Together with a heat pump, the complete system has been in operation for two years now and everything is working perfectly together!"

Surprise deluxe: Would you like to spend a holiday fit for the gods? The classy estate is also available for rent! Follow this link to the ultimate summer adventure: www.tourdessinières.fr

TECHNOLOGY ModuleStandardWall heating/cooling VarioComp floor heating



Tour des Sinières

Variotherm dealer
 ProSystem
 940 Avenue des Chênes Verts
 ZAC Nicopolis
 FR-83170 Brignoles
www.prosystem.fr

Variotherm systems
 74 m² MODULE WALL HEATING/COOLING
 147 m² VARIOCOMP FLOOR HEATING
 in the main house
 86 m² VARIOCOMP FLOOR HEATING
 in the guest house





Complete check-up

Medical expertise. Architectural zeitgeist. Top amenity. The new Graz-West dialysis centre is the most modern centre of its kind in Austria. Even in terms of ceiling cooling, the centre went for the perfect technological solution: the ModuleStandardCeiling-Classic.

Over the years, stress, a bad diet and lack of exercise often lead to high blood pressure or diabetes. If these illnesses remain undetected or untreated for any length of time, this may, in the worst case, result in kidney failure. Dialysis is a treatment process that takes over the kidney function, removing superfluous water, toxins and harmful substances from the blood. For years, the number of sufferers has been on the rise.

The Graz-West dialysis centre can treat up to 130 patients a day at 16 state-of-the-art dialysis stations. Both the human body and the treatment appliances permanently give off heat, which can swiftly

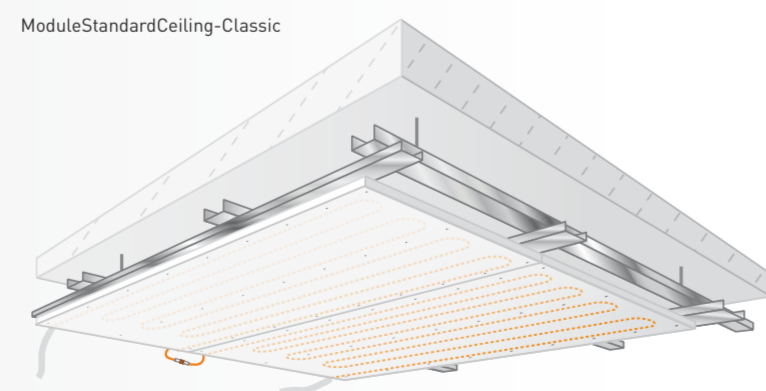
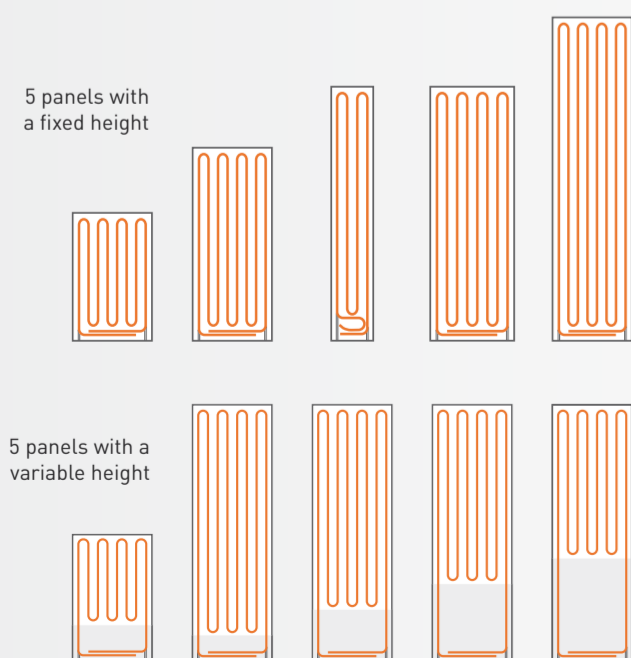
result in raised room temperatures. The planners were looking for a suitable cooling solution in the early stages of the planning process.

Due to the extra noise and possible spread of germs via fans, air conditioning was out of the question. The Variotherm ModuleCeilings, in contrast, are entirely silent and do not depend on air circulation. A heating and cooling system in one, there is also a version with a sound-absorbing acoustic surface.

The decision was made in favour of a ceiling cooling system involving a ModuleCeiling system on a surface of 325 m². It's invisible. On top of that, it extracts heat, cooling large spaces and providing a cosy atmosphere. The Variotherm ceiling cooling system helps making treatment as pleasant as possible for the patients.

www.dialysegrazwest.at

TECHNOLOGY ModuleStandardCeiling-Classic



Graz dialysis centre

Planning/design and construction management
Schulz Architektur
AT-8544 Pöfing-Brunn
www.schulz-architektur.com

Installer
Wonisch Installationen
AT-8544 Pöfing-Brunn

Variotherm system
325 m² MODULE STANDARD CEILING - CLASSIC



Confident at dizzying heights

1,800 metres of VarioProFile pipes. 190 m² of VarioComp panels. 45 sacks of VarioComp filling compound. All of this packed and ready for safe transport at 822 m above sea level and quickly installed by experts. Perfect conditions for the drywall construction system – the VarioComp floor heating system at Gmundnerberghaus.

By the way: The magnificent view of the Traunsee lake from the newly built panorama terrace at Gmundnerhaus is worth any length of a hike. Actually, this project wasn't a tour de force. The installation of the VarioComp floor heating in the covered 180 m² conservatory was more like a Sunday walk.

For a start, there was the light luggage - the super-slim, low-weight VarioComp panels with a construction height of a mere 20 mm. Nor was the installation a mountain of work. It was rather an easy hill to ascend. The time from

installation to the placement of the floor covering was a mere 3 to 4 days.

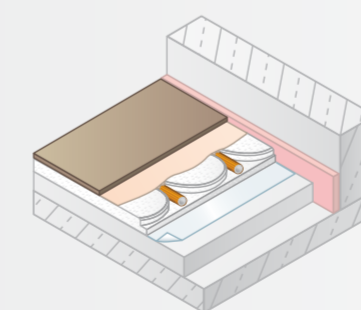
Located on Gmundnerberg mountain, Gmundnerberghaus is a popular destination for hikers and day trippers and is also easily accessible by car. Thanks to the stable VarioComp system, the house is prepared for any stampede of visitors. The floor heating can withstand any strain, from spiky mountain boots to pointed high-heels and traditional folk dance performers.

The positive feedback thus led to the following recommendation: Knowing the strengths of the VarioComp floor heating, you can confidently embark on any lofty project.

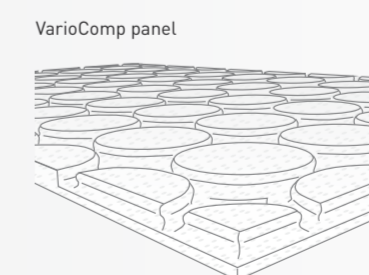
www.gmundnerberghaus.at



TECHNOLOGY VarioComp floor heating

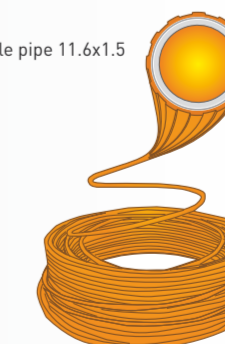


VarioComp filling compound



VarioComp panel

VarioProFile pipe 11.6x1.5



Gmundnerberghaus

Planning/design and construction management
Ing. Christof Unterkofler
AT-5611 Grossarl
www.unterkofler.at

Installer
Heissl Installateur GmbH
AT-4813 Altmünster
www.heissl.at

Variotherm system
190 m² VARIOCOMP FLOOR HEATING



What architects love about us

Wow! The luxury apartments of the 'Kriehubergasse' project are architectural declarations of love to shape, design and technology. Originally, CZIEP Architects merely planned to equip their own studio with a floor heating, wall heating and ceiling heating system.

However, the renowned architectural firm's enthusiasm for the perfectly matched Variotherm complete system led to more. Much more, actually. On completion of the successful pilot project, the energy-efficient floor, wall and ceiling solutions were also applied in other projects.

According to the architects, "individuality plays a big role in our projects. A home is much more than just accommodation – it is a place to live and realise one's potential. Thanks to our high qualitative and ecological standards, we combine the latest technology with energy-efficient, sustainable planning, building and living." To achieve this aim, Variotherm is the best choice.

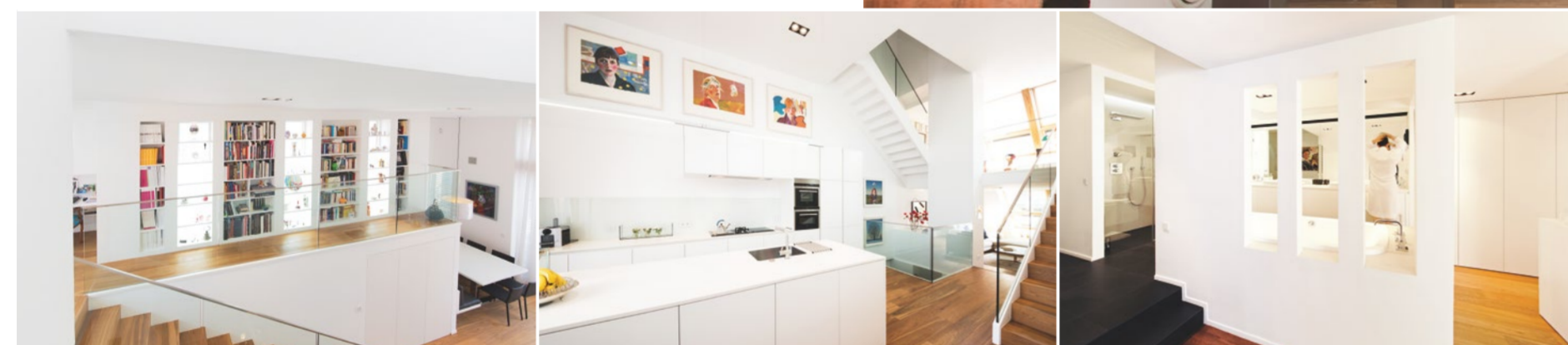
The architects decided to install VarioRoll floor heating in all places involving wet screed. The VarioRoll heat and sound insulation properties are particularly valuable in renovation projects. >>>



>>> Where wet screed was not suitable due to statics or ceiling height, the VarioComp floor heating was used. With a super-slim construction height of a mere 20 mm, a super light weight and super fast installation via VarioComp panels, the system is perfectly suited for gentle renovation and retrofitting.

In terms of wall heating, the architects chose the SystemWall for plastered finishings and the ModuleWall for drywall systems. Whether bathroom, living room or bedroom: Nothing comes close to the cosiness of a Variotherm wall heating/cooling system. Its maximum design flexibility endears the system to all design aficionados.

Ceiling cooling is almost mandatory in modern architecture, in particular in areas with large glass window surfaces. By choosing the Variotherm ModuleCeiling, the experienced architects revealed their appreciation of a particularly elegant form of controlling temperatures in attics. Well planned and perfectly matched with the floor and wall heating, the Variotherm ceiling heating/cooling system is a cool move!



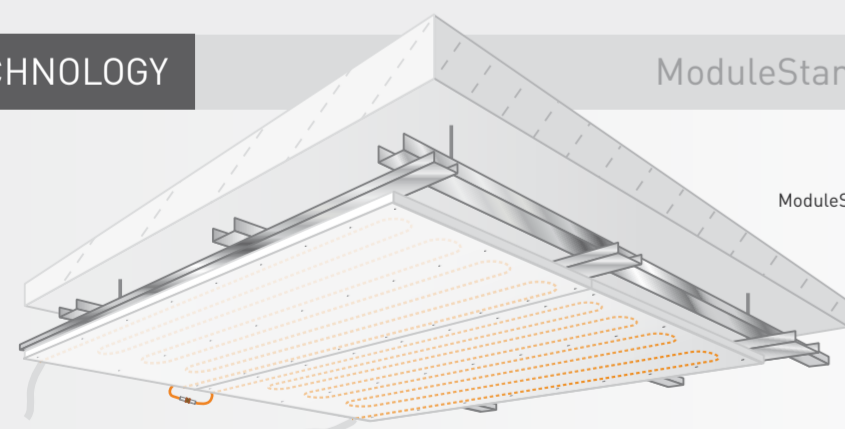
TECHNOLOGY

ModuleStandardCeiling-Classic

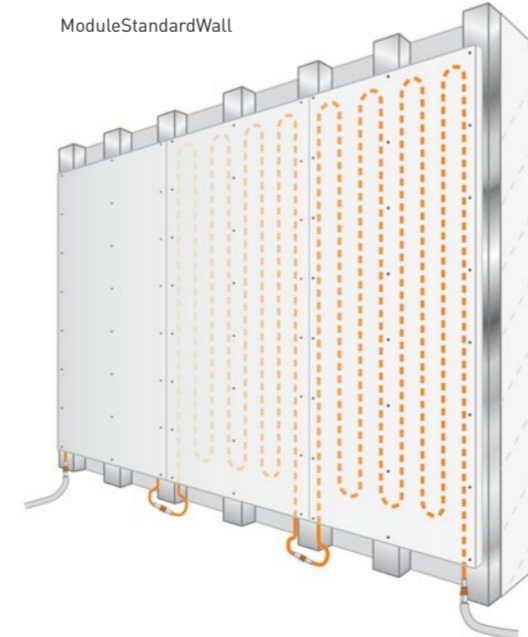
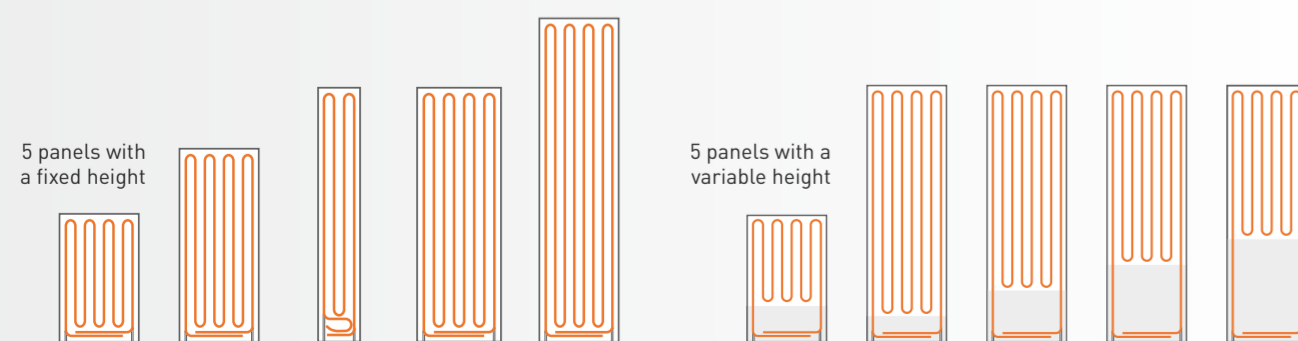
ModuleStandardWall heating/cooling

SystemWall heating/cooling

VarioRoll floor heating

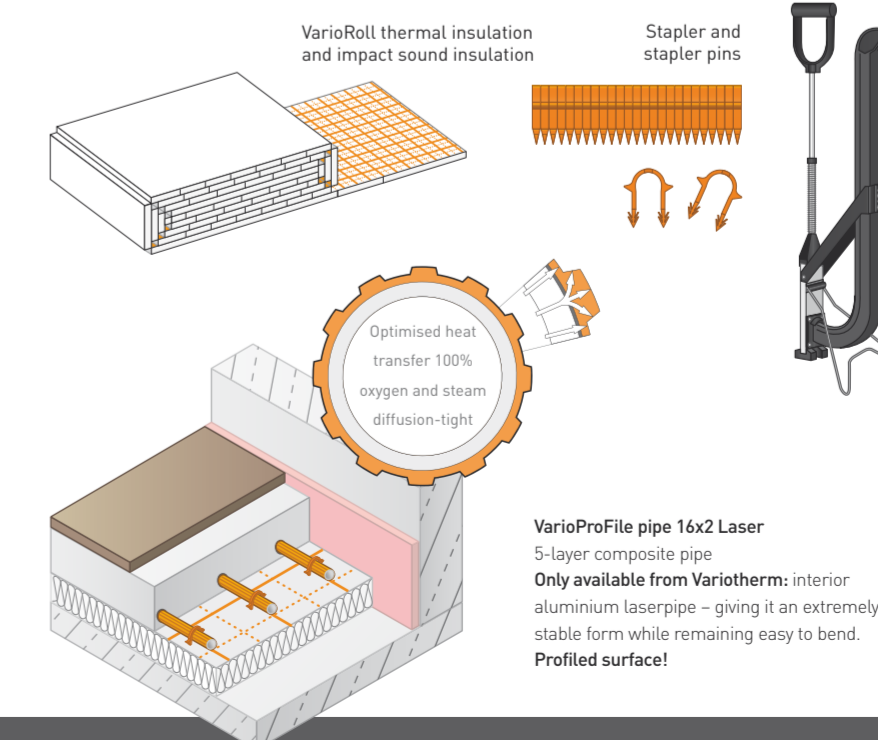
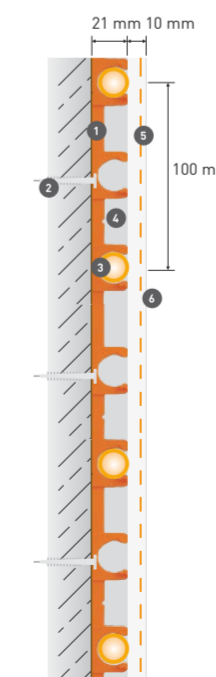
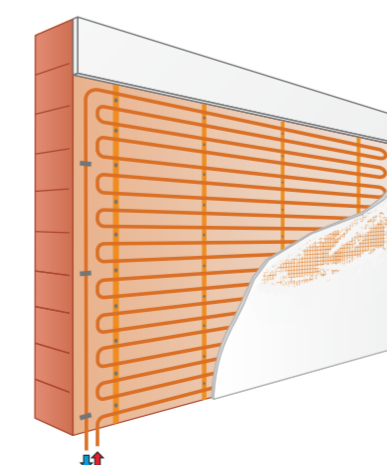


ModuleStandardCeiling-Classic



ModuleStandardWall

- 1 VarioBar 16/100
- 2 Fastening with nail anchors
- 3 VarioProFile pipe 16x2 Laser
- 4 EcoHeatingPlaster for SWHC2
- 5 Plaster lattice
- 6 Final plaster (provided by customer)



Kriehubergasse residential estate

Planning/design and construction management
CZIEP Architekten
AT-1050 Wien
www.cziep.at

Installer
Kurt Karl Veigl GmbH
AT-3364 Neuhofen /Ybbs
www.heizung-veigl.at

Variotherm systems
285 m² VARIOROLL
420 m² VARIOCOMP
601 m² MODULESTANDARDCEILING-CLASSIC



From zero to one-hundred

High performance, extremely fast reaction time, secure traction, smooth-running control and sensationally low power consumption. With all extras included as standard, the VarioComp floor heating at the Purkowitzer car dealership is a highly sought-after presentation model.

"A real dream model," enthuses Managing Director Wilhelm Purkowitzer in reply to the question whether he was perfectly satisfied with his decision for VarioComp. "The Variotherm engineers really thought about every possible convenience, down to the last detail."

The renovation of the car exhibition hall also involved the retrofitting of a suitable floor heating system. To make things more difficult, the floors of the dealership have to withstand permanent loads of parked cars as well

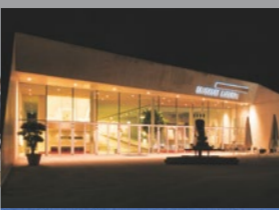
as test drives. Despite its lower weight and super-slim construction height of a mere 20 mm, the VarioComp is a match for this enormous strain.

"The floors in our dealership do indeed have to withstand some weight. I was really curious to see whether the floor covering would hold up. Our experience so far has reassured me. The tiles are steady as a rock," says Mr Purkowitzer.

As a technician, Mr Purkowitzer also appreciates the flexible control of the complete system: "We are perfectly satisfied with our VarioComp floor heating. What I really like about our system is the exact distribution valve presetting." After all, correct fine-tuning is also part of the car dealership's customer service.



Wilhelm Purkowitzer



The modern art of heating and cooling

Some say, art is the product of ability. Others think it is a product of will. "Untrue," interject the critics. "If art was a product of will, it would be called wart!" No matter which position one takes in the debate: There is no doubt that the Liaunig Museum is heated and cooled with state-of-the-art Variotherm technology. A very special piece of art!

The Liaunig Museum features one of the most extensive collections of post-1945 Austrian art in the country, complemented by preceding representatives of classic modern art and exemplary works by international artists.

On a completely different note, we will portray a technologically perfect piece of art below: The 'ModuleWall' art installation in the museum hides a deeper meaning behind the discreet plaster fibreboard surface in shades of light grey. The vibrant orange of the VarioProFile pipe integrated on the backside sets a strong colour accent although, surprisingly, it is entirely hidden from the eye of the beholder. It can't be seen. It can't be heard. It can only be felt: The incredibly pleasant heat this unique piece of art is spreading throughout the entire exhibition room.

If that wasn't enough, the installation is also capable of reversing the heating process and cooling the room instead. In this case, visitors feel a cosy, entirely irritation-free atmosphere – 'gentle cooling' at its best.

The fantastic 'VarioClip' floor heating holds an equally impressive place in the permanent exhibition. With a surface area of 2,000 m², it is also the largest show-piece of the Variotherm collection at the museum. The 'VarioClip' is capable of both heating and cooling.

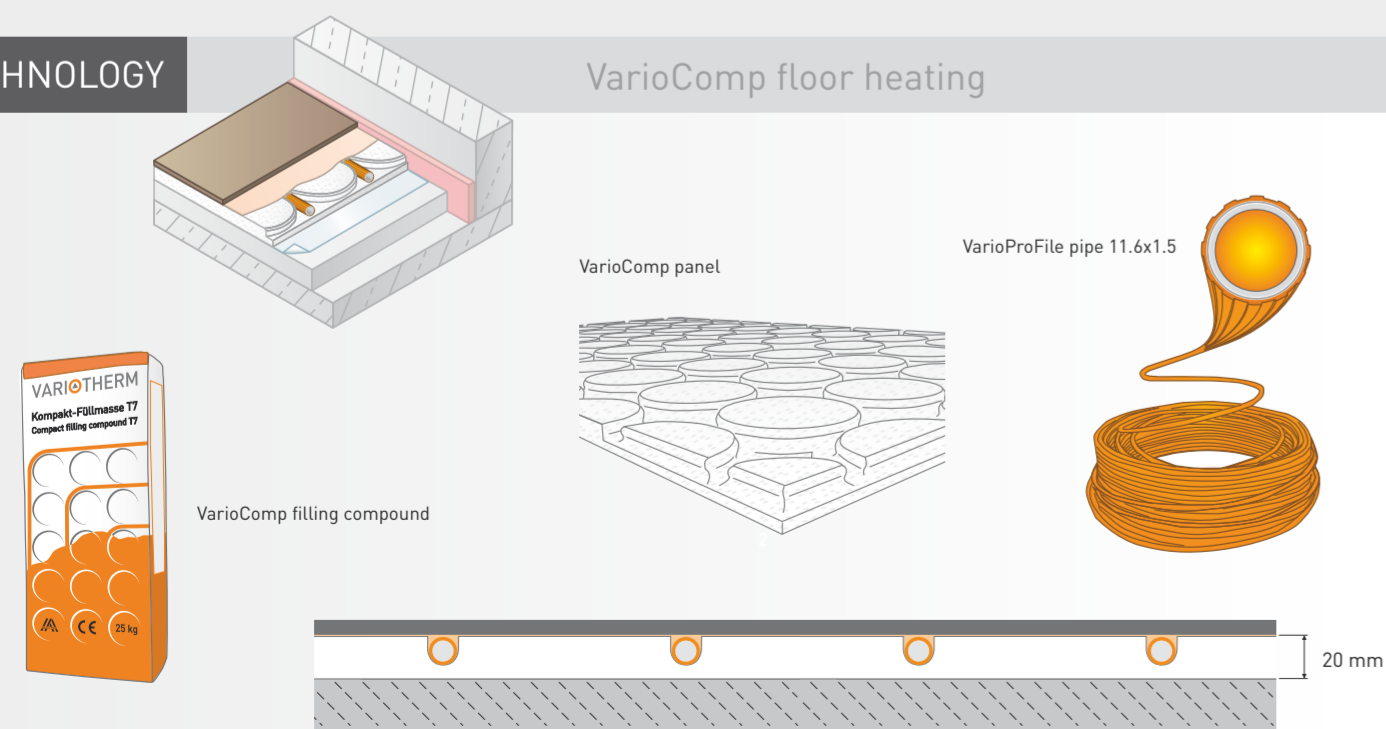
Aficionados of the art of technology will detect a particularly successful artifice as the VarioProFile pipe makes a satisfying audible 'click' when it locks into place in the attachment clips. The design has thus reached a peak of elegance and allows complete freedom in terms of installation. Involving an efficient interplay between contemporary and sustainable forms of energy, this modern classic presents itself in a new form that withstands all currents in the tempest of time.

www.museumliaunig.at



TECHNOLOGY

VarioComp floor heating



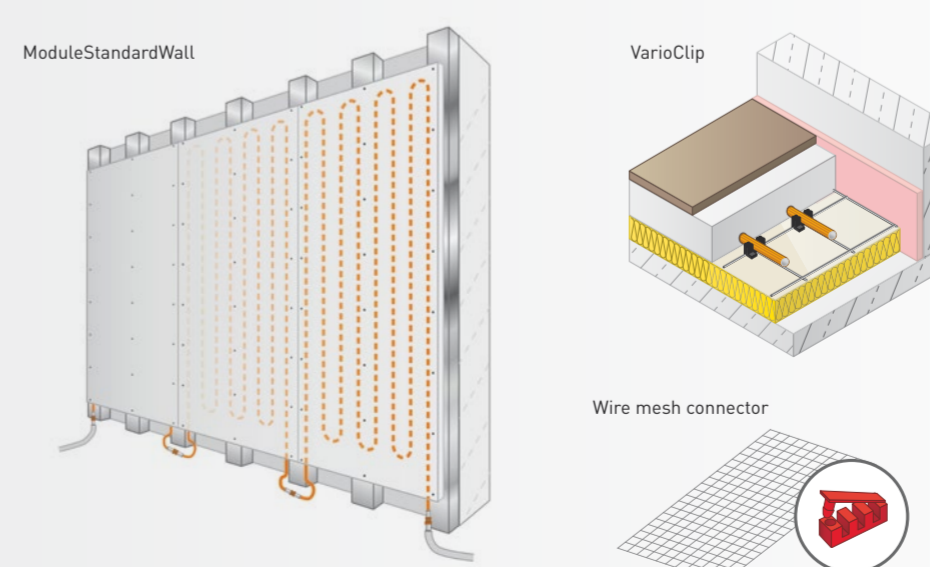
Purkowitzer car dealership

Installer
ST Heizung-Sanitär GmbH
AT-9100 Völkermarkt

Variotherm system
350 m² VARIOCOMP FLOORHEATING

TECHNOLOGY

ModuleStandardWall heating/cooling



VarioClip floor heating



Museum Liaunig

Planning/design and construction management
TB Ing. Meisslitzer KG
AT-9020 Klagenfurt
www.tbmeisslitzer.com

querkraft architekten zt gmbh
AT-1010 Wien
www.querkraft.at

Installer
Hechenleitner & Cie GmbH, Ing. Franz Schlitzer
AT-9020 Klagenfurt
www.hechenleitner.at

Variotherm systems
90 m² MODULESTANDARDWALL
2000 m² VARIOCLIP FLOORHEATING

VarioRoll – clever roll

Simple ideas are often the best. For instance, the more compact rolling up of the VarioRoll. Less air in the packaging. Easier storage. Easier to dispatch. Easier for installers to transport in their delivery vans. Variotherm special pallets can now transport 140 m² VarioRoll 30-2 instead of the previous 120 m². In the case of the VarioRoll 20-2, the pallets can even hold 220 m². In other words: simply ingenious.



Optimised adhesive strip:
The adhesive strip is applied directly to the surface of the mat. This allows for swift glueing of the rows.

Impressively individual – the T1168 valve insert

Up until now, various flow quantities in the Variotherm skirting heating systems and trench heating systems were regulated manually. Now, the hydraulic T1168 valve inserts can be individually set to ensure that operations are even more energy-efficient. Hydronic balancing is quick and easy. Adjusted flows are continuously maintained even in the case of excess quantities, for instance when adjacent valves close.



Tip: Flow valves which were delivered in or after 2013 can be easily upgraded with hydraulic valve inserts!

Optimum mix – the W030 mixing tool

The new VarioComp mixing tool is essential to ensure the perfect mix of the VarioComp filling compound. The left-aligned stirrer paddle facilitates optimum top to bottom rotation. This guarantees a perfect mix as well as low air entrapment! Processing is now even smoother.



Installation instructions from professionals for professionals

Simple and quick to install! This promise is illustrated and confirmed by the redesigned installation instructions. The technical documents provided by Variotherm have been adapted in line with the new brochure layout. Contents were optimised and are now even better arranged and easier to understand.

Professionals will find all installation steps and technical details, from correct storage of the material to preparatory work, suitable subsurfaces and correct installation of the Variotherm systems. They also include important final processing information, for instance regarding plastering or applying floor coverings.

Calda Energy: High ethical standards

Managed by young visionary Lefteris Fotopoulos, Calda Energy does business with a maximum of professionalism and high ethical standards. Variotherm and Calda Energy thus share the same mentality: they have an outstanding sense of social responsibility. Both companies strive to extend their product portfolios in order to meet their customers' needs with sustainable solutions.

"Good communication is a priority when launching any business. To us, a successful partnership is a kind of marriage in which trust, respect and mutual understanding form the basic principles," says Mr Fotopoulos. "Although we have not been working together very long, we are convinced that Variotherm is following all of these lofty moral values."

www.calda.gr



GREECE



CROATIA



Unlimited visionaries

UNITED KINGDOM



BELGIUM



Surface Heating: Ingenious marketing

As a smart businessman, Jignesh Patel, Director of Surface Heating, a specialist in the field, knows that true innovation also involves recognising and marketing ingenious ideas.

"I met Alexander Watzek and Peter Sullivan at the 2015 Eco Build exhibition," remembers Mr Patel. "I was immediately struck by the potential of the company."

"The fabulous technology delivered by the Austrian company Variotherm is different from anything known in the UK so far. Any surface can serve as a potential source of energy. So why not make good use of walls, floors and ceilings? Thanks to this fresh approach, which is a real eye-opener, we are revolutionising the London market!"

www.surfaceheating.co.uk



Climatrix: Technology at its finest



What is the perfect indoor temperature? In Belgium, this might be the temperature at which chocolate truffles slowly melt on the tongue. Climatrix Heating & Cooling Systems, a pioneering Belgian company, has done years of research to get to the bottom of this question. To achieve the optimum temperature, an innovative, technically perfect wall and ceiling heating/cooling system is required.

In Climatrix, we have found a reliable associate who distributes Variotherm's complete heating and cooling systems on the Belgian market.

Variotherm and Climatrix are both family businesses that can look back on several decades of successful operations. Following the key values of sustainability, energy efficiency and ecological thinking, Managing Director Kim Vaesen is leading her company towards a more prosperous future. The new partnership with Variotherm, which is strengthening the positions of both companies on the European market, is making an important contribution towards this goal.

www.climatrix.be



Cool prospects! Respect!

Cutting-edge topics. Great architectural photos. Cool montage illustrations. Clear and detailed product descriptions and explanations. These are the new Variotherm product brochures.

Bring your showroom up to date and order your Variotherm brochures! Order now on 0043 2256 648 70 0 or download them at: www.variotherm.com



Small sample, big effect!

21 x 21 cm is a convenient standard format. Made by hand in our workshops, the samples provide a good insight into our system solutions. The structure is presented layer by layer for a number of products, for instance VarioComp and VarioRast, ModulePanels-Classic and -Acoustic or system wall heating/cooling.

With packaging now in line with the Variotherm design, the samples make an even better impression on customers. **Wow effect guaranteed!**



On the wheels! Ready! Go!



Full of energy, we mounted our push bikes and set off on our company outing to Baden in June. Behind us, the kaleidoscope of our daily routine. In front of us, green landscape. And us in the thick of it. Motivated as we were, our team would have easily managed a cycling marathon. However, after an incredibly long eight-point-eight kilometres and twenty-nine minutes of pedalling, we felt more like a break. So, we parked our bikes and strolled for fifteen-point-two minutes to the centre of Baden. Or rather the closest pastry shop, to be precise. Who could resist the finest sweets made by Gasser, the imperial court confectioner? We immediately neutralised our sweet sins by going on a guided tour of the Kurpark gardens. This great thirst for knowledge made us hungry! We therefore proceeded to stop off at the Rudolfshof. Following an imperial meal and entertaining team games, we went to visit the Theresienwarte and Bienenburg attractions, as befitted our rank. Which is where our ladies caught sight of Café Blickweit. So off we went for an afternoon snack! Although we were so full that the cycle home took three times as long, we were very happy that our cycling outfits were very stretchy on this wonderful day! It is, after all, the little things that count. In any case, our bicycle tour was a huge success!

1.600 PROJECTS

365 DAYS = TECHNOLOGY X 6

How is it possible to complete 1,600 perfect projects a year? What one needs is six highly motivated staff members who approach each task with incredible professionalism! Ongoing further training and use of the latest planning software will do the rest. In the end, it's just a matter of using the right technology!

And that's something our team is very good at! The equation also includes a number of additional factors, such as correct calculation of the heating load, perfect dimensioning of the heating surfaces, reliable preparation of planning documents and, of course, commercial offer management. Another big



Ing. Thomas Baumgartner, Alexander Schauer, Ing. Mario Baumgartner, Manfred Thallermayr, Ing. Monika Brezovsky, Jacqueline Stürzer

part is the formatting of various technical documents, such as planning manuals, installation instructions and product data sheets.

"We know a great deal. Actually, a very great deal. This knowledge has been collected over the years thanks to experience gathered by our staff, careful observation of the market, communication with our customers and constructive collaboration, especially with the manufacturing and field staff," is how Thomas Baumgartner, Head of the Technology Department explains the company's enormous output.

The team's consulting, planning and customer services help reduce our clients' personnel expenses since the technical documents and calculations are all provided by Variotherm. Even the internally developed dimensioning software is available to customers for download in the professional area of the www.variotherm.at website.

"Aside from professional answers to all questions regarding our products and the preparation of technical plans, we are also capable of developing complex special solutions," says Mr Baumgartner. "Telephone advice and personal meetings with customers in our showroom or at trade fairs keep our staff on their toes. We are always ready to take up suggestions and act on them."

A large number of innovative Variotherm ideas arose from practical experience and observations collected by our field staff and passed on to the technology team. "Whenever we think an idea has the potential for improvement, we look for the best way to exploit this potential. How do we build it, which tools do we need to develop, who can supply the required material, what budget is needed for the development? Everything we can do ourselves, we do ourselves," explains Mr Baumgartner proudly. "The whole team is highly motivated and pulls together!"

Super new to the team



Super strategy!

The experienced salesman and engineer Alexander Novotny gained his experience at the Swiss company Mettler Toledo and the well-known window and door manufacturer Internorm. As the new head of the Variotherm sales team, he looks forward to join forces with his team and expand Variotherm's partner network.



Super consulting!

Engineer Günter Grube has been complementing our sales team since November 2015, primarily advising architects, prefabricated house specialists and drywall construction experts. The qualified construction engineer with long-standing experience in building management and wood building is demonstrating his outstanding skills at every customer meeting.



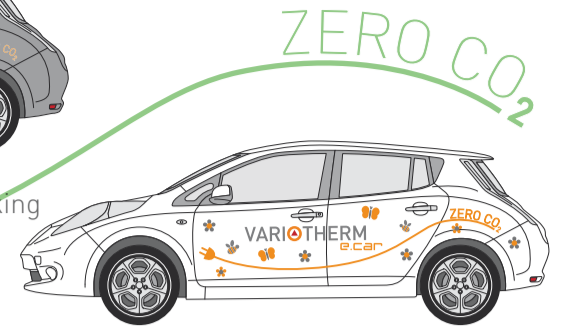
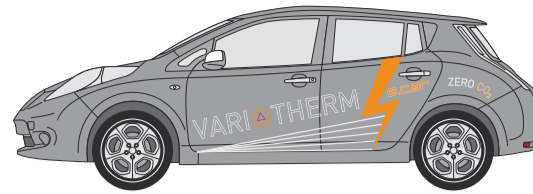
Super ideas!

Seriously creative: Sabine Ostermann has been active in marketing & advertising at Variotherm since November 2015. The all-round specialist can look back on a long career in market communications and has gained valuable experience in the field, particularly at the St. Margarethen opera festival and the renowned Tirol-based advertising company Impalawolf-mitbiss.



Super plans!

Since April of this year, 21 year-old Jacqueline Stürzer has been contributing her youthful momentum to our technology department. Thanks to her verve and congenial nature, she has become a great asset for the company.



P:URe electro mobility

100 % emission-free, extremely quiet, sustainable and technologically forward-looking. For once, we're not talking about Variotherm products. Instead, we are happy about the addition of two new electric cars to our car fleet. Thanks to their ecological and technological properties, they are a perfect fit for our company. Our decision went in favour of the Nissan Leaf. We were particularly delighted with its innovative solar spoiler which uses sunlight as an additional energy source. The two electric runabouts are expected to save us an annual **10 tons of CO₂ in the coming years.**



P:URe muscle power

A large proportion of our staff take the bike to work. As luck would have it, the annual 'Cycling to work' campaign of the State of Lower Austria took place in May. What did we gain from it? The insight that fresh air and exercise on the way to and from work is the greatest benefit.

P:URe energy

Of course. We can also get our electricity cheaper. But we do not want that at any price. To us it is more important that an Austrian eco-power supplier covers 100 % of our energy requirement. Which is why we recently extended our contract with AAE. The special conditions we receive as a company are also offered to our staff if they change from their conventional supplier to AAE.



As regards the company's further expansion, we are planning to equip all of our roofs with photovoltaic systems and becoming almost energy-self-sufficient.

P:URe help

Thanks to the voluntary rounding of our staff's net salaries, a tidy sum ends up in our social donation kitty every month. Variotherm then doubles the amount. The idea behind this: For the individual, the monthly donation is not a great privation. However, in total the money can really make a difference. In the past year, the team decided to support the following projects:

- Contribution to Raffael's frequency therapy machine, € 2,000
- Allowance for Pauli's home dialysis care, € 750
- Support of a refugee family, € 750
- Contribution to Sabrina's autism dolphin therapy, € 750
- Support of David's leukaemia benefit campaign, € 750
- Donation to the Austrian Disability Service, OEBD, € 1,400
- Donation to the 'Mission Hoffnung' organisation, € 600
- Donations in kind for the Traiskirchen refugee home
- Support of the Nikolo campaign of the Glücksbote association



P:URe handover of the donations from Eva Demuth



Africa Amini Alama

P:URe Africa

The simplicity, love of nature and frugality of the authentic world of the Maasai at the foot of the Kilimanjaro strikes a chord. In the context of a social project in Tanzania, Alexander Watzek and his son Aaron had the opportunity to spend a few days in this strange world.

AFRICA AMINI ALAMA is an aid project set up by the doctors Christine Wallner and her daughter Cornelia who used their entire finances and humanitarian capabilities to help people in Africa and provide them with basic essentials. The latter include schooling, one hot meal a day and basic medical care. The Maasai Lodge, which was constructed with their involvement, serves members of the affluent society as a place of spiritual power and deceleration. The proceeds are used to finance and maintain schools and healthcare centres.

The lodge also includes a tepidarium with massage room that can be heated with the help of our products. "The first EasyFlex wall heating system plastered with cow dung and termite dust – incredible," enthuses Alexander Watzek who delights in the fact that the latest technology can perfectly align with a construction style that is thousands of years old. "Our trip was very exhausting but full of wonderful experiences. The Maasai are deeply and eternally thankful to Variotherm." **Further information on this aid project: www.africaaminialama.com**

Cornelia and Christine Wallner

From left to right: Aaron and Alexander Watzek, Gerd Koller, Lesse, Eliza and Franz Mühlbauer

