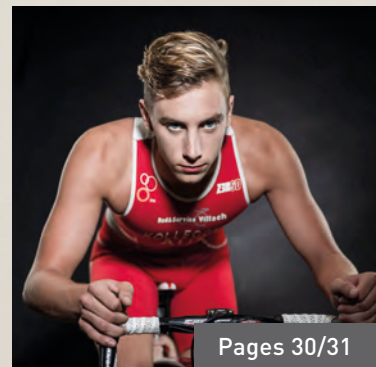
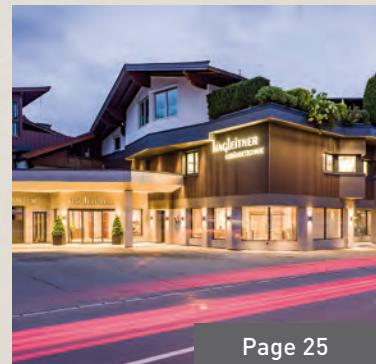
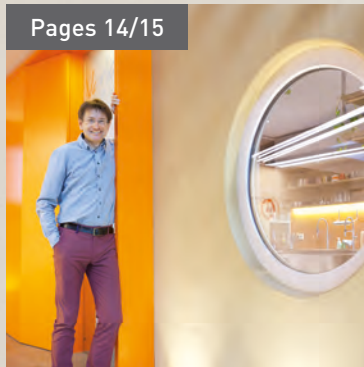


VarioTime

OUR VARIO THERM MAGAZINE

Easy – it's simple when you can!



In this issue

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Space. Art. Life – Rupi and Rudi

Pages 6-11



**EVERY
ADVENTURE
REQUIRES A
FIRST STEP**

Easy?

It's much easier to have an opinion than have to deal with an issue. We've rethought our customer magazine and want to look at new topics in the future. We're looking forward to your opinion!

It's worth taking the time to think about it,
says [Alexander Watzek](#)



VT

V for variety, **v**isionary and much more – we definitely hope you love our new magazine.

T for great **t**exts and **t**opics that reflect the spirit of the time – as well as lots of information about the **V**ariotherm **T**eam..

The motto of this issue is

Easy.



I'm an EasyFlex wall

Clay plaster

Clay plaster

HAPPY IN HIS TRADE

He creates habitats, working spaces, living spaces, open spaces, spaces to feel good in, to enjoy, be creative, be free – simply spaces to be alive in. Rupert Rauch has relied on Variotherm for 25 years – and we in him.

ALEXANDER WATZEK: We've known each other for such a long time, Rupert. Our first meeting must have been around 1993, right?

RUPERT RAUCH: Yes. At the time, I stumbled across your water heated brick stones somewhere and immediately thought to myself: That sounds interesting. Underfloor and wall heating like a Roman hypocaust, only water-based? I really wanted to know how it worked. Thank God there was no internet back then. Otherwise I wouldn't have called you.

ALEXANDER WATZEK: I think yes, that was not so much of a happy coincidence, but rather pre-destination. In any event, it was the beginning of a

long-term collaboration. It was immediately clear that we are both very happy in what we do. Or how do you see it? Are you happy?

RUPERT RAUCH: Hm... What is happiness? I would describe the concept of happiness more as success. And things succeed when you make the right decisions. Behind a happy life there's always a successful life. I've been lucky enough to have succeeded in many things. Your company Variotherm has been a continuous success story since its foundation. But I wouldn't say that you've been lucky all these years, but rather that you've managed to persevere and go your own way.

ALEXANDER WATZEK: The last four decades have



"Herr Rudi", Rupert Rauch and Alexander Watzek



The "House on House" was one of Rupert Rauch's "other" projects. In 2011, ceiling heating/cooling in the bedroom was still something special. Healthy heating and cooling without draughts was already very important back then for the forward thinker.

certainly been a long road. In which direction will the road continue?

RUPERT RAUCH: I used to be a friend of self-sufficiency. I really wanted a well from which I could draw water and generate my own electricity in order to be independent. Today I think differently. Heating a building today with wood stoves alone makes no sense. A tiled stove is nice, but it takes too long for me to heat the room. You also need the appropriate amount of wood, which you then have to laboriously bring into the house with a wheelbarrow. So there are limits to the old dream of self-sufficiency in practice.

ALEXANDER WATZEK: That's true, but current construction methods are not optimal either. Large window panes. Lightweight construction with thick polystyrene shells without storage mass. That's not climate-friendly. We have enormous temperature differences in our latitudes. Almost 50 degrees difference between winter and summer. That's extreme.

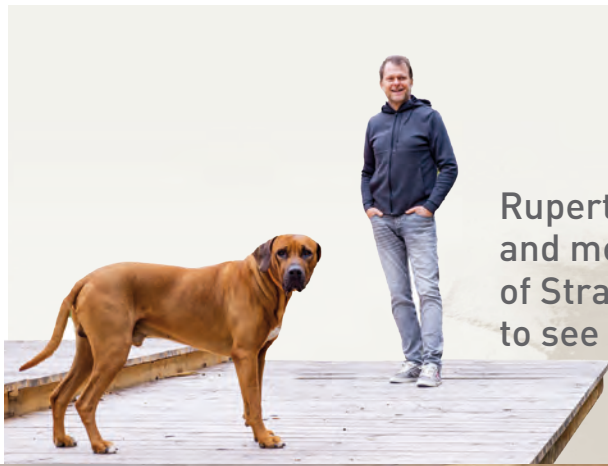
That only exists in a few regions of the world. If we export our construction methods to the south or north, the heating or cooling is running 365 days a year.

RUPERT RAUCH: And then we wonder why we need increasingly more power plants. Only in our climate region do we need both. Heating and cooling. For modern concrete buildings with huge glass surfaces, no trees, no natural shading. Nothing. With heating and cooling that generate an enormous energy demand. Looks great. But do you want to live in something like that? Even if you can afford it? I can't have everything just because I can afford it. That's not on. I have no right to it when it comes to the environment. Not even if the designers put a PV system on my roof and say: With that you're neutral anyway. The next misguided development are the huge pools and air-source heat pumps that only heat the pool water. That's considered normal today – but it shouldn't be. In this respect, society still has a lot to learn in transforming itself. All municipalities distribute flower seeds at election time, while at the same time radically mowing all the green spaces. And in gardens, robot lawnmowers slice up the entire ground and then people put up bee hotels. Things cannot and mustn't go on like this. **Or to put it in the apt words of Gregory Bateson: "The creature that wins against its environment destroys itself."**



Conceptualist, design artist and thinker with a holistic view of the essential: That's Rupert Rauch.





Rupert Rauch's "Artist's Room" is nestled between woods and meadows on the edge of the small Styrian municipality of Straden. In its absolute tranquillity, it invites you to learn to see the simplicity of things again.



The Artist's Room with its favourite spots and lovingly designed spaces. A Variotherm wall heating/cooling system is, of course, hidden behind the 6 mm wood panelling!

Of course we can fork out large sums if we're looking for peace, quiet and seclusion. We can put up with hours of energy-sapping travel and cover 7,000 km to the Seychelles," says Rupert Rauch, sipping a refreshing glass of cool wine from Styria. "Or we are smarter. It takes just under an hour to get here from Graz. From Vienna maybe two. Even a half-full tank is enough to get you to paradise." Rupert Rauch designed his Artist's Room so that people would come here on holiday to devote themselves to their art. Since he didn't want to clutter the reduced, simple beauty of the rooms with clumsy radiators, he opted for his favourite heating system, a Variotherm ModuleWall, as he so often does. "I thought that the artists might be there for a day or two. But they feel so comfortable in these pleasant spaces that they stay longer. People meet, exchange ideas, give each other new ideas. It's casual." The apartment literally invites you to pause and think about all things in peace. "Then the ideas come by themselves. You just have to dare to think about them," says the visionary. "When corona came along, some hotels also had a rethink and rented out their rooms as home offices. And an author came to me to write her book. And those who have been here like to come back. Like Josef Fürpass, for example. A great visual artist, book designer, illustrator and bandoneon player. And last but not least: It's not only artists who come to the Artist's Room. Everyone who has an appreciation and respect for nature is welcome. That's exactly the kind of diversity I'm looking for."



It's really nice

Nice and warm while writing – with EasyFlex wall heating

Rhonda Lamberty won the 2018 Literature Prize for Prose with her text "Breathing". We met her in Rupert Rauch's Artist's Room, where she was working on her new book "Hydros. Stories about water".



The author let us publish a small excerpt from her current work, exclusively for VarioTime:

Sensual

On the bridge to the flower island, I paused and looked at the lake up close. The blue in all its shades, unclouded all the way to the shore, the bright turquoise that flowed into the dark blue further out. I settled down under the poplars, whose crowns shone like cocktail umbrellas in the sun and made a bright, tinkling sound. They were singing a farewell song. Soon they would be felled. Trees pass away. Water remains. Going into the lake on this late summer day was like slipping under a quilt warmed by a man's body. He nestled against my body and brushed over my joints with circular movements, caressing every inch of my skin as I swam. All water is feminine, I thought. The springs are feminine. The rivers are feminine. Even the sea symbolises femininity. Only Lake Wörthersee is a man.



ROOM
19

behind you.

Would you like to know more about Rhonda Lamberty? Simply scan the QR code >>>



... *Artist's Room*

www.room19.at



Concept and craftsmanship

A feeling for needs and comfort



RUPERT RAUCH: "I always try to understand the customers holistically. With a view to ecology and economy, I then aspire to design the optimum for them. I like to work a lot with my hands. In the first phase, therefore, I draw up sketches by hand based on the discussions we've had. Then I work out the plans in greater detail. Only when everything has been thought through and taken into account do I have my designs turned into technical drawings by an architect's office. The second constant in my work flow is: There's no house of mine that doesn't have a Variotherm system. I simply like to transport this precious life feeling of comfort to my customers with full conviction."



The clear favourites in all of Rupert Rauch's projects are the ModuleWall and the EasyFlex system for heating and cooling with walls and ceilings: "If I were to build another house for myself, it would be a load-bearing straw house. Plastered with lime on the outside and clay on the inside. Plus wall heating/cooling – great. I'm a big fan of plastering with clay and straw. They're fantastic building materials with excellent properties. You just have to know how to handle them properly. But these materials really are the most sustainable thing ever. Even better than any brick." In this context, the EasyFlex system for plastered interior finishes lends itself particularly well to great projects. Plastered interior finishing is the most flexible and fastest way to install wall heating/cooling. It offers the most direct heat transfer, high performance and easiest adaptation to all designs. Invisible, noiseless, free from draughts.



The ModuleWall in the sloping roof creates a wonderful indoor climate.



The EasyFlex systems and the ModuleWall can be perfectly combined. This is also appreciated by the dog "Herr Rudi". He has a cosy place to lie in almost every room!

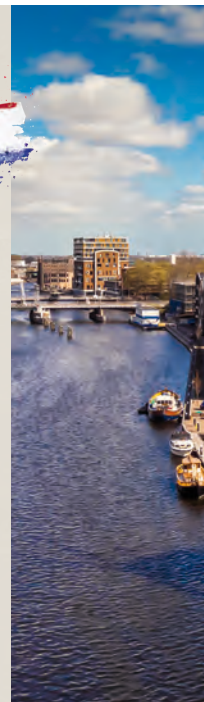


SPACE. ART. LIFE. Rupert Rauch

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THIS MAKES IT REALLY FUN

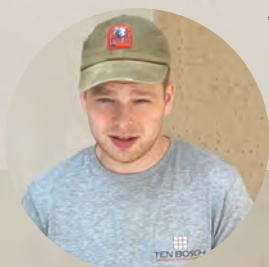
This has never happened before: a service provider who exclusively specialises in installing Variotherm products. We're proud to present the innovative thinker behind this great business idea: Willem ten Bosch.

Willem ten Bosch didn't launch his new company until 1 January 2021. But behind it lies long-standing experience that extends over three generations. Before that, Willem very successfully ran a heating and sanitary installation company that his grandfather founded in 1931. "Since I don't have any children myself, I decided to sell the family business. That wasn't easy for me. But it was necessary in order to finally be able to implement my idea."

Since the beginning of the year, Willem has been concentrating purely on the service for instal-

ling Variotherm products. He describes how it came about like this: "Three years ago we had a client who wanted a VarioComp modular floor heating system. But we had no experience with this system until then. So we contacted the Variotherm general importer, Technea, who supplied us with the materials. The installation was easy and fun. On this occasion, Technea asked us if we would be interested in installing the system for other installers – as a subcontractor, so to speak – because they had received so many requests to do so."

You can rely on these guys. A good atmosphere on the construction site is always guaranteed.



Real professionals for all areas: whether floors, walls or ceilings – all Variotherm systems are professionally installed.



"Haarlem has a lot to offer, both to the eye and in terms of



exciting projects," says Rene Moerland.

From that moment on, Technea increasingly called on the Ten Bosch company to install VarioComp for other installation customers throughout the country. This is how a close collaboration developed over the years. Soon we started to install all Variotherm products, including for the walls and ceilings. Business developed very well.

With Willem's installing company, they now had a reliable partner to help the local installers with the installation. The clients were always happy and highly satisfied with their Variotherm systems. Only some installers didn't like the idea of having a "rival com-

petitor" (which in reality I no longer was) working on their project. The new business idea was therefore self-evident and just needed to be taken up. "I decided to set up a separate company specialising purely in the installation of Variotherm products. This way we're not directly competing with the installer who commissions us. He can now fulfil his clients' wishes in the best possible way without having to worry about us taking business away from him."

Willem ten Bosch runs his installation service together with Rene Moerland, who had previously assisted him as a manager in the plumbing business. "Our new business is off to a great start. We already have two teams travelling around the country to help installers install Variotherm on site. We're sure that this is just the beginning of a great movement and hope that our idea will set a precedent and inspire others to rethink as well!" A trade in hand really does find gold in every land!

Quickly delivered by Variotherm – quickly installed by TEN BOSCH



Willem ten Bosch now makes excellent business for installers even better. Imitation desired!



TEN BOSCH Montage Service B.V
Brouwersvaart 58-60
NL-2013 RB Haarlem
info@tenboschmontageservice.nl
www.tenboschmontageservice.nl



Simple and flexible – the EasyFlex system

One thing's certain: there's no other system that can be so flexibly used for individually designing rooms. The EasyFlexWall or Ceiling adapts to all conditions. Designed living areas are very much in vogue, while the actual sustainability of systems is becoming increasingly important. Our system has been tested by the Austrian Institute for Healthy and Ecological Building (IBO).



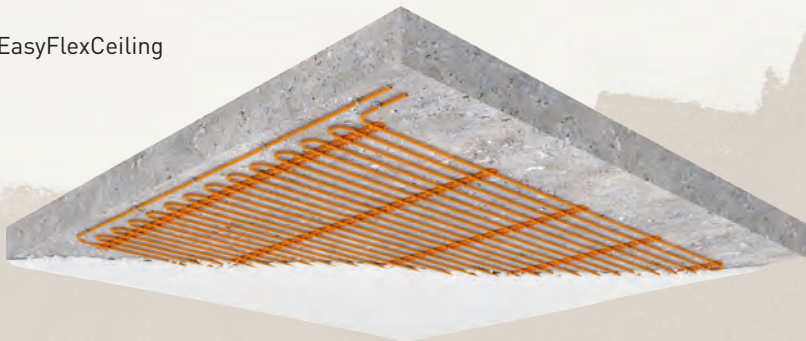
There's always a reason for feeling good. Whether for large-area walls and ceilings or a smart-looking, cosy bench – with the plastered EasyFlex systems you can enjoy cosy radiant heat everywhere in winter or pleasant coolness in summer – and all that with just one system. Another really important advantage: Draughts and loud air-conditioning noises are a thing of the past. This is what healthy well-being feels like within your own four walls. EasyFlex systems always work with a low flow temperature. Thanks to the large-area installation, this enables heating surfaces to be operated with flow temperatures between 26 and 38 °C.

In summer, 16 to 20 °C cool water flows through the pipes, and already the surfaces and ceilings are cooling the rooms. You'll notice the benefits no later than in the bedroom, because here the cooling can also run at night, in contrast to a noisy air conditioner. This saves a lot of energy – often up to 30% – and it's all virtually maintenance-free :). By now at the latest, you should be convinced that EasyFlex systems are sustainable, environmentally friendly and with an excellent price and performance. EasyFlex systems can be perfectly combined with energy-saving technologies such as heat pumps, solar or biomass systems.

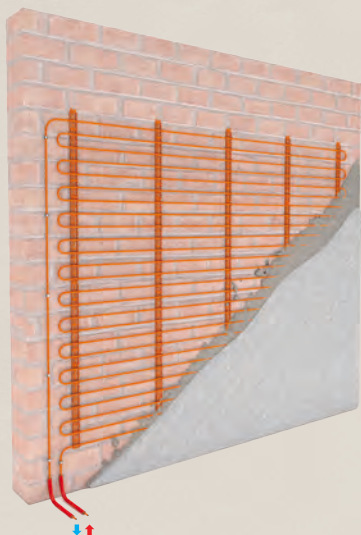
Heated window sills and niches are becoming increasingly popular.



EasyFlexCeiling



EasyFlexWall



For 50 years, the “Bundesverband Flächenheizungen und Flächenkühlungen” (BVF), Germany’s national association for radiant heating and cooling, has been committed to establishing standards in technology and quality. The aim of the neutral association is to bundle expertise and develop regulations and interfaces with the power of the community. Variotherm is now a member of the BVF.



Finished EasyFlexWall with clay plaster



Installing the EasyFlexWall

Components. Tools.
EasyFlex system for walls and ceilings



- VarioBar 1
- Bending model 2
- VarioProFile pipe 3
- Calibration and chamfering tool 4
- EcoHeatingPlaster 5
- Plaster lattice 6



Machine-processed clay plaster also...



... has excellent properties...



Watch a time-lapse video showing the installation of an EasyFlexWall with clay plaster. Simply scan the QR code with your mobile phone!



Installing an EasyFlexWall is simple and well thought-out.



... for a healthy indoor climate – ready for living in 3 days!

Only we do that.

The Variotherm technical team.

Yes, it's true. Other manufacturers also offer support. But only Variotherm offers such a comprehensive, in-depth service. Our technical team sheds light on every detail and answers enquiries not just superficially. **The 8-strong team** puts its heart and soul into its work, it really thinks and feels its way into your project. Why? So that the end result is exactly what your customer really wants!



Manfred Thallermayr

2

Well, if we had known that earlier! Who would have thought of such a thing?" You won't hear this sentence from your Variotherm customers. Because we check out a lot of things earlier and think of solutions that others wouldn't even think of! So don't be afraid to ask us!

Quote, sketches, planning, heating and cooling load calculations, ordering.

These six aspects – perfectly thought through – lead to the best economic solution and an optimal result for your project. An up-to-date energy certificate is an immense help as a starting point, because it contains all the information – for example about the construction method, insulation or the interior plastering and exterior rendering. You can build on this!

3



Axel Zauchinger

4

It's only after a "long journey" – the construction process – when customers finally live in their home and breathe a sigh of relief, do they really recognise the value of Variotherm systems. We therefore recommend that you involve us in your project as early as possible. This enables expensive wrong decisions to be avoided. Often, people only think of conventional underfloor heating systems. But walls, sloping roofs or ceilings are also ideal for heating and cooling. Your customer will thank you for it!



Monika Brezovszky



Christian Trobits | Head of Engineering

Many suppliers are often only concerned with selling as many products as possible. At Variotherm, we think sustainably, efficiently and in a resource-saving manner in our planning. Our well thought-out solutions save a lot of money in the long run.

5



Johannes Kowald

Ugly radiators. Unpleasant air conditioners. Power-guzzling infrared panels. It's not worth holding on to outdated things just because that's the way it's always been done. **The time has come for a rethink.** Variotherm has the perfect solutions for this.

6



Aaron Watzek



7

Okan Bozkurt

We're proud to be able to offer our comprehensive planning services without charging. The focus is not on the extent, but on the quality of the solution. Every installer should therefore know this address: **technik@variotherm.com**

A personal contact who makes the time-consuming design work easier for you and whose expertise you can really trust is invaluable. We know exactly how to do it and will advise you on all detailed questions with Variotherm's professional knowledge!

8



Alexander Schauer

Miami Beach vs.

Living and relaxing on one of Austria's



Schilcherland >

most beautiful hillside vineyards.

Meadows with gnarled fruit trees, chestnut forests and lush vineyards adorn Western Styria. Gently nestled in this successful stretch of land is an idyllic mountain ridge, the Hochgrail. Romantic country lanes wind gently up the mountain.

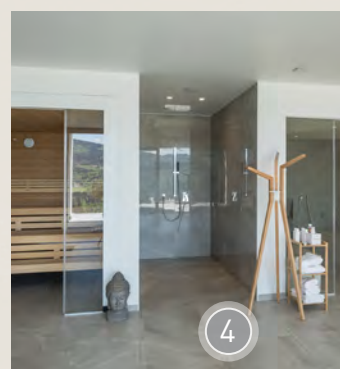
The further up the Schilcher wine road you go, the more a wonderful view opens up over the hilly landscape of St. Stefan ob Stainz. It's precisely at this location, which was voted the most beautiful place in Austria in ORF's "9 Places – 9 Treasures" TV programme, that a family living in Florida decided to build a private holiday residence.



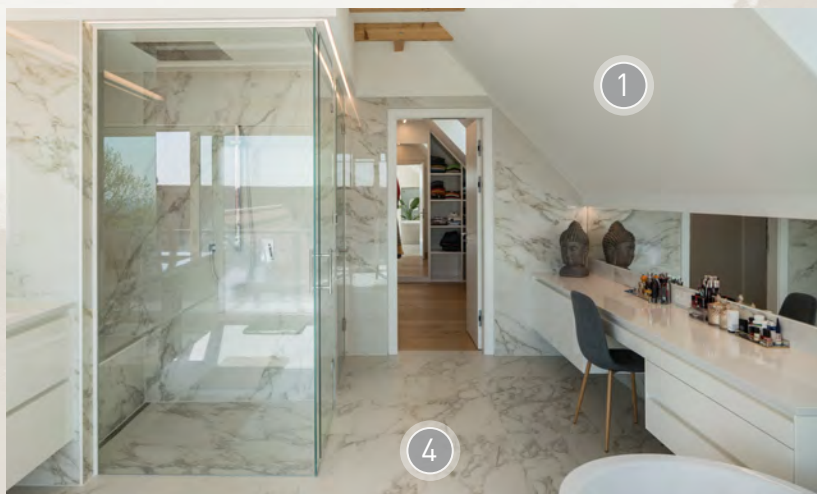
Visually appealing integration of the ModuleCeiling with a surrounding soffit

The home owner's roots are deeply intertwined in the area. "My mother's childhood home was in Steinreib. And my relatives run their wineries here. I love this area and always enjoy coming home. Even though I left for America in 1999." There she finally met the love of her life. Today, the cosmopolitan couple share their time between Florida and Austria.

"Professionally, we've seen many parts of the world and experienced how resources are handled in various places. It was all the more important to us to build as ecologically and sustainably as possible. We wanted to support local businesses and made sure that the distances to the building site were short. All installations were carried out by the local plumbing engineer, who lives only 5 minutes away. Regionality is important to us. The stone on the terrace floor is gneiss from nearby Burgenland.



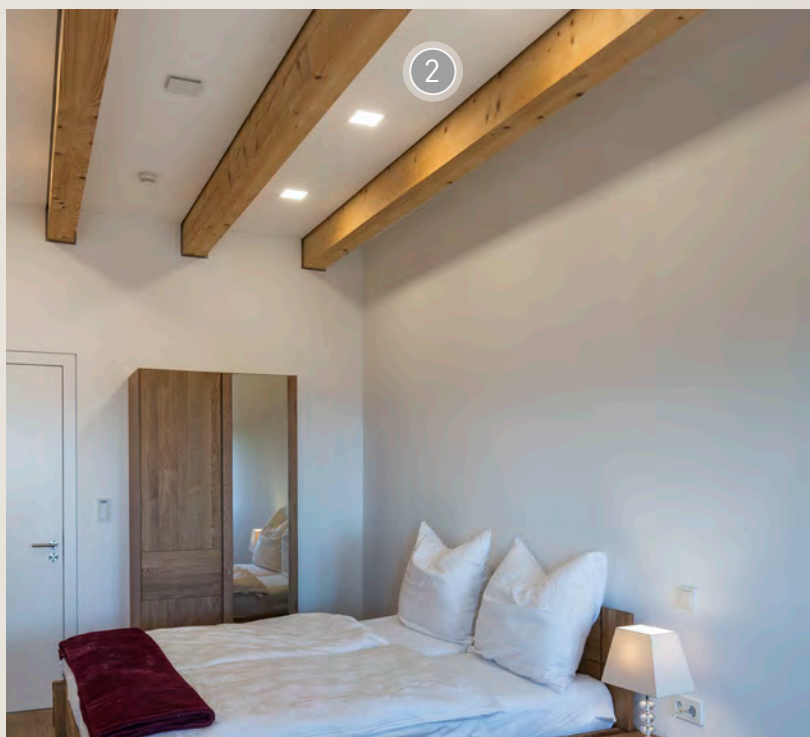
The ModuleWall fits seamlessly into the sloping roof.



We also considered having an Asian stone floor. It would have been quarried in India, cut in China and then come to Austria. But as beautiful as the other stone would have been – we’re very happy to have chosen Austrian quality. We didn’t need to give it a second thought. If only because of the transport route.”

When it came to heating and cooling, they trusted the architect’s advice to go for geothermal energy in combination with the Variotherm complete system. “The first winter in our new house was wonderful. We’re used to the temperatures in Miami and it was so nice to finally experience a real winter again – and with such a pleasant indoor climate! In America you’re always being blasted at by the air conditioners.

Anyone going into a shopping centre or restaurant there puts on a jacket because the temperature differences between inside and outside are so great. That’s why I’m really looking forward to the wall and ceiling cooling in summer. Finally, no more freezing draughts!”



Bespoke elements between the timber beams: 95 ModuleCeiling panels



Residence, Southwest Styria

Installer

Flanyek, Thomas Köberl
AT-8510 Stainz
www.flanyek.at

Architect

BM Ing. Werner Flucher
AT-8430 Leibnitz
www.bauplanung.co.at

Variotherm systems

- 85 m² Modular wall heating/cooling
- 140 m² Modular ceiling cooling/heating
- 59 m² EasyFlex wall heating/cooling
- 780 m² VarioRoll floor heating
- 70 m² Concrete core activation

Stoll makes things better again.

The sink, please!



Managing Directors Patrick Baumgartner and Christian Wallner from Stoll and Peter Unterrainer from Variotherm



The camera slowly pans towards the Stoll company building. The glass façade is idyllically illuminated in the sunlight. Suddenly an object hurtles through the picture like a meteor – and shatters into a thousand pieces on impact ...

What's that falling from the sky – on your website? "Oh that," laughs one of the two young directors, Christian Wallner (34). "Yes, that's a washbasin. We chose a strong metaphor for our advertising to show what we're all about. Your installer Stoll is always on hand to fix any faults. However, we don't proceed with brutal destructiveness. Instead, we think sustainably and conservatively. A new solution doesn't always have to be a complete replacement."

For 37 years, Stoll has been a pioneer in renewable energy. "We always ask ourselves: Which energy sources make sense to run a building in a truly sustainable way? This question is becoming increasingly important. Especially in the new-build sector. Fortunately, a new awareness is already making itself felt here. Five years ago, people still thought about air conditioning when it came to cooling. Today, people

are thinking about: Concrete core activation. Activating walls and ceilings. Radiant cooling. Heating pumps. Photovoltaics," says CEO Patrick Baumgartner (31).

"We took over the business from the founder, Mr. Stoll, on 1 March 2020," says Christian. "Before that, I had already been an employee for 12 ½ years. Patrick is a master plumbing engineer and has also been with the company for 8 years. Today we share the management like brothers, so to speak, and Mr Stoll is still there to advise us as the owner. He taught us how to run a family-style business. With us, everyone is allowed to contribute, help shape the company and participate."

At Stoll, everyone pulls together. Turbo-capitalism is not the focus. "We want to do well and we want to create adequate solutions for satisfied customers with innovative products. Last but not least, this philosophy connects us very successfully with Variotherm."



You can see whether Patrick Baumgartner catches the sink and how the story ends on the Stoll website >>> www.stoll.co.at

W(E)ISE DECISION!



“Variotherm? Super! ... That would, of course, be the best solution. But what does it cost?” Sooner or later, every customer asks this question during the planning meeting. With around 40 years of experience in solar, heat pump and heating engineering, Eric Weise has the right answer: “Variotherm systems are worth every single cent. The effect is unique and in truth priceless. In the long term, the ongoing savings are so great that the purchase certainly pays off.”

Weise Haustechnik GmbH, based in Alzenau, Bavaria, focuses on honest advice and high-quality products. The highest quality of service and employees with the best possible professional training are guaranteed. “For each customer we look for the solution that suits them individually – especially with regard to the level of investment, comfort and benefit,” says proprietor Eric Weise. “Of course, we also have products from other manufacturers in our range. But we’ve been using Variotherm increasingly more for many years. Why? Because the system is simply well-rounded. Everything is well thought out and resolved in terms of the assembly. You can even save on the screed for the underfloor heating. Or propose a solution for the walls and ceilings with a clear conscience. Above all, however, the feel-good effect is completely different from that of other products. There’s simply nothing that comes close to Variotherm in a comparable way.”

Renovation of a semi-detached house



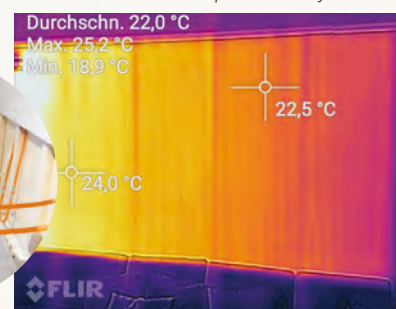
Great idea: A ceiling element for cooling and heating! Lighting included :)

Eric Weise knows what he’s talking about. He learned his trade from scratch. Loyalty, consistency and the courage to develop further are all features of his curriculum vitae. For many years he held a managerial position in the company belonging to his first apprenticeship master, Wolfgang Peter, at “Peter Solar- und Wärmetechnik”. In 2014, he finally took over the business with six employees. The company has grown to 14 employees and one of the apprentices is his son Moritz.

“We’re optimistic about the future,” says Eric Weise. With Variotherm, they have a strong companion by their side. “I’ll be quite honest about it: the satisfaction of our customers is the most important thing to us. Other manufacturers also have good products. But we’ve never received negative customer feedback on either the smallest or the largest project we’ve delivered with Variotherm products. The company is also likeable. The consultants have an open ear and really listen. You always have a personal contact. The material is right – and the collaboration is right. It’s therefore certainly a w(e)ise decision to go for Variotherm!”



Pleasant warmth is provided by ...



... a ModuleWall that ...



... was simply mounted higher.

**WEISE
HAUSTECHNIK**



Siemensstraße 14
DE-63755 Alzenau
Info@weise-haustechnik.de
www.peter-solar.de

THE NEW BROCHURES

FLOOR, WALL, CEILING and DESIGN – that's what it's all about. If we look around our home, we see precisely these four design options. We can feel the cosy effect of the invisible Variotherm systems with all our senses.



How can the Variotherm lifestyle be captured and conveyed in words and images? Since 2015 we've been thinking about this time and again and have updated our brochures several times. In the latest generation of our popular brochure series, the bold and striking headings FLOOR, WALL, CEILING and DESIGN immediately show home owners which system is being presented in each case.

We've remained true to our fun-loving imagery with children. This is how the new brochures are structured: on the first few pages

you immediately find out why you'll feel comfortable with the Variotherm systems right away. Actual

solutions are illustrated with many images showing examples from practice. This shows just how clear and simple our systems are structured without requiring any explanation. A short technical section follows on the last pages. Everything about the products, their components and how easy it is for installers and specialists to install them is explained in the last part.



Even clearer and more concise! All important information at a glance!



Preserve and renew.



As a building services specialist, Andreas Hagleitner knows the variety of heating and cooling systems on the market inside out. When the renovation of his company building was on the agenda, he asked himself the hard question: “Which solution would be best for me?”

“Our family business was founded in 1927. Over the decades, we’ve gained experience with many different manufacturers. My personal conclusion is that we’ve always achieved the best customer satisfaction with Variotherm,” says Hagleitner. “I’ve also had Variotherm ceiling cooling in my private living area for a long time. For our new office space, this was therefore right at the top of my wish list.”

The decision was therefore quickly made. The designs from the Wohnkultur architectural firm were ready on the table. COVID arrived one week before construction commenced. “A tense time. Would the various building trades collapse? What will happen next?” Hagleitner recounts, recalling the biggest shock moment in the project. “However, placing our faith in the future we decided two weeks later to go ahead with the renovation work. Everything was ready after just four months, completely refurbished and updated everywhere. Everyone is especially happy about the new cooling in the offices.”

The Wohnkultur GmbH company creates architecture that inspires. After all, its clientele includes many hotels, mountain restaurants, log cabins, catering establishments, but also exclusive residential buildings in the most beautiful locations in Kitzbühel.

“Our region is modern, open-minded and sophisticated. Open, outstanding architecture is juxtaposed here with older buildings whose fabric should only be interfered with very carefully during renovations,” says experienced project manager Manfred Ganster. “The task in designing the headquarters for the Hagleitner company was to re-clad the exterior façade and create contemporary office space. The company building has been adapted and extended time and again over the decades. Consolidating the old building with current building services technology was a challenge. In tricky cases like these, we often rely on Variotherm. Simply because the system works very well everywhere. In particular, we often like to design in the silent ceiling cooling.”



Project Manager Manfred Ganster



Hagleitner Gebäudetechnik



A llama for you

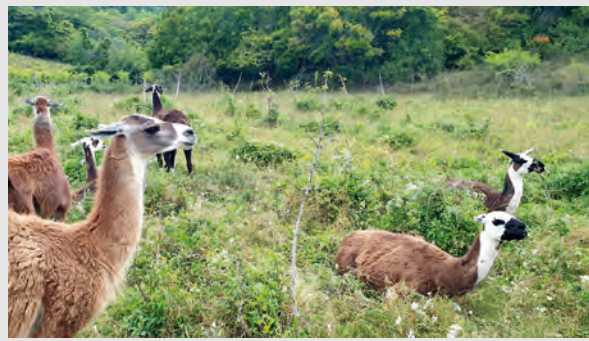
OK. We were on a company outing. It may not sound very exciting now. But wait and see! Because what we experienced there in autumn 2020 was anything but lame! A great tip for your next outing!



www.lamaste.at



Simply recommended! A wonderful company outing to get away from it all and get closer.



Spending a whole day with llamas not only gives you wonderful insights, but also allows you to experience the relationship with our animals more intensively.

„Lama“ means teacher in Tibetan. The thing is, though: There are no llamas in Tibet. At least not New World camels. Because they're only found in the wild in the South American Andes. In any event, a day in the company of such a likeable, humped animal is fascinating, fun, relaxing and above all instructive!

Our excursion led us first into desolate wilderness. It really is called that in German. Einöde 13, directly opposite the horse ranch. Very close to Pfaffstätten near Baden. So it's just around the corner from Variotherm. Just perfect! It's always nice to be surprised by great things that can be discovered nearby. You just have to look.

Karin Lamprecht MSc has a degree in psychological counselling sciences. She's also an art therapist, grief counsellor and has special training in counselling children and families in crisis situations..



Markus Kernbichler is a qualified social worker, energy ethicist, certified nature & landscape guide, herb/garden educationalist and equine-assisted care worker.

Markus Kernbichler has been offering llama hikes since 2003. In a society increasingly alienated from nature, he's keen to bring people closer to nature again. Lamasté is a vegan farm that respects the rights and dignity of the animals on the farm. The necessary electricity is provided by the sun, the land is farmed without artificial fertilisers or sprays, and the water gushes from the farm's own spring.

Spending a whole day with llamas completely enthralled us. Instead of listing everything we experienced there, we would rather tell you what you, too, can discover at Lamasté. For example, an adventurous overnight stay in a circus wagon? Or an exclusive guided tour through the otherwise

barred wilderness? Vegan delicacies from the campfire grill? Or a hike for inner contemplation, to leave your worries behind you and learn to see the diversity of life anew? In any event, we're deeply impressed by the insights we've gained. Lamasté!



Lamasté Lamatrekking

Markus Kernbichler
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www.lamste.at

LOTS OF E

Variotherm's vehicle fleet is increasingly growing. It's E-clear that these are mainly electric cars. Of course, the switch to electric mobility makes sense in many ways:

Example: Our sales manager Alexander Novotny covers around 40,000 km per year when he visits customers. With his previous VW Passat GTE Hybrid, the fuel costs for this amounted to around 3,000 euros. His brand-new Tesla Model 3 not only looks cooler. With an energy consumption of 20 kWh/100 km, electricity costs will only amount to 1,200 euros in future – in other words, only about one third of the costs compared with fossil fuel. **PLUS:** More than half of the electricity is generated by Variotherm's in-house photovoltaic system! Furthermore, the car insurance is 50% cheaper



Sales Manager, Alexander Novotny

and the payment in kind for privately using the company car (previously 360 euros per month for the VW Passat) is also eliminated. Together, this saves at least 7,100 euros per year for the employer and employee, and zero CO2 emissions when driving. Wow!

E already there:

- 2 Tesla Model 3 | 2 Hyundai e-Kona | 2 Nissan Leaf
- 1 Seat Leon Plugin-Hybrid
- 1 VW ID.3 | 1 VW ID.4 | 1 BMW i3

PV ON THE NEXT LEVEL

The PV project started in 2018 was completed this year. NIKKO photovoltaik from Baden was once again responsible for the scheme. With 2,027 hours of sunshine per year and what's become an impressive array, we now generate around 170,000 kWh of electricity per year ourselves. Really proud: On sunny days we can cover about 60% of our electricity needs.



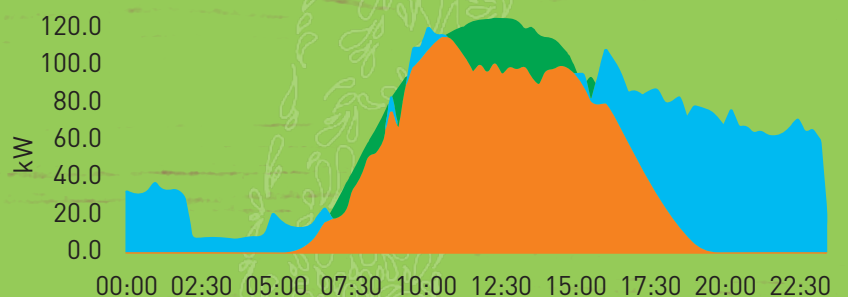
Gernot Baumgartner, Nikko technician and Alexander Watzek

EXAMPLE: OUTPUT ON 28 APRIL 2021

Production: 1.05 MWh



Total energy consumption: 1.52 MWh



170.000 kWh
ELECTRICITY PER YEAR FROM SOLAR ENERGY

LIGHT FOR CHILDREN CHERISHED TRADITION

The "Licht für Kinder" (Light for Children) association has set itself the goal of fulfilling the most desired wishes of sick, disabled and disadvantaged children. Variotherm has been supporting these heartfelt projects since 2013. Now a gift from chairwoman Nadja Elender has found its way to us that has touched us deeply. She lovingly put together a folder with all the children's wishes that we've been able to contribute to over the years. A special car seat for Rosi, riding therapy lessons for Stefanie, swimming with dolphins for Sabrina, a wheelchair-accessible bathroom for Armin, a speech computer for Samuel, ... We cannot even begin to list and describe how many beautiful photos and touching texts were summarised in this folder.



Eva Demuth (Variotherm) and Nadja Elender ("Licht für Kinder")

We're very grateful and delighted that "Licht für Kinder" exists – and that we're able to support these wonderful projects. We've also already reserved the necessary funds for further projects.



Jakob with his new walking aid

WARMING WINTER JACKETS

What we're particularly delighted about at Variotherm is that there's so much warmth of heart in the team. Inspired by our Doris, we took part in a collection campaign for warm winter jackets for homeless adults. It was really cool

to see how much response this had internally. The appeal resulted in more jackets being collected than the St. John Ambulance could accept, which is why part of the donation also went to the Caritas charity.

CHERISHED TRADITION

Every year, the "Lucky heralds" create Easter nests and St. Nicholas bags for socially disadvantaged children. The organisers also welcome donations in kind. Our team's participation in this wonderful campaign for ensuring gleaming children's eyes has become a long-standing tradition at Variotherm.



Not so easy

Olympic Qualification 2024 – Paris

Lukas Kollegger is one of Austria's great Olympic hopefuls. The triathlete, born in Klagenfurt in 1997, was born with sporting talent. He began his sporting career at the tender age of five at Wörthersee Lake Swimming Club. Already during his early years he won 148 medals in national and international competitions.



*Together for the Olympics – Alexander Watzek,
Lukas Kollegger and Nicole Metz*



Water

Better than water? Grander water – now even fizzy on request!

It's a hot time in the Variotherm production – especially in summer. The physical work and the many orders can soon get you sweating. That's why we used to provide our production staff with refreshing mineral water by the pallet. That's all history now. We've had Grander water since 1993 – wait a minute! Couldn't we combine the two? No

sooner said than done. Christian Trobits, our head of engineering, had the brilliant idea! In future, our own Grander water will be freshly carbonated, cooled and made available free of charge with our own treatment plant. Since the mineral water bottles no longer need to be delivered, a considerable amount of CO₂ will also be saved. All employees and visitors are welcome to take a drink and quench their thirst in a healthy way.



VT: A look at your CV would give the impression that you've always been used to success.

LUKAS KOLLEGGER: As a competitive athlete, you learn very early on that it's not only important to work with determination and ambition. Even when faced with possible setbacks – which by their very nature cannot be avoided – you've got to continue pursuing your goals. What helps is not to be distracted by the trials and tribulations along the way, but to always think ahead to the goal.

VT: Coronavirus has changed everything enormously. The pandemic has also left its mark on professional sport. Was it difficult to continue training in the middle of the lockdown?

LUKAS KOLLEGGER: Speaking for myself I can say that this crisis has made me even stronger, both mentally and physically. I'm very grateful to have learnt that my family, my sponsor Variotherm as well as my friends always support me and believe in me even in hard times.

VT: What goals have you set yourself once corona is over?

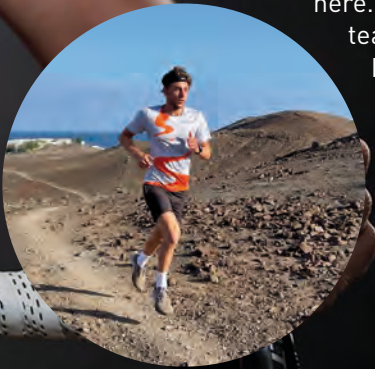
LUKAS KOLLEGGER: My big goal is to compete for Austria at the 2024 Olympic Games in Paris. That requires a lot of hard work and considerable training. I'm very lucky to have a good training group in which we always push each other to the limit. Even when things get tough: we always go through with the training.

VT: How much time does it take to train for the Olympics?

LUKAS KOLLEGGER: I spend half the year at training camps to achieve optimal preparation for the upcoming competitions. This year I've already been to Gran Canaria and Fuerteventura twice, as the training conditions there are more suitable during the cold winter months.

VT: Do you compete in the races as an individual?

LUKAS KOLLEGGER: Triathlon may be an individual sport, but you're only half as strong without your team. That's why I'm delighted that Variotherm is not only my sponsor, but that a genuinely personal friendship has developed here. Variotherm is an important part of my team. There are people who always stand behind me and accompany me one step after the other on track to my sporting goals. That gives me strength and courage.



Our contribution to water safety

Speaking of valuable drinking water: this is not thoughtlessly wasted at Variotherm. Instead, we've had a well sunk. The water from this in-house source is filtered and used for the toilet facilities, washing machines and for watering the green areas. By substituting the service water, a considerable amount of drinking water is saved in the long run.



SPORT is Alexander Watzek's elixir of life. From it he gains his strength and stamina.

"It's really important for me to be able to offer our great team opportunities outside of work that are good for their health, mental activity and zest for life," says the enthusiastic sportsman. With the founding of "Variotherm Sports", a new energy took hold in the company. The participation in the Bridge Run, Red Nose Run or the joint cheering on of the sponsored young athletes can all be considered great successes.



Triathlon with Nicole Metz and Alexander Watzek

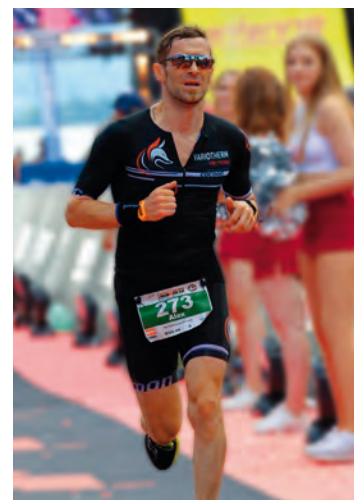
Running for a good cause

Variotherm traditionally participates in these running events: the Red Nose Run and the Leobersdorf Bridge Run. Both events aim to bring a smile to seriously ill children and their families. "Running" to help can be so simple. You just have to give yourself a little push. From then on, everything runs by itself.



(R)ace to the European Championships!

Alexander Hajszan is one of the best amateur triathletes in Austria. Most recently, he successfully qualified for the 2021 European Championships in Walchsee. He also knows how things run professionally. As product manager at Sym-
patherm, a very good customer, he knows Variotherm from all sides. He has a long friendship with the Variotherm Sports Team, having taken part in many competitions together. It goes without saying that we're delighted to support so much commitment and talent with our sports sponsorship!



2030

What
are you
doing?



IT REALLY ISN'T EASY! 17 SUSTAINABLE DEVELOPMENT GOALS TO REDUCE POVERTY AND PROTECT THE ENVIRONMENT

The Agenda 2030 for Sustainable Development, adopted by all Member States of the United Nations, offers a common approach to peace and prosperity for people and the planet, now and in the future. At its heart are the **17 Sustainable Development Goals**, which call for urgent action by all countries – developed and developing – in a global partnership. They recognise that ending poverty and other deprivations must go hand in hand.

With strategies to improve health and education, reduce inequality and boost economic growth. And all to combat climate change and protect our oceans and forests.

Variotherm supports these 17 goals and also tries to create awareness of them among employees, partners and customers as part of its P:UR activities.

unric.org/en/united-nations-sustainable-development-goals



More information about
2030 – just scan the QR code!