

IT'S COOL!



# 30 years and still going strong!

On the occasion of our 30th anniversary we are still going strong and I can confidently say that Variotherm remains an innovative leader for Surface Heating and Cooling Systems.

This began back in the 1980s when we were one of the first companies in Europe to bring a technically advanced Wall Heating System onto the market – our SystemWall. In the 1990s, our introduction of ModuleWall System in prefabricated and dry wall construction was an absolute sensation. Further progress was made in the new millennium with the development of the super-slim VarioComp Floor Heating System, as well as with the new VarioProFile Pipe.

All these technologies which we have developed have since established themselves as market standards. This fills the entire Variotherm team with pride.

We are also proud of the fact that our Surface Heating and Cooling Systems are increasingly used in major construction projects. Two examples are featured in this issue: the TechniSat Tower in Germany and the Middleton Park Hotel in Ireland.

I hope you find this issue both informative and enjoyable.  
With best regards,  
Alexander Watzek



# Heat? Leave it in the shade ...

Enjoy the freshness of summer all summer long! Variotherm's Surface Cooling provides a consistent coolness which can otherwise only be found in the shade of a large tree.

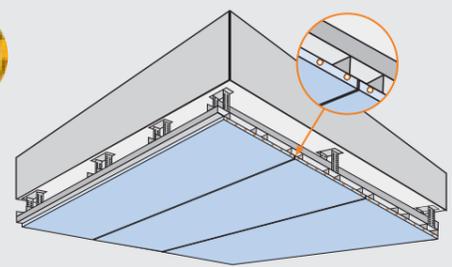
This is how Variotherm's Surface Cooling Systems function: Powered by a pump, cold water circulates through the walls and ceilings of your home or office. This leaves room feeling pleasant and comfortable. All of this is achieved silently and without air drafts. Also, there is no sweating about energy costs, which are extremely low!

The Variotherm Surface Cooling Systems: ModuleCeiling, ModuleWall, SystemWall, EasyFlexWall. There is also the new Suspended ModuleCeiling System from Variotherm, which can be installed either as a classic suspension unit or as a "cool sail" system for time-specific cooling.

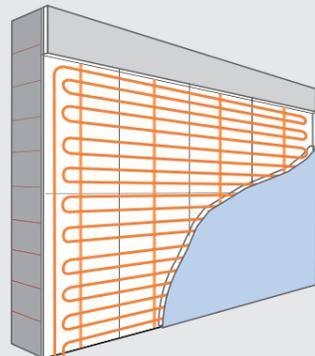
## TECHNICS Surface Cooling from Variotherm More technics at [www.variotherm.at](http://www.variotherm.at)

### VARIO THERM OFFERS 3 SYSTEMS

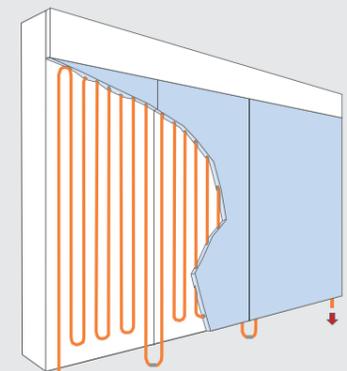
Wherever and however you want to cool down, Variotherm has the right, energy-saving and comfortable cooling system for you.



ModuleCeiling Cooling System for Drywall Construction



SystemWall Cooling  
EasyFlexWall Cooling for plastered interior finishing

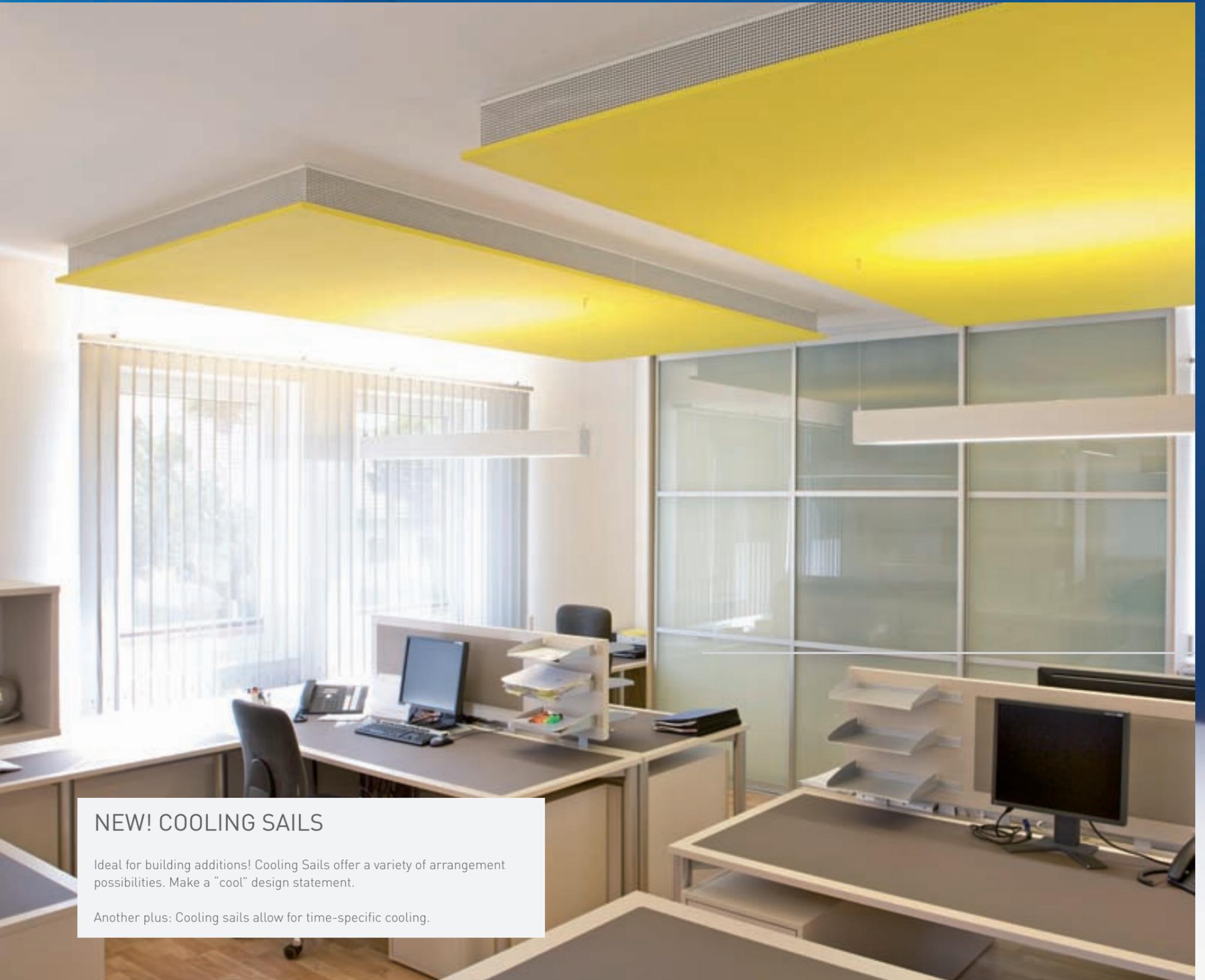


ModuleWall Cooling System for drywall construction



## NEW! Suspended CEILING MODULES

Variotherm Module Panels can now be integrated into classic suspended ceiling systems. They are available in two different dimensions: 600 x 600 mm and 600 x 1200 mm.



## NEW! COOLING SAILS

Ideal for building additions! Cooling Sails offer a variety of arrangement possibilities. Make a "cool" design statement.

Another plus: Cooling sails allow for time-specific cooling.



# Tower of Technology

TechniSat was founded in 1987 in the German state of Rhineland-Palatinate. The goal of the company was to produce high-quality satellite antennae for consumers. Over the years, and with increasing success, this led to the production of digital receivers, LCD television sets, car communications (car radios and navigation systems), as well as components for personal computers. This was accomplished by being true to the company's basic philosophy of producing quality products for consumers.

Because TechniSat places great value on quality, it was important that quality was an essential element in the construction of the firm's new eight-storey office headquarters. Following extensive analysis, TechniSat opted for Variotherm's Surface Heating and Cooling Systems.

Following the first year of full operations, TechniSat is very satisfied with their decision. This is because the Variotherm Ceiling Module cools wonderfully in summer and the VarioComp Floor Heating System provides comfy warmth in winter.

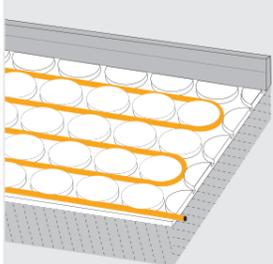




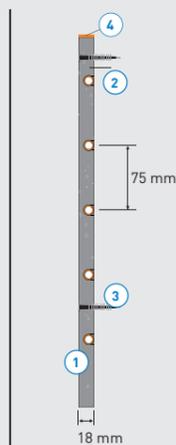
## TECHNICS

### VarioComp Floor Heating System

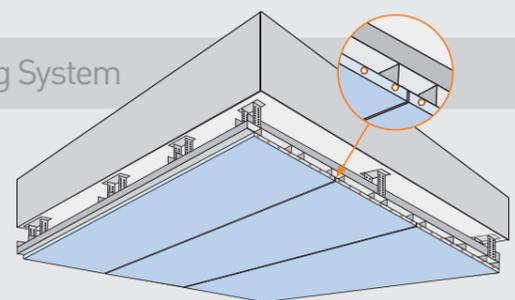
### ModuleCeiling Cooling and Heating System



- 1 Substructure
- 2 Compact panel
- 3 VarioModule pipe, 11.6 x 1.5 mm
- 4 Compact filling compound
- 5 Floor covering



- 1 Gypsum fibreboard 18 mm
- 2 VarioModule pipe, 11.6 x 1.5 mm
- 3 Fastening screws
- 4 Joint adhesive



#### Tower of Technology

Commissioned by: TechniSat Digital GmbH  
 Architect: Ing. Büro Schäfer-Sicken, DE-54550 Daun  
 Planning and Construction: HS Heizung Sanitär GmbH, DE-56766 Ulmen  
 Installation: HS Heizung Sanitär GmbH, DE-56766 Ulmen  
 Variotherm Representative: VarioTec Energiesysteme GmbH  
[www.variotec-energiesysteme.de](http://www.variotec-energiesysteme.de)  
 Variotherm Systems: 1.650 m<sup>2</sup> CEILING MODULE for COOLING and HEATING  
 120 m<sup>2</sup> VarioComp FLOOR HEATING SYSTEM  
 Heating: Sole-Wärmepumpe (Bartl Wärmepumpen)



External Service: Herbert Holzbauer | Internal Service: Pamela Papst | Technical Service: Thomas Baumgartner | Distribution: Vasile Purcariu | VarioTec: Marco Häb, Daniel Dreis

THE VARIOTHERM TEAM FOR THE PROJECT



Hotel Middleton Park House  
in Ireland

# Perfectly Heated. Since 1850.

George Rochfort-Boyd, a descendant of the Earl of Belvedere, had the Middleton Park House built in 1850. In design and construction this early-Victorian manor was an extremely modern building. Wrought-iron elements were used instead of the wooden balconies which were common at the time. The glass-enclosed patio is the creation of Richard Turner, who also designed the large royal greenhouse at Kew gardens in London. The heating technology was equally sensational: In its own "gashouse", coal was transformed into gas which provided the energy for the heating and warm water systems. The heating itself was a technically advanced perfect warm-air heating system.

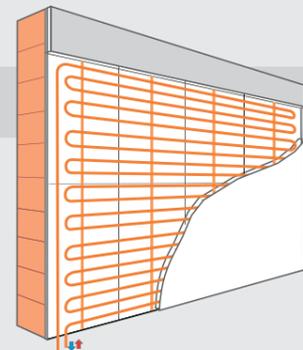
With a rapidly-changing series of owners in the second half of the 20th century, Middle Park House was becoming rather shabby. The property was acquired by Gerard Lynam in 2004. A hotel professional, he lovingly restored the manor house using original plans. Variotherm was chosen to provide the heating because Variotherm Surface Heating Systems are extremely efficient and in no way infringed on the wonderful historic optics of the building. Middleton park House is today one of the finest and best-loved hotels in Ireland.



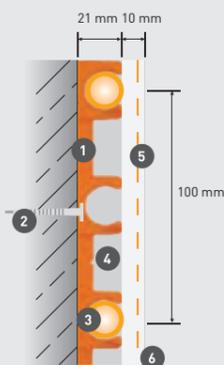
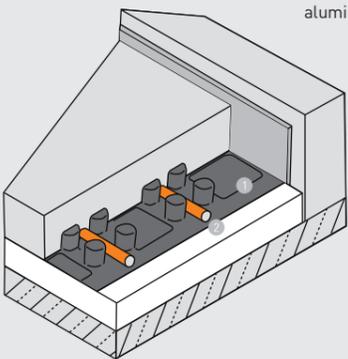
## TECHNICS

### VarioFix Floor Heating System

### SystemWall Heating



- 1 VarioFix panel
- 2 VarioProFile pipe 16 x 2 mm / aluminium 0.25



- 1 VarioBar 16/100
- 2 Fastening with nail anchors
- 3 VarioProFile pipe, 16 x 2 mm
- 4 Eco heating plaster for SWHC2
- 5 Plaster lattice
- 6 Final plaster (provided by customer)

#### Hotel Middleton Park House

Commissioned by: Gerard Lynam  
 Installation: Ennelbrook Engineering Mullingar, Co. Westmeath  
 Representative Dealer: Real Energy, Galway, [www.realenergy.ie](http://www.realenergy.ie)  
 Consulting: Peter Sullivan, [www.hrachowina.at](http://www.hrachowina.at)  
 Variotherm systems: 300 m<sup>2</sup> SYSTEM WALL HEATING SWHC2  
 375 m<sup>2</sup> FLOOR HEATING SYSTEM VarioFix  
 Heat Source: Gas



External Service Alexander Watzek | Internal Service Michaela Galavics | Technical Service Thomas Baumgartner | Distribution Janusz Marciniak | Real Energy Kevin Devine | Consulting Peter Sullivan

THE VARIO THERM TEAM FOR THE PROJECT

## Villa in Vienna

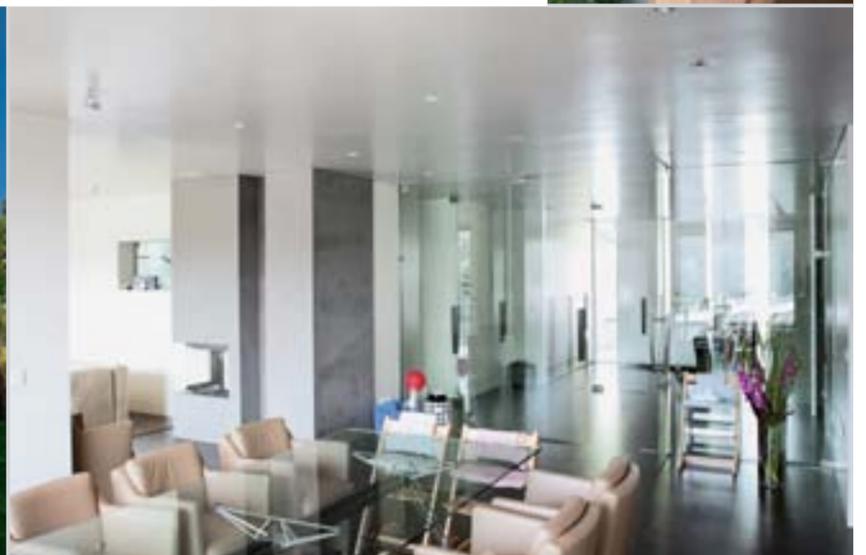


In Vienna's 18th district, where the city gives way to the hills of the fabled Vienna Woods, one can look into the future. It is there that one can see a hyper-modern urban villa, which is fully fitted with high-tech equipment. The energy system which warms the villa in winter and cools it during the summer is equally high-tech. The energy sources for the Variotherm Surface Heating System include a warm water pumping system consisting of seven deep wells to depths of 100 metres, as well as solar collectors. Cooling is carried out solely via a system of deep wells. The water is cooled and then pumped into radiating surfaces. This future-oriented concept was designed and installed by Kargl, an installation company and long-term Variotherm Partner. The builder said a major requirement was "low-temperature heating as well as cooling for the summer months without air-conditioning." This wish was fulfilled by using 600 square metres of Variotherm Floor Heating Systems in the entire building as well as the installation of SystemWall Heating/Cooling Systems and ModuleCeiling Cooling Systems in the most important living areas of the villa. This was carried out to the satisfaction of the client who has registered minimal energy costs for his urban villa.

Installation  
Michael Kargl  
www.kargl-energie.at



# Future Zone

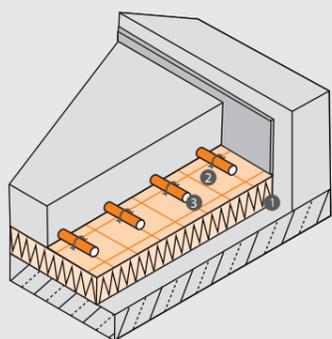


### TECHNICS

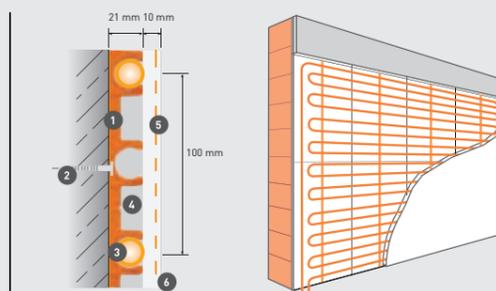
#### VarioRoll Floor Heating System

#### SystemWall Heating

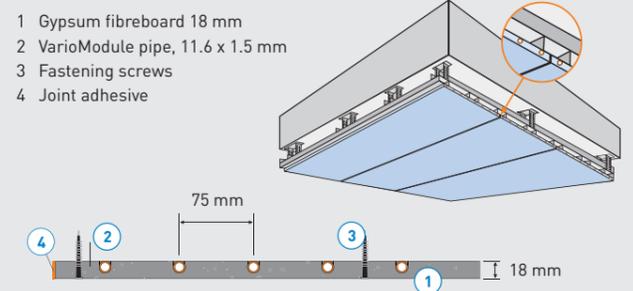
#### ModuleCeiling Cooling/Heating System



- 1 VarioRoll insulation
- 2 Stapler pins
- 3 VarioProFile pipe 16 x 2 mm/ aluminium 0.25



- 1 VarioBar 16/100
- 2 Fastening with nail anchors
- 3 VarioProFile pipe, 16 x 2 mm
- 4 Eco heating plaster for SWHC2
- 5 Plaster lattice
- 6 Final plaster (provided by customer)



- 1 Gypsum fibreboard 18 mm
- 2 VarioModule pipe, 11.6 x 1.5 mm
- 3 Fastening screws
- 4 Joint adhesive

#### Villa in Vienna

Architect: zoneARCHITEKTEN, Dipl. Ing. Nikola Popovic  
 Installation: Kargl, AT-3400 Klosterneuburg  
 Variotherm Systems: 600 m<sup>2</sup> FLOOR HEATING SYSTEM VarioRoll  
 90 m<sup>2</sup> SYSTEMWALL HEATING SWHC2  
 250 m<sup>2</sup> MODULECEILING COOLING/HEATING  
 Heating: TERRA heating pumps with seven deep wells of 100 metres in depth, Solar Collectors  
 Cooling: Via deep water wells and heat exchange devices



External Service  
Robert Kissner

Internal Service  
Ulrike Vodrazka

Technical Service  
Monika Biacsics

Distribution  
Roland Ladits

Distribution  
Dan Timofte

THE VARIO THERM TEAM FOR THE PROJECT

# Sunny Boys



Energy transfer? Climate protection? CO<sup>2</sup> reduction? These are buzzwords which seem to be everywhere these days. But they sounded utopian for most people 20 years ago when the installation and home technology company Solaris was founded in Carinthia. Yet, the pioneering and innovation work carried out by Solaris paid off. Today the company is firmly established as a classic example of solar technology and bio-mass heating. Equally impressive is the full range of services which Solaris offers. With "everything from one source" as its motto, Solaris offers customers everything from water hookups to heating units to bathroom fittings. They also offer the best-possible adjustment of components and systems. This is emphasized by Solaris executive directors Hermann Fleischhacker and Rudi M. Rattenberger who say, "Whoever has experienced the comfort of a modern wall and floor heating system cannot imagine anything else." It is therefore no wonder that Solaris has installed around 30 Variotherm units over the past three years.



GALLERY

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 office@solaris.at  
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# Garage Start-Up

Like many other entrepreneurs before him, Stefan Hohlfeld began his business in a garage. That was in 1996 in the community of Ahrensfeld-Blumberg northeast of Berlin. During his search for a producer of first-class heating systems, the young entrepreneur came across Variotherm on the Internet. The first official contact came during a visit to the Variotherm headquarters at Leobersdorf in Lower Austria. Stefan Hohlfeld was not just impressed by the quality of the product, but also by the courteousness of the people he met there: "Since then, I have enjoyed the friendly and familiar atmosphere I found at Variotherm." His company, DomaTherm, achieved success with Variotherm products within a short period of time. In addition to being the Variotherm representative for Berlin, he also became the rep for the German state of Mecklenburg-Vorpommern. His garage was soon too small to serve as a storage area. An addition to the garage eventually gave way to an entirely new building which was purpose-built. Stefan Hohlfeld: Demand for Variotherm products rose quickly. I am constantly grateful to have such a partner at my side." Variotherm is equally grateful to have such a partner as Stefan Hohlfeld and his company, DomaTherm, a partner who has turned over 200 people into Variotherm clients during the past three years.



GALLERY



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 Give warmth to life  
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 Fax: +49 30-98311 81  
 info@DomaTherm.de  
 www.domatherm.de



At the beginning of the year Variotherm modernized its entire presence in printed media (fliers, Vario-time, installation instructions, etc.). Now, it is the turn of the Internet site to be updated. The new Variotherm website is bright, friendly and provides a broad overview. For example, with a click of a mouse one can view a video profile of the company. Also, each product group has its own video profile. The menu provides production information, references, and a download zone which is very easy to navigate. Everything in the sub-menus is also easy to find, so give it a go!

# New on the Web



[www.variotherm.at](http://www.variotherm.at)

# Well Regulated!

Variotherm is also innovative with regard to the little things. The best example of this is the new electronic Variotherm regulator series. It has an impressive flat design and is easy to operate. Its interior is also excellent: In contrast to other room thermostats ours has KTY semi-conductors which provide approximate linear temperature characteristics, thus allowing exact regulation of temperatures. A new innovation is the control LED for the Piano HK regulator for heating and cooling. This makes it easier to see if the system is heating or cooling at any given time.



28 - 30 October 2009      4 - 7 February 2010      18 - 21 February 2010      3 - 7 March 2010



# On the Road Again ...

Variotherm is once again coming near you. We'll be happy to see you irregardless of which trade fair you visit.

Variotherm will be at the following trade fairs:

- SHKG, 28 - 30 October 2009, Leipzig, Hall 3, Stand A07
- Häuslbauer-Messe Graz, 4 - 7 February 2010
- Bauen & Energie, Vienna, 18 - 21 February 2010, Hall C, Stand C0501
- Energiesparmesse, Wels, 3 - 7 March 2010, Hall 20, Stand 360, 3 - 4 March Professional Visitors Days



# Hunting & Jasmine



As the best things are often found close to home, this year's outing took us to nearby Muthmannsdorf, the site of an archery range which offers not only traditional targets, but also 3D targets as well. These 3D targets came in the form of 28 different and very realistic wild animals. The hunters and huntresses from Variotherm spent three hours "bagging" this virtual prey. Afterwards, everyone was sufficiently tuckered out as shooting a bow and arrow requires a great deal of concentration. The second half of the outing was spent in the nearby Asian thermal spa in Linsberg. Here the VariothermTeam enjoyed a meal of Asian cuisine and cups of jasmine tea. The day was crowned with a relaxing visit to the fascinating hot springs of the facility.



## NEW ON THE TEAM



Welcome aboard, Daniela Krestan! This specialist for marketing and advertising joined the team in July 2009. After successfully concluding her business school studies, she gained experience by working in various ad agencies. After that she worked in the marketing department of a large European company. Along with Alexander Watzek, she will now be responsible for advertising and marketing at Variotherm. In her free time this marketing expert enjoys yoga and climbing.

## A NEW CHALLENGE



Following the completion of his advanced studies, Manfred Thallermayr has transferred from Variotherm's production unit to the technical department. His capabilities and technical know-how has led him to a position where he will have new duties and responsibilities. He is now responsible for the technical calculations and setting the dimensions of our surface heating and cooling systems - Congratulations!

# The Best is Yet to Come!

The first 30 years of our company's history have flown by. Over this period Variotherm has evolved from a small operation to an industrial enterprise.

The decisive factor, however, is not how much we have grown, but rather the innovative spirit of our company. Variotherm products are often copied, but never equaled in terms of quality and technological maturity. This will remain so for the future. Variotherm is committed to innovations which raise the bar. With that view, the first thirty years have just been an overture for what is yet to come.

One thing is clear: Energy-saving area heating and cooling units will be in demand more than ever. The challenge will be to provide both comfort and energy savings for everyone. Variotherm will continue to work on that, now and in the future.



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