VARIOTHERM INTERNATIONAL

variotin

THE COMFORT

Comfortable cooling in the summer, and ...

VARIOTHERM INTERNATIONAL

variotime

The Magazine for Variotherm Customers and Partner

2019

www.variotherm.com

THE COMFORTABLE WALL

... gentle radiant heat in the winter.

Towards the energy transition with energy walls

Humans are pumping the earth's natural resources dry at alarmingly high speed. 100 million barrels of crude oil, with each barrel containing 159 litres: that's our unimaginably high demand for crude oil, every single day of the year. 171,000 litres of crude oil are used every second, in most cases through combustion.

It's obvious that things can't go on this way for much longer. It's also been a well-known fact for decades that it's up to all of us to follow the right path. At Variotherm, the energy transition already began during the early 1980s. At that time, the first system wall heating/cooling was a real pioneering feat. Since 1996, Variotherm has been a holder of the IBO test seal awarded by the Austrian Institute for Healthy and Ecological Building. Even today, we remain the only wall heating systems producer in the industry to carry this seal.

Over three decades, with our floor heating, and heating and cooling via the walls and ceiling, we have reached a point where it is essential to be nowadays from an energy efficiency perspective. The intelligent activation of all three available surfaces is the yardstick for the future for heating and cooling.

Numerous examples in this edition demonstrate how a flexible combination of these possibilities can look in practice. One-dimensional approaches are a thing of the past. Planning three-dimensionally, and using the floor, the wall and the ceiling for heating and cooling, makes sense for saving the environment - and for you as a Variotherm partner, it opens up extremely interesting areas of business!

With this in mind, I hope you enjoy reading our latest edition of variotime.

Kind regards,
Alexander Watzek

Stron

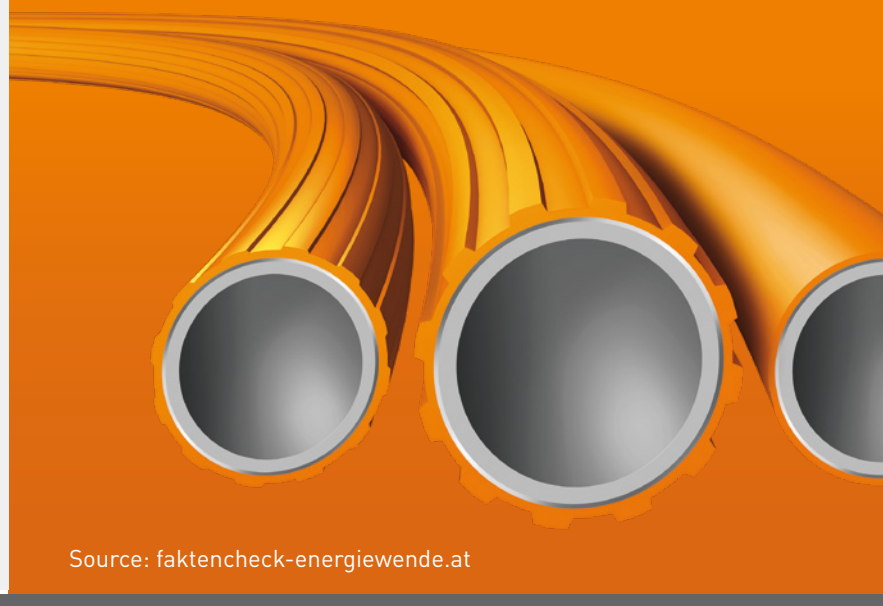
Behind each of our walls, th

Energy consumption, fossil energy, renewable energies... They're something everyone is talking about. But what do these issues really mean in practice?

More than half of the final energy consumption in Austria is used for heating. 60% of this heat continues to be gained from fossil fuels, such as natural gas or oil. Of course, the environment suffers as a result. To protect the environment, there's a lot that can be done in the field of building refurbishment and new building.

Refurbishing the thermal supply in a building and converting to energy-efficient heating systems that operate with renewable energies can reduce overall energy consumption by 50%.

Particularly energy efficient heating and cooling is possible with surface heating/cooling combined with a heat pump. Suitable surfaces are the floor, the wall and/or the ceiling. Walls have the largest exchange area, which is why radiant heat is particularly easy to feel when it comes from wall heating systems. With radiant heat the infrared rays are emitted at right-angles to the wall. This means that they exchange radiant heat directly with the person in the room. The body is warmed "from the inside".



Source: faktencheck-energiewende.at

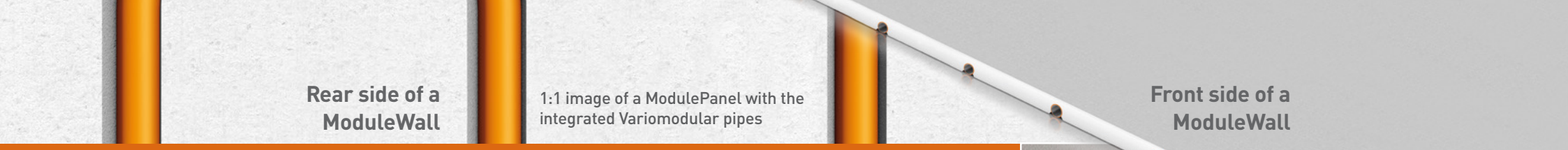
Modular wall heating/cooling or plastered wall heating/cooling

The modular wall heating/cooling consists of gypsum fibre boards that are certified for their biological properties. The module pipes (aluminium multi-layer composite pipes) are already integrated ready for use in the rear side. The ModulePanels are bolted onto the substructure made of wood or metal, and the pipes are connected using press-fit couplings. As a final step, the panels are plastered and the finished wall is ready for painting or wallpapering.

The plastered wall heating/cooling can be used very flexibly, on the wall, on a pitched roof or on a ceiling, in the shower or in a wide range of other places. The EasyFlexWall is laid with a pipe spacing of 77 or 115 mm. It is ideal for living areas and designed heating surfaces, such as water-heated tiled stoves. No more long heating up times, yet you still have a cosy spot in your living room. It has a construction height of just 27 mm.

ModuleWall

EasyFlexWall



Rear side of a ModuleWall

1:1 image of a ModulePanel with the integrated Variomodular pipes

Front side of a ModuleWall

g walls

ere's an innovative energy system

What makes wall heating/cooling so energy-efficient?

Wall heating operates with low flow temperatures. Because pipes are laid over a large area, this surface heating can heat with flow temperatures of between 26 and 38 °C, depending on the outside temperature. By comparison, radiators require a flow temperature of up to 60 °C. The reason for this is that due to their smaller surface area, they only radiate heat at certain points in the room. In the summer, the room is already comfortably and healthily cooled at a flow temperature of between 16 and 20 °C.

Another reason why surface heating saves energy:

The room air temperature can be reduced by up to 2 °C compared to radiators. Even so, we feel comfortably warm in the room. Every degree less saves around 6% heating costs per year. The lower the flow temperatures, the cheaper it also is to operate the heat pump. If the room is cooled via the wall or ceiling, we already feel comfortable at a room temperature of 26 °C thanks to the thermal radiation exchange. By comparison, if the room is cooled using an air conditioning unit, a room temperature of around 23 °C is needed to achieve approximately the same level of comfort. Therefore, with a surface cooling system, you save up to 30% on energy costs.

Ideally combined with a heat pump

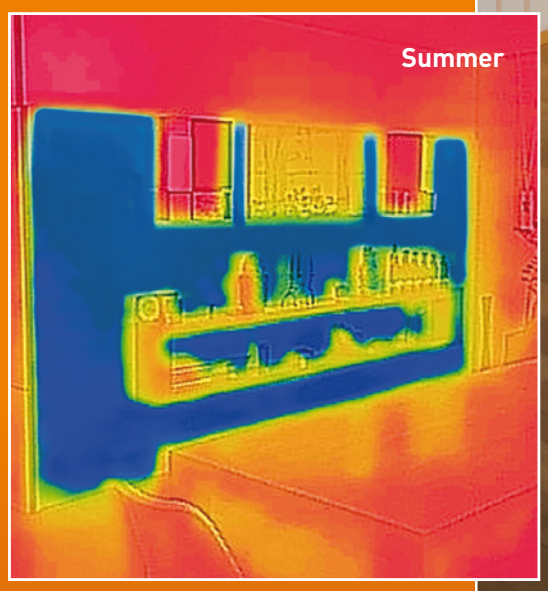
A heat pump takes the heat from the environment from air, earth or ground water as heat sources.

Many people don't realise that a heat pump is not just there to heat. It can also be used to cool down living areas to a comfortable temperature, at low cost and in an environmentally friendly way – something that is not possible with other heating systems.

In summary: Both can do everything! Both surface heating/cooling and the heat pump can heat AND cool. And they can do all this in an energy efficient way.

Infrared image

The images clearly show the radiant heat during winter operation and the comfortable cool temperature during the summer months.



The VarioProFile pipe
The Variomodular pipe

The laser-welded multi-layer composite pipes are the core of every wall heating/cooling system.

The pipe is plastered into the EasyFlexWall or SystemWall. With the dry construction variant, the Variomodular pipe is already integrated in the ModulePanels.

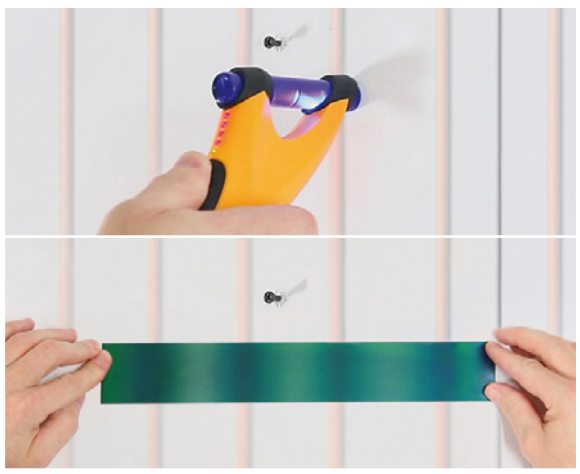
All the benefits of wall heating/cooling at a glance

- Thanks to thermal radiation exchange: a healthy, comfortable room climate
- Energy-efficient low-temperature system – saves up to 25% heating costs
- Save up to 30% energy costs for cooling
- Invisibly installed in the wall – design the room as you wish
- No forced air, no dust disturbance
- Cooling is entirely silent – can also run during the night
- Alternative energy sources such as heat pumps, solar or biomass can be used

The advantages of a heat pump

- Heating and cooling possible
- A reliable power supply from renewable energy sources (photovoltaics, wind energy)
- Low operating costs/optimum flow temperatures (heating max. 40 °C and cooling min. 16 °C)
- Environmentally friendly
- For new buildings and refurbishment
- Many outstanding Austrian products on the market

Electrified: Away from fossil fuels and towards a sustainable future. With a photovoltaic system, two electric cars and a heat pump, combined with the Variotherm heating and cooling surfaces, this is easy to achieve, and also comes with big cost savings.



Hang up pictures is no problem at all with Variotherm wall heating. Pipes are easy to locate with the Variotherm pipe locator or a thermofoil.

When the family decided to opt for wall heating 20 years ago, they didn't know how sustainable this system really is. They were advised against it by relatives and friends. "You'll never be able to heat your big house like that – and certainly not the high-ceilinged rooms".

Even at that time, Variotherm already knew better, and 110 m² of the plastered SystemWall and EasyFlexWall, and 25 m² of the dry construction wall were installed for heating and cooling. Of course, it would be a long time before cooling became a possibility, but even then, we knew that it could be done!

What a wall heating system has to do with the future

"In this case – 25 years ago – a great deal," says the building owner. "If at the time, we had decided to install radiators and not wall heating, things would certainly have turned out differently. In our small town, there were just two ways of heating your home: oil or wood. Gas, a heat pump and cooling were still a long way off. We looked for alternatives to floor heating and the terrible monster-sized radiators that we would have needed for such a large living space".

There was no Internet (Google etc.) back then, so we listened around. Our brick supplier at the time told us that in Leobersdorf, there was a company called Variotherm that offered a kind of wall heating system.

That decided it. We drove to Variotherm and were really impressed right from the start. Variotherm planned the entire house with us and guaranteed that everything would work. It's hard to believe, but we first moved into the cellar while we completed the ground floor. We only installed the newly developed Variotherm ModulePanels for dry construction on the attic floor years later.

At that time, the cost of heating oil was still manageable, but when in October 2012, we began paying nearly 1 euro per litre, we knew that something had to change.

We contacted Variotherm again, who had accompanied us for all those years, and they recommended that we buy a heat pump. The advantages: it's energy-efficient and can be perfectly combined with the Variotherm systems – heating and cooling for comfortable rooms".

Choosing a heat pump meant choosing environmentally friendly, efficient geothermal heat, since earth always provides even temperatures all year round. During the summer, the house is cooled in passive mode. In other words, the brine circulation provides a flow temperature, via the ground collectors, or around 18 °C, without activating the heat pump process. This also saves a huge amount of energy compared to conventional cooling using an air conditioning device. During the winter, the house is kept cosy and warm with one and the same system.

We then bought a photovoltaic system with 8 kWp, and replaced our smelly old petrol cars with two electric ones.

"We would like to thank Variotherm for their visions for the future, and can't imagine life without this world. In the end, our investments paid off within just a few years – not only for us, but also for the next generation".

Clever! The kitchen block was also used for a system wall heating/cooling in order to contribute to the best possible room climate.

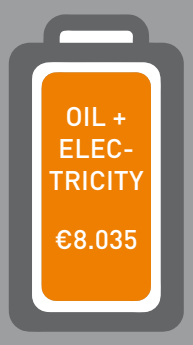
The EasyFlexWall produces comfortable radiant heat all around the fireplace. The initial idea was for a tiled stove. To save costs, the seats were covered instead with VarioProFile pipes and plastered. **Simple and clever!**

During the summer, bedrooms and children's rooms are silently, healthily cooled thanks to the Variotherm ModuleWall.

Here are the facts:

Here is our former consumption with oil heating and 2 petrol cars before converting to renewable energies.

Before



3,500 litres of oil per year for heating 350 m² usable living space, at €0.75/1l oil | €2.625

3,600 litres of petrol per year at €10 / 100 km for 45,000 km / 2 cars | €4.500

5,800 kWh electricity / household with €0.16 / kWh | €928

Former annual consumption: €8.053

Now

And that's the current consumption following conversion to heat pump, PV system/8 kWp and 2 electric cars. The house is also cooled during the summer and the pool is heated if there is excess energy. We invested €32,000 in the heat pump and PV.

6.500 kWh electricity per year for the heat pump 350 m² usable living space, at € 0.16/1l oil | €1.040

per year at 15 kWh / 100 km for 45,000 km / 2 electric cars at €2.4 / 100 km | €1.080

5,800 kWh electricity / household with €0.16 / kWh | €928

5,400 kWh were supplied by the PV system | free
2,784 kWh were fed into the grid at 4.096 ct/kWh | - €114

New annual consumption, incl. cooling and pool: €2.934

YOUR OWN PERSONAL POWER STATION

Alexander Watzek, Managing Director of Variotherm, is hugely proud of this home produced energy.

2,027 hours of sun per year ...

... make Leobersdorf one of Lower Austria's hot spots. It was clear as daylight that Variotherm would use photovoltaics to become electricity-neutral.

The roofs of the Variotherm production halls were ideal for installing its own solar power station. After extensive needs-oriented planning 450 photovoltaic modules were installed over an impressive area of 760 m². They provide an impressive total capacity of 124 kWp - and cover the company's entire electricity needs.

Own power. Full production.

The energy generated on the roof will power the production plant underneath. 110 kW will be used for the production machines, the ongoing power requirement in the office and storage facilities as well as for Variotherm's four electric charging stations. The rest will be fed into the electricity grid.

Excess energy? Cool!

Variotherm would not be Variotherm if it hadn't considered how energy could be used better. At the weekends, the excess power produced will therefore be used for cooling in the future. In this way, the rooms are not heated to such high temperatures over the weekend, and staff return to work on Monday to a comfortable office climate.

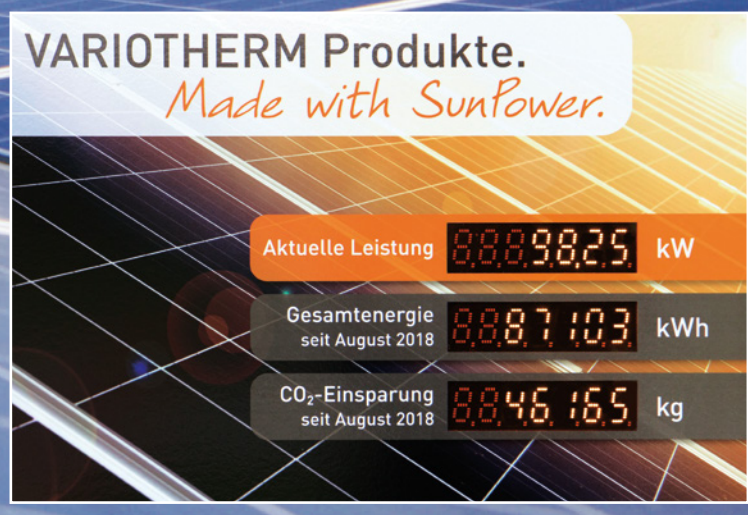
Guest commentary Lukas Strasser

Lukas Strasser from NIKKO Photovoltaik headed the extensive PV project.

"The purpose of the photovoltaic system installed by Variotherm is not to obtain as much energy as possible, but to use it as usefully as possible," Lukas Strasser explains. As the person responsible for the project at NIKKO Photovoltaik, he played a key role in planning and installing the system.

As a first step, the power consumption to date and the anticipated level in the future had to be calculated. An oversized PV system makes hardly any sense in terms of investment. However, any calculation should certainly take the possibility of expanding the system into account. The cables of the inverters were chosen by Variotherm in such a way that the system could be further expanded later, for example if another production hall is built.

"You don't come across such an ambitious project like the one at Variotherm every day," says Lukas Strasser. "Our company, NIKKO Photovoltaik, has installed more than 1,300 PV system over the past 10 years. However, the cooperation with Variotherm stood out. It doesn't happen often that customers are so open and interested in all the details. You can feel that at Variotherm, this project is the result of real motivation and the right company philosophy".



Self-reliant for power and CO2-neutral

Variotherm invested around 140,000 euros in the environmentally friendly project. Around 20% of total costs were covered by the OeMAG, the settlement agency of Ökostrom AG. It had been an aim of the company to produce all of its own power for a long time. Certainly, producing power in a CO2-neutral way is one more step in the right direction.

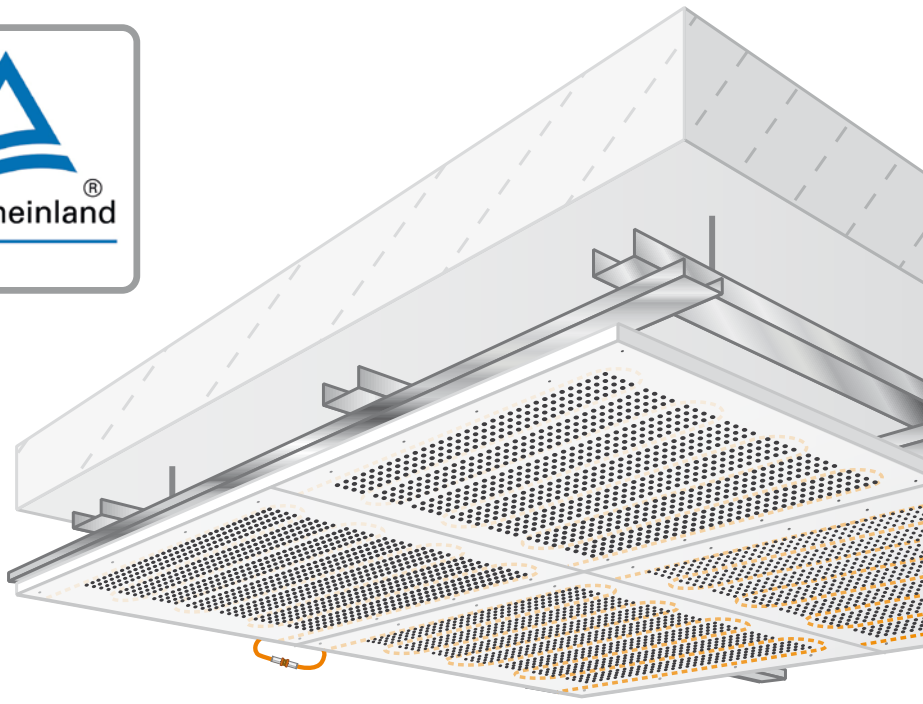
Source of hours of sun: UBIMET GmbH

At any rate, installing a PV system paid off in the long term. The plan is for the Variotherm system to pay its way within just 6 to 8 years. The lifespan of the modules is at least 30 years. The investment will therefore be worth it several times over during the usage period.

"You can observe a trend towards increasingly using the power generated to trigger heat pumps," Strasser says, speaking from practical experience. "Power produced in-house is therefore used thermally for heating and cooling. Here, too, the cycle at Variotherm is complete".

Lukas Strasser, BSc
Sales, project planning, installation
NIKKO Photovoltaik

ACOUSTIC PANELS HAVE PASSED THE TEST!



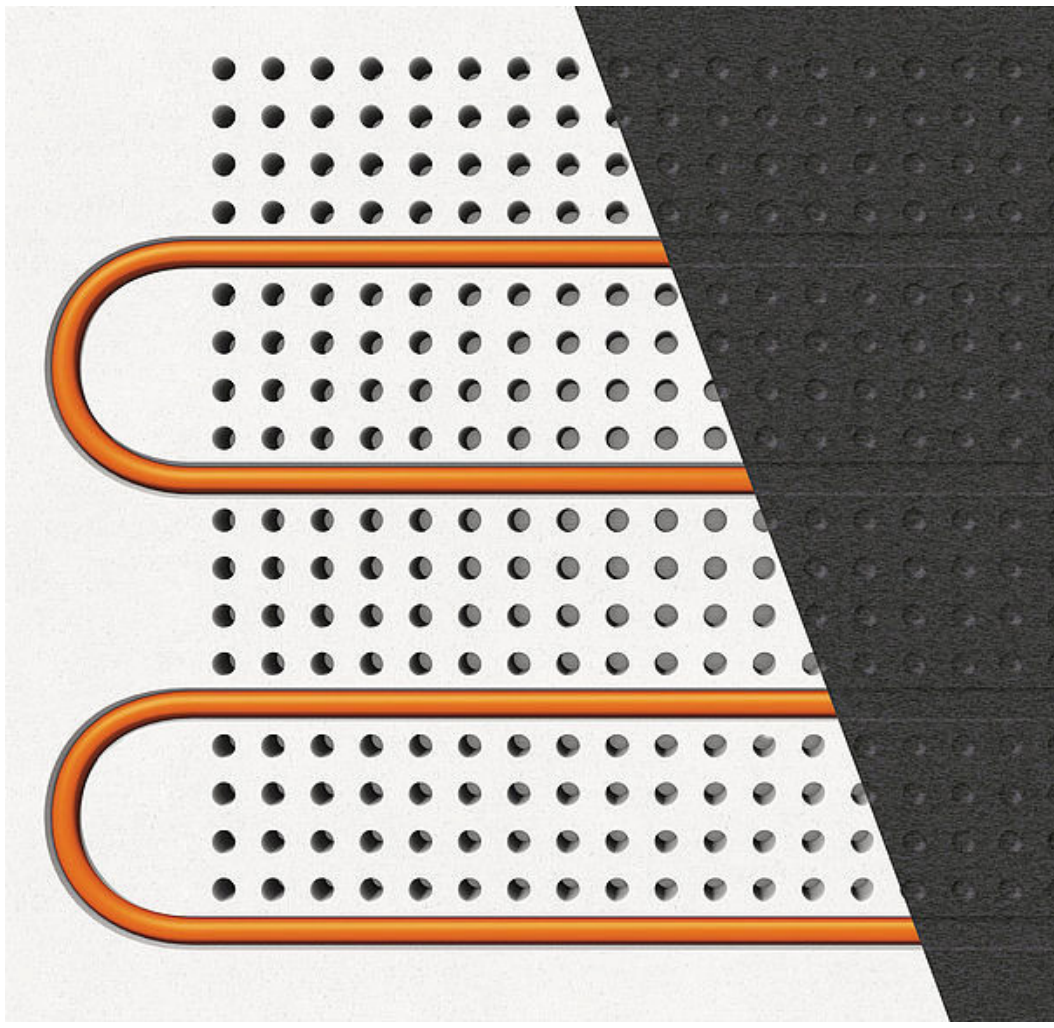
Now it's official:

Variotherm heating systems are the only ones on the market that have passed tests for the acoustic panel – including the inserted modular pipe.

In addition to the 8 mm block perforation already tested, the acoustic panels were tested with 6 mm and 12 mm surface perforation. In the laboratory of the TÜV Rhineland in Nuremberg, the Variotherm gypsum fibre board with acoustic function passed all tests without any problems.

In an echo chamber with a volume of around 400 m³ and approximately 7 seconds of echo time, eight different test pieces were set up. All standard frequencies were thoroughly tested over a defined period of time. A test was conducted as to which sound absorption level could be anticipated with the ModulePanels with acoustic function once they were installed.

The result: The noise-absorbing impact of the acoustic surface can be proven on the basis of the results of the test conducted by the TÜV, and can be guaranteed.



Noise insulation: The hole pattern is covered by a special acoustic fleece on the rear side

varioproject | Bosc d'en pep ferrer

Dream house on rock

When nature and design are brought together, they often produce impressive buildings, such as the "Bosc d'en pep ferrer" on Formentera. However, the ensemble is not just pleasing to the eye, but also stands out for its building technology.

Formentera is a small place to fall in love with and stay. That's what Spanish architect and building owner Marià Castelló thought, too. He created a magical family home on the southern coast of the Balearic island.

Natural stylish living

The house is divided into three modules that are connected via glass passages. The terrace offers a breathtaking view onto the beach and the turquoise sea. The building shell was erected in just nine (!) days, and consists of CLT solid wood panels. The excavation of the material on the lower floor created living spaces that were chiselled in stone. They make the house "merge" seamlessly with nature.

Ideal from the base up

On cool days, the water-bearing VarioComp floor heating ensures that rooms are comfortably warm. The construction height of just 20 millimetres and the low dead weight, as well as the fast, simple installation, impressed the building owner.

"For me, having trust in the technology was very important. I was also won over by the competence of Aitor Eskizabel, the Managing Director of the Variotherm partner Ostargi Energias Alternativas," Castelló recalls

A sustainable future

The interior of the building is modest – it was important for the owner to build the house with as few resources as possible, and to keep it efficient. That's why it was built as a passive-energy house and adapted to the climatic conditions on the island. Thanks to the right orientation, natural summer cooling is brought by the sea breeze on the one side, while on the other, windows are used for cross ventilation. On particularly hot days, the building can also be cooled using the surface heating.

TECHNOLOGY

Modular floor heating 20 mm – VarioComp

COMPONENTS. TOOLS.

1 VarioComp filling compound
2 Bucket with watermark
3 PE construction foil
4 XPS panel, 10 mm, 200 kPa
5 SILENT underlay panel
6 Edge insulation strip, 75 mm

The Bosc d'en pep ferrer family home

Building Owner | Architect | Master builder
Architekt Marià Castelló
ES-07860 Formentera
www.m-ar.net

Variotherm partner
Energias Alternativas S.L
Aitor Eskizabel Sagardui, ES-48196 Lezama
www.ostargi.biz

Variotherm system
160 m² Modular floor heating

Smart climate

kvm-tec IT company **vario**project

The new "homebase" of IT company kvm-tec is situated in the middle of idyllic vineyards in Tattendorf, Lower Austria. Here, the latest building technology ensures a comfortable working environment.

The kvm-tec team have been leaders in the electronics sector for 40 years. The innovative company office building is also one step ahead when it comes to technology. As well as attractive rooms, the company headquarters also offer a swimming pond and a fitness room, as well as a refined heating, cooling and noise concept.

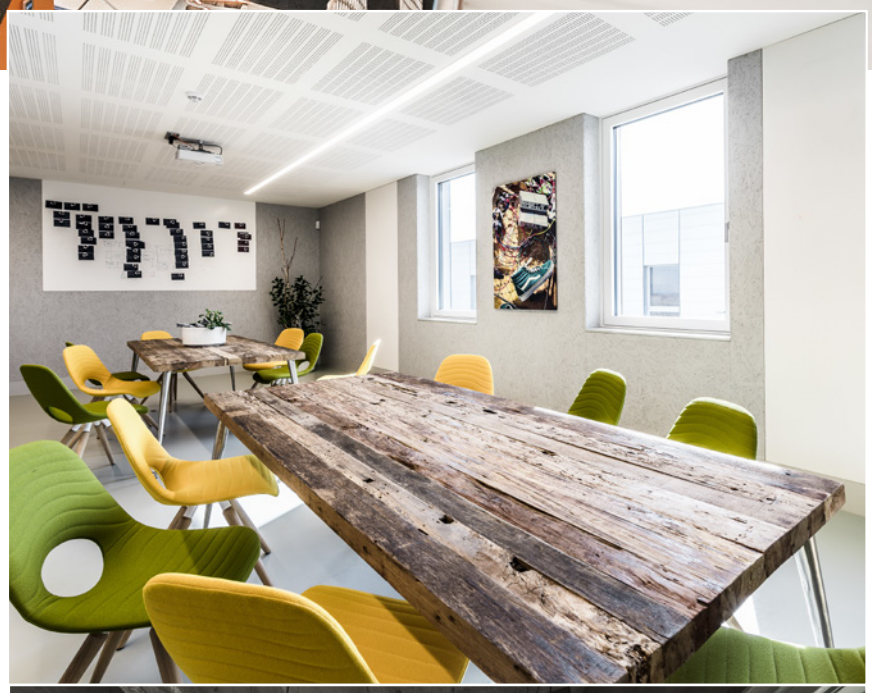
Originally, the idea was to use floor heating for heating and fan coils for cooling. However, installer Harald Stoll from Neunkirchen and Variotherm professional Peter Unterrainer worked out an alternative concept, with surface heating and cooling that won the approval of building owners Stefan Pfurtscheller and Florian Schubert. The maintenance-free Variotherm ceiling elements cool and heat the room silently and are free of forced air. The water-bearing low-temperature systems also use the entire surface for emitting heat and cold. This ensures that rooms are evenly tempered. The other benefit: You can save up to 30% on energy costs!

The concept in detail

In front of the large glass panels in the lobby, kitchen and entrance area, they decided to use a closely laid screed floor heating system that screens off the building against the cold. Since the exposed concrete on the ground floor was to be preserved, they decided to use concrete core activation in the ceiling. This was achieved 100% with the VarioProFile pipe 16 x 2 laser (aluminium multi-layer composite pipe). The benefit: It can be used to heat in the winter and cool in the summer.

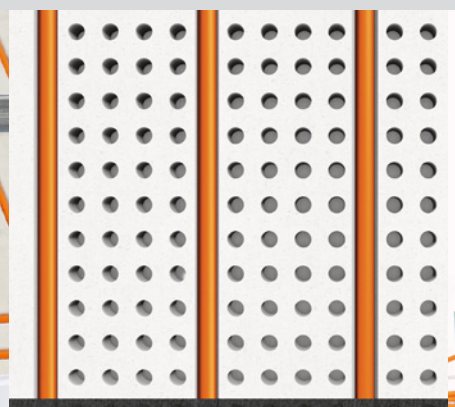
Variotherm ModuleCeilings were mounted in the office and recreation areas. The Module-Ceiling-Acoustic was installed in the offices with increased noise levels. The perforation pattern and the acoustic fleece on the rear side of the panels guide the noise into the hollow chamber behind. The noise is broken up and the echo time in the room is significantly reduced.

"We are very satisfied with this cleverly designed heating and cooling concept. A cooling capacity of 24.6 kW is covered by the activated surfaces. In addition, the acoustic ceiling keeps the noise level in the office spaces extremely low," explains the satisfied building owner, Stefan Pfurtscheller.



TECHNOLOGY

ModuleCeiling-Classic



The rear side of an acoustic panel with integrated Variomodular pipe and acoustic fleece

Floor heating for screed floors

kvm-tec IT company building

Construction management
Art.Tech Baumanagement GmbH
2620 Neunkirchen
www.arttech.co.at

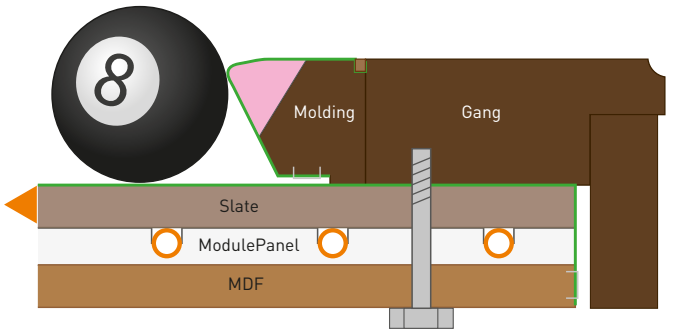
Installation ingineer
Stoll GmbH, 2620 Neunkirchen
www.stoll.co.at

Variotherm systems
105 m² ModuleCeiling-Classic
87 m² ModuleCeiling-Acoustic
90 m² Floor heating for screed floors
254 m² Concrete core activation, ceiling

Everything not the

The perfectly tempered billiard table

Friction produces heat. The same is true of billiards – the game of emperors and kings. But what should be done when different temperatures on the table have a negative impact on the way the balls roll? To exclude the possibility of this happening, a Module Panel was installed in the billiard table of a professional player, between the slate and the MDF panel. The basic frame forms a solid construction with formwork blocks filled out with concrete. The billiard table was affixed onto these. This means that it is always precisely evenly tempered – thus providing the best playing conditions.



The heated private beach

Often, we feel like spending a bit more time on the lounger in the outdoor wellness area. But what happens when it gets cool outside, or if there is already a cold evening breeze? VarioBars were mounted on the floor and VarioProFile pipes were laid in this creative garden lounger. Then, it was covered with 10 cm of sand. It's so easy to create a Mediterranean atmosphere in your own garden!

Skirting heating for church pews

To stop visitors to the church in Pottendorf-Landegg (Lower Austria) from getting cold during mass, 90 running metres of Variotherm skirting heating were installed under the church pews. This low-cost heating option is effective and reacts quickly. The skirting heating is switched on before the start of the mass and radiate a comfortable warmth in the seating area.

The terrarium with wall and floor heating

Giant tortoises and land tortoises love poikilothermal environments. The sunnier and warmer it is, the greater their activity, energy, and impetus to move and explore. In Belgrade Zoo, a heated interior with plastered wall heating and floor heating for screed floors were installed by our Serbian partner SM Engineering. The armoured creatures feel comfortable in an environment that suits their needs.

www.beozoovrt.rs
www.sm-inzenjering.rs

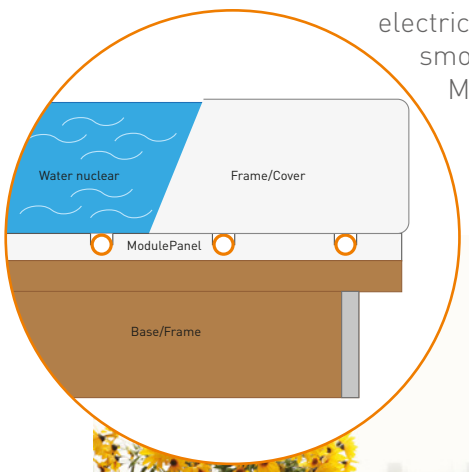
usual ▸ unusual!

Surface heating for cats and dogs

In the most state-of-the-art animal shelter in Europe, it's not only cats and dogs that feel cosy. Reptiles that like a poikilothermal environment and other small guests in the animal competency centre in Klagenfurt clearly enjoy the comfortable radiant energy given out by the new floor and wall heating systems. The right heating plays a very important role for creating the right atmosphere for the different species. Different animals need different levels of warmth, as well as cooler surfaces. In the shelter, half the area is therefore fitted with floor heating, although in some cases, wall heating has also been installed.

The water bed that stays warm

Water beds are incredibly comfortable to lie on. However, on cool days, they're sometimes not so ideal. For one customer, heating with an electric heating mat wasn't an option. To avoid electro-smog, he instead decided to use water-bearing ModulePanels. The gypsum fibre board with integrated pipe now always brings the water bed up to a comfortable temperature.

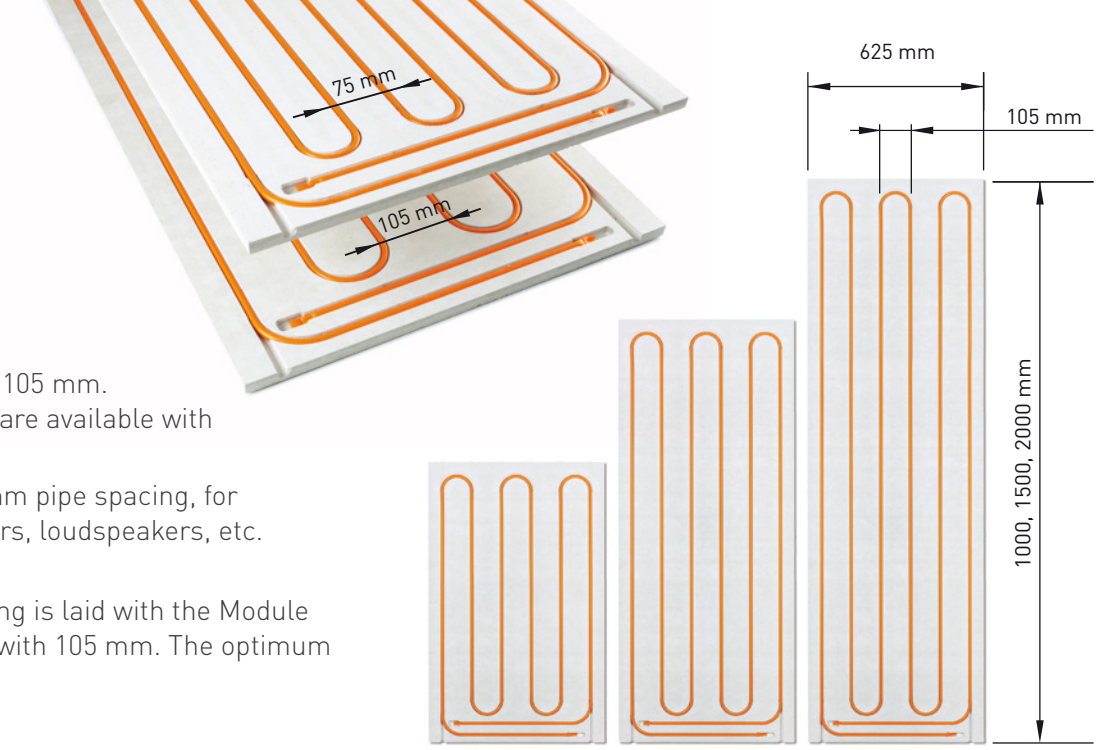


Ceiling cooling against desert heat

50 degrees in the shade is no rare occurrence in Dubai. A Variotherm ceiling in the Blue Building office building provides a comfortable room climate, however. The ModuleCeiling Classic cools silently, invisibly and in an energy-efficient way. In addition, the water-bearing surface cooling offers a win-win situation that is healthy, cost-efficient and environmentally friendly. A wealth of comfort that can't be bought with camels!

The well-tempered Maasai Lodge

AFRICA AMINI ALAMA is an aid project set up by Austrian doctors Christine and Cornelia Wallner to help people in Africa and provide them with basic essentials. These include school education, one hot meal every day and basic medical care.
The Maasai Lodge and the guesthouse is a place where people who have fallen victim to industrialisation and the hectic pace of western life can slow down and tank up on energy. The proceeds are used to finance and maintain schools and healthcare centres. As a supplement to this project, a tepidarium has been built, which can be heated using Variotherm wall heating/cooling. The first Easy-FlexWall to be plastered with cow dung and termite dust! Variotherm Managing Director Alexander Watzek and his son Aaron didn't want to miss out on the chance to install the system themselves.



ModulePanels-Classic 3 x new!

The ModulePanel-Classic is available now for ceilings, with a pipe spacing of 105 mm. They allow lighting concepts to be realised even more easily. The new panels are available with a height of 1000, 1500 and 2000 mm and a width of 625 mm.

The ceiling can be laid throughout with the activated ModulePanels with 75 mm pipe spacing, for heating and cooling. Light spots or other installations such as smoke detectors, loudspeakers, etc. are incorporated into the panels with the 30 mm wider pipe spacing.

As an example of how the ceiling can be constructed: Around 90% of the ceiling is laid with the Module Panel with the standard pipe spacing of 75 mm, and 10% with the new panel with 105 mm. The optimum heating and cooling capacity is guaranteed.

variotechnics New to the team

1 Michael Riedmann – Logistics

Michis dream is to train at the police college. However, the next course doesn't begin until February 2020. That means that he will have to make good use of his time until then. That's just what he's doing – at Variotherm. Michi is a real powerhouse – he's always on the move, sees everything that needs to be done, and gets it finished right away.

2 Uschi Unger – Office, Finances

Organising and completing the accounts for orders to export countries is complex and takes up a lot of time. Uschi works as part of our team for 30 hours a week, and supports our partners in Germany, Switzerland and Italy – always with a smile and the highest level of commitment.

3 Axel Zauchinger – Technology

Axel qualified from the "Building technology and environmental technology" college at the HTL Mödling, and gained his first professional experience as a member of the technical staff at a printing press. The technical fields for which he is responsible at Variotherm are a challenge. Thanks to his quick learning abilities, Axel soon became a great additional asset to our technology team.

4 Bianca Leitner – Office, Finances

What would daily office work be without a hearty laugh that cheers up the whole room? Biancas sunny nature is a real bonus for the order processing and accounting staff. She gets a lot done with her calm attitude, and infects others with her good mood.

5 Nicole Metz – Office, Finances

Since Nicole joined us, we've been asking ourselves how we managed before. A real free spirit, she has an incredible amount of energy and versatility. Once the storage has been taken care of, she's already prepared the table arrangements for the next visitor. Nicole is really on the ball – which is why she also organises our sports events.

6 Johannes Kowald – Technology

After his summer work placement in 2014 and 2015, we already had very positive memories of Johannes. After completing his Matura school-leaving certificate at the HTL Mödling, at the "Building technology and environmental technology" college, he first gained experience at two building companies. Johannes found it very easy to get started when he later joined us in the technology department. Since then, he's been a great support for our technology team.

The enablers: Production and Logistics

Gernot Baumgartner can rightly be proud of his team. As the head of Production and Logistics, he has a very good feel for team spirit, and knows how to bring specialists together in a positive way. When he joined Variotherm in 2013, he redesigned the department with a new strategy and in some cases with new staff. He has succeeded in establishing an efficient staff and infrastructure for the future.

The department is built up in such a way that Variotherm can actively respond to increases in turnover and any fluctuations when it comes to deliveries from suppliers – without our customers feeling the effects. The four areas of Purchasing, Workshop, Production and Logistics are perfectly attuned to each other. If a decision is made for one department, the consequences for the other areas are taken into account in advance. Variotherm has invested a great deal in storage and production sites and structures in order to provide high capacities. This makes it possible to produce in response to customer demands and for warehouse storage.

Thomas, Tibor, Alfred, Jonas, Markus, Daniel, Gernot, Wolfgang, Natascha, Sladoljupka, Sabine, Vasile, Janusz, Robert, Michael, Krisztiàn

variopartner

www.bruckner-bad-heizung.at

Günther Bruckner, Variotherm Head of Sales Alexander Novotny, Niklas Bruckner and Variotherm sales manager Andreas Sickinger

"At Haustechnik Bruckner, we regard ourselves as a producer and supplier with a regional focus. We specialise in environmentally friendly building technology. We mainly use products made in Austria, by companies such as Variotherm. Thanks to this partnership, we can ensure perfect quality, customer satisfaction and regional and national added value".

Building technology with a heart

75 years ago, a man with an iron will set out to create what is now a flourishing company, Bruckner Haustechnik. During the course of two generations, the one-man operation as an ironmonger grew to become a medium-sized company with over 40 employees. Bruckner has been a successful heating installation company for 35 years. The focus of this innovative business has moved increasingly towards sustainable environmental energy technology.

One person who has played a key role in this development is DI (FH) Niklas Bruckner. Under his management, the aim is to develop the building technology concept even further towards using renewable, environmentally friendly, local heating materials than has been the case so far. Pellets, wood, wood chips or combinations with air heat and solar energy are taking over from heating oil. Its thoughtful, environmentally responsible approach makes Bruckner the ideal Variotherm partner when it comes to low-temperature heating and cooling systems. Bruckner already installed its first floor heating in 1988, and the first skirting heating systems soon followed.

variopartner

WÄRMETECHNIK JUNKER

www.waermetechnik-junker.de

From left to right: Jakob Ebert (technical in-house service and sales), Doris Bohlender (administration and business consultant), Lukas Junker (Managing Director and sales), Wilhelm Junker (technical in-house service/commissioning)

Heating technology with a cosy factor

Lukas Junker has worked in the heating industry since 1982. In 2002, he became self-employed and founded the Wärmetechnik Junker company – a specialist dealer for innovative heating technology. His fields of specialism: building biology and building ecology.

Lukas Junker is not only a fan of wall heating on a professional level, but also personally. For him, the comfort and cosy warmth continue to be a source of fascination. Five years ago, he equipped his own home with a Variotherm wall heating system with environmentally friendly plaster.

"My wife didn't want to get rid of the old radiators, since she is always cold, and she likes to put her feet up on them. Already during the first heating season with the wall heating, I discovered her walking barefoot through the living room. The radiant heat simply made her feel comfortably warm".

The open shower area was also fitted with wall heating that can be regulated separately. "However, there's one downside: Now, I can't get my family to leave the cosy, warm shower," says Lukas Junker, and laughs.

variopartner

KALCER vse za suho gradnjo

Great for drywall construction

www.kalcer.si

Kalcer is one company that always comes to mind when we think of partners who are great specialists in drywall construction. The family-run company with offices in Trzin (Ljubljana), Novo Mesto and Marburg has been supplying the Slovenian market as a wholesale trader since 1990.

With the VarioComp floor heating for dry construction, the ModuleWall and the ModuleCeiling, Kalcer has found a great product that completes their product range.

"With the Variotherm products for dry construction, we can offer our customers a complete system for heating and cooling. We love to use the VarioComp, ModuleWall and ModuleCeiling for refurbishment, since these systems are quick to install and the construction period is kept to a minimum," explains project manager Gregor Burnik.

In March of this year, he made use of the wide range of possibilities offered by the Variotherm show- and application technology room. Together with his team and customers, he attended a technology and application training event in Leobersdorf. At these training events, we present our partners and their customers with our latest technology developments. At the same time, they also have the opportunity to lay our products themselves in our application technology room, and to gain valuable practical experience.

Project manager Gregor Burnik (rear right) with his team and the Variotherm sales manager Mario Baumgartner (rear left)

In conversation: Roswitha M. Reisinger on sustainability in the industry

Guest comment
Roswitha M. Reisinger, MBA
Publisher of BUSINESSART

As the publisher of BUSINESSART, you deal with the subject of sustainability on a daily basis. At the end of 2018, the SDG Forum – the Forum for Sustainable Development Goals – took place in Austria. Do you think that this global sustainability programme has been sufficiently communicated to the public and businesses, and in a way that they can understand?

The Sustainable Development Goals (SDGs) are a milestone in sustainable development of which I would never have dared to dream. In 2015, all countries on earth committed themselves to pursuing 17 goals, such as eradicating poverty, taking measures to protect the environment, and so on. Now, we need milestones that are also set by the political arena. I recently worked with young people on the topic of sustainability, and they were not aware of the SDGs. Even so, for them, the 17 goals were self-explanatory and they were very motivated to work with them. Another positive development is that the individual communities in Austria, as well as the federal states and many companies, are taking already the SDGs seriously and are breaking the targets down to fit their field of activity.

How can we break down large-scale goals so that they can be applied to the activity of a small manual trade company, such as an installer?

Every manual trade operation can look at the 17 goals and ask itself how it can contribute with its work. For installers, this is certainly the case with goal 6, "clean water and sanitary supply", goal 9, "innovation and infrastructure", goal 11, "responsible consumption and production patterns", and goal 13, "measures to protect the climate". There's plenty that manual trade companies do that contributes to a sustainable world – it's just that until now, they have often passed unnoticed.

In your opinion, what contribution can every small business make to create "sustainability"?

I personally believe that it is above all small manual trade companies that can make a major contribution to a good future. They create meaning, take care of their staff and are sensitive in the way they use our resources. We'll need plenty more businesses like these. Politicians must create a framework for ensuring that small businesses also remain competitive. Best of all by incorporating the SDGs into their targets themselves.

And in your opinion, what can each individual do to help achieve these goals?

In my role as a consumer, I must first of all take a look at what I am buying. I must ask myself: Do I really need this? Can I repair this product? Which product has the smallest environmental footprint, and has it been produced fairly?

How do you rate Variotherm with regard to the CSR measures that have been set? What advice can you give us to improve these measures?

I know that Variotherm is doing a lot, and I really admire you for it. I'd like to see more information about what you're doing on your website.

For the full interview, see www.variotherm.com/pur

In the Waldviertel shoes of the Christ child

Christmas has already long gone. However, this year's gift to the staff deserves to be reported properly. The "Waldviertler Schuhe" company (shoes from the Waldviertel region) have made big progress for walkers. Made in Austria. Timeless design. Durable and re-soleable. Perfect for everyday wear, at work or at home. Just the right shoes for Variotherm! After all, we all need comfort in our lives.

www.gea-waldviertler.at

Many thanks to Norbert from the GEA shop in Baden.

Locker donation

Everything deserves a chance of being re-used. For Variotherm, simply throwing away old furniture just because it is no longer needed isn't an option. The worn-out lockers that could no longer be re-used after the Variotherm headquarters were renovated have now found a new, colourful life.

Variotherm CSR officer Eva Demuth met the staff at heidenspass.cc at an event. This company, with its social commitment, creates work that has a good purpose, and creates wonderful upcycling design products at the same time. With a sewing workshop, a kitchen, handicraft workshop and a store, heidenspass.cc offers work to young people under 25 in different areas. While they were talking, the idea emerged of re-using our eight old lockers and having them redesigned by young, creative minds.

Our "personal freight carrier" Johann Weiss also liked the idea. He immediately agreed to support the social project and transported the lockers from Leobersdorf to Graz free of charge.

Some of the lockers have already been redesigned. They are used by the staff at heidenspass.cc. The others are still in the works, and will be sold when they are finished.
If you want to see these and other great upcycling products, take a look at the online shop:

www.heidenspass.cc/shop

→ Go to page 6/7 for a P:URe Special on PV systems!

Imprint: Publisher and media owner: Variotherm Heizsysteme GmbH, 2544 Leobersdorf • Text: Mag. Paul Szimak, Mag. Carolin Rosmann • Graphic design: HÄC-MÄC, Eisenstadt • Photos: Walter Luttenberger, HÄC-MÄC, AdobeStock, Maria Castelló, kvm-tec | Hans Schubert, Herfert • Printing: WOGRANDL Mattersburg • Publication frequency: once a year