



R & D in the Netherlands: Ubbink works on the house of the future

## ADDITIONAL SALES CHANNEL IN THE UNITED KINGDOM

### Brink Renovent heat recovery equipment under the Vent-Axia label

The CENTROTEC subsidiary Brink is to enter into a partnership in the United Kingdom with the local market leader Vent-Axia, which has a 45 % share of the market for domestic ventilation equipment. The company, a division of the Volution Group, has annual revenue of EUR 173 million. Partnership talks between Vent-Axia and Brink Climate Systems have been in progress since November 2004.

"An ideal combination," remarked Export Manager Adriaan Knopper (see also the interview on page 3), "because the United Kingdom, too, is in the process of incorporating new standards into its 'Building Regulations'. The purpose of these standards is to save energy. And the logical solution is intelligent domestic ventilation."

Ventilation has long been an important topic in the United Kingdom, but until now central solutions have been more the exception than the norm. The new regulations favour central solutions that represent a very effective means of saving energy through recovering heat.

Brink has been working intensively together with Vent-Axia's technicians for the past six months, preparing a suitable product for the British market. It already prompted considerable excitement at its first presentation. The launch session for the 120-strong Vent-Axia sales force took place at the end of June in Birmingham, at the "National Sales Conference".

CENTROTEC also sells other heat recovery systems in the United Kingdom under its own Ubbink label. Both sales channels are of strategic importance for the British market.



Vent-Axia heat recovery unit made by Brink

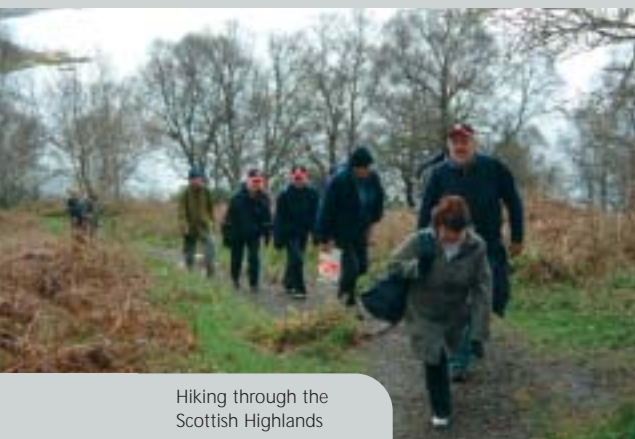
## THE CEO WRITES

### Netherlands tighten energy-saving regulations substantially

The Dutch government will be tightening up the so-called EPC value by 20 % from January 1, 2006. The EPC value describes the maximum permissible energy consumption of a house as determined using a special calculation method for a new building. A welcome move! The EPC regulation has meant that the Netherlands has been leading the way in low-energy housing for many years. Various other European countries have even incorporated this successful model into their own legislation.

The revolution in housing construction now moves into its next phase with a massive reduction in energy consumption, coupled with rising standards of residential comfort. As well as helping the environment, this legislation – along with the hotly debated subsidies for solar energy in Germany – will also boost the national economy. The market for solar energy in Germany has already created between 10,000 and 15,000 new jobs in Germany. The Netherlands' low-energy sector has now become one of its top exports, as admirably proven by the success of some of our subsidiaries!

Dr. Gert-Jan Huisman, CEO



Hiking through the  
Scottish Highlands

## A WALK ON THE WILD SIDE

With a weather forecast of gale force winds with snow, perhaps this was not the best day for the 20 Employees of Ubbink (UK) Ltd to attempt a team building walk on part of Scotland's picturesque but difficult West Highland Way. But nevertheless the team was in high spirits during the whole walk. The 14mile (22.4Km) stretch starting in the village of Drymen, along the banks of Loch Lomond finishing at Rowardennan, was organised and lead by National Sales Manager - Peter Montgomery. A time limit of 6 hours was set with tasks to perform on the way including a 30-question quiz, a scavenger hunt and a manual dexterity test. Rowardennan the jewel of Loch Lomond awaited all 20 plus tired wet and aching soles where even the non-drinkers enjoyed a glass of alcohol.

## REPORT ON ISH 2005

Centrotherm and Ubbink presented product news

The International Trade Fair - Building and Energy Technology - The Bathroom Experience - Air Conditioning and Ventilation (ISH) took place in Frankfurt am Main between March 15. and 19, 2005.

The ISH is the most important exhibition in the sanitation, heating and air conditioning sector. Once again in 2005, it was enjoyed the distinction of being the only genuinely global forum for innovations and trends. A total of some 192,000 visitors (7 % up on last year) from over 90 countries took the opportunity to attend this platform for communication.



Booth at ISH 2005

Centrotherm Systemtechnik GmbH and its Dutch sister company UBBINK B.V. were represented by a joint exhibition stand. The two companies exhibited new products in the areas of gas flue systems technology and roof products.

Centrotherm Systemtechnik presented the extension to the existing ND 80/125 system to ND 110/160. This new dimension is particularly suitable for the installation of wall-mounted condensing boilers with an output of 60 kW or higher.

In unveiling the revised version of the air/flue gas multi-boiler system, Centrotherm exhibited a distinctive concept that allows several condensing boiler appliances to be connected to a single gas flue shaft for overpressure operation.

By way of proof that Centrotherm's innovations extend beyond the scope of plastic gas flue systems, it also unveiled a new stainless steel ND 80/125 system for gas flue temperatures of up to 200 °C. The external components of this system are identical to the established ND 80/125 system. The installation procedure is consequently as straightforward as for the familiar Centrotherm PP system.

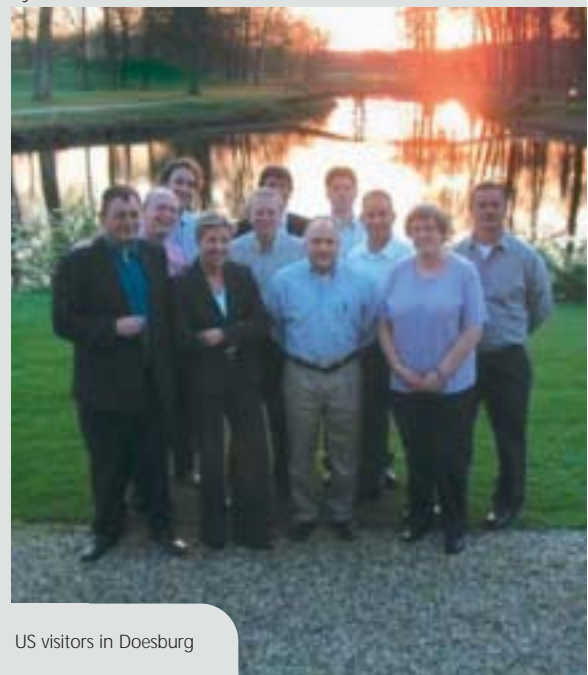
Ubbink used the ISH as a fitting opportunity to take the wraps off a newly developed material that will in the long term substitute the lead that has conventionally been used in many applications. The material exhibits the same positive properties as lead, but is made from more environment-friendly components.

Ubbink likewise exhibited its new concentric ND 60/100 plastic system at the ISH. The redesigned sleeve and clamping techniques are a characteristic feature of this system.

The Management Board and Supervisory Board both took the opportunity to talk to investors at this exhibition.

## PLAYING HOST TO RINNAI USA IN DOESBURG (NL)

Ubbink played host to several representatives of the Rinnai company, from the USA, as well as to staff from Ubbink UK at its Doesburg headquarters on April 20. Rinnai, a Japan-based company, is a manufacturer of gas appliances such as continuous-flow water heaters. As the market leader in America, the company is one of Ubbink's most important customers. Its boilers exhibit high capacity and impressive speed, and are thus capable of meeting the enormous demand of hot water in hotels, sports centres or domestic whirlpools very rapidly. High-performance continuous-flow water heaters are increasingly becoming the norm in private dwellings, too, and are thus supplanting less economical water tank systems. The American market is currently enjoying annual growth rates of around 20 to 25 % and is dominated by Japanese suppliers. It this represents immense potential for Ubbink. The visitors from Rinnai were very impressed by the size and versatility of Ubbink as well as by the specialist knowledge in the field of Gas Flue Systems that they were able to witness in Doesburg. This represents the first significant development outside Europe for the Centrotec Group, as Europe's biggest supplier of gas flue systems.



US visitors in Doesburg



Bungalow in Schalkhaar

## DEVEKO

Fully equipped with heating, ventilation and heat recovery

This bungalow, home to the Schintz family in Schalkhaar, was equipped with an indirectly heated hot-air generator by the CENTROTEC company Deveko. A ventilation system with integrated heat recovery, the Brink Renovent HR, was installed to obtain evenly-distributed ventilation.

## NED AIR

New standard heat recovery systems for office buildings

Ned Air has extended its successful range of "high-performance heat recovery equipment" (90 % efficiency) with the addition of versions for air throughputs of up to 12,000, up to



Ned Air office air conditioning unit: "plug &amp; play"

15,000 and up to 18,000 m<sup>3</sup>/h. This means that "standard products" are now available for the first time for office buildings housing up to 100 people. These units differ from conventional air conditioning units by virtue of their very high efficiency, complete closed-loop control and, if desired, integrated cooling function. The high efficiency renders a reheater unnecessary in most cases. The fitter thus makes a considerable saving on installation and energy costs. These "plug and play" units are easy to install. All values for the closed-loop control system can be downloaded from Ned Air's website. Next year, the closed-loop control system and software will be factory-fitted on every new appliance supplied by Ned Air. It will then even be possible to perform remote troubleshooting.

## TOTAL AIR – THE TREND OF THE FUTURE

Questions for Adriaan Knopper, Export Manager, Brink Climate Systems

■ **CENTROtext:** Describe your career to date at Brink Climate Systems.

■ **A. Knopper:** I started marketing industrial products at Brink in 1990. Two years later, I switched to a major Dutch company as Export Manager. But seven weeks on, I was back at Brink. It had become clear to me that air conditioning technology was my real area of interest. I then worked out in the field for quite some time. In September 2003, I was given the opportunity to concentrate solely on export. I now both supervise our own customers and provide support for our sales personnel in Belgium and the United Kingdom.

■ **CENTROtext:** What fascinates you about export?

■ **A. Knopper:** Export has many different facets. You encounter many different languages and cultures. In order to succeed, you have to adapt to the customs of the country you are dealing with. Interesting ideas are also often exchanged. Export is an important topic for Brink Climate Systems.

■ **CENTROtext:** How important is sustainability for you?

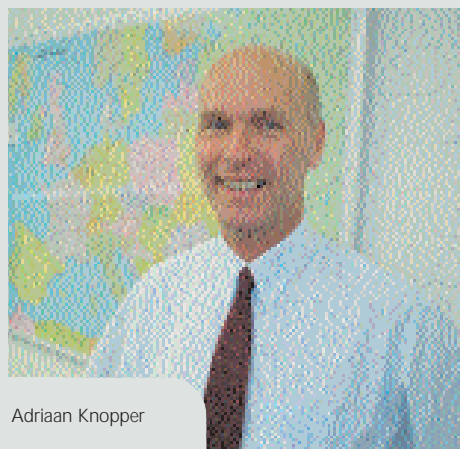
■ **A. Knopper:** Very important. Above all, I believe it is about making a difference. We make good products that cut the energy consumption of new buildings by more than 25 %. Insulation is becoming increasingly widespread in European houses. Domestic ventilation in conjunction with heat recovery is then the best solution. I also anticipate that the next challenges will centre on aspects of comfort, for example silent-running systems that enable occupants to breathe fresh outside air that is free of fine dust. Our ventilation systems filter out 95 % of the dust in air, and achieve an even higher rate with a special pollen filter. The perfect solution to the problem of particulate matter that is currently much in debate.

■ **CENTROtext:** How do you rate the market prospects for Brink Climate Systems?

■ **A. Knopper:** Integrated cooling in heat recovery equipment and recovery of atmospheric humidity are products that are not yet particularly common but will become mainstream sooner or later. We will see houses equipped with a complete heating, cooling and ventilation system in the future. In other words, a "total air" system. Brink Climate Systems is of course outstandingly placed to exploit any such trend.

■ **CENTROtext:** It sounds like you spend a lot of your time travelling. Does your family still recognise you? And what are your hobbies?

■ **A. Knopper:** Oh yes, they still recognise me! I spend about 30 % of my time travelling, so I am at Brink in Staphorst for the remaining 70 %. I have been happily married to my wife Gerriane for 15 years. We have two children, Floris and Roosmarijn, who are 12 and 9. All the family plays hockey. We all enjoy spending our Saturdays down at the astro pitch, which puts me in a perfectly relaxed frame of mind by the time I return to the office on a Monday morning.



Adriaan Knopper



## ENGINEERING PLASTICS

**CENTROPLAST | ROLF SCHMIDT INDUSTRIPLAST  
CENTROTEC COMPOSITES | BOND LAMINATES**



Semiplas in Stafford

### EXPANSION OF CENTRO- PLAST'S UK ACTIVITIES

Centroplast Engineering Plastics GmbH has acquired the British trading company Semiplas Ltd., based in Stafford. Semiplas has already been selling semi-finished engineering plastic parts made by the Marsberg manufacturer on the British market for a number of years. According to Managing Director Ulrich Terbrüggen, the takeover is intended to maintain and build on the long-term sales strategy in the important UK market. Semiplas will also sell other plastics for a wide variety of applications as well as the Centroplast semi-finished articles. Four men are working at Semiplas at the moment.

### PRODUCTION START FOR LOUDSPEAKER CONES

Centrotec Composites manufacturing parts for Blaupunkt

Centrotec Composites has been able to acquire Hildesheim-based Blaupunkt, the European market leader for sound systems, as a new client. Centrotec Composites is using newly developed materials for the volume production of loudspeaker cones for installation in the car models VW Touareg and Porsche Cayenne. The first orders amount to more than approx. 55,000 speaker cones per year.

The exclusively developed composite material, based on thermoplastic materials, exhibits very high rigidity coupled with very low service weights, both of which are key factors behind the acoustic properties of speakers in the high-end segment.

#### New TAF® audio test kit unveiled

A new TAF® audio test kit has been demonstrated by Centrotec Composites to around 75 suppliers and developers worldwide in the audio/sound industry as part of its current marketing campaign. It enables acoustics laboratories to test the TAF® cones in their own development environments. Centrotec Composites is then able to make modifications swiftly on the basis of any feedback, thus realising customer-specific solutions.

### A BETTER SOUND WITH TEPEX®

New fibre-composite material developed for B&W exclusive speakers

A new TEPEX® sandwich version has been developed by Bond-Laminates GmbH, a minority

interest of the CENTROTEC Group, specially for the exclusive loudspeaker manufacturer Bowers & Wilkins (B&W). The new fibre-composite material is being used in the fully revised 800 Series of loudspeakers. Bowers & Wilkins uses the material to make the driver, which produces a perceptibly superior sound. Drivers have the specific purpose of reproducing low-frequency notes without causing sound discoloration. It is interesting to note that the 800 Series loudspeakers are also used at one of the most renowned addresses in the music industry: Abbey Road Studios in London, where the Beatles, among others, recorded their songs. Many international hits have to stand up to sound tests conducted using these loudspeakers before they are released onto the market.kommen.



Exclusive speakers  
by Bowers & Wilkins



Silver in the 3000 m  
for Markus Jahn

## MARKUS JAHN IN THE DLV B-SQUAD

Markus Jahn, from Möller Medical, has been adding to his international sporting successes in 2005. The runner, who is a member of the Baunatal/Fuldabrück athletics club, has earned a place in the B-squad of the German Athletics Federation (DLV). At the German Youth Championships in Jena, he put in a strong finish to come second in the 3000 metres race, earning a silver medal with a time of 8:38.17. As the best German junior, he earned the privilege of wearing the DLV's colours at the World Mountain Running Trophy in Sauze d'Oulx, Italy. Last year, the 19-year-old won eight state championships and thus remained unbeaten in Hesse.

When not out training or competing on the track, Jahn is in the second year of his appren-

ceship in "Industrial Mechanics/ Apparatus and Precision Engineering" at Möller Medical. He is also able to adopt a highly positive sporting perspective on his activities at Möller Medical: "I'm learning all the disciplines of precision engineering from scratch at Möller Medical. The team spirit here is just great."

## R & D – NEW DEVELOPMENTS IN THE MEDICAL BUSINESS AREA

Möller Medical has been able to further refine its patented Superfinish technology. The Superfinish technology imparts surface finishes of very high quality by means of an electroplating process. This makes the inner surfaces of hollow needles used in analytics even smoother, shortening cleaning processes, boosting the service life of the needles and thus adding to the value

of the customer application. A newly developed hose pump, designed for long-term use without it being necessary to change the hoses, operates for 3000 hours. This reduces the level of maintenance work considerably.

The liposuction products Liposat® power and Vibrasat® power have made a successful market debut. The infiltration pump Liposat® power, now in its second generation, has a higher delivery rate of 300 ml/min. The vibration handpiece Vibrasat® power applies four times the power to the hollow needle compared with the first-generation device, with reduced vibration of the handpiece thanks to better distribution of its weight.



Vibrasat® power



**CENTROTEC SUSTAINABLE AG**  
THE GROUP



CENTROTEC Shareholders' Meeting in Brilon

**WALL STREET-FEELING IN BRILON**

The company's headquarters will again host the next Shareholders' Meeting

Brilon was transformed into the Sauerland region's very own "Wall Street" just for a day. After seven years of moving from one German financial centre to another, CENTROTEC this year decided to host the Shareholders' Meeting in Brilon. The invitation was taken up enthusiastically by shareholders, with three times as many people coming to Brilon as one year earlier to Frankfurt.

In addition to the meeting at the local Kolpinghaus hostel, shareholders were given an opportunity to look round the production halls and witness CENTROTEC "live" in a tour of the factory. As a Brilon-based company, CENTROTEC feels it has strong ties with the region. Many of the company's shareholders are based locally. It was therefore only logical to hold the Shareholders' Meeting in the company's home town. Its success resoundingly endorsed the organisers' decision. The next Shareholders' Meeting, to which all shareholders and business associates are cordially invited, will once again take place in this "country" setting.

**LATEST NEWS: SOLAR BUSINESS EXPANDED**

Production joint venture established with leading solar energy systems supplier

CENTROTEC Sustainable AG is expanding its activities in the solar sector. On Monday, 4th July CENTROTEC was able to conclude a firm delivery agreement for photovoltaic solar cells with Econcern B.V., Utrecht, the Netherlands. The parties also agreed to establish a joint venture for the production of solar modules. CENTROTEC will take charge of managing the company by virtue of holding a 70 % interest. Econcern B.V. specialises in the development of systems for renewable energy sources. Read more about this joint venture in the next CENTROtext.



CENTROTEC Management after the shareholder's meeting in sunny Brilon



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