

Discover ACOUSTIC CEILINGS

Live and right up close in the new Variotherm experience room



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Look at that! So quiet!

Really very pleasant, this acoustic ceiling!

VARIOTHERM

Have you paid us a visit recently? If not, then you're welcome to drop by and see our new company headquarters! Experiencing yourself how pleasant the heating and cooling with acoustic ceilings feels is an almost indescribable sensation.

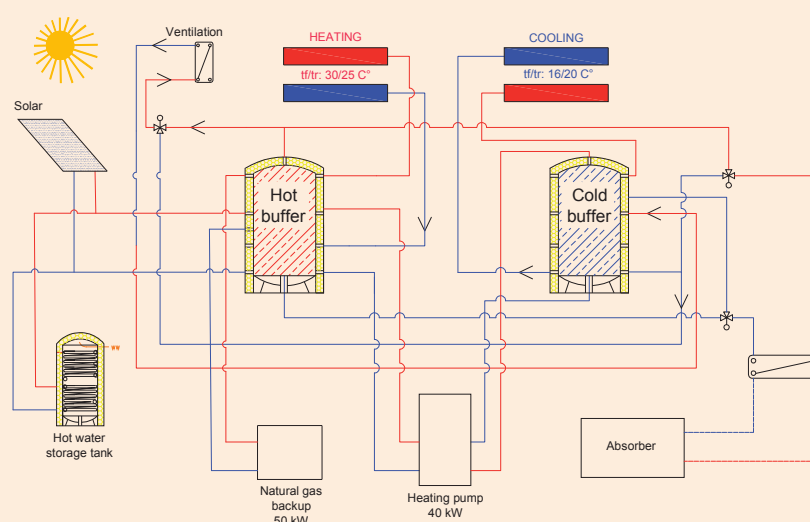
The Variotherm ModuleCeiling cools rooms in the summer in a healthy way, while in winter, it provides comfortable heating, and reduces the surrounding noise in the room all year round. One ceiling. Three functions!

As well as the acoustic ceiling, the VarioComp drywall construction floor heating was installed throughout the building. A loam wall spanning two storeys also increases the presence of nature in the room. It is the visual centrepiece of the annexe. Naturally, it was activated with an EasyFlex wall heating/-cooling system.

The unanimous vote of the Variotherm team: tested and found to be excellent!

Hybrid solution – completely future-oriented

Due to the large number of people in the training room or the VarioCafé, there is a need, particularly during the transition months, to cool these areas, for example, while the other office spaces are still being heated. After all, nowadays, the object is no longer simply to heat or cool a building. What is needed is an intelligent, energy-efficient combination to create a perfect overall system. The heating and cooling technology installed over building surfaces in the Variotherm office building is among the first of its kind. This is what many projects should look like in the future: multivalent energy generation (thermal solar energy, natural gas backup, geothermal heating pump, photovoltaics) for the lowest possible use of energy with maximum comfort.



Cooling through the exchange of radiant energy

The human body passes the excess heat into the cool surfaces in the environment. The ceiling cooling provides a pleasant room climate similar to being in the shadow of a large tree. Ceiling cooling systems are completely silent and have no fans. Unlike standard air conditioning units, they do not produce a cold shock when you enter the room. Almost no dust is stirred up. People with allergies can breathe freely.



6 8 12

Freely designed – optimally cooled

The 18 mm-thick gypsum fibre board panels are available now with three different hole architectures: with the 8 mm block perforation and the 6 or 12 mm surface perforation. This makes it possible to design the ceiling however you want.



Plenty of silent new developments

These days, the atmosphere at Variotherm is noisy and busy. Our new premises are already full of activity. The first seminars are being held, our machines are running at full capacity, our customer support staff are on the road throughout Austria, and in the new workshops, trench production has now begun in earnest. And we could reel off an endless list of other great new developments.

By contrast, in the new and extensively renovated office spaces, the environment is quiet and calm. Here, the Variotherm staff can enjoy the benefits of the acoustic ModuleCeiling from now on. For a few weeks, the gentle room cooling system has also been in operation – without any noise or draughts.

Currently, activity on many sales markets has been noisy and hectic. In some areas, people are in a rush like there's no tomorrow. Promises are rarely kept, and anyway, no-one has any time any more, while prices are reaching astronomical levels. Variotherm is responding to these unwanted developments with thoughtfulness, caution and a great deal of hard work. For us, prompt delivery is particularly important. We do everything we can to make sure our products are always available in stock in sufficient quantities when you need them.

We are waiting in impatient anticipation, sometimes noisily, sometimes quietly, for the installation of the photovoltaic system. 760 m² of modules with a capacity of 124 kWp will be mounted onto our hall roofs. This will mean that we can produce all our own power! We don't just think aloud when it comes to energy self-sufficiency. We already quietly decided to put our principles into practice a long time ago. In the typical Variotherm way.

You are very welcome to visit us at our new headquarters. In the meantime, enjoy exploring the new variotime!

Kind regards,
Alexander Watzek



Aha! That's how it works!

The perforation in the gypsum fibre boards catapults the noise that impacts the panel through the construction. The noise energy is "broken", and is therefore largely reduced. One special detail: the acoustic holes in the Variotherm ceiling cooling are free of cooling and heating elements, and guarantee the tested noise reduction as a result.

The same price for all hole patterns

All hole patterns are available at the same price. Even better: the price for the new Variotherm acoustic ceilings has been reduced by up to 20 percent. All hole patterns and sizes offered are in stock and can be delivered within a short period of time.

Silent. Plenty of benefits.

- Noise-absorbing acoustic surface
- Large-surface cooling and heating via the ceiling
- Flexible installation with drywall construction
- Low energy costs thanks to efficient low-temperature systems
- Environmentally friendly and silent
- Pleasant, healthy environment
- Dust-free room air and breathing air
- Gypsum fibre boards certified for their biological properties
- 10-year guarantee

This project has been co-funded by the European Union.





From oil to air – Refurb



It all began with a harmless request. Mrs Hirschler asked her husband to repaint the house. However, the 24-year-old, ugly radiators were in the way. And the oil tank had already been a frequent source of problems the previous winter. And what should be done with the free wall surfaces?

Herbert Hirschler, the owner of the house, has plenty of DIY experience, and decided he would take no half measures. As a master electrician, he has worked side by side with professional installation engineers for years. The professional connection of heating pumps and the electrical installation of thermoelectric actuators and room thermostats for heating systems are part of his daily work.

“I was able to gain valuable experience of the ingeniously simple installation of Variotherm wall heating on site at our customers’ premises. Since then, I kept thinking how easy it would be to install the same heating system in my own home. After all, it’s much easier to mount drywall construction panels than to chisel out the entire floor. Also, we’ve always been looking for a way to cool our home to a comfortable temperature during the summer.”

All this was enough to convince the Hirschlers to embark on an extensive renovation project, including conversion to a low-temperature heating system. They decided on a heating pump combined with Variotherm heating/cooling. They wanted to do away with the radiators on the walls. However, floor heating was out of the question, since they wanted to keep most of the existing flooring. The walls, however, were ideal for surface heating and cooling, with the option of cooling in the summer months. They were ready to get planning!

“As a first step, I simply called Variotherm and was immediately put through to Mario Baumgartner. He’s a real engineering professional. The collaboration with him was very relaxed, with no complications. The right dimensions are always the key factor, particularly when it comes to cooling. That’s why I decided to let the Variotherm engineering team do the planning. They’re the ones that know the system best.”

“I’ve never looked forward to the end of the heating season as much as I did this year,” he continues. “After the heating period was over, I began laying the feed pipes in the cellar with my son. We created the breaches and laid the feed lines in just two days. Then, the finished, pre-configured heating manifold was installed. Finally we could dismantle the old radiators. What a liberating task! We still had a

supply of hot water during that time, thanks to the thermal solar heating system that we’ve had on our roof for 24 years.”

“VarioManifold 5.0” heating and cooling manifold



“Since we continued to live in the house during the renovation work, I completed one room, before moving on to the next. The breaches



Refurbishment 2.0



Home owner Herbert Hirschler: "After just a 14-day conversion period, my great wish came true. Away from fossil fuels, and into a sustainable future."

Energy-saving. Sustainable. Renovation 2.0

The Hirschlers used to use between 2,500 and 3,000 litres of oil per heating period to heat a 150 m² living area.

Laying over 80% of the wall surface with wall heating/cooling will mean huge savings on energy costs in the future. Combined with the new air heating pump, the thermal solar heating system and the photovoltaic system, their future energy consumption will probably be no more than 8,000 kWh – for heating AND cooling.

What's more, they've created a healthy, sustainable indoor living climate for the future.



in the cellar were a real challenge that required a lot of strength, as well as the occasional unplanned extra drill hole.

Now, the U- and C-profiles of the metal structures were mounted to the walls. For better efficiency of the heating and cooling capacity, I also insulated all the outside walls with insulation wool.

By contrast, mounting the individual ModulePanels was great fun. All the screw holes have already been pre-marked, which makes mounting easier. "That's what I really like about Variotherm: the many small details that make your work easier." The Variotherm ModulePanels were then connected using press fittings. "Then, the finished heating circuits were filled with water, and I immediately conducted a pressure test on them. Each individual press fit was correct, and stayed 100% tight. The first room was ready for plastering. The installation went really quickly," the satisfied home owner told us.

A particular decorative feature of the living room is the stone wall, which was to be preserved. Here, Variotherm planning expert Mario Baumgartner had a great idea: a loam plaster wall with system wall heating/cooling instead of a ModuleWall drystone construction, in order to bring even more natural elements into the room.

"At first, my wife Sigrid simply wanted me to repaint the house. The whole project then took on slightly larger dimensions – but the painting still needs to be done! Now, I've done what my wife asked me to do."



Interior insulation of outside walls

Installation of the U- and C-profiles in the entrance area

Finished ModuleWall in the bedroom

System wall heating/cooling



Take an aerial tour of our renovation project!



VIDEO



Renovation 2.0 with Herbert Hirschler. Our video shows how easy it is to install a wall heating/cooling module.
www.variotherm.com/en/refurbishment2.0





Culinary enjoyment at the highest level

The Dutch village of Amerongen is home to the luxury Restaurant Bentinck, where gourmets are served top-level cuisine. This wonderful guest house dating back to 1286 is housed in the cleverly restored horse stables installed around the Amerongen palace. Since demolition work was prohibited due to the building's listed status, modern floor heating was laid.

Converting the impressive building was anything but simple. The monument protection standards had to be upheld, while at the same time, modern, sustainable technology was needed – a balancing act that our Dutch partner Technea was asked to perform.

The strongest horse in the Variotherm stables
The ideal solution turned out to be the installation of the modern, energy-efficient VarioComp floor heating system. With its thin construction height of 20 millimetres and low weight of just 25 kg/m², it is

ideally suited for the sensitive renovation of listed buildings. The dry construction floor heating could be quickly and easily applied on the existing floor covering. The 11.6 mm VarioProFile pipe (aluminium multi-layer composite pipe) was laid along the pre-milled routings on the VarioComp panels (gypsum fibre boards tested for their biological properties) and finally surrounded by the thermally conductive VarioComp filling compound.

Quickly on tour
In contrast to the standard procedure with wet screed, no long drying times were needed. Quite the opposite: after just 24 hours, the hard-wearing wooden floor covering could be applied. Thanks to the fact that the VarioProFile pipes are laid close to the surface, the dry construction floor heating provides fast reaction times. With an average time of

2.5 hours, the pipes provide the required temperature faster than wet screed floor heating. Not only that, but the floor heating ensures a comfortable room climate thanks to its radiant heat, while also reducing heating costs.

Plus: The impressive building was further improved as a result of the installation of the Variotherm pumped manifold. The reason why is obvious: thanks to the 15 low-temperature heating circuits, it was possible to connect the new floor heating to the existing high-temperature system. As a result, not only was it possible to install an energy-saving heating system, but the original heating installation could also be retained.

TECHNOLOGY

VarioComp floor heating 20 mm



COMPONENTS

- 1 VarioComp filling compound
- 2 Bucket set
- 3 PE construction foil
- 4 XPS panel, 10 mm, 200 kPa
- 5 Edge insulation strips, 75 mm



Restaurant Bentinck

Planning
Technea Duurzaam
NL-8938 Leeuwarden
www.technea.nl

Installation engineer
Roelofse Installatiebedrijf
NL-3971 MS Driebergen-Rijsenburg

Variotherm systems:
100 m² VarioComp floor heating

From old to wonderfully new

In the middle of idyllic parkland in the Vienna Woods, an 18th century villa was renovated over a 2-year period. Modern building technology provided comfortable room temperatures, in winter and summer.

While the green spaces were redesigned and a two-storey annexe was built with an area on each floor of 30 m², the style and fabric of the villa remained in their original state – as the building owner had instructed. The Italian designer Stefano Tordiglione was responsible for the tasteful interior decoration.

Down to the basics

However, first, several major renovation works were required. In order to seal the foundation plate, and to drain the outer walls, the entire floor structure on the ground floor was removed, sealed and rebuilt. The particular challenge about this project was that since the mixed masonry of the original building, consisting of stone and brick, was combined with the well-insulated annexe, the surface heat load fluctuates between 40 and 210 watts/m².

In order to keep the flow temperature for the two newly installed air-water heating pumps as low as possible, the floor heating was supplemented by wall or ceiling heating in rooms with two or three external walls in the old building. In rooms with a large number of blocked-out areas (such as the kitchen, utility room and wardrobe), the Variotherm ModuleStandardCeiling was installed in addition to the floor heating – not least in order to avoid too high surface temperatures in the floor.

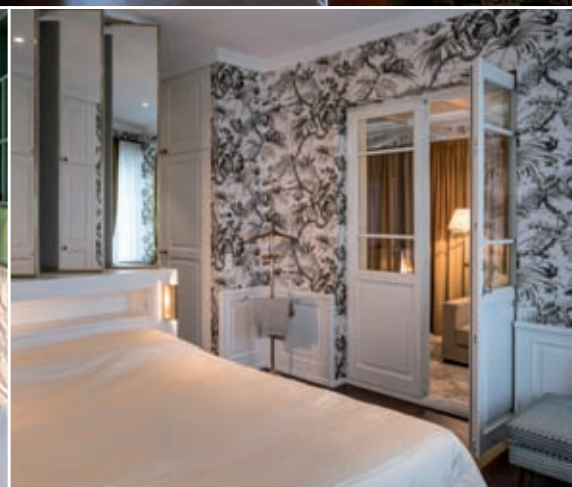
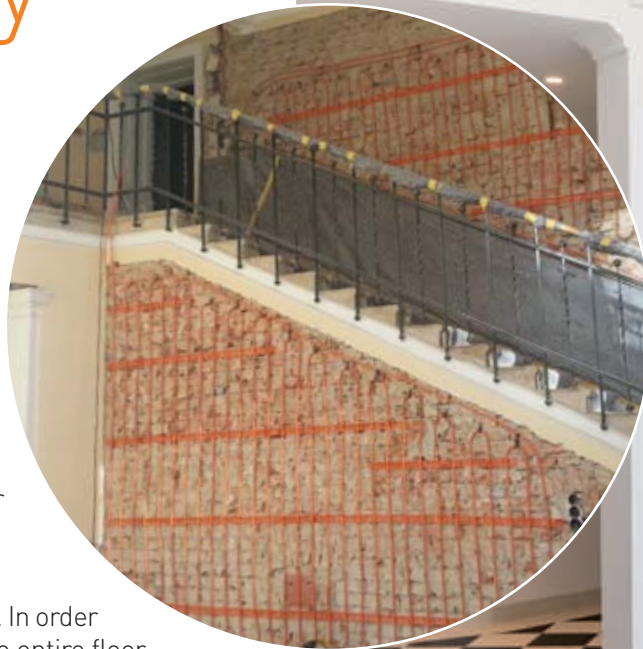
Design with comfort in mind

A major concern for the building owner was the creation of a comfortable living climate, while at the same time not interfering with the unusual interior design. The two bay window rooms and the entrance hall, which is mainly glazed, and which extends over two floors, with a room height of six meters, the Variotherm EasyFlexWall was used in addition to the floor heating. As a result, the calculated thermal requirement was covered on the one hand, while on the other, thanks to the exchange of radiant heat – both during the cold and hot months – a comfortable climate could be created in the room.

In total, a living area of 430 m² had to be heated during the winter, while in the summer, the 80 m² bedroom area had to be cooled, without noise or air circulation. The cooling capacity installed above the ceiling and wall surfaces is 5.4 kW.

All those involved in the project are very satisfied with the result. Variotherm expert **Peter Unterrainer** and installation engineer **Hannes Hazod** have worked together for almost 20 years.

Hannes Hazod is more than satisfied with the partnership: "The reason I've stayed loyal to Variotherm is above all because of the personal contacts and the friendly advice and support given by the Sales Team."



TECHNOLOGY

VarioRoll

VarioComp floor heating

ModuleStandardCeiling

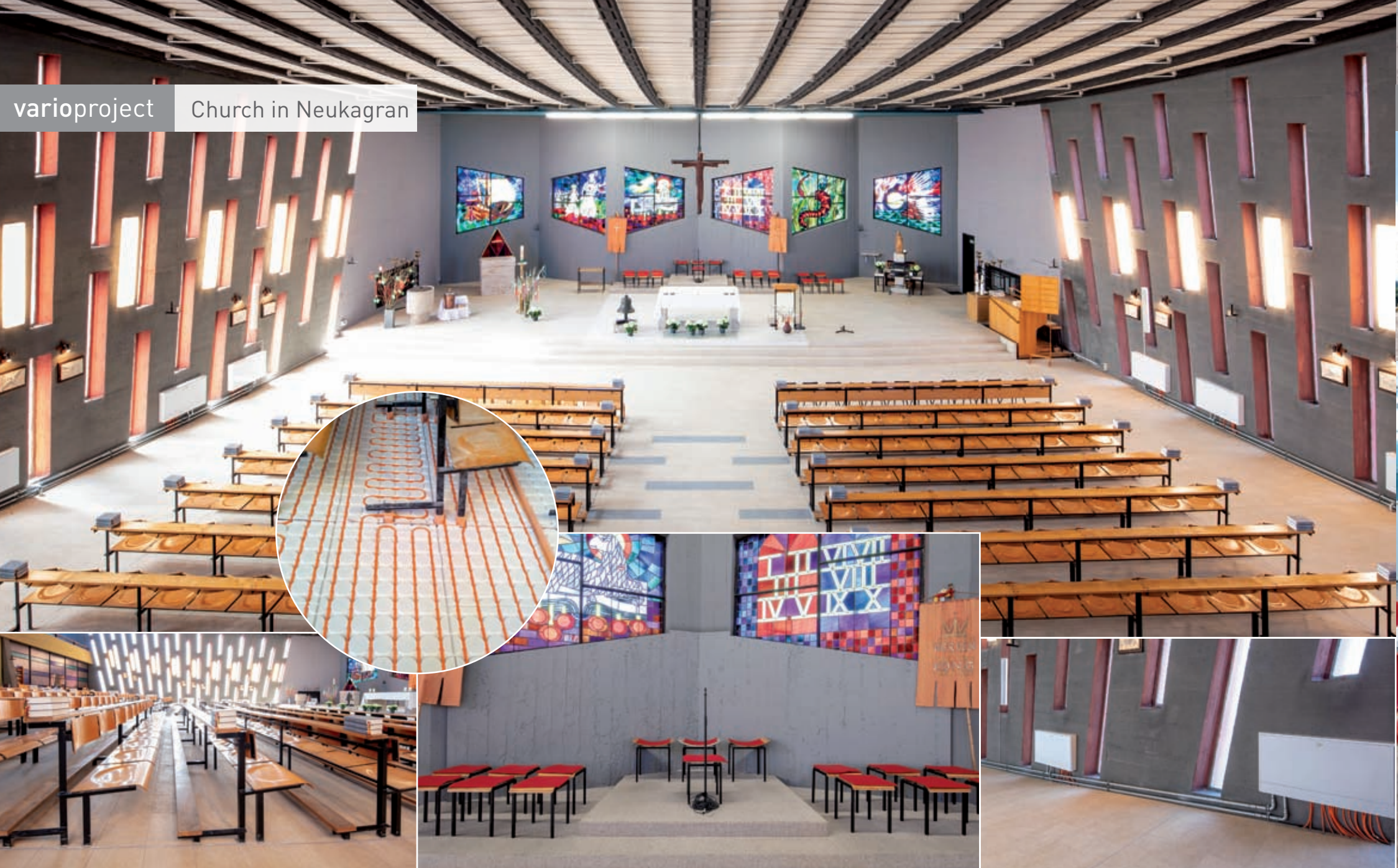
EasyFlexWall



Villa in Vienna Woods

Installation engineer
Hannes Hazod GmbH
AT-2700 Wiener Neustadt
www.hazod.at

Variotherm systems:
212 m² VarioRoll
6 m² VarioComp
30 m² EasyFlexWall
63 m² ModuleStandardCeiling



Heavenly warmth

In the middle of the Donaustadt district of Vienna, the Holy Maria Goretti parish church in Neukagran has become a firm feature for over 65 years.

The Neukagran parish church, which was designed by architects Peter Czernin and Lukas Matthias Lang, is a listed building, and has become an important feature of the 22nd district.

A few years ago, the heating in the church had to be urgently updated, due to cracks in the air tank. Franz Zoubek, a qualified engineer from the parish council and the building authority for the Archdiocese of Vienna worked together on finding a sustainable solution to the problem. They opted for the installation of an energy-saving, low-temperature floor heating system that was to be operated with pellets. They decided to use the VarioComp floor heating system from Variotherm, since its low construction height of just 20 mm meant that it was compatible with the listed building renovation standards. Other convincing arguments in favour of

the system were the fact that it was easy and fast to install, and that it quickly provided comfortable heat, as well as reducing heating costs.

Construction errors corrected

Before the renovation could begin, there were several challenges that had to be overcome. It emerged that the 500 m² church floor, which until then had been hidden under a PVC covering overlaid with carpeting, was very uneven in places. After the church floor had been levelled, 530 m² of VarioComp panels (gypsum fibre board tested for its biological properties) could be laid. No less than five kilometres of VarioProFile pipes (aluminium multi-layer composite pipes) were laid in the pre-milled routing. Finally, the VarioComp filling compound were applied.

Divinely warm

The 13-metre modular wall heating behind the altar also provides comfortable radiant heat. Thanks to

the surface heating installed on the floor and walls, temperatures in the church can reach +12 °C, even if the temperatures outside fall to -10 °C - even with impressive 35 cm-thick (!), non-insulated concrete walls. Without heating, there would be sub-zero temperatures in the church.

The first five heating periods have been more than satisfactory. "With the direct, oil-fired air heating, the heating costs for the church ran to around 6,600 euros per year. Now, they're just 1,000 euros or so," Mr Zoubek from the parish council explained. As well as the financial advantages, environmental damage is also a thing of the past. The 49 tonnes of CO₂ that the church used to produce have now been reduced to just six tonnes. The renovation has been more than worth the cost, and has brought divine order to the church.

TECHNOLOGY

VarioComp floor heating 20 mm

ModulStandardWall heating/cooling



Church in Neukagran

Architect
Dipl.-Ing. Charamza
AT-1220 Wien
www.charamza.at

Installer
Ing. Josef Geyder
AT-2225 Zistersdorf
www.geyder.at

Variotherm systems:
530 m² VarioComp floor heating
13 m² ModulStandardWall

In calm lies strength



With the newly-built SBI Center in Seekirchen, a multiple-use, 8,000 m² building complex has been created that also offers staff of tenants dormakaba Austria GmbH a comfortable working environment. One major contributing factor is the ModuleStandardCeiling-Acoustic from Variotherm.

A short time ago, around 100 staff from dormakaba – experts in reliable access and security solutions – moved from Eugendorf into the innovative business centre in Seekirchen am Wallersee (Salzburg). They feel really comfortable in their 1,200 m² of office space. They have a good reason for doing so: in the modern rooms, the level of noise is kept extremely low, enabling them to work without interruption. The dry construction Module-StandardCeiling-Acoustic from Variotherm is helping to create these ideal conditions, after Johann Schober, the owner of SBI-Schober Bauer Immobilien GmbH, decided to install the system. With its clever perforation pattern and acoustic fleece, it removes a considerable portion of the ambient noise and dampens the sound.

Good arguments in favour of the ceiling

The reduced reverberation time was just one of three arguments in total that convinced the building owners. The ModuleStandardCeiling-Acoustic not only minimises noise in the room, but in winter, it provides comfortable warmth with its radiant heat, while keeping the space comfortably cool and healthy in the summer. Plus: The acoustic holes are not covered over with cooling and thermal conduction elements, leaving them 100 percent active. Also, all walls can be used as required, with no restrictions, since the Variomodular pipes (aluminium multi-layer composite pipes) are laid in the ceiling.

Since an average cooling capacity of 37 watts/m² was calculated for the 1,200 m² office space, the building owners arranged for a heating pump to be installed with a capacity of 45 kilowatts. With a flow temperature of 16 °C, a return temperature of 20 °C and a comfortable room



temperature of 26 °C, the cooling capacity of the Variotherm ModuleCeiling is 60 watts/m² – even saving up 30% energy costs during ongoing operation.

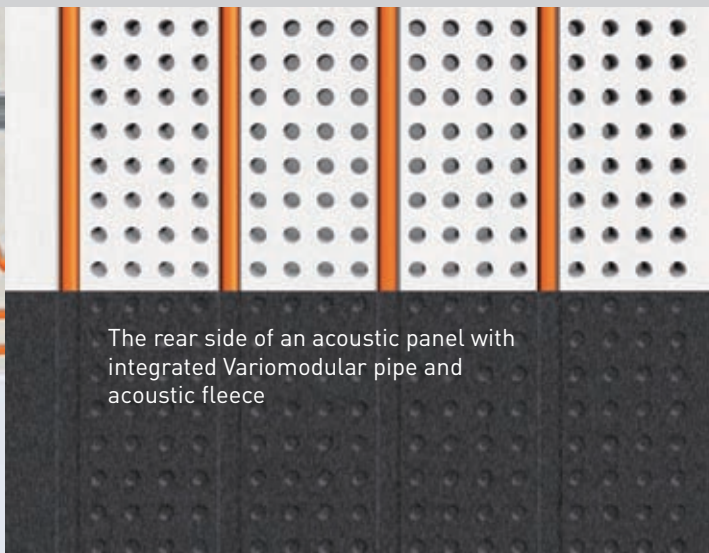
The project team:
Rudolf Anglberger (Installer),
Johann Schober (Owner) and
Robert Hofer (Variotherm Account Manager)

TECHNOLOGY

ModuleStandardCeiling-Classic



ModuleStandardCeiling-Acoustic



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

SBI Center Seekirchen

Planning and implementation
SBI-Schober Bauer Immobilien GmbH
AT-5201 Seekirchen am Wallersee
www.sbi-immobilien.at

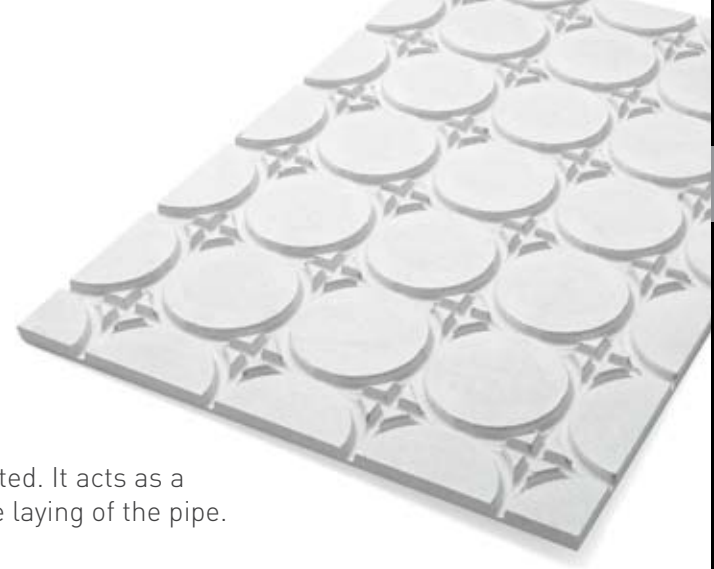
Installer
Anglberger GmbH
AT-5162 Obertrum am See
www.anglberger.at

Variotherm systems:
550 m² ModuleStandardDecke-Classic
506 m² ModuleStandardDecke-Acoustic

An efficient concept – VarioComp panel with 150 mm pipe spacing

The VarioComp panel for the dry construction VarioComp floor heating system is now also available with pipe spacing of 150 mm. The 150 mm spacing is suitable e.g. for offices, cellars, workshops and closets. In other words: rooms where you don't walk barefoot.

The VarioComp panel is an 18 mm thick gypsum fibre board, the biological properties of which have been tested. It acts as a pipe bracket and thermal conduction element in one. Its pre-milled routings and grooves enable easy, flexible laying of the pipe.



Panel size:
900 x 600 mm = 0,54 m²

Heat with a soft tread – SILENT Compact underlay panel

Can be cut precisely to size. Easy to lay. Extremely pressure resistant. The SILENT wood fibreboard panel, with its tested biological properties, can be used directly below the VarioComp Compact floor heating as an impact-sound insulation panel. It is an ideal sound-insulating supplement between uninsulated subsurfaces, such as even screed, and the VarioComp panel, which is just 18 mm high.

Panel size:	Compressive strength at 10% compression:	Sound impact improvement value:
790 x 590 x 5 mm	150 kPa (15 t/m ²)	17 dB



Optimal adhesion of assembly joints – Duo adhesive

The Duo 2-component adhesive is used specifically for the subsequent adhesion of the ModulePanels if step by step assembly is not possible. The cartridge is sufficient for an approx. 7 m-long joint (with a joint breadth of 4 mm and a height of 18 mm). The Duo adhesive is suitable for filling assembly joints with a width of between 3 and 8 mm. The static mixing tube combines the two adhesive components. The Duo manual applicator is also available as an accessory.



Easily regulated heat - TOUCH HK room thermostat

With the electronic TOUCH HK room thermostat, the room temperature is easy to regulate. The thermostat can be used for heating and cooling.

- Changeover: external switching between heating and cooling
- Dimmable LED temperature display: light or dark at the touch of a button
- Touch & Click: with the three sensor buttons
- Click assembly: quick connection with spring clamps
- Red LED lamp = heating | Blue LED lamp = cooling



Combination of two heating environments – the pump microstation

The pump microstation has been optimised. It is used to install a low-temperature surface heating system into existing high-temperature heating. Ideal for expanding a surface heating system in individual rooms, such as in a bathroom!

- 1 An overview of the flow rate: The flow valve is now new – and can be set with a flow display.
- 2 Refitting with just one click: the thermoelectric actuator can simply be retrofitted.



Our new superteam!

During her maternity, **Bernadette Thamer** two sons certainly kept her busy. Now, our part-time Mum is back at work and is supporting Sabine Ostermann with our advertising and marketing campaigns. **Daniela Inschlag** is our new order processing expert. With her friendly warmth and huge amount of specialist knowledge, we're delighted to have her on board. **Andreas Sickinger** has recently taken over responsibility for the central Austria sales region. As a trained installation engineer and with his practical experience, he talks our customers' language. **Natascha Weiss** knows how to keep things in order. We're happy to welcome her to the team as our Cleaning Fairy 2.0. **Thomas Stöger** is our new superchecker team leader in logistics, with his ability to absorb new information and internalise new skills. **Jonas Watzek** is supporting us in three ways. For 33% of the time, he is responsible for developing trenches, with 33% spend on building repairs and 33% in production. He divides up the latter amount, since he always gives 100%. **Wolfgang Schett** brings 20 years of logistics experience to Variotherm. With his enthusiasm and friendly nature, he's putting his all into our production and logistics departments. We also warmly welcome cleaner **Sladoljupka Matovic**. She has an early morning shift, from 5 - 8 am, when she takes care to make sure our premises are sparklingly clean at the start of the day. We are delighted to have staff like her on board.

variopartner Installation engineer Kollar



Maria Kollar (managing director)



Variotherm salesman Andreas Sickinger, Herbert Kollar, Maria Kollar and Kollar installer Mathias Nachförg



Kollar premises in Lilienfeld (Lower Austria)

Looking to the future for the last 150 years

“We are convinced that decentralised solar energy system is essential for an independent, resource-saving life,” Maria Kollar, managing director of Kollar GmbH, told us right at the start of our interview. “That’s why we must change our way of thinking and protect our planet. We must stop making profit our main priority, and move towards acting in a sustainable, responsible way. Each one of us is responsible for doing so and also has an obligation to do this.”



Kollar, the bathroom, heating and solar specialist, has been based in Lilienfeld for 150 years. The company has needed more than just business acumen to survive the changing times so successfully: sustainability, a respect for its own roots and values and a sense of responsibility that has been handed down from one generation to the next. It was therefore no coincidence that the paths of Kollar and Variotherm should meet. Since 1990, the two have been working together as pioneering partners. After 28 years of collaboration, the two companies know and value each other like never before. According to Andreas Sickinger from the Variotherm field service team, “Kollar is known for working in a very forward-looking way, and realising its projects in a very precise, structured way.”

“We place a great deal of value on internal communication with our engineers and installers,” says Maria Kollar, laughing. “When projects are well prepared in advance, you need less time on site. The same is

true of goods orders, which we manage using a co-ordinated time schedule. We are also investing a lot into digitalisation processes, and give our staff thoroughly prepared construction site folders when they make site visits. This enables them to act with a high degree of individual responsibility.”

Environmentally aware and sustainable

Kollar is on the same wavelength as Variotherm. “Currently, we have four e-cars in our fleet, and have ordered three more this year. Then, our entire staff fleet will be electrically powered,” explains Maria Kollar, who is in favour of expanding e-mobility.

“For me, Variotherm has always been a model when it comes to socially and environmentally responsible business management. A pioneer that doesn't just think progressively, but also acts!” she says, when describing why the collaboration has lasted for so long. “With Variotherm, you can always pick up the phone and be put through to the right person to speak to right away. You get concrete answers. We value this

uncomplicated collaboration. Another key factor is the support offered with all the invoicing and planning work. The time that this saves and the added value for customers are one of the main differences from the competition,” she explains.

Reconstruction partners

During the course of the expansion and reconstruction work at Variotherm, the roles were recently reversed. Kollar, a long-term customer, was commissioned as the full provider for all building technology and installation solutions. “For this project, it again became clear that Variotherm places great value on quality,” Maria Kollar says. “The added value of our services was recognised. You could also see with the other companies involved that they were all very good at what they did. That’s what characterises the partnership with Variotherm: a sense of quality-aware construction.”

www.kollar.at

variopartner **CALDA ENERGY**

The professionals provide cool temperatures in the land of the sun



If you think of Greece, the following image comes to mind: wonderful white- and blue-tinged houses – with large, ugly air conditioning and ventilation systems on their façades. Fortunately, there is now a trend in Greece towards promoting modern cooling technology. Here, our Variotherm partner Calda Energy is playing a pioneering role. For three years, the visionary company has been working on developing the still young surface heating and cooling market in Greece. Calda Energy has been representing Variotherm in Greece since 2015. It has already completed numerous projects, from the extensive renovation of a villa in Athens to

the construction of a new house on the paradise island of Mykonos. According to Calda managing director Lefteris Fotopoulos: “Our cooperation with Variotherm came at just the right time. It contributes to expanding our product range, covering our demand and enabling us to be even more dynamic on the growing renovation market. Also, for us, Variotherm is an innovative, trustworthy partner, which brings extensive business management and marketing technology know-how to the collaboration.”

www.calda.gr



P:URe water usage

The concept of sustainability is reflected in every aspect of our new building, including in the resource-saving use of valuable drinking water. When planning the water supply for the toilets, dishwasher and washing machine, we placed great value on the use of grey water. For this purpose, special pipes were laid for the well that was drilled in order to supply the building. The existing building was also connected to the well. Water is life. That's why at Variotherm, the new drinking water pipes carry Grander water, with its vitalising effect. For more on this fascinating topic, and for information on the water vitalisation device, see www.grander.com



P:URe further use

It feels good when the lifespan and use of valuable resources can be extended. Many materials and objects that were no longer needed as a result of the Variotherm reconstruction work were passed on to our staff. In this way, a new use was found for a whole range of different items: paving stones, windows, kitchen furniture, lamps, buffer storage tanks, office furniture, garden fence panels, and heating pumps. For internal purposes, desk panels were converted and are now used as additional work surfaces in the production and finishing department. Sometimes, added value can be created so easily.

P:URe objects from the annexe

Ergonomics, a natural feel and performance. These are only three of the many positive impressions that you gain when you visit our new annexe. There are the office chairs, which have been selected with the demands of a long day of sitting at a desk in mind. The height-adjustable desks can also be used as standing work stations, making life easier for our engineers. The parquet floor was oiled, rather than lacquered, in order to bring a natural feel into the building.

Recharged and refreshed from the Christmas holidays, many members of staff rolled up their sleeves and did all they could to help with the move to the new building. The renovation work on the old building could then begin. It was a test of patience that everyone mastered brilliantly, since two-thirds of the staff had to work at temporary work stations during this period. THANK YOU for the great team effort!



Our strong sales team

The leader of the pack

With 20 years of experience **Peter Unterrainer** is the longest-serving member of the sales team. He knows how the land lies. His huge amount of specialist knowledge about the Variotherm business is a guarantee for high input. Despite all the routine, he often brings new ideas into the sales process. With his good-humoured nature, he's an oasis of calm in the team.

The internal transfer

After five years working in engineering, **Mario Baumgartner** brings a new spirit into the sales team. Mario is just 28 years old and is the young blood in the sales team. With a great deal of energy and commitment, he has quickly adjusted to his new role, and can put his technical knowledge to excellent use. In addition to his sales area in Austria, he also supports customers when it comes to export goods.

The professional

Since the field of dry construction is becoming stronger and more important for Variotherm, we brought **Günter Grube** on board two years ago as a full-time expert in this area. He brings a great deal of knowledge in the fields of dry construction, carpentry and prefabricated houses. As a specialist with a great deal of practical experience, he is the perfect person to talk to for architects and other professionals from these specialist areas.

Two men in the West

Robert Hofer and **Andreas Sickinger** joined Variotherm last year, and are responsible for the central and western region. They have worked in sales in the sector for many years, and bring a great deal of experience and new energy to the Variotherm sales team.

The head strategist

Alex Novotny has been our head of sales for a good two years now, and has reorganised our sales and sales region structure. He is also responsible for active sales support for Germany, Luxembourg and Switzerland.

Der Export-Meister

With **Alexander Watzek**, Variotherm has also been successful when it comes to exports. In recent years, we have succeeded in building up many valuable and long-term sales partners thanks to his work. A good example of this is Tehnea Duurzaam, which in recent years has focussed on Variotherm. With a large dose of power and creativity, we supported our partner in technical planning and in the field of marketing. As a result, some great joint projects have been developed.



Alexander, Alex, Andreas, Robert, Günter, Mario, Peter



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