



Division Heating Technology and Sanitary Equipment



Division Kitchens and Refrigeration



Division Windows and Doors



Division Steel Technology



Division Surface Technology



Logistics



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# AFG WORLD



## Resonating response: AFG shows its colours

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## Imprint

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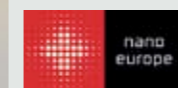
Title image: One of the most modern sports arenas in Europe is called after AFG – AFG Arbonia-Forster-Holding AG celebrates the opening of the AFG ARENA in St.Gallen, Switzerland



The participation at trade exhibitions provides an ideal platform for valuable discussions and interesting meetings.

## Participation at trade exhibitions

### Outlook for 2008



NanoEurope  
St.Gallen, Switzerland  
16 to 17 September 2008



SMM – Maritime Industry and Technology  
Hamburg, Germany  
23 to 26 September 2008



## O&S in Stuttgart

Today, almost all segments of the manufacturing industry use some form or other of surface coating technology. The O&S from 3 to 5 June 2008 served as a meeting point for the whole industry and presented a large cross section of the application-oriented surface technology. The follow-up exhibition of Galvanica was hosted, for the first time, at the «Neue Messe Stuttgart», directly at the airport. 317 exhibitors and about 5,000 visitors from the industry used the exhibition in order to learn about new developments and new processes for technologies such as paint coating and galvanising, preparation and cleaning of components as well as industrial plasma and laser applications. A survey of visitors to the exhibition confirmed their quality. 76% of visitors and hence the largest part are from related industries, with 90% of those being involved in purchasing and procurement decisions. Three quarters of these plan investments within the next few months, 22% of which to the tune of over 250,000 Euro. The O&S is an ideal supplementary exhibition for the surface technology industry in southern Germany, which alternates with the Surface Technology exhibition in Hanover every two years.

## NanoEurope in St.Gallen

From 16 to 17 September 2008, St.Gallen in Switzerland hosts the sixth NanoEurope exhibition and conference for the transfer of technologies and information relating to nanotechnology. The technical focus is on nano-based electronic and sensor systems, systems with functionalised surfaces and structures as well as multi-functional textiles. STI | Hartchrom in cooperation with Nanogate Technologies GmbH has developed a surface technology under the name Nanochrom which is characterised by a good potential for solving problems and reducing costs.

## SMM in Hamburg

Some of STI | Hartchrom's customers are globally leading engine manufacturers. With its 47,000 visitors from the industry and 1,600 exhibitors the SMM, Maritime Industry and Technology, is the leading exhibition of the ship building industry. SMM 2008 will again show numerous innovations that meet the increasing demands for competitive ships. Decision makers in the shipyard industry, ship owners, management personnel, engineers and manufacturers use the SMM to exchange ideas regarding the latest developments and technologies. STI | Hartchrom will be on board from 23 to 26 September 2008. «

# NEWS

## KMU Campus visits AFG



The current programme of KMU Campus includes attractive practical seminars hosted by innovative companies.

Under the motto «learning from the best» the KMU Campus association organises practical seminars hosted by successful companies. The next event will take place on 18 September 2008 at AFG Arbonia-Forster-Holding AG in Arbon. The subject will be: «continuing innovation as strategic factor for success». Many Swiss companies have a pool of innovative ideas and valuable experience. So that many players can benefit from this, the KMU Campus association promotes the exchange of knowledge between small and medium-sized companies. That is the purpose of this practical seminar: AFG management representatives will demonstrate how they play a part in determining the technology in the market by applying methodical innovation management and thereby keep ahead of the competition. It will take place on 18 September 2008, between 9 and 16.30 hours, at the AFG Corporate Center, Amriswilerstrasse 50, Arbon. For information and registration please visit [www.kmu-campus.org](http://www.kmu-campus.org) or phone 071 282 21 68. «

## Kermi: Gia/Gia XP nominated for design award

The shower cabin series Gia/Gia XP made by Kermi has been nominated for the 2009 design award of the Federal Republic of Germany – the top official design award in Germany. No other design award applies similarly high assessment criteria for contenders. Only those companies can take part in the competition whose product has already won a national or international award. Another prerequisite for participating is the nomination by the Ministries and Senators for Commerce of the Federal States and by the Federal Ministry of Economics and Technology. «



Nominated for the 2009 Design Award of the Federal Republic of Germany – the shower cabin series Gia/Gia XP made by Kermi.

## Piatti image brochure – innovative and full of new ideas

The oversized matchbox with the four brochures is a favourite with all who are interested in kitchens. Modern, innovative kitchens are presented in a surprising way. Three brochures are dedicated to the ranges Design, Creativa and Familia. A fourth booklet rounds off the documentation with information about the company. With this innovative and unique documentation, the leading Swiss kitchen supplier has managed to inspire its customers and made kitchens an interesting experience even before the purchase. «



Visit [www.piatti.ch](http://www.piatti.ch) to ask for your personal «matchbox».

## With a tailwind by AFG at the Olympics 2008



The Swiss Olympic team 2008 in Qingdao, China, from left to right: Tobias Etter, Christoph Bottoni, Felix Steiger, Richard Stauffacher, Anne-Sophie Thilo, Enrico De Maria, Emmanuelle Rol, Flavio Marazzi and Nathalie Brugger. Picture: © marina.ch.

Since spring 2007, AFG Arbonia-Forster-Holding AG has been the main sponsor of the Swiss Sailing Association and has supported the sport in Switzerland. On this basis, the company also supports the participation of the team in the Olympic Games 2008. Sailing features strongly in the sport sponsoring programme by AFG. It is part of a longer-term orientation. Together with the Swiss Sailing Pool (SSP), which is responsible for sponsoring at the association, AFG has entered a longer-term agreement with respect to the Olympic Games 2008 and 2012. The objective is to support young performance-oriented sailors, so that by 2012 at the latest there is a chance to win one or more Olympic medals. The contract for implementing these objectives has been placed with Swiss Sailing Team AG, a company that



As main sponsor of the Swiss Sailing Association, AFG makes sure there is a strong tailwind. Picture: © Jürg Kaufmann.

was specifically formed for that purpose. This way of sharing responsibilities is new in Swiss Sailing and Swiss sport management. In this way, AFG together with the SSP have taken a new, promising initiative. The members of the Swiss Sailing Team have taken part in the Olympic Games from 11 to 21 August 2008 in Qingdao, China. The whole team arrived there by the end of July 2008 and started preparing for the competitions. The results will not be available until after this AFG WORLD goes to print, so for now we have to keep fingers crossed. «

### «marina.ch»

Since April 2007, the new nautical magazine for Switzerland is published monthly in German and French and is available at newsagents, at the Naville sales outlets and by subscription. For further information visit: [www.marina-online.ch](http://www.marina-online.ch).

## Gold for Miele Kitchens

In the Whitestar reader award of the leading German magazines for interiors and food «Schöner Wohnen» and «Essen & Trinken» Miele Kitchens achieved gold. The Whitestar reader award has been awarded for the first time this year. In this competition, 18,816 of the 650,000 readers of the two sister publications «Schöner Wohnen» and «Essen & Trinken» voted in the categories «Kitchen», «Design» and «Table». The Amberbaum kitchen by Miele Kitchens was voted number one. «



Design with gold award: the Amberbaum kitchen by Miele Kitchens.





Pictures: St.Galler Tagblatt

Pure emotions: the audience got passionately involved in the versatile programme. Bern dialect rocker Gölä (image bottom right) was one of the numerous highlights.

## AFG ARENA: glamorous opening

As name giver to one of Europe's most modern sports centres AFG Arbonia-Forster-Holding AG is delighted about the successful kick-off of the AFG ARENA in St.Gallen. 14,300 spectators witnessed an opening ceremony with many highlights on 5 July 2008.

Switzerland's newest stadium also functions as the home base of Switzerland's oldest football club, the FC St.Gallen. The opening ceremony, which lasted approximately 3.5 hours, impressed with a varied programme – an attractive mixture of sports, music and entertainment. The evening started with a tribute to personalities who significantly contributed to the success of this imposing construction in the Western part of the city of St.Gallen: City councillor Elisabeth Beéry as representative of the city and canton of St.Gallen, Rainer Siegrist, President of the Administrative Board of AG AFG ARENA and «Stadium Father» Hans Hurni were interviewed by television presenter Matthias Hüppi. In the first part of the programme they looked ahead into the future – with Michael Hüppi, the new President of the FC St.Gallen AG Administrative Board.

### AFG ARENA: Location & Direction

#### Public transport

- 3 bus lines directly go to AFG ARENA
  - Gossau – AFG ARENA – St.Gallen Station (Line 151)
  - Gossau – AFG ARENA – Abtwil – Engelburg (Line 157)
  - Herisau – Winkeln – AFG ARENA – Abtwil Säntispark (Line 158)
- Winkeln Station in walking distance
- Shuttlebus to the AFG ARENA, departure industrial estate
- Public transport timetable information: [www.sbb.ch](http://www.sbb.ch)

#### Journey times by car

- St.Gallen 10 minutes
- Zurich 40 minutes
- Bregenz (A) 40 minutes
- Bern 2 hours
- Munich (D) 2.5 hours
- Innsbruck (A) 2.5 hours
- Milan (I) 3.5 hours

#### Journey times by bus

- St.Gallen 10 minutes
- Gossau 10 minutes

#### Opening game with the «new» FC St.Gallen

Then the audience were anxiously expecting the first FC St.Gallen game. Coach Uli Fortes's newly assembled team played an entertaining opening game against an All-Stars Team surprising with great characters such as the two Chileans Iván Zamorano and Patricio Maldones. Even though Iván Zamorano recounted nostalgic memories of the former St.Gallen football stadium Espenmoos in the interview, he was very enthusiastic about the new AFG ARENA. «It is absolutely fantastic. I am happy that I can play in this new stadium», was his comment. The opening game also held another surprise in store: Tranquillo Barnetta, the Swiss international player who had arrived in St.Gallen in the morning from holiday in New York, kicked off the game. One can only hope



The fans' spirited support was effective: in the opening game the FC St.Gallen beat the All Stars. Swiss international player Tranquillo Barnetta, at the bottom left in the image with host Matthias Hüppi, delivered a good kick-off.



that the 5:1 victory of FC St.Gallen can be interpreted as a good sign for the future of the club – and of course of the AFG ARENA as well.

#### Brilliant fireworks display with popular stars

The lavish «dessert» was a breathtaking show block with Gölä and band, Bligg with string music band Alder, dulcimer virtuoso Nicolas Senn and Padi Bernhard. The brilliantly staged fireworks at the end were a strong symbol of this impressive evening.

#### AFG ARENA: an AFG Arbonia-Forster-Holding AG Sponsoring Engagement

AFG operates professional sponsoring with clear accents. With comprehensive, exclusive marketing rights in few select sporting areas the company creates a strong unmissable presence

with high media impact. The focus is on the engagement for the AFG ARENA: in March 2006 AFG has purchased the naming rights for the new football stadium in St.Gallen. This decision can be called a pioneering act, as this is the first time naming rights in Switzerland have been allocated in such a dimension. Additionally, the naming rights take into account the long-term sponsoring concept whereby the advertising effect ideally develops over a long period of time and through a broad network. The contract also includes a marketing partnership with the Stadium St.Gallen Corporation and is designed for the long term. Within the scope of the naming rights the AFG also assigns the name of the stands. The grandstand is called Piatti, the opposite stand EgoKiefer, the Eastern stand with the guest sector Arbonia and the Western stand Forster. Visually the AFG presence is also clearly recognisable, for instance in the board and stair design as

well as in the colour concept. AFG created further sponsoring highlights with engagements for the FC St.Gallen, the Swiss Sailing Association (Swiss Sailing) and the St.Moritz Match Race. Furthermore, AFG supports various projects in the fields of social services, youth support, local sports, culture and education. One of many examples is the teaching aid «Law, State, Economy», Schatz Publishers, which can be distributed to vocational and technical colleges and grammar schools for free thanks to the sponsoring. A further AFG engagement is dedicated to the Master programme in Information, Media and Technology Management (IMT) which connects the traditional strengths of St.Gallen University with an economic point of view towards new technologies. Additionally, AFG also supports numerous regional events and associations and therefore once more documents its strong rootedness in Eastern Switzerland. «

#### The AFG ARENA: a project of superlatives

##### Building dimensions

■ Premises	50,000 m <sup>2</sup>
■ Building volume	915,000 m <sup>3</sup>
■ Excavation	500,000 m <sup>3</sup>
■ Formwork	16,000 m <sup>2</sup>
■ Concrete	83,000 m <sup>3</sup>
■ Steel	11,000 t
■ more than 1,000 relentless hands	

##### Building costs

AFG ARENA CHF 69.2 mil.

Shopping centre incl. shop expansion CHF 270.8 mil.

##### Capacity

Max. 19,694 seats and standing spaces for championship games:

3,815	seats, Piatti stand/sector A
4,512	seats, Arbonia stand/sector B
6,122	seats, EgoKiefer stand/sector C
5,851	seats, Forster stand/sector D
Max.	18,026 seats for international games

##### Leisure and consumption

23,500 m <sup>2</sup>	Shopping centre with Carrefour as main tenant (Investor Jelmoli)
13,500 m <sup>2</sup>	Furniture store IKEA
2,000 m <sup>2</sup>	Restoration
4,900 m <sup>2</sup>	Leisure centre
200 m <sup>2</sup>	Offices/Administration

##### Parking spaces

Max. 1,100 customer parking spaces in the underground parking area as well as 200 additional adjoining parking spaces for Saturdays

150 separate parking spaces for bicycles

3,000 additional parking spaces (mainly for use during football games in the Winkeln/Gossau industrial estate

«The AFG ARENA is totally fantastic.»

Iván Zamorano

# Interview

## With heart and reason

**For the first time a sports centre in Switzerland is named after a company: AFG ARENA. Does this indicate a trend? Which considerations are behind the purchase of the naming rights? Dr. Edgar Oehler, Chairman of the Board of Directors and CEO of AFG Arbonia-Forster-Holding AG, is available to answer questions.**

**Dr. Oehler, the football stadium of FC St.Gallen will be called AFG ARENA for at least the next ten years. Isn't that a tad extravagant?**

**Dr. Edgar Oehler:** This question spontaneously brings to mind a quote of American author Mark Twain: a person with a new idea is a crank until the idea succeeds. Viewed in this light we at AFG are always cranks because we often lead the way with new ideas.

**Do you think that naming sports centres with company names will become established?**

**Dr. Edgar Oehler:** That remains to be seen – but it is of little interest to me. But it is a fact that we are the first company here in Switzerland which gives its name to a sports complex. We leave Me-too strategies to others.

**What is the purpose of this sponsoring?**

**Dr. Edgar Oehler:** Purchasing the naming rights and the connected financial support has various motives – factual and emotional ones, strategic and economical ones. Let us start with the factual argument: it is evident that the name AFG ARENA means the company name AFG will be «learned» and memorised several thousands of times; additionally there are the stands in the stadium which are named after the AFG company. Familiar names create trust – and trust is an important base for sustainable marketing success. This not only includes relationships with customers but also with decision-making authorities and the population as a whole as «influencers».



Dr. Edgar Oehler heads the way with new ideas.

**«The AFG ARENA is a symbolic illustration of the AFG philosophy.»**

**As you suggested earlier, emotions play a part as well ...**

**Dr. Edgar Oehler:** Of course. But now please don't ask me what percentage the factual «selfless» arguments make up, and what percentage the emotional «selfless» ones. I don't know that myself. But my heart belongs in Eastern Switzerland, here I feel at home and here I have built the foundations for our entrepreneurial success. The location of the new AFG Corporate Center was also determined with heart and mind. In terms of purely rational aspects we could have built our headquarters in a different location, perhaps under more favourable conditions.

**As soon as the AFG ARENA opens its doors the FC St.Gallen needs to play in the Challenge League (the second highest league). Is that not a disappointment for you as a sponsor of the football club and of the AFG ARENA?**

**Dr. Edgar Oehler:** Yes. But setbacks always serve just one purpose: you need to overcome them. The FC St.Gallen is promisingly packed with new personalities and motivated to get back to the top as quickly as possible. To be promoted again immediately is a must.

## AFG ARENA – the history

### 19 January 1999

Foundation of the St.Gallen Stadion AG Corporation. Purpose: realise and operate a new football stadium on grounds of the city of St.Gallen. The chosen area was 50,000 m<sup>2</sup> of land on Zürcher Strasse near motorway exit St.Gallen-Winkeln in the city's Western part. To secure financing commercial usage with shopping centre, specialised stores and leisure area is also planned.

### November 1999

The voters of the city of St.Gallen decide in favour of the enclosure with a vast majority of votes.

### Beginning of 2001

Planning commences.

### Autumn 2001

A draft of the construction plan is submitted to the city and canton of St.Gallen for checking. The resulting requirements and requests are addressed together with the authorities in numerous meetings.

### November 2002

The St.Gallen Stadion AG submits the revised documents, plans and records to the city's building authorities for approval.

### December 2002

The city of St.Gallen publishes the proposal. Regrettably city and canton receive appeals against the project as well as against the modification of Zürcher Strasse. Constructive conversations are held with the appealing persons, organisations and companies. Various misunderstandings are clarified and individual issues are resolved.



The city of St.Gallen has gained a further attraction with the AFG ARENA.

### Start of May 2003

The city council asks the borough council to agree to the construction plan, the enclosure of a further required plot of land, the release of land free of charge as well as the planned development of the area with public transport.

### 17 June 2003

The Borough Council (City Parliament St.Gallen) unequivocally decides in favour of the new football stadium.

### January 2005

The path is clear for the material authorisation of the construction plan. Official planning approval is issued on 22 August 2005.

### 14 September 2005

Ground-breaking ceremony – the dream of a new stadium is becoming a reality.

### March 2006

The naming rights are sold to AFG Arbonia-Forster-Holding AG until 2018 – a novelty in the Swiss football stadium scene.

### 25 May 2008

The public can visit the AFG ARENA on their open day.

### 5 July 2008

«Ready, steady, splendid!» The new AFG ARENA is ceremoniously opened.

# Review

## AFG General Assembly with record participation

AFG Arbonia-Forster-Holding AG's 21<sup>st</sup> General Assembly in the Seeparksaal Arbon, Thurgau attracted a record number of participants with roughly 1,000 people. Never before in AFG history has there been such a large number of shareholders and invited guests present. The shareholders unanimously agreed to all petitions of the Board of Directors. They decided on a payout of a gross dividend of CHF 10.– per bearer share and CHF 2.– per registered share.



Dr. Edgar Oehler confidently headed the General Assembly 2008.

### Investor Calendar

- **27 January 2009**  
Turnover results 2008
- **17 March 2009**  
Result media orientation and analyst conference, business year 2008
- **17 April 2009**  
General Assembly 2008

When reviewing the business year 2007, Dr. Edgar Oehler, Chairman of the Board of Directors and CEO, pointed out that AFG Arbonia-Forster-Holding AG has made further gains in stature, solidity and countability. The product portfolio was significantly expanded once again in 2007. This goal was achieved through the takeovers of STI | Hartchrom in Steinach, St.Gallen, the RWD Schlatter AG in Roggwil TG and the Aqualux Products Holdings Ltd. in Wednesbury, Great Britain. The dependence on the construction industry is therefore further diminished. The Group's internationalisation is continued with determination in the current business year. With the takeover of Slovaktual s.r.o. in Pravenec, Slovakia's biggest window and door manufacturer, all of AFG's divisions operate internationally now. The targets regarding the organic growth were met in the business year 2007. Together with the three acquisitions a revenue growth of almost 20% to CHF 1.471 bil. was achieved in 2007.

### Group Management

The appointment of Thomas Reifler as Head of the Surface Technology division (as of 1 April 2008) and of Hansgeorg Derks as Head of the Kitchens and Refrigeration division (as of 1 June 2008) have completed the Group Management. In order to further sustainably increase AFG's profitability, Dr. Edgar Oehler announced an optimisation programme, among other things. This includes measures to lower material and staff costs, centralising acquisition, increasing productivity, streamlining management as well as other measures. The current year is a year of consolidation. Increasing the overall revenue, improving the revenue situation and the price quality as well as increasing productivity are goals for the current year. «

## Mid-year Review 2008

In the 1<sup>st</sup> half of 2008 AFG Arbonia-Forster-Holding AG has again shown a 2-digit growth in a more difficult environment. AFG Arbonia-Forster-Holding AG has achieved a 10.3% sales growth with CHF 749.5 mil. (previous year CHF 679.7 mil.), a very good performance increase compared to the previous year. Mainly responsible for this increase are the fast-growing divisions Heating Technology and Sanitary Equipment as well as Windows and Doors; once more they were able to secure additional market shares. The organic growth in Swiss Francs was 2.2%, 3.2% in local currencies. The rising procurement and energy costs on the other hand slowed down the revenue development compared to the sales growth: the EBITDA improved by

6.5% to CHF 69.5 mil. (previous year 65.2 mil.), whereas the EBIT remained virtually unchanged with CHF 37.8 mil. (previous year 37.7 mil.). This result equates to an EBIT margin of 5.0% (previous year 5.6%). The net profit decreased to CHF 19.1 mil. because of higher financing costs of the current investment programme, additional amortisations of the immaterial invested capital and disadvantageous exchange rates (previous year 25.8 mil.). Nevertheless Group Management are confident to be able to increase the 2008 profit compared to the previous year. In the 2<sup>nd</sup> half roughly 55% of the revenue have traditionally been achieved and due to the better utilisation disproportionately high profits achieved. «

## Felix Aepli, new CEO Asia Pacific: for AFG in the Far East

On 15 October 2008 Felix Aepli takes over the lead of AFG's regional market and sales area Asia Pacific. In this function he is at the same time a member of the extended Group Management. The presence of AFG Arbonia-Forster-Holding AG and its divisions in the Far East require an experienced, competent manager with a detailed knowledge of the markets in this region. With the appointment of Felix Aepli as Head of the regional market and sales area Asia Pacific AFG was able to ideally fill this demanding post. «



Felix Aepli, Head of the regional market and sales area Asia Pacific as of 15 October 2008.

### Brief Profile Felix Aepli

Felix Aepli, born 4 January 1958  
Citizen of Niederuzwil SG, married, 2 children

#### Education

- 1974 – 1977 Commercial College (KV), Uzwil SG
- 1978 English Language School, London
- 1979 – 1982 Economy and Administration College (HWW), St.Gallen
- 1982 French Language School, Caën, France

#### Further Professional Training

- 1990 Manager Manufacturing (IMD), Lausanne VD
- 2000 Orchestrating Winning Performance (IMD), Lausanne VD
- 2002 Fundamentals of Management (Columbia University Business School), New York
- 2008 Transition to General Management (Columbia University Business School), New York

#### Professional Experience

- 1974 – 1979 Gebrüder Bühler AG, Uzwil SG: Commercial Clerk; Branch Manager, Saudi Arabia
- 1982 – 1984 Panix Finanz AG, Zurich: Management Assistant
- 1984 – 1985 Dow Chemical Europe, Horgen ZH: Internship as Controller
- 1985 – 1992 Midas Manufacturers Fine Jewelry Ltd, Hong Kong: Head of Marketing and Finance; Managing Director
- 1992 – 1998 Spital Wil, Wil SG: Manager
- 1998 – 2002: Hiestand (Asia Pacific) Pte Ltd, Singapore: Managing Director
- 2002 – 2008 Geberit Asia Pacific, Shanghai: Managing Director
- As of October 2008: AFG Arbonia-Forster-Holding AG: Regional market and sales area Asia Pacific Manager

# Heating Technology and Sanitary Equipment



It attracted numerous visitors: the Arbonia stand at the IFH Nuremberg.

## Arbonia and Kermi present novelties

In 2008 Arbonia and Kermi have again used the SHK Essen and IFH Nuremberg to present heating technology and shower enclosure novelties.

The much-noticed stand design following the ISH Frankfurt made the Heating Technology and Sanitary Equipment division stand out in Essen and Nuremberg as well with its distinct look. But with regards to contents Arbonia and Kermi also met the expectations of the approximately 100,000 trade visitors of both exhibitions. The Kermi heating technology presentation was fully focused on the new Therm X2 campaign which kicked off at the spring exhibitions. Kermi therefore reacts to market demand and provides the specialist trade with targeted arguments for customer consulting around the topic of energy conservation. With the Jive and the new Credo-Uno two attractive novelties were presented at the same time in the design radiator section. In the sanitary field the new shower enclosure series Cuya/Cuya XP as well as two new glass decors, Mare and Bamboo were introduced. At this year's spring exhibitions Arbonia presented the new colour concept New Inspiration Colours with 18 new colours from the fresh, warm and cool categories. In the technical area the advantages of factory preset valves were illustrated. The Ascotherm underfloor convectors were a further focal point. Of course the object sector classics such as tube radiators, heating walls and convectors received their fair share of attention as well. «

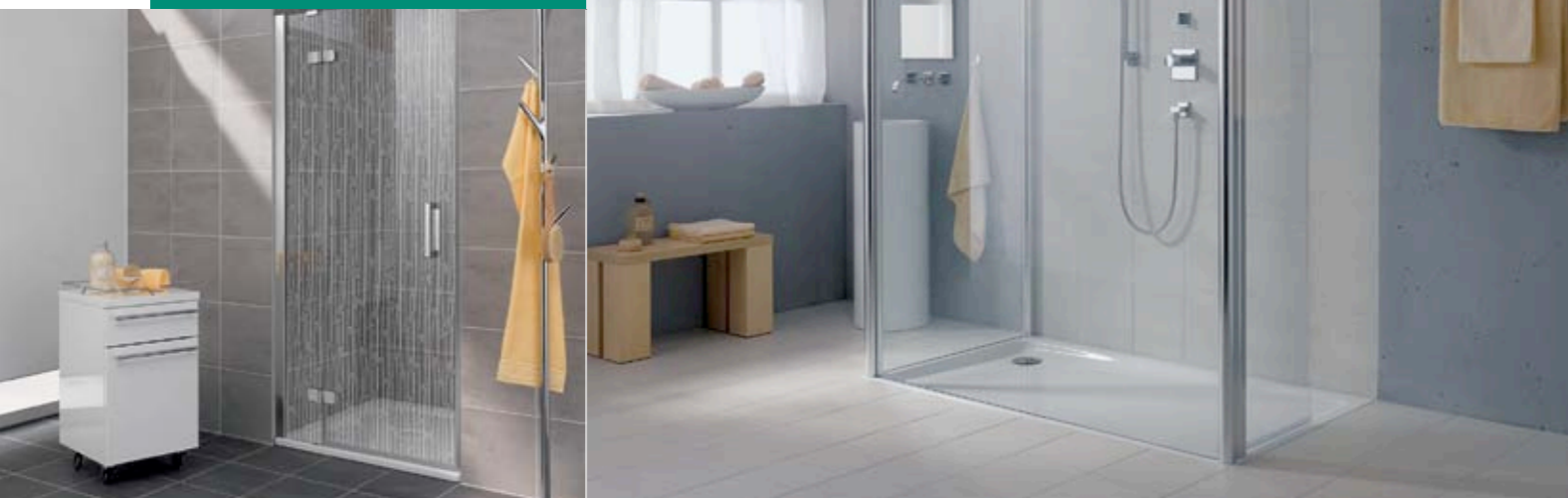


The Kermi sanitary stand also impressed at the SHK Essen.



A real crowd puller: The Kermi Heating Technology stand in Nuremberg.

«Current additions permit millions of versions.»



Intimacy and transparency in perfect unison – Kermi's new Bamboo sandblast decor.

Inviting: The walk-in installation from the special service range KermiExtra with fixed side wall and mobile leaf for a largely splash- and draft-free shower experience.

## Kermi: news from the shower enclosure programme

With new glass decors, numerous model care measures and expansions of the shower enclosure range Kermi once again systematically addresses customer requests and further rounds off its portfolio.

While so far more than a million shower enclosure versions could be generated from Kermi's extensive range, this number now significantly increases even more with the current additions and modifications. The product care measures comprise the fittings and profile range as well as the special service KermiExtra. The Atea shower enclosure series, for instance, is considerably enhanced by the new high-quality metal handle. And with the newly added single leaf swing door versions – with or without fixed glazing – a variety of further comfortable entry solutions can be implemented.

### Incredible variety

Following multiple requests the quadrant shower enclosures with framed sliding doors were reintroduced to the range in the Ibiza 2000 model. The entry-level model into the profile range with real glass perfectly rounds off the exceptionally versatile Ibiza 2000 series. The exclusive Toca and Toca XP

series from the fittings range now include transparent hooks on the stabilising frame as well as the matching towel holder hook which can be affixed to the shower enclosure glass at any point. Just like Gia XP previously, Toca XP furthermore contains a new, particularly elegant and assembly-friendly wall connection profile without any visible fittings. The walk-in glass installations of the special service KermiExtra also contain new construction types.

### Mare and Bamboo broaden the spectrum

A new side wall and a mobile glass leaf, for instance, facilitate a significant spray water reduction and a mostly draft-free shower experience. The sandblast decors Mare and Bamboo expand the already broad glass spectrum for all shower enclosures by two further attractive versions. In addition to the various real and artificial glasses Kermi already offers ten different sandblast decors to choose from as standard. «



The joint exhibition stand of Arbonia and Kermi at the Mostra Convegno in Milan.



Antonio Trotta, the new Arbonia and Kermi Italian Country Manager, during his first public appearance.

## Arbonia and Kermi: together in Milan

In spring 2008 the Mostra Convegno exhibition took place in Milan.

Arbonia and Kermi jointly presented themselves on an area of 200 m<sup>2</sup>.

The Mostra Convegno is an international industry trade fair and is considered Europe's No. 2 (after the ISH). The focus is on heating and air-conditioning technology. More than 170,000 trade visitors were registered. The Heating Technology and Sanitary Equipment division only works on the Italian market in the Heating Technology segment through a sales association (primarily with trade representatives) with an equal two-brand policy (Arbonia and Kermi). Antonio Trotta, Arbonia and Kermi Sales Manager for Italy since 1 March 2008, used the Mostra Convegno for his first public appearance. He was born in Switzerland and now lives near Rome with his family. His hobbies are travelling, cinema, reading and gardening. «



The sales team for the Italian market, f.l.t.r.: Gianfranco Foschi, Monica Galli, Simona Mazza and Antonio Trotta.

## Kermi with the new lorry design

Kermi presents its new, fresh look – from advertising material style to lorry design. Within the scope of permanently strengthening and further developing the Kermi brand a new and uniform brand appearance was recently implemented in various marketing instruments such as brochures, price lists, adverts, exhibition appearances and in the multimedia sector. Now the lorry tarpaulins were also re-designed in line with this concept. The first lorry in the new design is already on the road, the others will gradually follow. «



The new Kermi brand appearance is now also visible on the lorries.

## Kermi: winner of the «Family-friendly Working Environment» competition

Kermi GmbH was awarded a prize with a high ideal value as the winner of the regional «Family-friendly Working Environment» competition. Considering the increasing lack of specialists and the therefore growing importance of the compatibility of occupation and family the competition was offered regionally for private enterprises and public administrations in the districts of Passau, Deggendorf and Freyung-Grafenau in the year 2007. A total of twelve companies submitted their concepts, and a seven-member jury judged their theory and practice with regards to flexible working time regulations and locations, child care offers, individual employee support or parental leave regulations. Kermi GmbH convinced judges with a company culture which exemplarily combines family and job. In particular the various flexitime regulations, holiday offers for children of members of staff, family-oriented company events as well as child care places in collaboration with a nearby nursery impressed the jury. The regional competition «Woman & Careers» was organised with the Agency for Labour, the Chamber of Industry and Commerce as well as the three participating districts including the cities of Deggendorf and Passau.



Andreas Rönsch, Human Resource Manager; Ursula Gessl, Recruiter; Bianca Dümler, Team Assistant HR Department and Knut Bartsch, Managing Director of Kermi GmbH, at the award ceremony.

Kermi GmbH is delighted to have received confirmation in the form of this prize that it has taken a trendsetting path with respect to the topic of family-friendly working environment. «

## Arbonia and Prolux: close to the customer

On the occasion of the international dragonboat regattas in front of Arbon, Thurgau on Lake Constance at the beginning of May 2008 more than 50 interested customers had the opportunity to follow the yacht races at first hand. Upon invitation by the two AFG companies Arbonia AG and Prolux AG a short tour of the group's new headquarters followed the personal welcome by Dr. Edgar Oehler in the AFG Corporate Center. With new energy after a hearty sailor's snack and equipped with a lot of information on regatta tactics, boat technology, wind

and weather, yacht customs and much more their personal keels were waiting on the regatta track. Duels at the start, luffing battles amongst the over 30 boats, spinnaker manoeuvres but also the mere opportunity to be able to steer a sailboat left many lasting impressions with the mostly «grounded» participants. The uniform feedback was that it was a new, impressive experience. Both Arbonia as well as Prolux expressed their heartfelt thanks for the trust they were shown not only on land but also in the water. «



Arbonia and Prolux customers were enthused about the versatile programme their hosts offered.



Deggendorf University thanks AFG Arbonia-Forster-Holding AG and Kermi GmbH for their generous donation of 150,000 Euros.

## AFG and Kermi donate 150,000 Euros to university

AFG Arbonia-Forster-Holding AG and its subsidiary Kermi GmbH support the expansion of Deggendorf University, Germany, with 150,000 Euros. This generous donation contributes to the fact that the currently 3,200 university places can be increased to 5,000.

University President Prof. Reinhard Höpfl is delighted – and Deggendorf City rejoices with him: Dr. Edgar Oehler, Chairman of the Board of Directors and CEO and Knut Bartsch, spokesman of the Kermi GmbH management have promised a donation of 150,000 Euros for the expansion of the university. Group Management and Executive Board consider this support an investment into the future of AFG Arbonia-Forster-Holding AG. The spatial and personnel expansion provides the university with a better opportunity to cooperate with AFG and the Heating Technology and Sanitary Equipment division, in particular Kermi GmbH, when it comes to their tasks such as teaching, research, further education as well as knowledge and technology transfer.

**The first donation promise was made by AFG**  
Together with its subsidiary Kermi GmbH, AFG with its headquarters in Arbon, Thurgau was the first company to offer financial support for the expansion of Deggendorf University. The company therefore emphasises the ties between economy and university. There are currently approximately 3,200 students. Because of the demographic development this number is set to rise to roughly 5,000 over the next five years. This requires a spatial and personnel expansion of the university. The basis for the expansion is the Bavarian Government's Hochschulpakt (University Pact) 2020. Planning approval was already issued. Construction is scheduled to commence in autumn 2009. This facilitates completion in time for Bavaria's double school-leaving group in school year 2011/2012. Construction costs are estimated to be roughly 35 million Euros. This generous donation on behalf of AFG and Kermi is a big first step towards closing the financial gap of 1.5 million Euros. «

# Partner

## Aqualux@KBB: confirmed its position as market leader once more

As the leading manufacturer of bath walls and shower enclosures, Aqualux presented the latest novelties at the KBB, Great Britain's largest exhibition for kitchens, bedrooms and bathrooms in March 2008.

Planning for one of Aqualux's most important events takes months. Six weeks before the exhibition opens its doors Aqualux Marketing Manager Sandra Hyde was given the opportunity to change into the fair's main exhibition room and get the largest stand with 280 m<sup>2</sup> exhibition space, only a few yards from the exhibition's main entrance. Aqualux used this opportunity to strengthen its position as market leader. As well as reinforcing its core brand values of quality and affordability, Aqualux wanted to reflect the current UK trend of soft, floral patterns to highlight its latest lifestyle designed enclosures. It incorporated fashionable «flock» wallpaper to emphasise its premium AquaSpace collection, which included the launch of its Modular Shower Panels situated in a prominent position at the front of the stand.

### Strong exhibition presence

Moreover, the marketing department wanted to make full use of the stand height of six metres in order to position the Aqualux logo on all four sides, making the stand easy to find for visitors. This proved to be extraordinarily successful, as Aqualux was one of the few exhibitors really utilising the available height. This made Aqualux the center of the exhibition. In the center of the stand was a large catering area which turned out to be a popular oasis of calm in the midst

of the exhibition rush, and as a room for conversations in a relaxed environment. This area also attracted the press: here, journalists were able to gather information on the latest products and Aqualux's future plans. This led to various positive reports on the exhibition in the specialist press. As leading manufacturer of bath screens and shower enclosures in Great Britain it is not surprising that Aqualux seized the opportunity to introduce a series of new products at the largest stand ever.

### The «star»: AquaSpace Modular Shower Panels

Aqualux introduced a series of modular shower panels which offer a tailored solution for every bathroom. Two 700 mm walls can be installed in such a way that a compact walk-in shower is created in small bathrooms or basement bathrooms. Or a 1,200 mm and a 1,000 mm partition wall are combined to form an ultimate wet room in a generous bathroom. The floor to ceiling fixing measuring 2.5 m from floor to ceiling can easily be cut to size for any height and a wet room seal on the lower edge of the modular panel can easily be removed so that the panel can be directly placed on a shower tray. As the walls are affixed to the ceiling, they can be individually used and are at the same time suitable as a bath substitute in small areas.



Innovative – the 4-way foldable Pura bath screen.

### Facts about the Aqualux stand visitors

- 107 visitors of the Aqualux stand were bathroom furnishing sellers.
- The AquaSpace Modular Glass Panels (modular glass walls) generated the most interest.
- 161 Entrepreneurs and Managing Directors visited the Aqualux stand.
- 71% of the visitors intended to purchase a product at the exhibition or within one to three months afterwards.
- 42% of the stand visitors were looking for bathroom products in the medium to high price range.



Unique – the Aqualux AquaSpace shower walls.

### Attractive modules

Expanding its bath screen collection, Aqualux launched three additional products to its popular ranges. A new design-led screen was added to its stylish Elite Modern collection and two ultra-contemporary screens joined its exclusive Pura range. The additions to the Pura range follow the same minimalist frameless styling of the shower enclosure collection. The elegantly curved clear-glass Sail bath screen with fixed panel is made from 8 mm toughened glass, features a stylish chrome effect towel rail and measures 950 mm x 1,500 mm. Also added to the Pura collection is a frameless 4-fold which offers all the benefits of the premium collection and measures 850 mm x 1,500 mm. The half framed, polished silver effect Elite Modern screen is finished with a square frosted border and measures 820 mm x 1,500 mm with 5 mm glass. The bath screen has been designed to offer 20 mm adjustment for easy installation and is suitable for left or right hand fit. A further addition to the shower enclosure wall collection is a new Quadrant in the popular shape for the trendy and affordable Aquanos collection. Its standard height is 1,850 mm and it will be available in three sizes.

### Innovative Easy Plumb shower trays

At the KBB Aqualux also presented a new line of Easy Plumb shower trays to complement its existing product collections. The Tuff-Max Easy Plumb® shower tray series was developed to offer installers a versatile product collection which can be quickly and easily assembled and maintained. The Tuff-Max trays are easy to install, consist of composite resin with an integrated base plate for improved strength and resistance,

«Aqualux is always one step ahead and maintains its status as market leader.»



Comfortable – the Aquanos Quadrant.



Popular – the Tuff-Max Easy Plumb shower tray.

and they can be combined with any Aqualux shower enclosure from any collection. The Tuff-Max Easy Plumb trays have adjustable feet which lock into place and at the same time offer a simple reference size display. Maintaining the Tuff-Max Easy Plumb trays is just as easy, as Aqualux has developed a clip-on surround which can be quickly removed to provide easy access to the drain and the fixings. Thus, Aqualux keeps surprising audiences with new solutions. «

# Kitchens and Refrigeration



An open and bright design: the Miele Kitchens flagship store in the «stilwerk» retail centre in Düsseldorf positively invites visitors to come in and browse.



The Miele Kitchens flagship store is a very comfortable place to be. Attractive events can be put on for professional chefs and their guests.

## The first Miele Kitchens flagship store in the «stilwerk» centre in Düsseldorf

On 24 April 2008 Miele Kitchens opened a flagship store in the «stilwerk» retail centre for interior design and lifestyle in Düsseldorf, right next to the luxurious shops, theatres and restaurants of the Kö boulevard in the heart of Düsseldorf. The 400 m<sup>2</sup> studio is in superb company. It features designer brands from all areas of life, including Alessi, B & B Italia, Ligne Roset and Rolf Benz.

With the single-brand studio, Miele Kitchens is clearly staking its claim as a premium brand more forcefully than ever before. «Since we split away from the Miele domestic appliances division just over two years ago, we have intensified our efforts to establish an independent brand profile. End customers, architects and project developers have to be able to personally «comprehend» the special design options offered by our Miele furniture», explains Bernd Mehrrens, marketing director for Germany. «In terms of marketing, we still feel that we have a commitment to support the traditional outlets of owner-controlled specialist kitchen retailers, which is why we discuss new flagship store projects with our local trade partners.» CEO Werner Hörnschemeyer believes that the new flagship stores of Miele Kitchens will support the conventional specialist retail outlets: «For me, our presence in the «stilwerk» retail centre in Düsseldorf is an active PR exercise for the brand, and this will have a positive impact on our trade partners in the region. Positioned right next to the glamour of Düsseldorf's Kö boulevard, the design centre attracts precisely the demanding and discerning customer base we had in mind when we designed our most recent products: our creative kitchen living system, the versatile options available with our lighting concepts and the elegance of our high-end veneers. Even though we would like to gradually expand our presence in the major German cities, we have no plans to establish a direct sales

operation with total coverage. There is certainly no way that we could – or even would want to – do without our established specialist retail partners. In addition, we are also happy to accommodate the wishes of our local specialist trade partners when we design our flagship stores.» One thing which is plain to see is the kitchen-as-living-space philosophy of Miele Kitchens. The creative interior design concepts demonstrate the incredible versatility with which modern living can be combined within the kitchen environment. The six display kitchens and one working kitchen do a very good job of highlighting the core competences of Miele, including high-end veneers, painted surfaces, the mood lighting system, thin worktops, handle-less front designs and contoured profiles. «

### Zurich Flagship Store Opens

The first flagship store for Miele Kitchens is set to open on 13 September 2008:

Warendorfer Küchen (Schweiz) AG,  
Hardturmstrasse 135, 8005 Zurich  
Phone +41 44 274 88 11, Fax +41 44 274 88 10  
miele-kuechen@afg.ch, www.miele-kuechen.com



Taking a closer look: visitors to the Eurocucina 2008 trade fair in Milan soak up the latest designs at the Miele Kitchens stand.

## Miele Kitchens: «pure atmosphere – kitchen concepts»

**Miele Kitchens sees itself as a trendsetter for a new quality of living in the kitchen. This was made clear once again by Warendorfer Küchen GmbH at the Eurocucina exhibition from 16 – 21 April 2008 in Milan, where the company presented a new dimension in kitchens and living with sensuous materials, minimalistic lines and an impressive language of form.**

In accordance with the motto of the exhibition «pure atmosphere – kitchen concepts», Miele Kitchens showed three exceptional kitchen design concepts which did an impressive job of showing just how well the living spaces «cooking» and «living» are growing together: the blend of materials – featuring bronze glass, dark oak and granite in a classic design, exclusive Tineo veneer with a horizontal fascia pattern for the perfect interior design finish, smooth lacquer finish in pure white and the typical Miele sweet gum veneer – offers a perfectly expressive yet elegant form. At the Eurocucina 2008 in Milan, Miele Kitchens deliberately moved away from the tried and tested fascia designs of the conventional «kitchen templates». «For the new concept of living areas growing together, specialist kitchen retailers require a range of furniture with the type of design diversity that only we can offer thanks to our high in-house production depth and the diversity of products we offer», explains Werner Hörnschemeyer, CEO of the Warendorfer Küchen GmbH, on the occasion of the company's appearance at the exhibition. This is something the around 3,200 industry visitors from many countries were able to experience directly for themselves at the exhibition stand of Miele Kitchens. This gave them valuable ideas for architecturally superb kitchen/living room designs.

**Kitchen concept «Tineo»: elegant cosiness and comfort**  
The kitchen concept «Tineo» meets the highest standards in the areas of lifestyle and design. No domestic appliance spoils the elegant appearance of the innovative horizontal pattern of the fascia made of Tineo veneer. Don't be fooled by appearances though, because this kitchen is absolutely packed with gadgets: oven, steamer, microwave, coffee machine, two plate-warming compartments and the fridge/freezer combination are housed separately from the living area of the kitchen in integrated cabinets behind the high-end furniture. A successful interior design solution which favours complete comfort and cosiness. In order to achieve the casual yet high quality lounge character, Miele Kitchens has deliberately moved away from the standard fascia pattern and introduced a new 26 cm horizontal pattern. The high-end effect of this layout is further accentuated by the exclusive Tineo veneer, the grain of which even continues across corners. At the same time, the contoured profiles so typical of Miele emphasise the filigree form of the corner transitions. The recessed lighting wall, which also continues the 26 cm pattern, is striking and eye-catching. It boosts the lounge character and provides soft, atmospheric lighting with a new cream white reflective back wall, which allows the rear panel of the higher level cabinet

to hover to great effect above the worktop. With a thickness of just 7 mm, the worktop made of laminam ceramic rounds off the concise geometry of the exclusive Tineo wood. With individual furniture dimensions, high-end exclusive veneers and creative lighting design, Miele Kitchens makes the most of the company's core competences.

### Kitchen concept «bronze glass»: luxurious interior design

With the «bronze glass» kitchen concept, Miele Kitchens has developed an exceptionally well integrated embodiment of the new «cosiness». The classic material combination of gold shimmering bronze glass and dark oak wood with specially brushed and flame-finished granite worktops, the two large islands and a 3 m wide room-high cabinet with shelves and kitchen gadgets provide a living ambience in which barely anything remains which would remind you of a kitchen. Handles would be totally inconceivable in such a luxurious kitchen-cum-living room. Miele Kitchens accentuates the

high-end effect achieved with the furniture by adding subtle, indirectly lit grab profiles and an additional electronic control for the pull-out drawers and interior drawers. The resulting lighting mood emphasises the exclusive mix of materials. The way in which most of the domestic appliances and gadgets found in a typical kitchen have been integrated into an extra-wide room-high shelf with pronounced side walls featuring side shelf elements is also of particular note. It is closed off with a folding sliding door made of bronze glass, which can be used at any time to switch from kitchen to living room ambience. Gadgets and equipment are also largely integrated into both of the two islands, together with a single, flush-finished hob zone, granite-covered worktop extractor hood and a sink made of the same material. Miele Kitchens have impressively demonstrated the extent to which they are able to interpret the modern demand for kitchen-as-living-space design. The innovative way in which kitchen design has moved forwards into a new, high end living culture has resulted in some extremely elegant design solutions. «



The «Weiss» concept kitchen offers a homely symbiosis between sweet gum wood with its horizontal grain pattern and the new pure white smooth lacquer finish.

Functional steam extractor hoods with lights underline the extremely homelike nature of this kitchen design.

Kitchen technology is combined with a living atmosphere behind oversized folding doors.



Unique: the «Tineo» concept kitchen.

## New Head of the Division Kitchens and Refrigeration

On 1 June 2008, Hansgeorg Derks became Head of the Division Kitchens and Refrigeration. As a member of the corporate board of AFG Arbonia-Forster-Holding AG, he is responsible for the companies Forster Kitchens and Refrigeration, Miele Kitchens and Piatti.

When it comes to products and brands, Hansgeorg Derks believes in the power of excellence. «High quality perception and originality are what make brands stand out», he believes. He aims to focus his full energy on helping the Division Kitchens and Refrigeration achieve further international success. Hansgeorg Derks started his career with a banking traineeship at Dresdner Bank AG, after which he studied communication science, politics and psychology at the Ludwig Maximilians University in Munich, at the end of which he was awarded the Master of Arts degree. Via stops at the CDU in Bonn and Sponsor Partners/BBDO, his career path took him to Danish hi-fi and TV manufacturer Bang & Olufsen. «A fantastic company, with incredible products and incomparable consistency and energy in the way they approach the international markets: I think I learned a lot of very important lessons there about brand management and product development.» Afterwards, he switched to the kitchens industry at bulthaup, where, after being in charge of marketing and being on the executive board at bulthaup USA, he took over from Gerd Bulthaup as the CEO of the leading German manufacturer of premium kitchens. Most recently, Hansgeorg Derks was on the board at Hansa Metallwerke AG, and through their subsidiary KWC AG he has already been active in the Swiss market.

### Kitchens, challenges and Switzerland

So what motivated Hansgeorg Derks to become the Head of the Division Kitchens and Refrigeration? «I am motivated by the desire to make things happen. In my meetings with Dr. Edgar Oehler and the administrative board, I felt that this desire is a very important part of the philosophy at AFG. In addition, I was very happy working in the kitchen furniture industry before, so I felt that the challenge at AFG Arbonia-Forster-Holding AG was a particularly exciting one.» In conjunction with Forster, Miele Kitchens and Piatti, Hansgeorg Derks hopes to make even better use of potential in the marketplace. He believes that, as the home market of the brands Piatti and Forster, Switzerland offers a rock solid basis on which future international growth can be built.



Hansgeorg Derks became the Head of the Division Kitchens and Refrigeration on 1 June 2008.

### Profile Hansgeorg Derks

#### Training and qualifications

- 1985: «Abitur» (high school diploma qualifying for university entrance), Besselgymnasium Minden
- 1988: Traineeship in banking, Dresdner Bank AG, Bielefeld
- 1990: Direct marketing business administrator, Bavarian Academy of Advertising, Munich
- 1991: Public relations business administrator, Bavarian Academy of Advertising, Munich
- 1994: Master of Arts, Ludwig Maximilians University, Munich

#### Career

- 1986 – 1988: Dresdner Bank AG, Minden/Bielefeld, Training and qualifications
- 1988 – 1989: CDU national party headquarters, Bonn, Public Relations
- 1989 – 1990: Sponsor Partners/BBDO, Bonn, Creative Consultant
- 1990 – 1995: b.a.s. Direktmarketing, Munich, Creative Director and Account Director
- 1995 – 2000: Bang & Olufsen Germany, Gilching, Director of Marketing and Distribution Development
- 2000 – 2005: bulthaup Küchensysteme GmbH, Aich, CEO
- 2005 – 2008: Hansa Metallwerke AG, Stuttgart, Board of Directors
- Since 1 June 2008: Head of Division Kitchens and Refrigeration, AFG Arbonia-Forster-Holding AG

#### Private

- Born in 1965, married with 1 daughter (9 years old)
- Hobbies: football, golf, architecture & design, cooking

### Building brands and encouraging international growth

«I have been involved very closely with brand building in my career already – and this is not about to change at AFG. We will use our brands to intensify our efforts in international markets», explains the new Head of the Division Kitchens and Refrigeration. «In order to shape the future, we also need to know where we have come from and where we belong.» Although he has no plans to turn everything on its head, he is certainly going to make sure that much of what the company does is challenged. He believes that successful products and market success are only possible if the company understands markets and brands, as well as the customers' requirements. «



Real quality of life: a Forster kitchen in a villa in Vufflens-le-Château (canton of Vaud/Switzerland).

## A Forster kitchen in a stately setting

**Whether for an Alpine hut or a luxury hotel – the specialists from Forster Kitchens will always find the perfect solution.** Like in this case, for a stately villa in the middle of a vineyard near Vufflens-le-Château (canton of Vaud/Switzerland): thanks to the simplicity of its white finish and its straightforward, linear design, the generously designed Forster kitchen fits discreetly into the luxurious ambience of the villa. The oversized table top was made from artificial stone (Zodiac), which perfectly complements the fresh colour concept. Two refrigerators and a wine cooling cabinet from Forster, induction hobs, a steamer and a compact oven underline the superior quality of all of the fitments in the kitchen. «

## A Forster kitchen for the football academy

**St.Gallen football club has set up the first football academy for young players in eastern Switzerland, which is due to open the doors of the AFG ARENA to ten talented young hopefuls from Eastern Switzerland from August 2008. Food for the young players will be prepared in a Forster kitchen, which offers everything needed to satisfy the youngsters' nutritional needs.** The academy will invite ten talented young players from the region of eastern Switzerland to live in the building complex of the AFG ARENA, from where they will also attend school in what is

the perfect setup for combining school studies with football training. Of course, it is important to make sure that these «footballing apprentices» receive the right nutrition, and this is where the Forster kitchen comes in. Set out in pure grey combined with a structured stainless steel surface, it features state-of-the-art kitchen equipment and a wide serving hatch which meets stringent requirements in terms of hygiene, safety and durability. This means that the infrastructure needed to successfully launch the football academy is in place. «



Wins every time: the Forster kitchen.

### The Forster kitchen in the football academy

#### Materials

- Grey painted steel (Color Line) combined with structured stainless steel (Inox Line)
- Cover: chrome steel

#### Equipment

- Glass hob top, individual hobs with a diameter of up to 300 mm and a Vario Grill
- Compact oven with fan grill
- Short oven, fan-assisted
- Microwave oven
- Two integrated refrigerators and one freezer



Blending in harmoniously with its stylish surroundings: a kitchen from Forster Kitchens.

## Modern architecture inside old walls - with 62 kitchens from Forster Kitchens

**Loft apartments at the foot of the Uetliberg mountain in Zurich: Architects Anne-Marie Fischer and Reto Visini from Zurich are well and truly impressed with the kitchens from Forster Kitchens.**

At the address of Giesshübelstrasse 62 in Zurich, constructor Zürcher Lagerhaus AG and renowned architects Fischer/Visini have worked with general contractor Unirenova AG to convert a warehouse into residential apartments. During the construction period from January 2006 to March 2008, generous loft apartments and flats were created in this listed historical building. Thanks to many years of successful cooperation with architects office Fischer/Visini and Karl Steiner AG from Zurich, the company initially responsible for letting the apart-

ments, Forster was able to plan and construct 62 exclusive kitchens for the new loft apartments and family flats. According to the architects, the main reasons for choosing Forster were their good relationship with the manager of the Forster kitchen centre, environmental concerns and the durability of steel as a material, as well as the clear design language of the Forster kitchens. The open and generously proportioned kitchens are a perfect complement to the high-grade appointments chosen throughout the apartments within these old walls. «



Filled with new life: the warehouse at Giesshübelstrasse 62 in Zurich.

# Exclusive

## Kitchens from Forster Kitchens in unique living spaces

**Architects Mierta and Kurt Lazzarini have made architectural history in the village of Samedan in Engadin (canton of Graubunden/Switzerland).**

In the perfect location in the heart of the village of Samedan, the architects Mierta and Kurt Lazzarini from Samedan have designed and constructed two two-storey detached properties and one multi-family dwelling with three living units. Located in slightly elevated positions, the structures have the appearance of two monoliths hewn from rock. The grained concrete blends almost seamlessly and completely harmoniously into the appearance of the village and its surroundings. Rolf Theiler, Forster sales consultant at the AFG kitchen centre in Chur, was instructed by the constructors – the owners' association Giardin in Samedan – to supply and install a Forster steel kitchen and an Amigo washing centre in the multi-family dwelling. The timeless design and the durability of these solutions are the perfect match for the materials chosen for the strong yet sensual architecture. «



A modern design which suits its surroundings: the «monolithic» houses in Samedan (canton of Graubunden/Switzerland).

The real deal: a kitchen from Forster enriches even exceptional living spaces.



Tanya Schakowski is thrilled with her Piatti kitchen.

## Piatti kitchens - a real hit!

As well as being completely redevelped, an extension was built onto the detached property owned by the Schakowski family in Meilen (canton of Zurich/Switzerland). Piatti entered the Schakowskis' lives as the supplier of the new kitchen – something they are still thrilled about today. Tanya Schakowski allowed us to have a look at her modern, fully renovated house.

**Mrs Schakowski, how did you first become aware of Piatti?** I was looking for information and inspiration on the Internet. Piatti really appealed to me because of the diversity of their range and the innovative solutions they offer.

**What was your first contact with Piatti?** We made an appointment at the kitchen exhibition in Dietlikon. I had some clear ideas about what I wanted the new kitchen to be like. Mr Schulz gave us professional advice and used the kitchens which were on display at the exhibition to point out many intricate details and solutions.

**What are the most important aspects of the kitchen for you? What was particularly important to you?** The kitchen had to be generously proportioned and open. It was also particularly important how the kitchen was divided up. I definitely wanted to avoid having any cupboards that I cannot reach. Every element is designed to offer a clear benefit. I didn't want anything that takes up space and quickly becomes a mess.

«Choosing a kitchen from Piatti was the perfect choice.»



Every last detail was chosen by the customer: the Piatti kitchen of the Schakowski family in Meilen (canton of Zurich/Switzerland).

**How does the kitchen fit in with your house and your life?** The kitchen is open to both the living room and the dining room, and therefore it is the focal point of our house. It is a place where the entire family tends to spend time, where we meet up and talk about things. In addition, you have a fabulous view of Lake Zurich from the kitchen. That only enhances the feelgood atmosphere in our house.

**What were your reasons for choosing Piatti?** Right from the start, the advice we were given by Piatti was excellent. Mr Schulz, our sales consultant, immediately understood what I wanted and helped me to make the right choices in every aspect of the kitchen.

**Were you satisfied?** Yes, we were very satisfied. From our initial contact to the last little screw, everything went perfectly. We can definitely recommend Piatti. «

## 722 Piatti kitchens for a residential development in Augarten



Augarten residential development in Rheinfelden (canton Aargau, Switzerland) with 722 kitchens from Piatti.

Piatti Kitchens improve the quality of life for 3,000 residents in the Augarten development in Rheinfelden (canton of Aargau, Switzerland). The kitchens from the Swiss market leader will be presented in a very contemporary white finish – perfectly in line with the motto «white is beautiful». Modern equipment and a stylish ceramic worktop offer the ultimate in living and cooking comfort. The 33-year old residential development has the infrastructure of a small town: schools, pre-school nurseries, community hall, shops, service providers, supermarkets and playgrounds all ensure a high quality of life. In addition, people from 44 countries bring a tremendous cultural diversity into this residential development on the Rhine. After the major construction projects in Hardau, Zurich and Hardegg/Bern, Piatti was once again awarded the contract for a large redevelopment project. Construction manager Michael Müller from Karl Steiner AG (Unirenova), the general contractor for the project, explains why Piatti was chosen: «As well as offering good value for money, we like the smooth and easy way everything is handled, the delivery reliability and the high level of technical expertise at Piatti.» The two companies have already successfully completed a number of joint projects. «We are going to carry on working together after the Augarten redevelopment», confirms Michael Müller. The renovation work is due to be completed by 2010. It will be worth the wait. Residents can look forward to new, modern Piatti kitchens – kitchens which will guarantee an unforgettable cooking experience. «

## Eurocucina 2008 confirms Piatti trends

Milan is not only a global centre for fashion, but as the second-largest city in Italy it also sets the pace for major trends in kitchen design. Europe's largest kitchen exhibition, the Eurocucina Milano, takes place every two years and offers an insight into what the kitchens of tomorrow are going to look like. In April 2008, 139 exhibitors showed off their latest products on a total of 33,000 m<sup>2</sup>. From the many different design currents on show, a more generalised direction crystallised which could be described as «concealing». As kitchens and living space are moving closer and closer together, designers are choosing different ways to subtly mask the actual kitchen functions: whether through uniform and restrained colour schemes, reduced lighting concepts with a lounge ambience or through physical covering elements like covers, hoods or sliding doors.

### Setting trends: designs from Piatti

The trends observed by the Piatti delegation at the Eurocucina exhibition in Milan proved that the company's current product design philosophy is right in line with current trends. The «Bianco» and «Nero» kitchens for example already reflect the colour trends and join living and cooking into a friendly and

likeable overall unit. The representatives of the Swiss market leader were fascinated by the new trend for «concealing». This new direction will now flow directly into the development of new products. The first results will be on public view at the «Bauen und Modernisieren» trade exhibition in Zurich from 4 – 8 September 2008. «



Selected materials, exclusive design: the «Bianco» kitchen.



EgoKiefer installers at work.

## MINERGIE-P redevelopment with EgoKiefer plastic windows XL®

In the autumn of 2007, Hans Luzi Züst's Planning Office for Heating Technology in Grüşch, Switzerland faced a major challenge: to convert a stable that was over 100 years old into the company's new offices, and to comply with MINERGIE-P standards. This was the first MINERGIE-P development of its kind in Switzerland.

MINERGIE-P is an independent, low-energy building concept. A building intended to meet these strict requirements is treated as a system, with all of its parts being planned, built and operated to achieve this objective. A MINERGIE-P redevelopment of existing elements of a building is therefore particularly difficult. MINERGIE-P seeks to achieve even lower energy consumption than MINERGIE. If an existing building undergoes MINERGIE-P redevelopment, MINERGIE standards recommend that it be covered by a new highly heat-insulated shell and windows. Because the client wanted the appearance of the original exterior to be preserved, it was necessary to find an inner shell that met the high specifications in terms of heating and draught-proofing. The entire stable was therefore gutted and measures taken to ensure that the outer shell was stable.

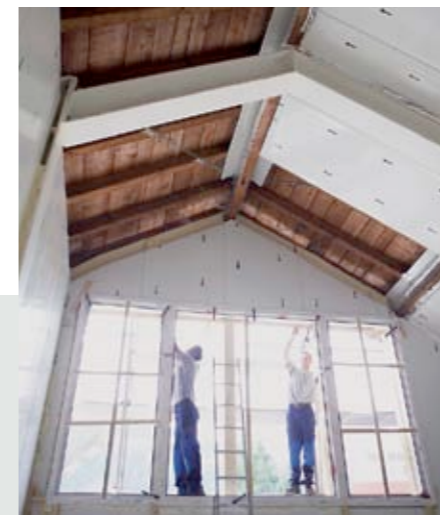
### EgoKiefer plastic top window XL®

The EgoKiefer plastic window XL® is described in the current book «MINERGIE-P – Das Passivhaus nach Schweizer Art» (the passively heated house, Swiss-style) as a top window. XL® windows offer high levels of durability, attractiveness and eco-efficiency. In combination with the new exclusive EgoKiefer high-performance insulating glass EgoVerre® 0.4,

EgoKiefer XL® window systems achieve an extraordinary heat insulation performance of  $U_w 0.7 \text{ W/m}^2\text{K}$ . They are most suitable for use in MINERGIE-P and passively heated buildings – and thus for this project. The windows were not particularly easy to install. The components had to be clearly defined when heat requirements were calculated during the project phase. The frames could not be conventionally fitted into the new hard polyurethane foam heat-insulating walls, so fibre-glass-plastic profiles were firstly attached to the window frames. The combination was foamed into the cutout wall apertures. Outside, the EgoKiefer plastic windows XL® were taped airtight with foil-laminated adhesive tape. Aluminium corners provided the necessary stability.

### Innovative, targeted cooperation

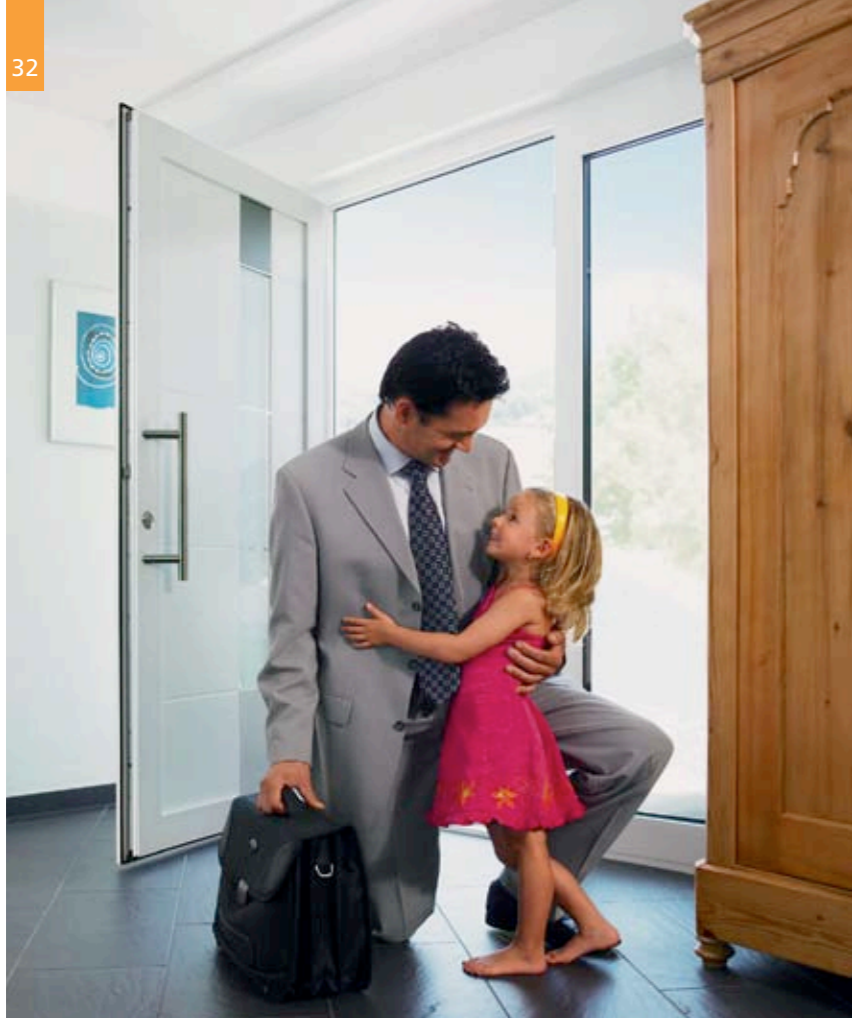
Meanwhile, the outer shell was completed. The interior construction had to be carried out very carefully, so that the sheet metal panels and EgoKiefer XL® windows were not damaged. If you are interested in MINERGIE-P, you can find a diary of the project under «News» at [www.architetta.ch](http://www.architetta.ch). In the late summer of 2008, Planning Office Züst will be moving from its current location to 100-year-old premises renovated to MINERGIE-P standard. «



Installing the windows required precision and expertise.



The building's outer shell was left in its original condition, as requested by the client.



Do come in! EgoKiefer front doors for a whole new lifestyle.



**Swiss patent  
Nr. 697 168**

## EgoKiefer front doors: welcome home!

**Quality of life begins before you walk in the door: coming home has strong emotional importance for many people. EgoKiefer front doors welcome you home with their unique design and impressive specifications.**

Taste is a very individual thing. Which is why EgoKiefer offers a wide range of front doors in all shapes and colours – there's something for everyone. They're available in plastic, plastic/aluminium and wood/aluminium. The customer decides how the door is made: single or double leaf, with or without a screen abutment, up to the ceiling, with or without glass inserts and in what colour. In June 2008 EgoKiefer obtained Swiss patent no. 697 168 for its exclusive plastic/aluminium front doors with filling covering the entire leaf. This top product stands out thanks to its flat exterior appearance, wide choice of designs and almost unlimited range of colours.

The many different combinations available in the EgoKiefer front door range require an equally wide variety of door handle designs. Once again, the choice is practically limitless. EgoKiefer front doors are designed to last a lifetime. With their high-quality materials and finishes, they achieve outstanding levels of insulation, weather and surface resistance, durability and intruder prevention. Over 20% of all break-ins are through doors, which is why EgoKiefer offers multi-point locks at no additional charge, and uses multi-stage security systems to offer customers the level of safety they require. «

# Top

## Slovaktual: a successful past and a great future

**Slovaktual s.r.o. was established by Marián KrĎ in 1990, and began making its own windows in 1993. Success was not long in coming. The company grew rapidly into a modern, highly productive business with a number of sales agencies. It currently has offices in Slovakia, the Czech Republic, Austria and Hungary.**

From the outset, KrĎ ploughed his profits back into the company, expanded his know-how and made Slovaktual a success. Its headquarters in Pravenec, Slovakia consists of modern factory space and other buildings, and its combination of advanced technology and skilled craftsmanship have achieved excellent productivity. Slovaktual specialises in plastic windows, using the Aluplast ID 5000 profile system, with comprehensive five-chamber technology offering unusually good heat insulation performance. The whole production process is computer controlled.

### Outstanding products

Slovaktual is intensely focused on progress and innovation. For example, it has developed a window system using new adhesive technology, in which the whole length and width of the window pane is glued into the frame using a special two-component adhesive. This creates a better-quality window in terms of insulation and stability. Slovaktual windows made using this technology won an award at CONECO, the international building trade fair, held from 1 to 5 April 2008 in the Slovakian capital, Bratislava. In addition to their innovative



Marián KrĎ, managing director of Slovaktual s.r.o.

Slovaktual's first factory in 1993.



Sophisticated logistics: the storage areas are carefully tailored to the company's production, and its vehicle fleet ensures that customers receive reliable on-time deliveries.



Windows are manufactured in 22 colour combinations in halls B and C.

use of adhesive technology, Slovaktual's windows have several other outstanding features; for example the leaf frame does not require steel reinforcement, and windows are also available in six- and eight-chamber versions. In combination with triple glazing, the result is a highly insulating window for MINERGIE-compliant passively heated buildings. Thanks to its rapid innovation, Slovaktual is one of the front-runners in the Eastern European market.

#### Individuality is of the essence

The company's main product is plastic windows, but it also makes aluminium windows and outside doors. The doors are made using the HEROAL thermally separated profile system, mainly because of the increased mechanical load around porches and entrances. In addition, Slovaktual produces

individually designed window and door systems in non-standard sizes, and in bespoke shapes and colours. Its high-precision logistics ensure that goods arrive at the customers' premises quickly and continually while a fleet of high-performance vehicles ensures that customer deliveries arrive on time and there is always space in the warehouse. Slovaktual markets its high-quality products in partnership with distributors who play a very important role in the success of its business and for whom it organises training and market update sessions. Key distributors are also involved in management decisions. The company has an integrated process system covering core areas such as quality management, environmental management and health and safety, and is currently preparing for the introduction of the euro to Slovakia. «



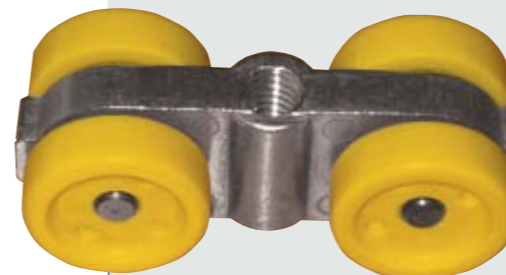
The company's factories are equipped with the very latest technology.



Slovaktual places a great deal of emphasis on progress and innovation, such as its system in which glass is glued direct into the window frame.

## RWD Schlatter: going the extra mile for customers

Unusual problems require unusual solutions. Critically evaluated and intensively tested special rollers were used to reduce the sliding-door noise to an absolute minimum.



RWD Schlatter AG developed a modified, low-noise sliding-door fitting.

To an extent, noise is subjective. It is possible to persuade someone who is being disturbed by noise that the noise is at a normal level, but it still disturbs them. One customer was buying an apartment and chose a sliding door for her kitchen. In situations like these, RWD Schlatter used high-quality door fittings which customers had always found satisfactory in the past. However, this customer found the noise of the door sliding along the runner so irritating that she refused to accept the situation. An onsite inspection found that nothing else could be done to reduce the noise. Good advice did not come cheap, and all the alternative fittings produced a similar level of noise. As a last resort, the company's experts began looking at the choice of materials, and found an alternative type of plastic for the roller that was produced by a specialist company in Germany.

#### Surprising result

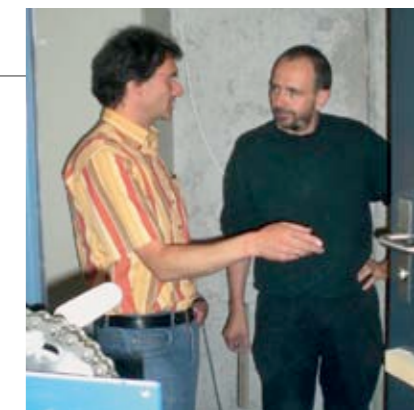
Initial testing of samples looked promising, and staff at RWD Schlatter were surprised at the huge difference in sound levels between individual plastics, especially since all of them had to have approximately the same level of hardness in order to minimise wear. After a short test, the company had some special rollers made and the result was very surprising. By the end, it had acquired some interesting additional know-how and a very satisfied customer – the best advertisement any company could wish for. «

«Two benefits:  
new knowledge and  
a satisfied customer.»

## Distinguished US visitor

RWD Schlatter AG received a visit from Professor Urs Bühlmann, who was investigating the latest Swiss production methods.

On 22 May 2008, RWD Schlatter AG received a visit from the United States. Professor Urs Bühlmann, from the University of Virginia, visited the company as part of a fact-finding tour to see the latest wooden door manufacturing techniques at first hand. He showed a particular interest in the company's new testing facilities, such as the long-term functional test bench and the noise tester, and his tour also included the CNC MAKI II processing center, Europe's most modern door manufacturing facility. «



Jürgen Reinhard (left) shows the long-term function tester to Urs Bühlmann.

# Precision and flexibility

## RWD Schlatter: onsite sound testing

Measuring sound in the laboratory is one thing; doing the same thing on a real-life building site is quite another. The new noise tester allows RWD Schlatter to carry out mobile measurements.

Of course, laboratory values under controlled conditions are essential for product evaluation purposes, and are also very useful when it comes to drawing up tender specifications. However, in many cases they do not reflect the real environment of a building site. This was the case in one high-quality office building, when questions were raised as to the noise insulation properties of RWD Schlatter doors. Normally in such cases, an outside noise-testing institute would be used to identify the building's weaknesses in detail, but the new mobile tester makes it possible for the company to do this itself by carrying out measurements onsite. The building was a solid construction, and the partition between the two rooms a lightweight design. The outside of this adjoined a facade with integrated windows. RWD Schlatter AG was as yet unaware of the structural details of the inspected building.

### Mobile noise testing allows precise analysis

An RWD Schlatter S48 – SD57 door was built into the lightweight wall. This consisted of a leaf made from timber derivatives set in a steel frame. The door had a seal on three sides of the frame rebate. An automatically lowerable floor seal was built into the leaf, creating a seal between the door



Christoph Schefer, development project manager, looking for weaknesses.



Jürgen Reinhard, development project manager, at the installation of the mobile sound tester.

and the floor when the door was closed. The leaf itself had a laboratory value of  $R_w$  44 dB. The airborne sound insulation at the tested location had a value of  $D_{nT,w}$  38 dB. A second measurement was taken to establish whether the floor joint was a weakness. This was therefore cemented off on both sides. The measurement gave a value of  $D_{nT,w}$  44 dB. To eliminate the joints as a weakness, and in addition to the existing leaf, a door blank with a sound insulation factor of  $R'_w$  46 dB (leaf value) was used. This was cemented all around on one side and measurement gave an airborne noise insulation value of  $D_{nT,w}$  45 dB.

### The cause: flanking sound

These measurements showed that the weakness lay not in the way the door leaf was fitted and sealed, but in the floor joint itself. Because the carpet passed beneath the door and had a relatively deep pile, the lowerable floor seal could not be lowered. Due to the type of construction, it was not possible to set this so that the carpet could be pressed down sufficiently to avoid a sound bridge. This was remedied using a hollow flat rail. This was also apparent from the third measurement with an additional door blank, as there was only a

«The measurement shows where the weaknesses lie.»

### RWD Schlatter's mobile sound tester

RWD Schlatter's mobile tester offers a valuable complement to laboratory equipment:

- Differentiated measurements are also possible on building sites and in completed buildings.
- The mobile unit provides reliable information on weaknesses.
- The company can provide conclusive proof as to whether unwanted noise transmission is caused by its own doors or by other means.
- It can also provide the client with well-founded advice on eliminating the causes directly and efficiently.
- There is also no need to involve a sound testing institute, which saves time and money.

slight improvement in the airborne sound insulation. Based on the measurement result of the fully shielded doors, it was clear that the overall construction of the partition wall offered a maximum insulation of  $D_{nT,w}$  43 – 45 dB. It was therefore not possible to calculate a reliable value for the door element ( $R'_w$  [dB]), and overall the investigation showed that it was often not the door leaf, but rather flanking sound that was responsible for inadequate sound insulation. However, RWD Schlatter's mobile sound tester made it possible to obtain this information quickly and reliably, and thus to identify constructive solutions. «



Peter Janutin, RWD Schlatter AG (second from right) at the training session.

## RWD Schlatter: close partnership with KABA Gilgen

This was not the first time that one of RWD Schlatter's suppliers also became a customer. There is no better way of making purchasing and sales more effective.

On 8 April 2008, RWD Schlatter held a training session in Schwarzenburg, Switzerland, for the KABA Gilgen AG sales team, mainly in order to teach them to sell complete RWD Schlatter sliding door elements in combination with KABA Gilgen automatic drives. RWD Schlatter also presented a sample of a door with a new floor guide and a single-sided glass insert which was flush with the door. Sales synergies like these are a win-win situation for both companies. «

Impressive dimensions of glazed elements with Forster Profile Systems.

## Successful start in China

**In time for the start of the Olympic Games the new Automobile Museum is going to open in Beijing. It contains more than 50 steel door elements. For Forster Profile Systems the object is an interesting reference.**

The size of the elements with a height of 3.6 m is practically ideal for a steel system. The static advantages of steel – in combination with slim profiles – take full effect. For the commissioning general contractor CNYD Beijing, the largest facade manufacturer worldwide, these factors, together with the comprehensive consulting and care provided, were crucial when choosing Forster as the system supplier for the doors.

### Comprehensive training through Forster Profile Systems

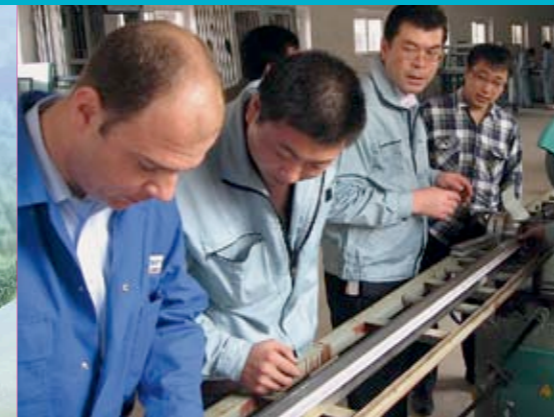
The metal construction enterprise commissioned with the manufacture of the elements was comprehensively trained by the Forster Profile System experts – not least in view of future projects. In the process, staff were shown a doubleleaf door to illustrate how the steel profiles should be processed. After a theoretical introduction to the Forster systems and explanations on the processing procedure a door was fully manufactured in the practical section of the training. The participants' motivation and technical skills were very good. The explanations on sectioning, welding and fittings assembly were quickly implemented and the door was completed in an impressively short space of time.

### Own manufacturing area for steel profiles planned

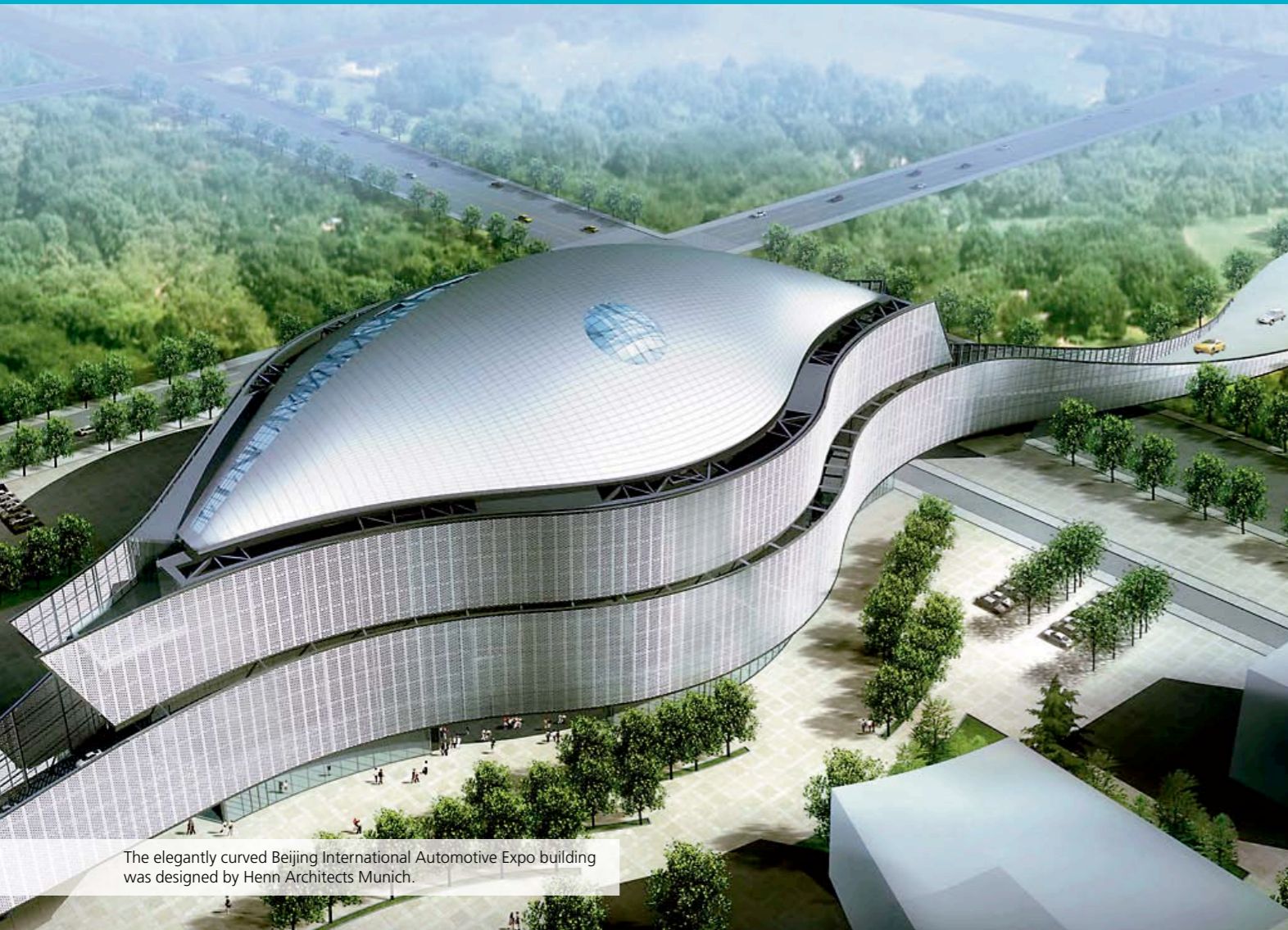
With a production area of 80,000 m<sup>2</sup> the company is the largest window and door manufacturer in Dalian Province (approx. 5 mil. inhabitants). So far only aluminium and plastic elements were produced there. Because of the positive experiences with processing steel profiles an own manufacturing area is now planned. A visit to the construction site in May 2008 made clear the dimensions as well as the building project's prestige. The Beijing International Automotive Expo is one of many large-scale projects with which the City of Beijing wants to present itself to the world audience on the occasion of the Olympic Games 2008. The building is erected on 60 ha premises where all global makes of car are exhibited. The history of the automobile, from the beginnings to today, is the focal point of the exhibition.

### Good chances on the Chinese market

Furthermore, a whole building complex is scheduled to be erected which will exclusively focus on automobiles, ranging from representatives of individual makes to a shopping mall and a «Car University». The first step was now taken with the «Beijing International Automotive Expo». This project and the consulting and training activities invested in it were a further step towards the penetration of the Chinese market. The positive feedback on part of the manufacturer makes us look towards China with optimism, in particular because our facade systems and the new thermally separated window and door system Forster unico were met with great interest. «



The training participants were very interested in the explanations provided by Arndt Bröcker, Forster Profile System's technical consultant.



The elegantly curved Beijing International Automotive Expo building was designed by Henn Architects Munich.

## An extraordinary project: the renovation of the Stibbert Museum



Flooded with light, the «Limonaia» rooms shine in new splendour.

Equipped with Forster Profiles the «Limonaia» of the internationally renowned Stibbert Museum in Florence shines in new splendour. The generous premises in Tuscany have been a secret amongst art-loving visitors from across the globe.

The villa itself is open to the public and is home to the treasures of art collector Frederick Stibbert. Apart from furniture, paintings and china from different eras one of the world's most significant weapon and armour collections is also displayed. The «Limonaia», one of the auxiliary buildings, has never been maintained in the past and was in a desolate state at the beginning of the works. Under the expert guidance of architect Claudio Cestelli this building has now been rebuilt. The existing ruins (several supporting walls and small parts of the covers) were restored, and the remaining sections are going to be rebuilt according to architect Giuseppe Poggi's original plans of the year 1860.



A particular challenge for the construction engineers – the curved roof glazing structure.



The front glazings could also be restored to their original look with the Forster thermfix vario pillar/bolt system with its slim sightline of 45 mm.

### Realised with Forster thermfix steel profiles

Next to the rebuilt area a new building was created as well as a new entrance area in the style of the existing building. Both glass houses of the «Limonaia» are supported by the original exterior walls with a width of approx. 50 cm. The structure was realised with steel profiles of the Forster thermfix vario system and painted in a bronze colour. The new independent connecting area consists of two vertical overlapping facades. In between there is a curved roof glazing structure with tempered glass, a challenge for metal construction engineers and glass manufacturers, as curved traverses are normally avoided. The entrance area is equipped with the most modern doors with anti-panic function. In order to recreate the original character the steel profiles received bronze covers. «

## Forster distinguishes itself in France

Forster Profile Systems now also collaborates with the AFPA, supplementing the existing periodic seminars in France. The AFPA (Association nationale pour la Formation Professionnelle des Adultes, the National Association for Adult Professional Training) runs numerous training centers in France which deal with different further education topics. The training centers in Valence and Tours-Veigné specialise in the construction industry and offer new further training courses for metal construction engineers. This includes training on the processing of steel profile systems for doors, windows and facades – now also with the Forster systems. In May 2008 the trainers were prepared for their task in Arbon, Thurgau and intensively trained by the Forster Profile Systems specialists, enabling them to pass on their knowledge to the course participants later on. The AFPA is now able to support all French metal construction companies interested in training their staff in processing the Forster Profile Systems. Numerous courses



are already planned and advertised for this year. The big advantage: Course participants can produce elements required for their building projects during the training and therefore productively utilise their time at one go. Feedback so far has been positive. The collaboration of AFPA and Forster is an opportunity to train significantly more metal construction engineers in Forster products and therefore further raise the profile of Forster Profile Systems in France. «

## Traverse Basel visiting the AFG Corporate Center

Traverse Basel, the Association of Active and Former SMT Swiss Metal Construction Technician School Students visited the new AFG Corporate Center in Arbon, Thurgau on Saturday, 26 April. Roughly 160 «Traversians» met up for the annual general meeting in Arbon, Thurgau. After a visit to the old town they enjoyed a ride in two awe-inspiring Saurer classic cars to the new AFG Corporate Center. Full of excitement the guests were looking forward to the presentation by Dr. Edgar Oehler, Chairman of the Board of Directors and CEO of AFG Arbonia-Forster-Holding AG, on «The AFG and the changes in world economy». The speaker illustrated which chances and risks result for the AFG within the scope of an internationalisation strategy. His presentation was met with great applause. Afterwards, visitors could get a first-hand impression of the Forster Profile Systems steel and stainless steel capabilities. At the same time there an exhibition of various Forster Profile Systems objects took place. The integrated facades, windows, doors and fire protection finishes in the AFG Corporate Center's entrance area were also examined in detail. «



The new window and door system Forster unico was also presented.



During the aperitif there was time to examine the exhibits.

## Forster at the «Tube» specialist trade fair

At the same time as the internationally leading «Tube» specialist trade fair the METAV took place in Düsseldorf for the first time from 30 March to 4 April 2008. The international specialist trade fairs took place at the same time for the first time, thus enabling a high degree of synergy. The METAV as specialist trade fair for metal construction and the «Tube» as specialist trade fair for tubes offers visitors a unique opportunity to gather information on precision steel tubes and their processing methods at the same time. For

Forster precision steel tubes this constellation also led to a larger number of visitors to their stand. However, the most important topic of discussion at this year's «Tube» was not the synergy of both exhibitions, but the massively increasing steel price which is a cause of great concern for all involved parties.

### Saving material and costs

For suppliers to the automotive industry weight reductions of their vehicles was also a focal point. Suitable measures in this area could significantly lower fuel consumption and therefore CO<sub>2</sub> emissions. This is also meant to assist with reaching the strict European critical CO<sub>2</sub> values.

Both trends benefit from Forster precision steel tubes:

- By substituting drawn tubes with cheaper welded precision steel tubes customers can achieve significant purchasing savings.
- In order to reduce the weight, higher-quality steels are used to produce thinner and thus lighter tubes for the same areas of application.

Forster precision steel tubes therefore not only make a vast contribution to continuously reducing costs in the value added chain, but are also indirectly involved in climate protection. «



The inviting Forster precision steel tubes stand received a lot of praise from visitors.

## Lived environmental awareness

Upon receiving the environmental certificate ISO 14001, Forster Tube & Profile Technology has now also joined the «Club of environmentally aware enterprises».

«Implementing the environmental management system into our QM system enables us to consistently realise the environmental requirements following a uniform principle and to monitor and achieve the set targets. The responsible managers were put in charge of implementing the environmental policies and adhering to the relevant environmental regulations. The environmental management representative regularly reports all UMS activities to the management board.» This is stated in the environment report 2007. To reach that point was, however, a long and difficult path which took a whole year. It started with a basic training of the environmental representative and ended with the successful implementation into the existing quality management system ISO/TS 16949. This is lived environmental awareness in the spirit of the AFG model. In between, all processes and activities had to be checked for their environmental aspects and legal conformity, and illustrated in various tables. Many tasks and elicitations

had of course already been carried out by employees over the years, such as for instance adhering to the relevant guidelines and laws. However, ISO 14001's big benefit is the fact that all documents are centrally prepared and provided to the responsible users in a clear and current form. Now it is all about deepening the acquired knowledge and motivating all members of staff to recognise environmental pollution and professionally utilise environmentally-friendly tools, procedures and factory equipment. «



The environmental certificate ISO 14001.



Lead auditor Diego Crescenti in discussion with Hans-Ulrich Lindenmann, explaining the procedure for evaluating new installations with regards to environmental friendliness.

«Environmental protection requires consistency.»

# Surface Technology



STI ResistCoat®: coated and polished piston heads and rings ensure optimum wear characteristics for hard-working engines.

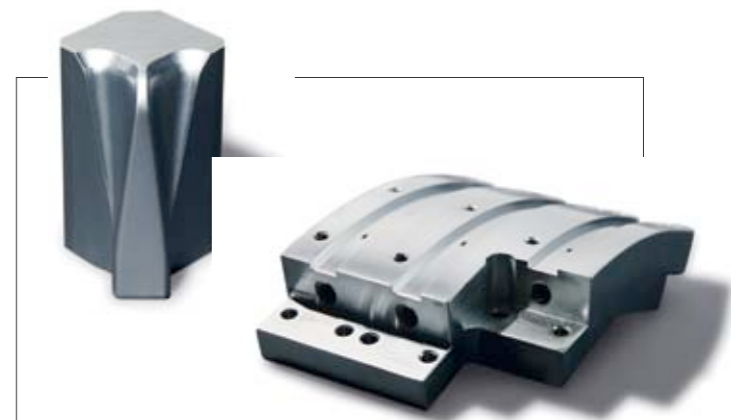
## STI | Hartchrom for impeccable coating of any free-form surface

Apart from quotes for XXL components STI | Hartchrom also provides customer-specific surface technology for small dimensions and geometrically complex components. Coated free-form surfaces are characterised by superior properties, top quality and reproducibility.

Based on decades of expertise, best available technology, specialised jig construction and a sensitive touch STI | Hartchrom manages to achieve minimum tolerances for small or medium-sized components. Due to its excellent wear resistance, great hardness – without any distortions of the base material – good adhesion, anti-adhesive properties and the low friction coefficient hard chrome surfacing is particularly suitable for improvement processes. Where complex geometric shapes have to be coated whilst maintaining dimensional accuracy and equal contours, chemical nickel layers are applied in addition or in combination with hard chrome layers.

### Specific requirements for selected components

The commercial advantages are significant. Selected components, such as cutting rotors, can achieve important extensions of their service life through hard chrome surfacing. Cutting rotors are used for cutting up plastic waste material; the macerated material is then re-entered into the production cycle as granules. Since plastics with filler materials such as glass or carbon fibres are very abrasive, cutting rotors are subject to extensive wear. The hard chrome surfacing reduces the wear at the friction surfaces and the external diameters of the rotor. The requirements are different for each surface and are specified exactly in each case. Surface-coated clamping sleeves of force and pressure measuring systems also



The requirements for each surface are different and are exactly specified for each job.

provide competitive benefits. Such systems are needed for monitoring the filling of all the cavities in injection moulding tools. Also the components of so-called sheet dies for manufacturing plastic membranes or sheets have to have properties such as anti-adhesion, long service life and resistance to corrosion. The wear protection achieved with chrome layers of 10 to 30 micron thickness extends the service life of the sheets. One considerable advantage is the fact that sheet dies can be renovated to be as new by removing the chrome surfacing, polishing and re-surfacing with chrome. When coating free-form surfaces, the challenge lies not only in the nature of the highly alloyed steels and base materials but also in the specific expertise required for constructing rigs and installing anodes and baffles. Based on many years of experience and customer-oriented on-going development work, the coating of complex geometric components is one of STI | Hartchrom's core competencies. «



Due to our extensive expertise and best available technology we are able to carry out precise coatings even for complex components.



The cruise vessel «Norwegian Crown» is in a dry dock in Hamburg and is fitted with a new midriff costing several millions. STI | Hartchrom supplies perfectly chrome-plated piston parts for this luxury liner.

## Piston parts by STI | Hartchrom for technically perfect ocean giants

While in the dry dock, the luxury liner «Norwegian Crown» was extended from 188 metre length to 218 m, a job that was completed in the record time of just over two months. For this adventurous undertaking, STI | Hartchrom has chrome-plated the top parts of pistons within a very short time.

Shipping traffic is booming all over the world. More and more people book a cruise for their holidays and more and more freight is transported by ship. The challenges for shipyards, shipping companies and their suppliers are enormous. And at the same time, ocean vessels are supposed to be bigger, more economical and cleaner. For this purpose, a new technology is being used that extends the length of ships. In the dry docks in Hamburg, the «Norwegian Crown» was extended by 30 m to a total length of 218 m by Blohm + Voss who took 67 days for the job. The company managed to insert the new midriff, consisting of cabins, staircases and installations, after 16 hours of millimetre-precise fitting work in which the section was inserted between the two halves of the ship after these had been separated. Once all segments, pipe installations, cables and walls had been reconnected, there were 186 new passenger cabins and 53 new crew

cabins available. A technical masterpiece and a lucrative business. In January 2008, the luxury liner set sail again under the new name Balmoral.

### STI | Hartchrom provides a fast and flexible overhaul service for piston parts

Some of STI | Hartchrom's customers are leading manufacturers of ship diesel engines. STI | Hartchrom's range of services includes the technology for hard-chrome plating and grinding piston ring grooves, plating piston rings and the complete

«The elongation of the luxury liner was a technical masterpiece.»

# Growth

overhaul of the top parts of pistons. The results are optimum wear characteristics of these hard-working ship engines. Apart from piston heads, piston rings, piston skirts and cylinder liners STI | Hartchrom also provides a plating service for crankshafts, valves and other components. The pistons for the diesel engine of the liner «Norwegian Crown» were expertly overhauled and delivered with a very fast turn-around: the company put in extra shifts between Christmas and New Year to provide this flexible service. An important contribution to the timely completion of this mammoth project «ship elongation».

### New technology: ship elongations

Cruise tourism is booming in Germany; profit rates increase in double-digit numbers. Most popular are club ships, which are booked primarily by young people and families. Demand is on the increase but there are not enough ships and the shipyards are fully booked. The construction of a new luxury liner takes years, which is why shipping companies prefer to

elongate their floating hotels. That is not only faster but also a lot cheaper. Based on the original plans of the ship, the midship section is prefabricated in the shipyard. So that all details match perfectly, the ship is also surveyed and measured in situ: from the curvature of the hull, the width and height of the ship, the cable trusses and pipe installations, staircases, corridors through to the level of all decks. After the conversion has been completed, all cabin windows must again line up perfectly. Ship elongations by inserting a new midship section costing several millions are not only carried out on cruise ships but also on container ships and ferries. All parties involved, i.e. engineers, technical staff and suppliers have to comply with exacting requirements for precision and deadlines. STI | Hartchrom is well placed to meet these requirements: the company has adapted to the booming marine market by providing flexibility and speed. In the new STI | Westside Center, which adds 7,500 m<sup>2</sup> to nearly double the existing square area, new production facilities for Marine Propulsion will be available from autumn 2008. «



The construction of new luxury liners takes several years which is why shipping companies prefer to elongate their ships.



The new midship section of the «Norwegian Crown» is 30.2 m long, 28.21 m wide and without interior fittings weighs about 1,800 tonnes.

## Division Surface Technology: impressive presence at trade fairs in 2008

The plating technology used by the STI group provides precision, functionality and quality needed for high-quality components used in demanding applications. During 2008, STI | Hartchrom is participating in five specialist trade fairs in order to listen to the most up-to-date trends as well as customer requirements.



STI | Hartchrom presents itself internationally at City Hall in Stockholm, Sweden, and the new Messepark in Stuttgart, Germany.



The O&S exhibition grounds in Stuttgart with attractive facilities.

Two of the largest industry gatherings for woodpulp and paper industry suppliers again opened their doors this spring. The 14<sup>th</sup> SPCI (World Pulp and Paper Week) invited 13,587 visitors to Stockholm, Sweden. From 27 to 29 May 2008, STI | Hartchrom also maintained a presence at the venue. A total of 730 companies presented themselves at nearly 300 stands at the SPCI, which takes place every three years. At Wiesbaden in Germany, the 103<sup>rd</sup> Zellcheming Expo ran from 24 to 26 June 2008, hosting the leading companies of the paper industry. Zellcheming is an association of experts in woodpulp production, cellulose chemistry, paper production, paper processing and all suppliers for these production companies, including primarily mechanical and plant engineering as well as the chemical industry. STI | Hartchrom provides optimised components for the paper industry, such as cylinders, strainer baskets, doctor blade poles or calender rollers for increased corrosion resistance or greater resistance to the effects of temperature and mechanical wear.

**«Participation in relevant trade exhibitions is an important step into the future.»**