



# VBH Magazin 1/2012

The Expert Brand for Window and Door Hardware

- Successful fensterbau/frontale 2012
- The winner of the VBH "Doorways of the Future" Innovation Competition
- VBH with escape door solution



Simply everything.

Everything simple.



Dear Readers,

The first quarter of 2012 is already behind us and the predictive fog is lifting. It is expected that the global economy may regain growth after the current hiatus during the course of 2012 to produce at best a moderate economic upswing; while this growth is likely to be unevenly distributed between different regions. The German economy may manage to develop a slight increase in 2012 above the Eurozone average, thanks to robust domestic demand, a stable labour market and the relatively low need for consolidation in public finances.

In particular, the window market in Germany is in an exceptional situation due to public investment programs and investment incentives for climate-efficient building and thus stands out positively. In comparison with the previous year, however, growth will level off.

In terms of VBH's overall revenue growth, we expect little change 2012 compared with last year. The focus will be on a continuation of its path of consolidation and margin growth.

- The German segment is expected to remain essentially unchanged with a slight increase in sales results. Increased productivity and efficient cost management will help here.
- In the important Eastern European sector earnings will be disproportionately increased with a slight increase in sales in the lower single-digit percentage range. Here, in addition to productivity gains, the market penetration of our own successful greenteQ brand will make a positive impact. Thus, we expect

the two segments, which generate over 80% of our consolidated revenue, to result in profitable growth.

- In our Western and Southern European segments we will persist with the consolidation process throughout 2012 in difficult external conditions.
- In our Other Markets segment, we expect in 2012 a stabilisation of earnings in key markets such as India and China; however, there will be strong profitable growth in South America. We will actively pursue the restructuring measures introduced in other countries of this segment and intensify these further if necessary.
- Other challenges include managing the international market penetration of own brand greenteQ and establishing our innovative service tools for customers even more extensively. This has a lot of potential, especially in our overseas markets.

In sum, we expect for 2012 a year in which the operational strengths of VBH should be further consolidated and positively reflected in the reported result. Thanks to the successful adaptation measures taken in 2011, we are now better equipped to persist even in a difficult environment. Nevertheless, our national subsidiaries in Belgium, Greece, Singapore and Turkey will also face major challenges in 2012 and their development will be closely monitored. Since we don't anticipate the market to be particularly helpful in 2012, it remains to ignite the much cited "business economy".

An prime showcasing opportunity was provided by the fensterbau/frontale ex-

hibition in Nuremberg. There we repeatedly received the confirmation that we have engaged in the right focus areas and that with our approach of "linking expertise to develop new ideas, products and practical services" we have already positioned ourselves far from our original dealer image. In particular, we went into new territory with the "Doorways of the Future" Innovation Competition. The risk has paid off and the goal of driving innovation, by combining new techniques and materials and creating a VBH interface between industry, manufacturers and architects, was clearly exceeded in a striking way.

Difficult markets or not – these achievements always leave you hungry for more! We will continue along our road to success!

Yours sincerely

Rainer Hribar



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# Weatherproof strategy: Simply everything. Everything simple.

**With Group sales of €780.1 million in the fiscal year 2011, VBH exceeded the previous year by 1.6 percent. While reducing encumbrances during the course of country portfolio adjustment, the result of the adjusted Group operating result is in positive territory with €11.7 million. In the main markets of Germany and Eastern Europe, sales increased by 2.4 and 5.7 percent respectively in 2011.**

The consequent decision to abandon the aluminium mass-market business in Italy has proved to be correct given the continued depressed Italian economy – even if these and other one-time adjustments in the Western European and other market segments as a whole has resulted in a charge against income in the amount of €33,6 million. The withdrawal contributed to stabilising the profitability of the VBH Group in the long term. With our successful product line and brand equity policy, our unique range of services for window and door manufacturers and our broad international presence VBH continues to be well positioned. "After a long and successful period of expansion, VBH is currently in a period of consolidation, in which we are both strategically and operationally reorganising the existing country portfolio," explains Rainer Hribar, Chairman of the Board of VBH Holding AG. "In recent years it has been repeatedly confirmed that our three-pronged strategy is a solid and durable foundation on which to build further success. Our

goal is thus to consolidate VBH and to make it weatherproof for the future."

## Success with greenteQ and Services

Our own greenteQ brand thus proves itself as an undiminished growth driver. With more than 2,800 items, greenteQ products accounted for 6.5 percent of VBH GmbH Germany sales last year. In some of our international operations, greenteQ has even passed the 10 percent mark. As a unique feature compared to the competition, our range of services will additionally be expanded. These include the new mobile applications for the iPad presented at fensterbau/frontale. In the field of system solutions VBH offers its customers our extensive expertise in security assistance and legal liability issues with our barrier-free door threshold and the new escape door. "Today, we cover every possible order method for our customers and we are happy to offer our expert and competent partnership in all matters relating to production or to correct installation of windows and doors", emphasised Rainer Hribar.

## Outlook for 2012

In conclusion, the Board of VBH Holding AG does not anticipate a significant growth of the entire Group for the year 2012. The construction industry will indeed pick up in Germany due to the macroeconomic situation; however,

year-on-year growth will level off. In Eastern Europe, only slight increases in sales are expected. In the Other Markets segment, the key markets such as India and China are expected to stabilise and, especially in South America, result in a profitable growth. The consolidation in Western Europe will also be continued in 2012 in difficult conditions, and the restructuring in Belgium, Greece and Turkey will be expedited. Rainer Hribar: "Thanks to the previously announced adjustment measures VBH is well-prepared to face a difficult market environment in 2012. VBH maintains a strong partnership with our suppliers on the world's super-competitive markets, our integration of a wide range of versatile service tools finding a clear outline in our promises, "Simply everything. Everything simple."



The Board of VBH Holding AG: CFO Frieder Bangerter, Chairman Rainer Hribar and Ulrich Lindner, International Marketing and Sales

## The year 2011 in figures

With group sales of €780.1 million in the fiscal year 2011, VBH exceeded the previous year (€767.8m) by 1.6 percent. While reducing encumbrances during the course of our country portfolio adjustment, the operating result was €33.6 million. The Group Earnings Before Tax (EBT) is positive at €11.7 million (previous year: €17.6 million). In the main markets of Germany and Eastern Europe, sales increased by 2.4 and 5.7 percent respectively in 2011. Adjusted operating profit before interest, taxes, depreciation and amortisation (EBITDA) fell back from €30.9 million last year to €25.8 million. Adjusted operating profit (EBIT) for the Group is 20.2 million (previous year: EUR 25.2 million). Operating cash flow

of the Group developed in a strongly positive manner as a result of the optimisation of working capital, rising to €28.6 million from €4.8 million a year earlier. The Group's equity ratio is 32.3 percent (2010: 35.9 percent), and net debt fell from €112.4 million to €89.1 million. Given the extensive adaptation measures taken, the Supervisory Board will make no proposal for the distribution of profits in the form of a dividend for 2011.

The VBH Group employed a total of 2,798 staff in continuing operations during the past fiscal year compared to 2,825 employees the year before.

## VBH with new Board

Ulrich Lindner (pictured right) was appointed Director of Marketing and Sales International at VBH Holding AG on 1st February.

Ulrich Lindner has extensive international experience in the trade and craft areas. After studies in St. Gallen and Chicago, his operation experience followed in Liechtenstein, Switzerland and the United States. Since 2005 Ulrich Lindner has been responsible as Chief Operating Officer (COO) at Berner SE in Künzelsau in the sales, marketing and purchasing departments.

"With Ulrich Lindner, we gain an experienced marketing and sales expert with international know-how and many years of experience in the trade that will strengthen and drive our activities in developing and expanding our international markets," commented Rainer Hribar, Chairman of the Board of VBH Holding AG.

# Successful fensterbau/frontale 2012

**Around 100,000 international trade visitors came to Nuremberg from 21 to 24 March. The new iPad applications and VBH system solutions such as the greenteQ window catch with alarm and air conditioning function elicited great interest this year. "Good atmosphere and good conversation" was the overall impression of the fair.**

Markus Röser, Category Manager at VBH is also satisfied with the outcome of the show. As a trade company, we bring together all industry stakeholders and assist their drive towards continuous improvement and development. Through intensive collaboration with our customers, suppliers and partners, our experts recognise new developments in the market at an early stage and develop matching services and products. "Visitors came to the globally significant trade fair from 36 countries for windows, doors and facades. Besides Germany inter alia from Russia, Poland, Asia and South America – all important growth markets for VBH.

With the new greenteQ window catch alarm with climate control function, VBH was able to show how new product solutions can be developed for window and door industry through from the use of technologies from the telecommunications industry. And along with the new comprehensive VBH emergency exit solution, door manufacturers can receive sound guidance in selecting appropriate security system components for all applications.

Another highlight of the exhibits and visitor attraction was the awarding of the VBH "Doorways of the Future" Innovation Competition, presented to the winners on the new VBH stand. Results show that through the networking of all stakeholders – planners, designers, architects and manufacturers – technical, creative and physical construction approaches can be developed that give a decisive impetus for the future. In this way VBH underlines its role as the leading expert brand for windows and doors.



## The winners of the "Doorways of the Future" Innovation Competition imagine



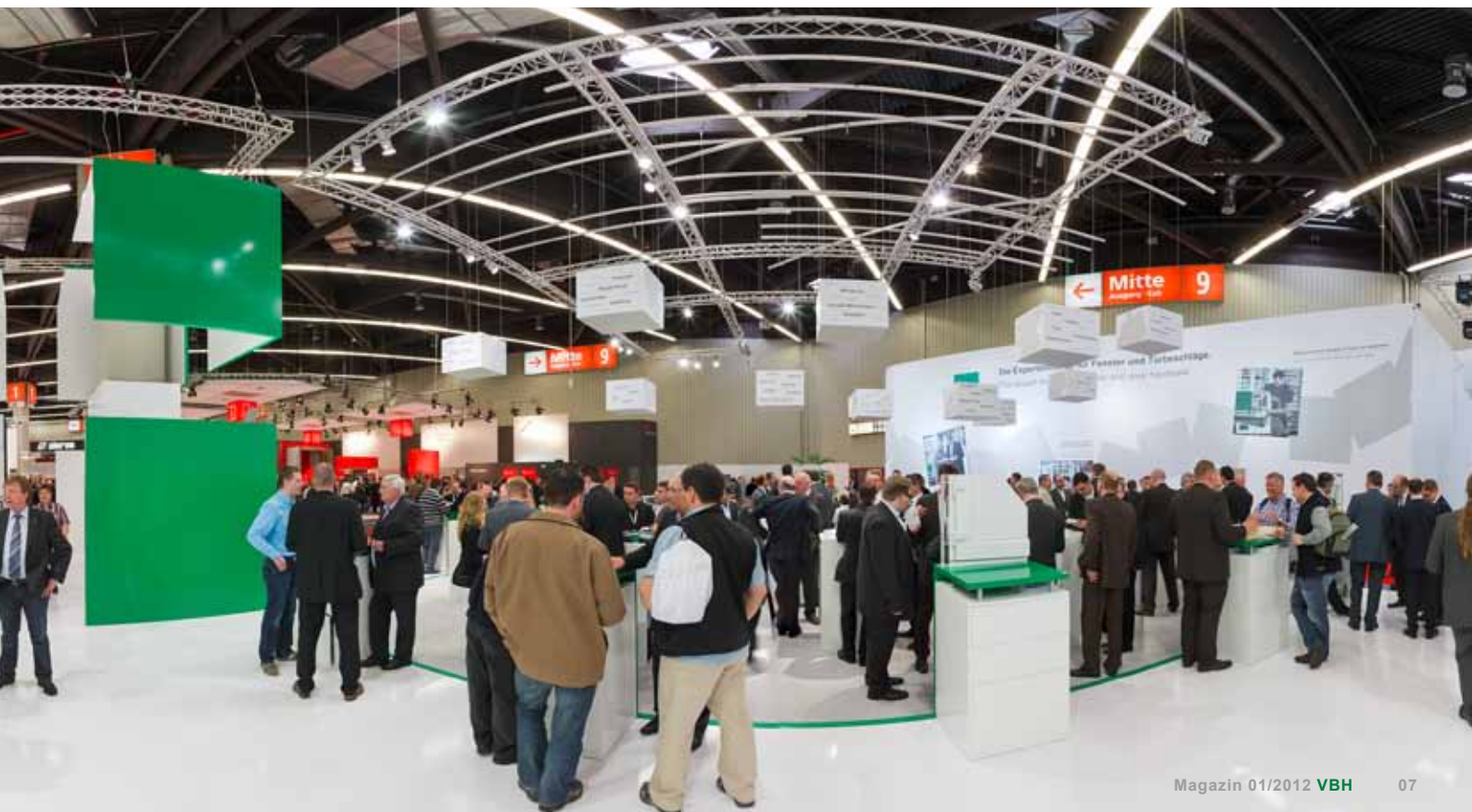
Two first places and one third place comprise the result of the VBH doorways Innovation Competition. The broad spectrum of ideas and suggestions submitted shows that there continues to be potential in the further development of the entrances to our houses. In the future, the entrances of buildings may be completely different from what we imagine today. At the fensterbau/frontale the winning works of the three prize-winners were unveiled to the public.

Two first equal places were awarded at the prize ceremony of the Innovation Competition: Architect Peter Haimerl, Munich, in cooperation with Z-Fenster-Technik, Hausen/Herrnwahlthann, and Petra Elfriede Gumbrecht of Bau3 Architects, Nuremberg, together with TrendTüren from Beilngries, received the highest award for of their respective designs. In the 3rd place, the jury

chose the design of the three Masters students from Ebern: Soren Sauer, Alexander Hörner and Thomas Keller as well as Dipl.-Eng. Renee Lorenz from Grub am Forst.

The task was to design a doorway for residential buildings with one or more residential units. VBH offered prizes of €20,000 with the aim to promote innovation in combining new techniques and materials and to create interfaces between industry, contractors and architects to ensure the future compatibility of individual elements. In total 14 works were judged by the jury. The Innovation Competition was supported by co-sponsors Athmer, Dr. Hahn, esco, Fuhr, GEZE, HOPPE, Kaba, Roto and Simonswerk.

Left: The winners and organisers of the "Doorways of the Future" Innovation Competition



# 1. Prize

## The front door is a universe

"Front doors comprise a universe, because they combine numerous elements and functions and are highly complex. So doors are always a challenge for architects and we took great interest in participating in the competition", explained Petra Elfriede Gumbrecht concerning their motivation. From their office employing six professionals, Bau3 deals mainly with public buildings and renovation projects. The focus was therefore on the idea of a multifunctional door that is used for all types of buildings.

His company has been working in the field for over 80 years and three generations and has since 2009 been specialising in the area of house doors. "It was therefore important to provide a design that on the one hand exhausts all the possibilities and on the other, optimises the manufacturing and assembly aspects."



Together with Richard Burger from TrendTüren they accordingly established all the necessary factors with which a door in the future must comply. "In terms of stability, lighting, communications, thermal insulation and accessibility, doors are currently still far from achieving what is technically possible and even what is sometimes also required," said Richard Burger.

The design by Bau3 and TrendTüren therefore integrates all the essential details of the doorway into the surrounding frame, such as control panel, mailbox and lighting. The framework is flexible in both new and old buildings and can be used with a removable door panel, similar to a mobile phone skin that conforms to the design preferences of the residents.







Photo at the top: Mark Röser, director of category management of VBH awards the winner's certificate to Elfriede Gumbrecht and Richard Burger, who (photo middle and bottom) take the opportunity to explain the door entrance (photo below right). The centre left photo shows the moment of revelation.



One aspect that featured strongly in the design was the lighting, which at the same time provides illumination and creates an atmosphere; but on the other hand though light warning signals can indicate dangerous situations when an emergency call should be made, as well as assisting accessibility. Here not only wider, higher standard dimensions and a low threshold were realised but the entire communication at the door is accessed by a display panel that is positioned on the one hand according to the body size of the user, while on the other hand, permits reciprocation of messages from

the postman, the residents or visitors. In the letterbox, the team proposed a solution that corresponds to 100 percent of the energy performance of the door panel and yet is easily accessible from the interior area.

The jury praised the design and thus the completeness of the addressing of relevant issues concerning the entrance: "The design offers individuality and variability through a high concentration of resources. Likewise, the solutions offered can be easily implemented and standardised, both in new buildings and old buildings."

# 1. Prize

## New entrances permit entirely new house designs



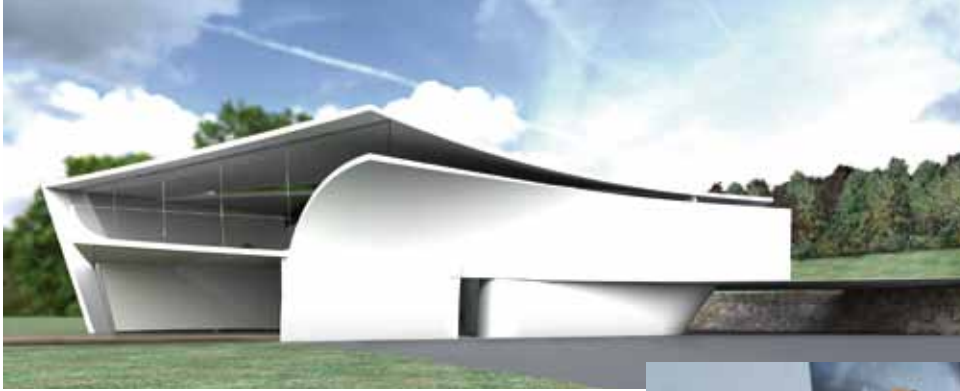
The SWYFE design by Peter Haimerl breaks new ground: "We believe the basic principle of doors should be completely rethought. Existing doors are usually ponderous, massive and often more like protective armour than inviting," says the architect from Munich. "Instead, new forms should be light and thin and work weightlessly." The design therefore reduces the door to the outside to two narrow slits intersecting at right angles. The door opening takes place similar to a bimetal, with a curvature of the door sheet

that fits organically into the building, while also allowing elements such as lighting or ringing functions to be integrated into the facade. A small red dot is used as a lock, bell and handle at the same time.

Along with his colleagues Peter Haimerl has been focusing on the development of urban design concepts and the urban environments of tomorrow for the last 20 years. Along with Ulrich Pape, an industrial designer who was also instrumental in the design, he was tempted by the futuristic approach

of the VBH Innovation Competition. With Z-Fenster-Technik from Hausen/Herrnwahlthann, they found an experienced partner with which to implement it. With a total of 250 employees in multiple locations, the company has been manufacturing quality windows and doors for 125 years. Steffi Zizlsperger found the idea of moving in other dimensions very interesting:





Creative enterprise: Formed in a loft in Munich Peter Haimerl's architecture firm's futuristic designs

"The technical realisation of the design is a challenge – but doable. Looking beyond the four walls of the door industry, for example in the automotive industry, has shown us that initial solutions in the area of gaskets and fasteners are already available. We will therefore continue to pursue the design and in any case present a functioning model no later than 2014 at the next fensterbau/frontale."

The jury of the contest was also impressed by the innovative opening mechanism: "Although the technical solution for this mechanism and many other aspects are not presented in detail, the design has merit based on its unique organic opening method and the attention paid to the suggestive power of the images." According to Peter Haimerl the trend in architecture is geared more and

more in the direction of organic or organic. "Today's technologies allow for that too, as our tests on theoretical and practical models of our door show." He looks at the VBH Innovation Competition in terms of opportunities for completely new buildings: "New, modified input conditions are good starting points for brand new house designs in the future."



Bottom: with the winner's certificate on the VBH stand at fensterbau/frontale 2012. From left to right: Ulrich Pape, Peter Haimerl, Steffi Zizlsperger (Z-Fenster-Technik), and Susanne Julinek.



### 3. Prize

## Energy-insulated facades combine with space-saving accessibility

A space-saving entrance situation, uninvited guests are not barbarians at the gates of Rome, was the idea behind the "Floating Portal" design by Soren Sauer, Alexander Hörner and Thomas Keller of the master school in Ebern. Double doors welcome visitors by opening to their view, but at the expense of the inner perspective, which is pushed back when opened. To create a more equitable entrance situation, they chose the principle of the sliding door. For a sustainable solution, the draft was also designed as a complete facade element, which allows the retrofitting of existing buildings in the door, for example, as part of energy-efficiency reorganisation. The concept envisages that the door fit flush to the exterior of the insulation in the wall. Unlocking is accomplished by finger scan; the opening is achieved by a motor. From the inside it can be operated using a touchscreen display. A pneumatic rubber membrane provides the necessary weather-tightness of the door.



In the implementation of the prototype it was confirmed that VBH, pursued by its competitors, can benefit from closer collaboration between planners, architects, manufacturers and industry in developing new techniques which bear fruit and drive innovation, such as Christian Gebert and Rainer Mahr from Georg Ackermann GmbH in Wiesenbronn have shown. Their task for the master students from Ebern was the to implement the concept for everyday use. "In order to allow ground level access, the proposal envisages a three-point suspension of the sliding door. In this way a guide rail on the ground can be dispensed with," said Rainer Mahr. "This is a point in which theory and practice diverge widely." But in close and good cooperation with GEZE we could use existing hardware in new combinations and thus solve the new mission." The cooperation with Roto also went smoothly. "Only through the close cooperation of all parties is a new development possible," said Mahr. He has had years of experience in the construction of windows and doors, as, until a few years ago, Georg Ackermann GmbH was still active in the area. Meanwhile, their specialty is in the folding, rounding and bending of wood materials. Almost every bend and curvature can be produced with the company's patented Flexform plus slot plates made of wood and plaster. The range of tasks is therefore often comprised of exhibition booths or model making, such as a realistic model of the Elbe Philharmonic Hall in Hamburg.



Photo above: Rainer Mahr works on the prototype. Below: Frank Ackerman and Christian Gebert with the prototype of the master students from Ebern.



Above: a look at the three winning entries on the VBH stand with the list of winners: respectively in 1st places were architect Peter Haimerl, Munich, in cooperation with Z-Fenster-Technik, Hausen/Herrwahlthann, and Petra Elfriede Gumbrecht of Bau3 architects, Nuremberg, together with TrendTüren from Beilngries. The 3rd place was won by the design of the three master students Sören Sauer, Alexander Hörner and Thomas Keller of the Ebern Masters School as well as Dipl. Eng. Renee Lorenz from Grub am Forst.



Middle: the prototype of the master classes is revealed. Below: Sören Sauer, Alexander Hörner and Thomas Keller of the Ebern Masters School and Dipl. Eng. Renee Lorenz

Christian Gebert, himself a graduate of the Masters School of Ebern and today working in the field of job and data preparation for Ackermann hopes that the entrance design of the three masters students will be continued even after the presentation: "While there are still some challenges; nevertheless the prototype shows a such a door with motor and pneumatic systems for a flush closure are possible." And the jury of the Doorways of the Future Innovation Competition also praises the proposal: "The use of a sliding door saves space and thus establishes a relationship of equality between the guest and host, "Also the and need for security and comfort through the use of common components is guaranteed, even if the technical complexity of the locking mechanism is high.



## VBH paves the way to new technologies

In search for innovation, the experts in window and door hardware from VBH regularly look beyond their own industry horizons to expand their view. For in the combination of new technologies, for example from the telecommunications and automotive industries, there often emerge new product solutions for window and door manufacturers. Several new products were first introduced to the international audience at the fensterbau/frontal: a greenteQ window catch with built-in alarm and air-conditioning function, the greenteQ Jet-Fast fast chipboard screw with patented thread geometry and greenteQ mortise locks.



### greenteQ window catch alarm with climate control function and cell phone technology

"With our new VDS-certified greenteQ window catch alarm with climate control function, electronics technologies were employed that have already been proven in millions of mobile phones. The combination allows the placement of important functions in a very small space and an aesthetic form factor – and all at a reasonable price," says Markus Roeser, Category Manager at VBH. The new greenteQ window catch integrates the entire alarm and air conditioning technology in the rosette – including commercial ½ AA battery, 3-D motion sensor and climate sensor. In the event of a glass breakage or shattering of the window a clear warning signal (110 to 115 dB) is emitted. A light ring signals a high humidity level with a concomitant need for ventilation. Other benefits include easy installation and

ease of use in the function and battery replacement. All existing windows can be upgraded easily and quickly by replacing the handles. By closing the window (handle in six-o'clock-setting) the alarm is automatically activated and a confirmation tone generated. On opening, the feature is disabled automatically. The small footprint of mobile technology also allows for an almost uniform appearance with handles from the existing greenteQ window handle range. Expected from August, the new greenteQ window handle is available in a stainless steel version from VBH. Other shapes and designs to follow.

### The rapid screw: greenteQ Jet-Fast

With the greenteQ Jet-Fast chipboard screw, VBH presents a solution to make window and door manufacturers, craftsmen and technicians' daily work much easier. greenteQ Jet-Fast is fast, stable and suitable for universal use in wood and wood composite materials and plastics. The secret is the patented thread design that allows for faster and easier countersinking of the screw. The easy penetration of the materials and the removal of chips securely delivers various concave threaded inserts. A dual countersunk head with milling ribs provides a clean penetration and even in peripheral areas thanks to a countersink slit the screw can fix in combination with a serrated shatterproof blade. The fast screw is one of the highlights in the extended range of greenteQ range of fixings and is now available in different sizes and lengths of 16-120 mm, as PZD Phillips or i-Star (TX) with full or partial thread.



## greenteQ mortise locks and multi-point locks

In the field of door fittings mortise locks with a five-year guarantee extend the function of the greenteQ range. Three versions are available immediately from stock: choose a standard model for metal frame doors (RR), a variant with a roller latch for swing doors (RF) or the FS configuration for fire doors certified with the CE- EN 1634-2 fire certificate. The high quality and durability are characterised by high saw protection, by means of two hardened and loose mounted steel pins in the bar, as well as the closed design of the lock box screwed massively on the 3 mm thick plate. All three mortise locks offer a single throw-out of 20 mm; the mortise lock offers simple operation and simultaneously a high level of protection. The locks are characterised by a reversible latch allowing right or left



hand use; the working height of the lock box is 15 mm. Matching greenteQ strike plates are also offered for many profile systems (including Aluplast, Gealan, Kömmerling, Rehau, Schüco, Veka). The greenteQ Mortise locks comply with the terms, dimensions, specifications, testing and marking of mortise locks with latch and / or bolt of DIN 18251-2 and are suitable for the commercial and residential construction and for use in public buildings (certified to EN 12209:2003 in the user category class 3). They are designed for profile cylinder and certified according to DIN 18252.

In the area of multi-point locks, according to brand manager Natalie Schell suitable products will soon follow: "Internationally, we are already attracting great interest in our mortise locks; however, in Germany the proportion of multi-point locks is much higher. Therefore, we are expanding our product line in a few weeks in this area. "Detailed information, product data sheets, installation instructions and test certificates for the entire greenteQ range are available on the [www.greenteQ.info](http://www.greenteQ.info) site.



# New VBH escape door solution provides all-inclusive package for door manufacturers

**VBH offers for the first time a simple, rapid and comprehensive solution for the selection, configuration and ordering of escape doors. Avoid laborious searching for suitable door manufacturers providing solutions for topical areas of application, for example in the office, warehouse or nursery. An accompanying booklet and configurator offer sound guidance in making the selection.**

Escape and panic doors regularly provide door manufacturers with special challenges: what are the features and functions needed for a warehouse escape door, what is required at kindergartens or department stores? The selection and combination of suitable hardware is expensive. Then there are the complex regulations, certifications and documentation that may be required from the processor. A comprehensive solution offered by VBH now offers solid support in the selection and definition of appropriate system components. From the perspective of the door manufacturer, the experts at VBH consider the entire door system – not just the hardware – and thus provide a solution for all requirements arising from the processors.

## Booklet provides simple choices

A new brochure now affords a simple overview of the selection of suitable systems for single- and double-wing exit doors made of wood. Theme-based topics can therein be referred to solutions for different application areas and clarified. To order the selected systems, including all desired components, only one part number is required, which greatly simplifies the process for VBH customers. The time-consuming collection of data items and the risk of

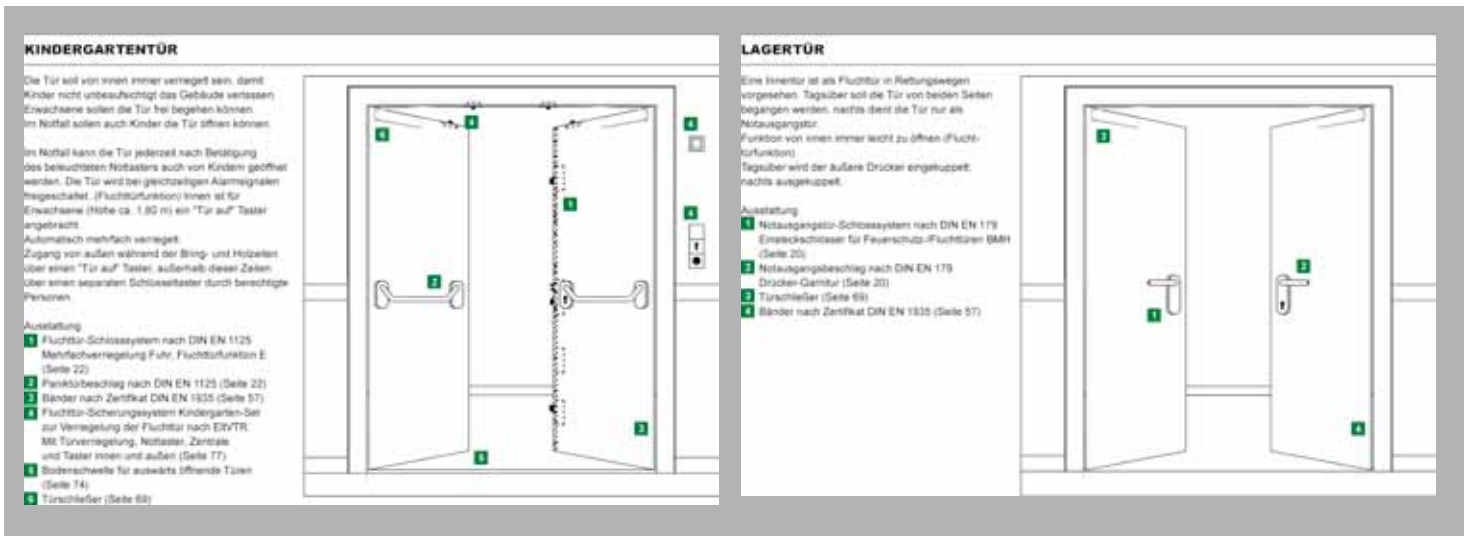
forgetting important parts are prevented. All lock and hardware systems, visual hardware and related accessories such as strike plates and mounting hardware are supplied reliably and quickly in a single package as a tested unit. This is required by the applicable standards under which VBH has been certified and authorised.



Fluchttüren<sup>T23</sup>

AUSGABE 2012 / 2013





**VBH ends confusion in configuring and ordering**

"Until now, responsibility for the proper compilation of the comprehensive documentation and technical admissibility of an escape door system has been with the processor alone," explains Hans Neumeier of VBH, head of the CE-fix system platform. "Now VBH offers door manufacturers the necessary security, for the new brochure exempts them from responsibility for the certification of the overall function of the selected door system. For the preconfigured escape door solution, we take over the guarantee of system security."

The complete solution for escape doors from VBH includes not only a simplification of selection, ordering and delivery. For the all-inclusive package all accompanying certificates and documents are included as application instructions, test reports as well as installation and maintenance manuals for the entire door system. Often, it is just the instructions for the regular maintenance requirements in mind, which are similar to elevators as well as escape doors. With the VBH total

solution, the door manufacturer can also be on the safe side in this respect.

**Escape door configuration for true-to-size ascertain-ment presented**

At the fensterbau/frontale trade show VBH also presented the beta version of a new configurator for exit doors. As a supplement to the brochure and personal advice, the automated solution will allow for detailed and accurate detection of a complete door and all items such as fittings, gaskets, belts and ties to match the profile used. In the end, the door manufacturer will receive a full, dimensionally accurate parts list of all items required with prices and all necessary certificates, test reports and manuals. Through VBH's own programming, a comprehensive treatment of all aspects of guaranteeing a door also allows users to save their standard designs and call when

they need it or update it. The solution operates independently of the vendor and incorporates all matching fittings, hinges and seals in the selection.

"While it is still a test version for which we seek feedback from our customers, by the middle of the year the configurator will be available for all users," said Thomas Erhardt, Marketing Director of VBH. "We are also currently in the process of developing several configurators for solving other challenging problems. The escape door configurator will only be the first in a series. "The programming of the configurators, as well as the CE-fix system platform included in the expert mode, is already designed for smartphones and tablet PCs, so that the applications can also be quickly and easily installed during mobile customer consultations or on the job site.