

INSIGHT

New system competency and its consequences

13/2006

Periodical issue based on information gathered by staff members, overseas affiliates, customers, and friends of the

SCHOMBURG

group of companies
Detmold und Halle/S.

A feasibility study to develop an efficient track-laying system for traffic routes, started in 2004, was the beginning of a venture between the public transportation services in Dresden and SCHOMBURG GmbH & Co. KG. The development project was directly associated with the Postplatz construction site. A patent now exists and our company has supplied 1000 tonnes of bedding mortar and elastic sealing compound for the first 6000 m² of trafficked areas with tram/bus stops and kerbstones. A further 3000 m² are to follow.

Therefore SCHOMBURG is now significantly more competent and has become stronger as a result.

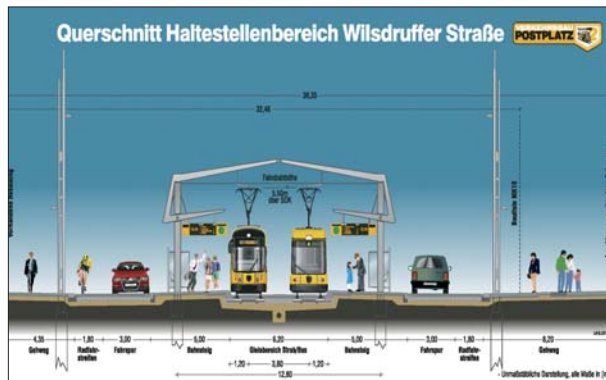


Safe building systems has been the strategy for three centuries. Therefore it is no coincidence that in the previous year, as a continuance of Marketing, further construction systems were also achieved. A system for the repair of historical buildings, especially half-timbered houses with additional thermal insulation from the inside, either by conventional methods or with loam is new to the SCHOMBURG product range.

Albert Schomburg



Joint venture leads to an innovative bedding system with elastic joint sealants for modern track construction



Source: Dresden public transportation services.

Cross section of the Wilsdruffer street tram/bus stop.

The requirements of modern track construction in association with the increased demands in user comfort for disabled access and safety has necessitated the development of new laying techniques. From the initiative of the public transportation services in Dresden and against the background of the need to renovate the historic Postplatz, many points have been pondered anew jointly with the Technical University of Dresden and SCHOMBURG GmbH & Co. KG. All four modes of transport are to comply.

The Postplatz is one of the most important places in Dresden's town centre and a crucial traffic junction for public transport. The county town of Dresden has decided to press ahead with the redesign of the plaza within the scope of the overall urban concept. The requirements for fixing in the rail areas were very demanding. They were concerned with guaranteeing the fundamentals of the term "rigid rail", to ensure a durable, stable bond between concrete support and the paving in the rail area. At the beginning of 2004 the goals of a joint project were agreed between the DVB (Dresden public transportation services) and SCHOMBURG GmbH & Co. KG in order to achieve the profile of requirements within the allotted time span – end of the civil engineering works mid 2006. The Technical University of Dresden was called in with the participation of Professor Jordan in order to introduce considerable scientific aspects to the project. Through the support of all participants a construction method was developed that together with the composite strengths achieved formed a building classification that previously had not existed.

The patented "Dresden Joint System (FSD)" permits a professional implementation with experienced skilled craftsmen. In addition maintenance of the joints is possible with the system. The poured joint material impresses with a feasible total deformation of up to 35% and a recovery of > 80%. With track curves with a radius of < 75m the three dimensional stresses of the rails and the sinking of the rails is dissipated safely in the joint. Dynamic "sine stress" (= deflection of rail downward from > 0.7 mm) is permanently cushioned. Due to the long waiting intervals a longer period of use arises. Although a new system interacting with an array of further contracts has to be declined, the timescale for approx. 6000 m² can be

achieved – just in time deliveries from the production units in Detmold and Halle an der Saale. Since mid October lower temperatures and rainfall have hampered construction work. Enclosures and heating of the work area has ensured the continuation of the work.

Up to now 756,000 kg of INDUCRET®-VK-Bettungskleber and 226,000 kg of INDUCRET®-VK-Fugenkleber have been called-off and installed. For elastic flood jointing approx. 20,000 litres of INDUCRET®-VK-Fug-TKF-25 have been used so far. Up to today this represents about 60% of the total quantity planned. The heated enclosures permitted all measures to proceed uninterrupted. The construction in the



Laying the pavers in INDUCRET®-VK-Bettungskleber.

core area of the Postplatz was planned under the guidelines of the county town of Dresden, whereby the trafficked area in the vicinity of the tracks were to be constructed with large granite setts. The Postplatz is served by seven tram and three bus routes. The double stop for tram and bus are 90 and 100 m long respectively, are covered and have disabled access. The area between the two stops in the Wilsdruffer street and Wall street is spanned by a glass roof that is reminiscent of a butterfly.

The public transportation services in Dresden, as developer, together with the county town of Dresden started the construction of the Postplatz on 30th May 2005. Building costs are estimated to be over 40 million Euros.



The Wilsdruffer street in the Postplatz was sufficiently complete by 30/11/2005 that the newly fitted tracks could be used by the trams.

Volker Helmdach

SanReMo or building portfolio with intelligent internal thermal insulation

■ The refurbishment, renovation and modernisation of historic, or just old, buildings that we wish to conserve without abandoning their housing quality is possible today with innovative systems that SCHOMBURG have conceived.



SanReMo – an historic façade in the inner city.



SanReMo – an historic façade in clinker and quarry stone.

Over the course of this year all components of the restoration system will be available.

This does not only mean restoration in the sense of building conservation with AQUAFIN® and THERMOPAL® but with THERMOLUT® an economical, energy refurbishment with an internal insulation system from natural materials to the point of using loam (wattle and daub). The vapour permeable system is configured in such a way that the usual reservations for interior insulation no longer apply. A positive note for all those who rely on quality and a positive energy saving therefore a plus in every respect.

It is more than the motto "your tenant benefits!" which many European guidelines on total energy efficiency of buildings embrace. It is about much more – greater savings!

In the last 10 years rent excluding bills has risen by approx. 15% whereas the energy costs have risen by more than 55%.



Specialised trades and industry are required to practice awareness training and to offer forward looking concepts for every occupant. Energy advisers from specialist trades will do everything to advise on honest efficient concepts, which is ultimately about benefit from all sides. The public authorities are helping with favourable credit and other encouragements.

SCHOMBURG is at the disposal of the trade in an advisory capacity with system skills.

Alexander Weber

Intelligent internal thermal insulation for adaptive thermal efficiency.

Overwhelming response to AQUAFIN Inc. at the "Cihag" in Mexico City

■ In October 2005 SCHOMBURG was represented for the first time at the annual exhibition "Cihag" in Mexico City with over 80,000 visitors. The interest in AQUAFIN®-IC, AQUAFIN®-1K, AQUAFIN®-2K/M and ASODUR®-SG2 was so big that the entire stand crew was constantly occupied for 5 days from midday to the evening. Around 1000 enquiries came in whose processing occupied no little time.

The new local representation of AQUAFIN Inc. USA in Mexico, Soltech International S.A. de C.V. (since June 2005) under the leadership of Engineer Alberto Morales has already taken many successful AQUAFIN®-IC and AQUAFIN®-2K/M orders. AQUAFIN®-2K/M was installed e.g. on a badly cracked decking subject to vibration and approx. every 60 seconds exposed to point loading from pallet truck wheels. The customer is extremely satisfied with the stamina of AQUAFIN 2K/M so much so that follow up orders are in sight.

Alfred Kessi, Elkton USA



The stand crew from Mexico City (from left): Alfred Kessi, Alberto Morales, Michael Mudrick, Manuel Perez, Luis Pimentel.

A particularly efficient construction renovation system with two new products

■ The market for building conservation described as both modern and under the concept SAN-RE-MO (refurbishment, renovation and modernisation) requires efficient and technically sophisticated systems. At the start of the season SCHOMBURG fittingly presents a new refurbishment render in accordance with WTA and a concentrate for producing a WTA horizontal membrane as well as an impregnating material.

THERMOPAL®-SR24

- For manual and mechanical application
- Low material consumption (only 9.5 kg/m²/cm)
- Up to 3cm in one application
- High salt storage volume
- Vapour permeable
- Minimises mould growth
- Non combustible
- Frost resistant
- WTA approved



AQUAFIN®-IB2

- High yield concentrate
- Low consumption
- Can be diluted with water with high storage stability
- Highly hydrophobic with maximum penetration
- Tested up to 95% degree of damp penetration according to WTA
- WTA certified



To round off the product range and due to a multitude of customer wishes a water-based silane impregnating cream for façades was developed whose advantages lies in its assured and easy application and a high degree of efficiency. The market launch with will be early next year but you may request detailed information in advance.

Holger Sass

The first steps to Asia – equally enticing as challenging

In 2005 the first steps to Asia were ventured in order to establish SCHOMBURG products in the Asiatic market. To achieve these goals different countries were chosen in which to exhibit. The conclusion turned out positive. Here is a short overview:

China:

Expobuild China took place from 06/04 – 09/04/2005 in Shanghai where SCHOMBURG with its exhibition stand was represented for the first time in Asia in order to explore the market in China. Communication proved difficult as only a few visitors could read or speak English. Brochures and posters for the products introduced there were produced in Chinese for the exhibition but translators were still necessary on the stand. Important insights into the Chinese market were gained. It was especially challenging to find the right partner. Often the Chinese only look for capital and know-how subsequently leaving the investor in the red.

Thailand:

One month later ARCHITECT'05 took place near Bangkok in Thailand. The exhibition was a complete success with over 500 contacts. Before the end of the year our products were used on the first project in Thailand amongst which was a major project with over 10,000 m² AQUAFIN®-IC basement tanking. A potential joint venture partner was found.

Vietnam:

Finally we were represented in Vietnam with an exhibition stand from 06/09 – 13/09/2005 at the VietBuild exhibition in Hoh Chi Min City (formerly Saigon). We were



The SCHOMBURG exhibition stand was used to search for the right partner just like at other exhibitions.

astonished that a few visitors even spoke to us in German. Exhibition days 12.5 hours long without a break reflected the fierce flow, with which the mostly native stand crew had to cope.

The daily downpours with enormous quantities of water that overflowed into the aisles of a few exhibition tents lead to the realisation as to why Vietnam has so many problems with the watertightness of buildings. The interest in AQUAFIN® waterproof building products was appropriately high – certainly also because the economical and construction boom has already started there.

AlbertJohannes Schomburg

New Outfit and extended product range for RETHMEIER

Allow me to introduce myself: Reinhard Leyser - I joined the RETHMEIER company eight months ago and I am responsible for international product management. My first task was to develop complimentary products for the CTA (Technical Chemistry Department) and to introduce these products to the new edition of the product range overview in German and English. The new CI-group is unmistakable.

A new layout was also implemented for the new Internet site, which will be appearing shortly and is distinguished by expanded and clearer navigation and menu listings. Be curious and visit us – www.rethmeier.de.

A glance at the range brochure or on the home page shows quite clearly that there are not only optical changes but that the product portfolio has considerably expanded through extensive development endeavours. In the meantime RETHMEIER can fulfil most customer requirements assuredly and reliably from all fields of concrete production. A further



step in the establishment of RETHMEIER and the expansion of market share both domestically and overseas was consequently accomplished.

Reinhard Leyser / Jens Danke

www.schomburg.de - a visit that is worth it!

After a lengthy and intensive implementation phase the new internet site of the SCHOMBURG group of companies went online. With a clearer structure and comprehensive navigation on the site offers an overview of current topics at all times and the complete product range from SCHOMBURG. The four product categories are symbolised by the four 'drops' colours identical with those integrated with the home page.

A particular innovation is demonstrated by the section "Service/Downloads" which unlike previously allows the user an overview or to download data sheets, brochures or even the complete product range from SCHOMBURG. For the shortest and quickest route to goal all site pages offer a full text search facility that arranges every result of the respective search item in a tree format provided at a glance. The user can quickly call up and download the desired information with a click. Below you will gain an understanding of all sections with innovations.

The site www.schomburg.de is at the moment offered in two languages – English and German. With a click on the world map the gateway to further country specific sites of



About us:

The management of the SCHOMBURG group of companies is introduced. General information about the group is obtained and with a click the individual business areas – an overview of all business locations both national and international as well as information on chosen reference projects.



Service (for planners and tradesmen):

The service section offers the possibility under the item 'Downloads' to quickly and clearly download data sheets (technical information sheets/diagrams, sample specifications), brochures, range brochures. Furthermore rapid responses can be obtained under FAQ for frequently asked questions – quick help for everyone. Under Links the Internet addresses of further SCHOMBURG pages, overseas companies, distribution companies and partners are to be found.



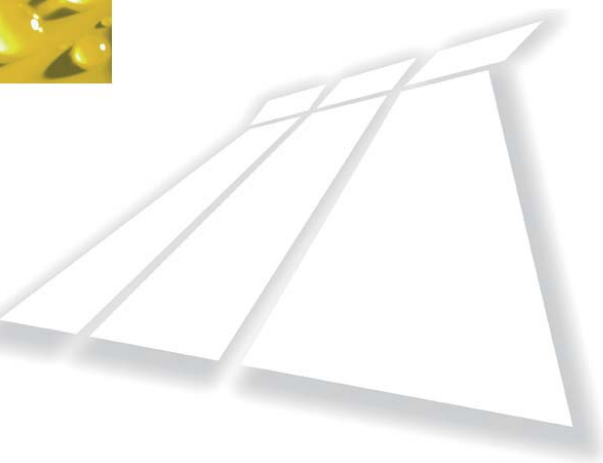
Products:

The product section offers all SCHOMBURG products organised as product range and subgroups. A click on individual products brings more detailed information and furthermore the possibility to download the associated data sheets. For a quick search a full text search facility is offered on the link page, which is described in greater detail below under the item "Full text search".



News & press:

Alongside current SCHOMBURG news in this section one learns about national and international exhibitions at which SCHOMBURG is represented and training/events that regularly take place. Moreover one can enquire about jobs within the group of companies, receive an insight into different press releases, organised by topic, and one has the possibility to download all issues of the company magazine "EINBLICK" starting from 1993.



individual overseas companies within the SCHOMBURG group is opened. These will gradually appear, also in the new design, like that for the Netherlands completed alongside the German site.

A big thank you is extended to the advertising agency WAS Detmold, which was contracted to design the new site, and to the Internet agency LOUIS INTERNET Detmold, which undertook the technical implementation and realisation and moreover programmed a completely new system (content management system) for web based support. A convenient translation work flow for any of many languages is now possible.

Further projects e.g. new sites for RETHMEIER and INDUTEC are currently under planning and implementation.

Happy surfing...

Jens Danke



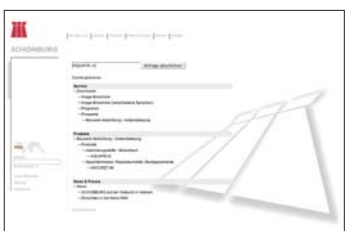
Partner (Professional tradesmen + market partners in commerce)

In the section Partner there are numerous contractors organised under product range and town with relevant contact data. Moreover this section offers a distributor search whereby keying in the town or postcode will identify the nearest stockist that offers SCHOMBURG products.



Contact:

Here the appropriate contact person is quickly and easily found. The section Contacts Germany is equipped with a search function. After keying in the town or postcode the appropriate customer manager or technical advisor is identified with contact data. The contact persons for different overseas areas are also located under Contacts Overseas with contact data. Via the contact form we can be contacted quickly without complication in writing. Under Journey a route planner is acquired that shows the way to our premises.



Full text search:

On the left hand side of every page clicked upon there is a search field. This allows, after keying in the item, all related contents that could be found, to be displayed on the one page at a glance. The tree format conforms strictly with the menu structure of www.schomburg.de. Single search items can be found very quickly and clicked on. Tip – fewer items are often more...



Languages/countries:

Also on the left hand side of each page clicked upon there is a world map with two national flags. Clicking on the map one acquires a page where one can decide between a) German or English language in www.schomburg.de or b) acquire one of the current 14 different country pages of SCHOMBURG overseas companies.



AQUAFIN Romania s.r.l.

Romania is establishing itself as an emerging nation of particular importance. The first steps have been taken to establish SCHOMBURG products into the Romanian market via a joint venture with Augustin Russu, Business Director of Aquafin Romania s.r.l.

Constructional waterproofing and renovation systems are the emphasis for the introduction to the market there. Important properties have already been sourced and three have already been implemented with SCHOMBURG systems.

Christian Mischock



Augustin Russu, Florin Puscuta, Razvan Bobe and Chrisian Mischock during conceptual discussions (from left to right).

Canoeing enjoyed with ASO®-EZ2

Under the setting of the tenth concrete canoe regatta in Heidelberg, the special screed cement ASO®-EZ2 was employed in an extraordinary manner.

The technical department for civil engineering of the GSO-technical college in Nuremberg used the building material to construct a canoe. With great success they occupied first place in the competition for best construction. The boat "Rosaik" won recognition against a total of 47 canoes from 37 universities and technical colleges.

With almost 300 N/mm² compressive strength the students developed a building material that enabled the construction of a light but stable canoe. Approx. 150 single components were cast and joined to a canoe carcass. All parts were made from ASO®-EZ2 amongst others.

SCHOMBURG heartily congratulates the students on their first place and on an exceptional engineering achievement!

Jens Danke



The first test in the water – the successful canoe "Rosaik" constructed with ASO®-EZ2.

When training wasn't quite enough

Application faults with AQUAFIN®-IC at the British Embassy in Islamabad/Pakistan meant that at the start of January 2006 it was necessary to respond quickly with assistance on site.

Mixing, application and workmanship errors lead to the AQUAFIN®-IC coating applied to detach from the wall. Following a thorough survey of the area the problem was analysed and a befitting solution offered on site. Through a practical demonstration the workmen were shown how to prepare the areas, how to apply the product properly and how post treatment of the applied area has to be carried out.

This incorrect product application made it clear once again the significance that intensive product training has in relation to workmanship and correct application. Via regular interna-

tional training sessions (see page 7) SCHOMBURG is on the right path to avoid "first aid trips" like these to Pakistan...

Michael Hölscher



Michael Hölscher (right) during the fault analysis on site.

SCHOMBURG Norge Ltd at the BYGG REIS DEG in Oslo

The fact that the Norwegian building industry is presently passing through a particular type of economic boom was also experienced by our stand personnel at the BYGG REIS DEG in Oslo. Over 70,000 visitors came to the new exhibition centre from 27/09 – 02/10/2005. Emphasis was placed on the AQUAFIN®/UNIFIX® bonded tanking systems beneath tiles. In 2006 Norway will renovate all public swimming pools!

As it transpired that our business partner was the sole supplier on this topic, it was hardly possible to cope with the number of visitors on the SCHOMBURG stand. The exhibition was deemed a complete success.

Hans-Dieter Bormann



Heavy congestion – exhibition visitors show great interest in bonded waterproof systems for use with tiling.

AQI seminars in Detmold will be regular features

The imparting of Know-How for establishing competent market and/or joint venture partners is increasingly gaining in significance. Therefore for a few years now English language AQI Know-How seminars have taken place in order to convey theoretical and practical knowledge to new partners or those who wish to become partners. The events were also successfully organised again in February and July 2005.

The visitors for this year came from Thailand, Japan, Hong Kong, China, Iran, Pakistan, USA, Mauritius and the Czech Republic.

Albert-Johannes Schomburg



The practical demonstrations drummed up a lot of interest again and were followed attentively.

AQUAFIN on the Bosphorus

At the largest building exhibition in south east Europe, the YAPI 2005, Murat Baykent proprietor of AB Yapi and AQUAFIN International GmbH agreed the establishment of a joint venture under the name AB-SCHOMBURG. The production and distribution company with a 2000 m²



AB-SCHOMBURG in the snow. Corlu, January 2006.

production plant in Corlu will serve the Turkish market with the complete SCHOMBURG and RETHMEIER product range.

Within a few weeks the complete documentation was translated and the SCHOMBURG layout implemented and adapted for the growing Turkish market. Following investment in personnel and marketing the production is being modernised this winter and the latest formulations from the laboratories in Detmold implemented.

Seminars in Istanbul and Antalya with over 200 Architects, Tradesmen and Distributors in attendance have indicated great interest in our systems.

Dr. Jens Hofele

Bespoke concrete for a 1200 m³ monolithic foundation

■ The construction management of a Steel Works in Kosice, Slovakia asked RETHMEIER to develop a concrete formulation with suitable concrete additives for a foundation slab covering 400 m² at 3 m thick. This base plate serves as the support for a new investment in a zinc plate press for the steel producer. A remarkable concrete application modified with 10 tonnes of BETOCRETE 406 (FM) was carried out in only 30 hours in the first phase of construction in Autumn 2005.

A challenge that happens to concrete technologists once in a lifetime, if at all. Due to the massive building structure notwithstanding the low ambient temperatures it was only possible to use pozzolanic cement in order to reduce the heat of hydration. However RUXOLITH T3 (VZ) retarder had to additionally be used.

In order to confidently achieve early and final strengths as well as the particular requirements of the concrete (pumpability, resistance to aggressive ground water, low

heat of hydration), BETOCRETE 406 (FM) was the “non plus ultra” for this extraordinary remit.

Reinhard Leyser



10 tonnes BETOCRETE 406 (FM) during application: Construction site in Kosice, Slovakia.

AQUAFIN®-2K/M and ADICOR®-SB04 in sea water aquariums and dolphin tanks

■ AQUAFIN®-2K/M was introduced to the USA in the summer of 2000. Since then its use in the waterproofing of seawater aquariums as well as elephant, polar bear and penguin plunge pools in Zoos has dramatically increased. In short the 50th aquarium and/or zoo will appear on the reference list for AQUAFIN Inc.

The risk of damage to the skin of dolphins or sharks when in contact with concrete walls is very high as the surface of cementitious tanking materials is in general very rough. ADICOR®-SB04 with its relatively smooth surface came on to the market at the right time for AQUAFIN Inc. In February 2005 the first contract was brought in and successfully completed. Approx. 3000 m² of ADICOR®-SB04 azure blue was spray applied in May/June to the Dolphin tanks at “Marineland of Florida”, which lies off the Atlantic coast of Florida. Another follow up contract of the same size in the Gulf of Mexico was taken shortly before completion.

Alfred Kessi, Elkton USA



Dolphin tank at “Marineland in Florida”, USA.

BWA Training in a Bedouin tent on the roof of the "Novotel" in Abu Dhabi



Practical AQL seminar demonstrations in Abu-Dhabi took place under a tent on the hotel roof.

We seized the moment due to the ever increasing number of partners in the Middle East and organised an AQL seminar in the United Arab Emirates. The seminar took place two days after the Big5 in Dubai. As there were no more hotels available due to the exhibition season in Dubai the seminar was moved to the neighbouring Emirate of Abu Dhabi.

After two days of theory the third day followed with the practical part of the seminar with product application and demonstrations in a tent on the roof of the hotel. The seminar delegates who had travelled from the United Arab Emirates, Oman, Iran, India, Kuwait, China and Pakistan actively participated in the application demonstrations and were impressed – new joint ventures emerged immediately after the close of the seminars.

AlbertJohannes Schomburg / Ayman Fahmy, Kairo

Hydrophobic capillaries and capillary restriction tested and certified



AQUAFIN®-F for centuries evidence of the reliability of wet applied horizontal membranes was successfully tested in accordance with the new WTA bulletin E 4-4-04/D – and with a demonstrably exceptional efficiency on a wall with a

degree of moisture penetration of 95%. When compared for performance under hydrostatic pressure with other tested active materials AQUAFIN®-F together with AQUAFIN-IB2, as a concentrate, lead the field. This shows us that it is not only the innovations that represent the state of the art.

It is especially the new and nowadays value for money injection techniques that offer noticeable performance advantages for professional construction guardians both domestic and overseas. Further information on technical issues and application are available on request.

Holger Sass

Big5 Dubai 2005

Due to the success and the steadily rising numbers of new partners in the Middle East SCHOMBURG was represented for the third time at the largest building exhibition in the Middle East, the Big5 in Dubai from 16/11 – 20/11/2005.

New partners were again found this year and in the meantime numerous projects in the United Arab Emirates and surrounding countries have successfully used SCHOMBURG products.

AlbertJohannes Schomburg



AlbertJohannes Schomburg (left) meeting with Wesam Al-Hirz new market partner in Kuwait.

New distribution companies and production facility in South East Europe



AQUAFIN South East Europe with registered office in Prague expanded in distribution companies in 2005. These consist of AQUAFIN Bulgaria o.o.d. (Business Manager Emil Nikolov), AQUAFIN Romania s.r.l. (Business Manager Augustin Russu) and AQUAFIN Serbia d.o.o. (Business Ma-

nager Vladimir Lazic). In addition a new office and production buildings were procured in January 2006 in Bratislava in Slovakia.

Jitka Tietjen, Prague

Competent construction advice from our new Advisory Committee



Ortwin Goldbeck, Helmut Unger and Dr. Ralph Mühleck (from left).

A three man professional construction committee is leading the SCHOMBURG group into the future. It consists of Ortwin Goldbeck, GOLDBECK GmbH (Bielefeld), Helmut Unger, UNGER Firmengruppe (Donauwörth) and Dr. Ralph Mühleck, Weberhaus GmbH & Co. KG (Rheinau-Linx).

The first session on 12th January this year is expected to be constructive.

Albert Schomburg



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AQUAFIN International GmbH as holding company of the distribution and also production companies in:

Egypt, Bulgaria, Brazil, Estonia, France, Iran, Island, Kaliningrad, Croatia, Latvia, Lithuania, Luxembourg, Netherlands, Norway, Pakistan, Poland, Romania, Russia, Switzerland, Serbia and Montenegro, Slovakia, Czech Republic, Turkey, Ukraine, Hungary, USA, United Arab Emirates, Belarus