

As the name suggests, RAS-International is read in many countries, we will therefore be including a few stories from around the globe.

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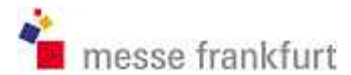
### Messe Frankfurt

## New organiser for Russia's leading trade fair

Messe Frankfurt continues to expand its position in Russia. The basis for this is the one-hundred percent acquisition of Interlight Moscow, which has now been officially approved and comes into effect on 1 January 2012. The previous owner is the Nuremberg-based fair and exhibition company, OWP Ost-West-Partner GmbH. The contracts were signed in Frankfurt in November 2011. "After having begun a working relationship with Interlight Moscow in 2010, we are now very pleased to be able to take this step and that OWP has accepted our offer", says Wolfgang Marzin,

President and Chief Executive Officer (CEO) of Messe Frankfurt. "Russia is a key global market for the fair and exhibition sector, too. With great personal commitment, OWP has built up Interlight Russia into the nation's biggest lighting fair. Hence, we have an excellent foundation for Interlight Moscow powered by Light+Building. At the same time, this reinforces the position of Messe Frankfurt as the global market leader in the field of building and lighting fairs", says Marzin, voicing his conviction that this acquisition is a future-oriented move. Over the last 16 years, OWP has built up Interlight Moscow into the market leader in Russia. The last event at the beginning of November attracted over 576 exhibitors and more than 26,236

visitors. "Interlight Moscow is the leading trade fair for decorative and technical lighting in Russia and the CIS. The international sales network of Messe Frankfurt will further strengthen Interlight Moscow and, in connection with Light+Building, make even better use of its potential", says Bernd D. Fichtner, Managing Director of OWD, outlining the future perspectives for the fair. "We have been successfully working together with Messe Frankfurt on Light+Building for many years and are also familiar with the Russian subsidiary as an experienced partner for the fair and exhibition business there. Russia is an expanding market and an important export market for our member companies. Therefore, we are very pleased that Messe Frankfurt will build



up Interlight Moscow into Russia's foremost platform for lighting and building-services technology", says Dr. Jürgen Waldorf, Head of the Lighting Division of the German Association of the Electrical and Electronics Industry (Zentralverband Elektrotechnik- und Elektronikindustrie e.V. – ZVEI). Russia is one of the focal-point markets of Messe Frankfurt's internationalisation strategy. Thus, this year saw the debut of Paperworld Russia while the premières of NAMM Musikmesse and Prolight + Sound NAMM Russia are scheduled for 2012. Additionally, ISH Moscow will be held concurrently and in association with the SHK Moscow fair of Messe Düsseldorf.

### Danfoss

## Settlement in European competition case

Danfoss has agreed a settlement with the European Commission, accepting a fine of 669 million DKK in the case concerning a violation of European competition rules.

The settlement relates to the German subsidiary Danfoss Flensburg GmbH, in which trusted employees and against the European competition rules of 2004 to 2007, exchanged information with competitors in an attempt to coordinate prices on certain household compressors and light commercial compres-

sors sold in Europe. Niels B. Christiansen, President & CEO of Danfoss, says with regret: "We are distressed that this could happen in the Danfoss name. It goes against everything our company stands for, and I can add that the employees involved no longer work at Danfoss. In addition, we have taken a number of steps to further strengthen our internal control mechanisms and to alert our employees to unethical and unacceptable behavior."

According to Niels B. Christiansen, this case shows how difficult it is for companies to discover cases like these within their own walls. "There was nothing in the profit and loss accounts of the German sub-

siary that raised our suspicions. The business was performing poorly for a number of years, and the performance didn't change in the period during which we now know the violations took place," says the President and CEO.

Danfoss first became aware of the case when the European Commission made unannounced inspections of several of the company's offices in February of 2009, and since then the Group has cooperated with the European Commission and the competition authorities in a number of countries in order to get to the bottom of the case. Earlier this year, Danfoss entered a plea agreement with the American Justice Department for three

million USD, whereas the competition authorities in New Zealand and Canada decided to end their investigations. Investigations are continuing in Brazil, Mexico and South Africa, and there are pending civil lawsuits in the USA and Canada.

As a consequence of the case, Danfoss has established a new, independent internal audit department that can make unannounced visits to the Group's companies. Danfoss has also strengthened its compliance function and impressed the Danfoss ethical guidelines upon the employees.



## Expansion of heat pump portfolio

Bosch's Thermotechnology Division plans to take over the Chinese manufacturer of ventilation/air-conditioning systems Oak in Qingdao, China. The respective agreement was signed on October 19, 2011 in Zibo. The transaction is subject to local official approvals. The parties agreed not to disclose the purchase price. Last year, Oak generated sales revenues of approx. EUR 8 million and employed roughly 260 people.

Oak develops, produces and markets highly efficient heat pump systems for small and larger residential buildings as well as for commercial and industrial applications. This includes water and air source heat pumps with outputs of up to 4.8 megawatts. The products are manufactured at the company's Zibo plant, which also houses certified testing facilities. The products are marketed by 18 distribution offices employing some 90 people, who support the dealers in planning and system layout.



"Oak ideally complements Bosch's existing product portfolio, especially with regard to central heat pump systems for larger buildings," said Uwe Glock, President of the Bosch Thermotechnology Division. "The takeover not only allows us to expand our position in the dynamic Chinese market for high-capacity heat pump systems but will also make our product portfolio much more attractive for the American and Central/Eastern European market," Glock emphasised. Going forward, Oak will cooperate with the other worldwide Bosch Thermotechnology sites to make an important contribution to the development of sustainable and resource-efficient technologies.

## Six design awards for bathroom faucet specialist

Five products and one concept from Grohe convinced the jurors of the iF International Forum Design this year. Apart from two faucets and three showers singled out for the coveted "iF product design award", the company also won the "iF communication design" award for its latest exhibit at ISH, the world's leading trade fair for the bathroom experience, building, energy, air-conditioning technology and renewable energies. "As we continue to maximise the potential of our products and our brand, we create new design universes and shape new trends," says Paul Flowers, Senior Vice President Design at Grohe AG. "We are delighted to see our innovations and our high standards in terms of quality and functionality being recognised and rewarded. For us, winning an "iF award" is always an honour and an inspiration at the same time."

### Brand stands for quality, design, technology and sustainability

For the past fifty years the "iF product design award" has been one of the world's leading product design awards and a widely recognised accolade for excellence in industrial design. Grohe has regularly featured among the award winners. This year, too, the faucet specialist convinced the jurors with a unique combination of form and function. Its Eurodisc Cosmopolitan line of faucets and fittings, for example, is appreciated for its balanced

proportions and its aesthetic lever in the form of a tapered lozenge. The Power & Soul line of showers delivers a wholistic shower experience. Its distinguishing features include Grohe AquaDirect™, an all new spray pattern selector which sits on the back of the shower head and allows to choose between the different spray patterns simply by pushing a button. In contrast, Grohe Tempesta New is a tried and tested product whose design and functionality have been further refined. From organic to geometric or playful - this line offers just the right shower for any bathroom environment. In addition, it is available with up to four spray patterns which can be controlled via the "SpraySwitch" on the shower head. Allure Brilliant is clearly a visual highlight for any bathroom. This line of fittings is distinguished by its many different facets, unusual angles and striking accents. Perfectly cut like a diamond, it exudes elegance and excitement. Another award-winning innovation is the Sena Freehand. Both its minimalist design based on cylindrical shapes as well as its well thought-out functionality using sophisticated and highly precise hinge mechanisms have evolved from the company's proven Freehand shower system.



### "Urban Village"

Making exceptional products is only one side of the coin, presenting an overall brand to the public is the other. Grohe is a past master at both. Its "Urban



Village" exhibit at the ISH 2011 show has attracted the iF communication design award. In tune with the leitmotiv "Enjoy Water", the booth celebrated wellbeing, value and water, underpinned by the four pillars of the Grohe brand, namely Quality, Technology, Design and Sustainability.

Visitors were introduced to no fewer than 350 new Grohe products for Grohe Spa, bathrooms, showers, kitchens and sanitary systems by way of five themed universes created through large-scale multimedia projections. The jury was very much impressed with the architecture and the atmosphere of the stand and the effective presentation of the brand.

Subsequent to the official handover of the awards at the iF design awards night at the BMW Welt centre in Munich on February 10, 2012 the award winning products and concepts will feature in the inaugural "iF design exhibition" which will be hosted at Hamburg's HafenCity for several months.

ASHRAE

## Winter Conference Tech Program

With low and zero energy buildings becoming more prevalent, there are many issues that arise with installation, startup, commissioning and operations and maintenance. To help ensure that the design intent of these more complicated systems is understood, an O&M "mini-conference" is being offered as part of ASHRAE's 2012 Winter Conference, Jan. 21-25.

The mini-conference takes place Jan. 22-23 and is held in conjunction with the Technical Program of the ASHRAE Winter Conference, Palmer House Hilton, Chicago, Ill. The mini-conference kicks off with a debate on building operations and several sessions addressing current practices and tools.

"The mini-conference offers an opportunity to have an in-depth conversation for interested professionals in an abbreviated period of time," Sarah Maston, Technical Program track chair of Operations & Maintenance, said.

The mini-conference addresses lessons learned, improvement of process and team communications and effort to improve the installation, startup, O&M of HVAC systems.

In particular, the importance of test procedures for HVAC systems for is addressed on Monday, Jan. 23, in "Air-Handling System Leakage: Benefits and Costs of Field Tests." Such procedures are necessary because as much as one third of a system's airflow can leak through the air distribution system, which can lead to loss of comfort and heating or cooling capacity; increase air conditioning and heating bills; and contribute to indoor air quality problems. The session highlights the benefits and costs of performing system leakage tests from the perspective of a testing, adjusting and balancing contractor, an

association of sheet metal contractors and researchers, as well as an upcoming standard from ASHRAE and the Sheet Metal and Air Conditioning Contractors' National Association (SMACNA) pertaining to testing procedures and requirements for total HVAC system air leakage in commercial buildings. The session is held 8 a.m.-9:30 p.m. at the Palmer House Hilton.

Additional sessions include:

- "What is the Right Degree of Automation in Building Operations: A Debate and Discussion"
- "Has Your TRAINING Left the Station?"
- "Fault Detection and Energy Audits"
- "Energy Savings and Performance Improvements through O&M"
- "Maximizing the Benefits of Commissioning: Incorporating Design Reviews and the Building Envelope into the Commissioning Scope"
- "Vibration Induced Noise and Mechanical Equipment Vibration Isolation, Balance and Predictive Maintenance"
- "YEA for Air Cleaning!"
- "Approaching Net-Zero and Maintaining Your Course: O&M Tools to Maintain Building Performance"
- "The New Age of Water Treatment for Mixed Metal Systems and High Efficiency Aluminum Boilers" – a free session to be held at the AHR Expo, McCormick Place

Additionally, the Chicago Virtual Conference is included with a paid Conference registration—comp and single day registration excluded—and includes on-demand access to all speakers' audio presentations synced to their presentations. Attendees and speakers can post comments on the presentations for a two-week period following the completion of the Conference. Those not attending the Chicago Winter Conference in person may register for the Virtual Conference only.

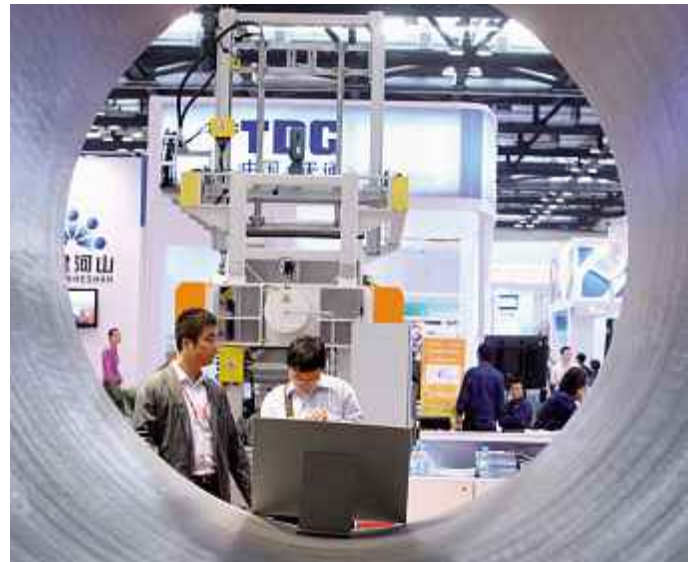
Water Expo China + Water Membrane China

## Record number of exhibitors and visitors

Water Expo China + Water Membrane China, the only water business show in China approved by the Ministry of Commerce and the Ministry of Science and Technology, and sponsored by the Ministry of Water Resources, attracted a record number of exhibitors and visitors when it was held 13 – 15

representatives from the co-operating associations and show organisers.

A new record of 328 exhibitors, representing 20 countries and regions, was set for the 2011 show. Exhibitors included Beijing Capital Water, Beijing WellinTech, Bourouge, Caprari, DHV, Duoyuan Global Water,



October 2011 at the China National Convention Center in Beijing, China. The three-day show was organised by Messe Frankfurt (Shanghai) Co Ltd, the Chinese Hydraulic Engineering Society (CHES) and the Membrane Industry Association of China (MIAC). The event is supported by the People's Republic of China's Ministry of Land and Resources, Ministry of Agriculture, Ministry of Environmental Protection, State Oceanic Administration, Department of High-tech Industry of National Development and Reform Commission and the Department of Raw Materials of Ministry of Industry and Information Technology. Water Expo China + Water Membrane China was officially opened by Mr Hu Siyi, Vice Minister of the Ministry of Water Resources and attended by other important dignitaries from the Chinese government and repre-

Flowline, Focused Photonics, GE, General Water of China, Georg Fisher, Hyflux, Inge, Litree, Motian, Nitto Denko/Hydranautics, Origin Water, Pentair, Pessel, s::can, Schlumberger Water Services, Solvay, Straub, Sunstar, TBMC, Universtar, Veolia Water, Woongjin Chemical, Xinxing Ductile Iron Pipes, YiWen and YSI. Their products and technologies were showcased in 22,000 sqm of exhibition space spread across four halls.

This year's Water Expo China + Water Membrane China also set a new visitor record with 18,478 visitors from 34 countries and regions attending the show, an increase of 63 percent compared to last year. Chinese visitors numbered 18,200 and 278 were international visitors.

Commenting on the show, Mr Li ZanTang, Secretary General of CHES said: "Water Expo China + Water Membrane China is a very

important show because it helps to support water resource development in China as set out in the Chinese government's Number One document. It is the only professional platform where exhibitors can meet with Chinese government decision makers at a national and provincial level."

Mr Jason Cao, General Manager of Messe Frankfurt (Shanghai) Co Ltd added: "The show is becoming popular, attracting more and more visitors, including overseas delegations from Poland and Japan and a provincial visitor group organised by the Water Resources Bureau. It also attracted a lot of media interest as it was featured on Chi-

na's CCTV-2 "First News" program and Beijing's BJTV."

### **Visitors support the integration of water and membrane shows**

Representing Water Membrane China, Mr You Jinde, Secretary General of MIAC commented: "Many membrane exhibitors have supported the merging of our exhibition with Water Expo China because it offers them the chance to meet more international companies and a wider visitor profile.

The newly merged show is an excellent platform to help China's water industry meet the objectives as set out in the 12th Five-

Year Plan." Many exhibitors praised the merging of Water Expo China with Water Membrane China.

Ms Zhang Xiao Mei, Manager, Beijing Innogreen Technology Co Ltd said: "We have joined the membrane exhibition several times and now the integration of both fairs is good for us because there are more international companies and visitors. We can also benefit from networking with industrial players for future partnership and gain a deeper understanding of the industry."

Ms Zhang Li, Beijing Qing Shui Yi Jia Water Purification Equipment Co Ltd said she was looking for accessories and con-

sumable items for domestic water purification. "We found what we want and it is worthwhile to come here," she said.

"We are glad to see the integration of Water Expo China and Water Membrane China. The water and membrane industries are inseparable. It is good for buyers like us to visit both sectors at the same time." Mr Sun Zheng Wei from China's Instrumentation Technology and Economy Institute added: "I am looking for partners and the show is a professional high level exhibition in China's water industry. The exhibitor profile is high quality with many leading companies taking part."