

# GEIGER Impulse

Newsletter worldwide 01/2015



GEIGER-Loxone-Alliance

## The future of sun protection

An alliance has created  
the thinking sun protection.



### GEIGER-Loxone-Alliance

Interview with the CEOs



### Smart Retrofitting

User report: GEIGER SOLIDline AIR  
motor



### Smart Home Ready

Motors and transmitters with  
GEIGER AIR Technology



# "We created the thinking sun protection"

With their alliance GEIGER and Loxone want to give the building automation a whole new direction. CEOs Dr Marc Natusch (GEIGER) and Martin Öller (Loxone) explain in this interview what this means for both companies, the industry and their customers.

**Loxone and GEIGER are innovative, in some sectors even trendsetters. Was this the basis for your alliance?**

**Marc Natusch (N):** Yes, and not only that. In addition to an enormous innovative power there are many parallels between both companies. As independent and strong mid-size companies, we appreciate short decision making processes and pursue a long-term corporate strategy. However, the basis is primarily our common intention to give the building automation a whole new direction. For GEIGER this is the most important step since the turn of the century. We make the leap into the intelligent sun protection.

**Martin Öller (Ö):** The combination of the GEIGER drive technology and our Miniserver-based Smart Home solution allows worldwide unique solutions for shading and heralds a new age for the intelligent sun protection in private homes.

**What are the benefits for your customers?**

**N:** We integrate our motors in the most successful Smart Home system on the market. The sun protection product turns into a technology product. Our customers profit from an independent solution that covers all functions of a building and provides open interfaces to other systems. Together with Loxone we create the thinking sun protection.

**Ö:** You can save money too: less energy for heating and cooling, increased security in case of fire and more comfort. Sun protection partners can use the Smart Home trend with Loxone for themselves. We offer training and service to the retailers in order to provide them an easy start.

**Which products will be available on the market?**

**N:** We will introduce together the tubular motor SOLIDline AIR and the Venetian blind motor GJ56 AIR. Thanks to AIR technology, both motors have bidirectional radio and the Smart Home intelligence from Loxone.

**Ö:** The Air wireless technology is in the motor and guarantees highest range, reliable radio and an easy commissioning. The motor can be fully integrated into the Loxone Smart Home. Additional products are under development.



GEIGER CEO Dr Marc Natusch and Loxone CEO Martin Öller look forward to a successful cooperation.

**How would you describe the building automation of the future?**

**N:** Our goal is clear: further development of the sun protection to automated light controller and energy saver. The sun protection is becoming more and more a feel-good factor in the house and – as an assistant system – gives the user more leisure time. And this for so little money that the BUS systems just cannot keep up.

**Ö:** The sun protection in private homes will be networked with lighting, heating, alarm, and much more – controlled and automated with highest precision through a centralized solution. That is what we already experience in a Loxone Smart Home. Together with GEIGER we will further expand our pioneering role in the control and automation of the sun protection.



Loxone basecamp Kollerschlag, Upper Austria

## Our new alliance partner: Loxone

Loxone Electronics, founded in 2009, has revolutionized with his green Miniserver the Smart Home market and is today market leader with over 33.000 realized Smart Homes. At the start, six years ago, complex and expensive bus systems still dominated the market. In order to make home automation interesting, affordable and accessible for everyone, the founders

and managing directors – Thomas Moser and Martin Öller – developed the first Miniserver based Smart Home. Located in Kollerschlag, Upper Austria, Loxone today counts with more than 250 employees at 12 locations to one of the fastest growing companies in the sector.

■ User report: GEIGER SOLIDline AIR motor

## Smart Retrofitting

Owner Robert W. has retrofitted 9 rolling shutters and 1 awning with GEIGER SOLIDline AIR motors in his home in Bavaria. He has automated his sun protection with the Loxone Miniserver and can now also operate the sun protection manually either with a remote or with the Loxone app. He has given us his impressions:

"I'd better start with the mounting. It was a neat job! Everything is radio-controlled: no need to lay any cables to the switches. And with the mesh technology the many concrete walls in my house were no problem for the radio signals."



Control your Smart Home from anywhere: via PC, tablet or smart phone, with free app.

Once in operation, the shading configuration has been made with the Miniserver. The rolling shutters were combined in groups and assigned to the appropriate functions. The good-night-function closes all shutters, retracts the awning, switches off all lights and power guzzlers. "A fantastic solution!" Says the homeowner. "You can be sure that the light in the cellar does not burn all night long."

Robert W.: "With the automation of our sun protection, we still enjoyed pleasant indoor temperature even in July's record-breaking heat."

Through the GPS coordinates and using the Weather Service the Miniserver controls automatically the sun protection of Robert W. "In the morning the east-side windows are shaded and in the afternoon the west-facing windows. The family and the plants always get



Switch on your light: bright light during cooking or movie night-dimmed light. Hidden behind decorative trims, LED strips ensure a perfect ambience.

enough light!" Robert W. says with a twinkle in his eye. "For my wife, the automatic sight protection at dusk is the best function of our intelligent shading system." In autumn Robert W. wants to install heating valves and connect heating and sunscreen in order to make real savings on his energy bills.



The Loxone Miniserver Go is the heart of the Smart Home.



Automatic shading: determination of longitude / latitude coordinates, window orientation and integration of additional weather data.



### Double safety

Safety in Smart Homes is a very big issue. The sun protection plays here a major role – either for your own safety or for the security within your home.

Smoke detectors are now standard in the living rooms but what happens in case of fire? They make a deafening noise – nothing else.

In a Smart Home the acoustic signal is linked with additional functions: lights go on, the rolling shutters move upwards, an alarm call is sent. All automatically!

To protect your home against burglars, the presence detector can take over the functions of the alarm system. Should an uninvited guest make his way into your home, he'll be greeted with flashing lights, sirens and all the blinds open. Your home is then "transparent" and the intruder runs off.

■ International sun protection technology

## GEIGER is where the sun shines

With around 1.150 hours of sunshine per year in Berlin, there is no need for Germany to shy away from European comparison. Oslo and Brussels bring it to about 1.000 hours. In Rome and Lisbon you can enjoy about 1.600 and more hours of sunshine. In regions such as Abu Dhabi or the US states of Arizona and Texas – with more than 4.000 hours – the demands and needs for protection against the sun are particularly high. That makes sunscreen to a global issue.

GEIGER Antriebstechnik knows the country-specific needs. Therefore, our drives for sun protection are used in many regions of the world – whether in a private home in Germany or in a large building complex in another continent. This also explains the high export share of around 52%. Despite a lean sales structure, our employees are on the road worldwide. Customers meet them at international trade fairs such as the R+T Asia or at the R+T in Istanbul next November.



“The exchange with customers in different countries shows us that it’s not just a matter of technical product know-how but also global performance and highly qualified service” says Dr Marc Natusch. The quality ratio of over 99,9x% applies worldwide by GEIGER. However, should any problem occur, they are corrected on site by our own staff. “Against this background too, Loxone is the right partner for us,” adds managing director Dr Natusch. “They have a strong market presence with eight subsidiary companies in Europe and the US and an export share that makes up about 72%.”

■ Exhibition report R+T 2015, Stuttgart

## Success through innovation

There’s no better way to start a trade fair: at this year’s world’s leading trade fair for sun protection systems in Stuttgart, the new Venetian blind motor GEIGER INNOline has been awarded the R+T Innovation Prize 2015.

The trade visitors and the members of the press were visibly impressed by this innovative product and also expressed a great deal of interest in the other exhibited drive solutions.

In addition to the new electrical motors for rolling shutters and screens with zip system, GEIGER presented a wide range of Venetian blind motors with new controls.

The new GEIGER booth concept, a creative and dynamic two-story design, attracted considerable attention just as the evening party with more than 150 guests on the GEIGER premises.

The fair was a fantastic success for GEIGER who would like to thank all customers and visitors for their great interest. Looking forward to meeting you all at the R+T 2018 with further innovations!

Four weeks later a GEIGER team was at the R+T Asia in Shanghai. Customers received information on the GEIGER products and innovations at the German Pavilion.

The R+T Turkey takes place in November 2015. The GEIGER products will also be presented.



More than 30 staff members provided customer support.



The new booth design attracted considerable attention.

# GEIGER ProductNews

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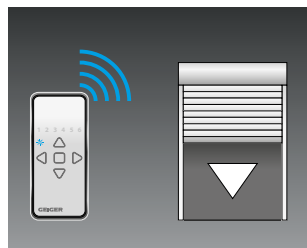
■ Key issue: Smart Home Ready

## Product presentation: GEIGER AIR

*Classic operation or integrated into the Smart Home automation from Loxone: with the new GEIGER AIR products, the intelligent shading is a safe investment in the sun protection of the future. The motors can be programmed and operated in a classic way with handheld or wall transmitters. However if the customer decides to automate house and sun protection, the GEIGER AIR motors can be at any time integrated in the Smart Home control system. "Loxone Smart Home Ready" means that the GEIGER AIR products can be integrated at any time, also subsequently, in the Loxone Smart Home System and controlled automatically and intelligently.*

### A big plus: bidirectional radio

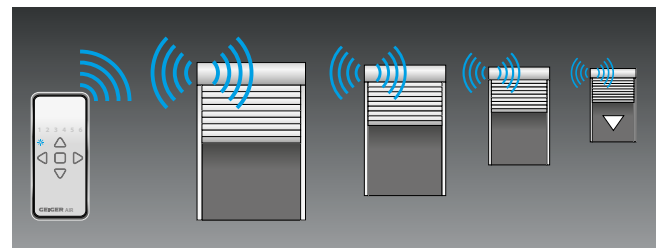
The new GEIGER AIR products operate with the innovative Loxone AIR radio system. The system is a bidirectional radio system with mesh technology. It ensures that the commands that are sent to a motor are confirmed after execution. Errors that may occur are reported to the transmitter. Each motor can pass the signals on to further motors (Mesh technology). The range of the radio system increases with each motor. GEIGER AIR has a much larger coverage area than other wireless standards.



Unidirectional radio

Constructional restrictions (e.g. massive concrete walls and ceiling) are now eliminated.

The GEIGER AIR communication is encrypted using IPsec, ensuring complete encryption of IP data traffic.



GEIGER AIR: bidirectional radio with mesh technology

### Smart Home: user benefits

The Smart Home will automatically detect situations such as presence, temperature, weather, fire, intrusion, sunset and even more. It knows on its own what to do and makes the user's life easier.

At night, the light switches on automatically on the way to the fridge and in the morning the rolling shutters open just like magic and act as daylight alarm clock.

The blinds open gently to wake you with natural light as the sun comes up.

When nobody is home, the smart home is still busy: switching off all energy guzzlers, turning down the temperature, activating alarms in case of burglary or fire, lowering the blinds at sundown and much more.

It helps – without assistance - to save energy: lowering the temperature in rooms that are not being used, switching off the light automatically after some time etc...

At the same time, through the use of the LOXONE Mini-server the complete Smart Home can be operated via Smartphone, tablet or PC – even if the user is not at home.



# The GEIGER AIR products

GEIGER relies on Germany as production location: the GEIGER products are designed and produced in Germany. This situation allows an optimal combination of R & D, manufacturing processes and quality management.

Our clients benefit from:

- Low noise motors
- Low energy consumption, a big plus factor today
- Low heating of the engine



## GEIGER SOLIDline AIR

Our SOLIDline motors for rolling shutters, screens and awnings are now Smart Home Ready.

The GEIGER SOLIDline AIR meets all market requirements in a very special way:

- Commissioning via Plug & Play
- Alternative: commissioning via manual position setting
- Parallel connection
- Antifreeze protection
- Hanging length adjustment
- Available with 10, 20, 30, 40 and 50 Nm
- Accessories (bearer, adaptors and tube drives)



## GEIGER GJ56.. AIR

The Venetian blind motor GJ56.. with bidirectional radio system will be available as from 2016.

The GEIGER GJ56.. AIR operates without external radio receivers and thus reduces the effort needed for mounting and wiring to a minimum.

The product features are identical to the electronic motor, with millions of units sold worldwide:

- With limit stop switch for safety shutdown
- With optional limit stop switch as reference point for belt length adjustment
- Dynamic torque shutdown
- Parallel connection
- Starting time: about 100 ms
- Available with 6, 10 and 20 Nm



## GEIGER handheld and wall transmitters LC AIR

The GEIGER transmitters, series LC, are here the key components.

The new GEIGER design-handheld-transmitter LC combines aesthetics and functionality while enhancing the contemporary visual qualities of the sun protection product with respect to its functional aspect:

- Elegant and modern design
- Handheld transmitter with magnetic wall holder
- Visual display and feedback with LED
- Soft touch keys, easy operation
- Wipe-clean high gloss finish surface

