

GEIGER Impulse

Newsletter worldwide 01/2013



Photo: Nikolae Sotir



Quality has many facets

Interview with Dr. Marc Natusch



Homemade 100%

Production and quality control



Product innovations

Mechanical and electric operating systems, radio controls



Why a newsletter? Why GEIGER Impulses?



Independence and responsibility – these two values are the basis of our corporate philosophy. That's how we created our very own GEIGER way. That's the way we shape the future. That's the way we create innovative products and concepts that you can rely on. That's the way we develop long-term strategies which meet our customers' expectations.

Our vision and our strategic objectives set out our intentions and aspirations at the highest level. Have a look at our GEIGER Impulses and enjoy it!

Hans-Michael Dangel, Managing Director and Partner

■ Quality

Homemade 100%

The GEIGER quality is home-made in the truest sense of the word. Like no other drive manufacturers, GEIGER entire product development and manufacturing process are united under one roof thus ensuring optimal quality controls of the finished product.

The GEIGER quality has many facets: development of customized solutions tailored to individual customer needs, implementation of innovative technological processes, commitment to continued innovation and state of the art technology.

Since the generated capital always flows back into the own company, a systematic further development and quality improvement of the GEIGER products is guaranteed.

The high degree of automation with specially designed and constructed production lines ensure an excellent price /performance ratio of the GEIGER products. Everything is done to keep the product failure rate as low as possible in order to exclude follow-up costs right from the outset. When it comes to reliability among drive manufacturers for the sun protection GEIGER is world-wide at the very top with a failure rate of 0,0X percent.

But reliability also means absolute supply reliability: GEIGER designs, develops and produces in-house so that fixed deadlines and secure planning can be guaranteed.

The traditional company's greatest strength lies in decades of experience in the field of rolling shutters, Venetian blinds and awnings. In-depth knowledge of manufacturing technology in this highly specialized field provides GEIGER a decisive, competitive advantage: there are many motor manufacturers but few companies with long-term experience, reliability and high demands on perfection and quality.



One of many GEIGER multi-function test benches



Remote monitoring of a test bench for rolling shutters. Quality is what counts. Some motors run 10 times longer than required by the DIN standard.

Quality has many facets

Interview with Dr. Marc Natusch, CEO of the GEIGER Company



Why is the quality of your products so important to you?

In our Company high quality means responsibility. Our operating systems for the sun protection are installed in many different types of buildings covering a large variety of applications from a single-family house in Germany to large-scale objects on another continent.

Motors for Venetian blinds **Quality rate** **99,95 %**

A defective product – already built-in – might generate very complex and expensive follow-up costs depending on the installation type. We therefore focus on quality at its highest level to ensure a product lifetime of over 20 years. Success and international expansion of the GEIGER Company is due to its uncompromising commitment to quality and durability.

How do you implement the quality standards?

Our products must be adapted to operate in all climatic zones as they are mounted on facades all over the world.

Bevel gears **Quality rate** **99,97 %**

The quality of our products starts in research and development. A well-thought-out design is essential in order to guarantee a high-quality production.

We invest mainly in structures that allow a high degree of automation. We design and manufacture special tools and machines for the automated production.

Quality is constantly monitored during every step of the manufacturing process on our production lines. Our in-house quality assurance team also performs strategic checks throughout each production day.

Test series are carried out on our test benches and endurance tests are made with random samples from the production line.

Worm gears **Quality rate** **99,98 %**

These measures allow us to achieve quality rates of over 99,9 % on all our products.

If, despite of all these measures, an error occurs, our customer service center ensures that the defects are rectified – locally and worldwide.

Quality consists of various factors including development, production, quality assurance and service. This process is a cycle since any problem which may occur in our products will be analyzed and the results are integrated into the development process.

This ensures a great flexibility for intervention on the components and assembly units. Do you also produce your own motors?

99 % of the motor parts are manufactured by GEIGER, from the steel or plastic gearwheel to the galvanized tubes. The in-house manufacturing allows us to control the whole production and thus to achieve an outstanding quality level that is reflected in extremely low error rates and super-silent motors.

Vertical integration reinforces the independence of the Company. GEIGER is also independent in another context: the Company is based on a foundation.

That's right. The family foundation Gerhard Geiger is our largest shareholder. Its statutes stipulate, among others, that the Company may not be sold and that the location Bietigheim-Bissingen should be expanded. This situation is unique in the industry and proves to be particularly interesting for both the employees and the management. The profit we make in the Company can be reinvested into our own development and production at the end of the year.

Does this framework provide the requirements for the high quality of your products?

Absolutely. That's why we were able to achieve this vertical integration over the last 30 years. Our philosophy can be summed up as: from the Foundation to independence, from independence to the vertical integration, from the vertical integration to a one-hundred percent control, from the control to a zero-defect production.

Thank you for the interview.

The interview was conducted by Annette Rauhaus/pro publica.

Tubular motors **Quality rate** **99,91 %**

Crank handles **Quality rate** **99,99 %**

Universals **Quality rate** **99,99 %**

The GEIGER quality promise
A five-year guarantee
incl. replacement costs.

State-of-the-art quality standards



The 660-meter-long glass building giant „The Squire“ is the heart of Frankfurt Airport City. Raised on top of the high-speed railway station, a small business city has emerged with 140.000 square meters of usable area which combines an optimum infrastructure and a variety of urban uses.

Inside the building, individually controlled comfort conditions and tasteful design make sure that everyone feels comfortable in one of the largest commercial real estate in Europe: for example, the high proportion of glass in the façade requires a particularly high quality sun protection with efficient and reliable drive technology.



In the atrium area and within the double façade on the west side of the elliptical shaped structure around 2300 Venetian blinds with aluminium flat slats of the Warema Company have been installed for best protection against sun, heat and glare. The quality-controlled GEIGER motors GJ56 ensure sophisticated drive technology. The position and the orientation of the slats are controlled most precisely. With a failure rate of under 0,02 percent the low-noise motors guarantee a long lifetime and unique performance.

As bright as day

Especially in industry, proper illumination is essential for the optimization of safety, comfort and productivity in the workplace.

Besides optimum lighting conditions, energy efficiency and ease of maintenance are important issues for the companies. Thus GEIGER replaced all the light sources in the machining production area.

The new lighting concept allows the regulation of the lighting conditions according to daylight. The lights switch off when there is sufficient daylight in a room and switch on again when it goes dark. The same light quality is provided throughout the day.

The emergency lighting – integrated in the light strands – guarantees a minimum lighting level in case of any electrical supply failure. Through the use of lighting control systems the life-span of a light can be increased by up to 50 percent.

The new generation lighting solutions achieve energy savings of around 30 percent in comparison with earlier. This represents 1500 kWh per month - the annual electricity consumption of one household. This provides significant economic and ecological advantages.

In the coming years, GEIGER will continue with the installation of the new lighting concept throughout the whole production area, always remaining at the cutting edge of technology.



■ SOLIDline motors

Plug and play: it couldn't be easier!

So far, the setting of the end positions of an awning was a complicated process that presupposed technical knowledge and that often required a setting cable. But those times are now over: GEIGER presents the new Plug & Play motor for awnings SOLIDline SoftPlus-Qi.



In order to adjust the end stops, the SOLIDline SoftPlus Qi requires no special knowledge and no setting cable.

The motor is delivered in the learning mode. After installation, the awning must be run to the desired end position and then closed - done! The automatic programming automatically recognizes and stores the lower end position. The upper end

position is set at each retraction via a sensitive torque shutoff. After adjusting, the motor automatically switches to normal operation.

The installation is very easy and fast, the customer can subsequently adjust the lower end position. Through the intelligent control system the motor can switch back very easily into the learning mode, so that the customer can modify himself the end position by simply extending and closing the awning.

Further advantages of the new Plug & Play awning motor are the obstacle detection in UP direction and the automatic hanging length adjustment. The SOLIDline SoftPlus-Qi is available with a torque from 10 to 50 Nm and a diameter of 45 mm. An adapter allows use with any type of tube.



■ GEIGER bevel gear 444F...

More torque for even more flexible applications

The reliable GEIGER bevel gear 444F... is now available with an output torque up to 8,5 Nm.

With the proven components of the 2:1 reduction, the brake spring and the freewheel clutch the bevel gear series 444F... is a reliable product in the rolling shutters area. The increased torque of up to 8.5 Nm expands the application range of the gear. Comparatively small working radii can be used, larger and heavier curtains can also be operated with the same radius.

■ GEIGER motor GJ56.. for Venetian blinds

Now even more quieter

The GEIGER motors GJ56.. for Venetian blinds are very quiet. Can GEIGER still improve the high quietness level of its motors? Yes, GEIGER can - twice as quiet!

The transmission of the GJ56.. has been improved through most modern materials and optimized processing quality. Tests realized on the uninstalled engine showed a reduction of the sound pressure level of 6 dB (A). This corresponds to a halving of the noise intensity. Similarly, the operating smoothness has been improved: The propaga-

ting vibrations over the head rail in the entire device have been greatly reduced. The motors are designed so that the low noise level is maintained throughout their lifetime.

The electro-magnetic braking system of the GJ56.. has been optimized and is now even quieter. Especially in the

case of facades on which a large number of blinds are operated at the same time via a centralized control, the updated brake system contributes to significant noise reduction.

The new transmission will be fitted in the GJ56.. at the end of 2013. The motors with quieter braking system will be available from spring 2014.



■ GEIGER handheld transmitters series SMART and SHINE

Remote control for extra convenience

GEIGER launches two new remote control series SMART and SHINE, designed in-house to meet specific customer requirements.

Both series are most suitable for operation with awnings, roller shutters and Venetian blinds.

The SMART series with its oval shape and high-quality plastic surface is available with 1 or 2 channels and with 1 channel with additional sun automatic function.

The SHINE series are equipped with large and clearly labeled keys that enable a user-friendly operation of all functions. The SHINE transmitters are available with 3 or 6 channels or with 2 or 4 channels with an additional sun automatic function.

The SMART and SHINE transmitters are delivered in high-gloss black or white finish. A color matching holder is also available.



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