

# GEIGER Impulse

Newsletter worldwide 01/2016



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■ Editorial

# Always one step ahead

The pace of competition in the sun protection industry is speeding up through the effects of globalization and such future-significant topics as energy efficiency.

GEIGER is always one step ahead of the latest technologies due to innovative solutions – new SMI and KNX controls as well as GEIGER AIR for the GJ56.. motor – and boosts its market presence with trade shows such as the R+T Asia in March 2016.

But, nevertheless, we should not overshoot the mark either. That's why we seek personal contact in the industry in order to better understand our customers. Because the GEIGER quality does not only include our product portfolio. We also want to be a reliable partner that keeps its promises and offers solutions that are tailored to your needs. How do we manage this?

You will find it out in this newsletter – by the way the last one in the printed version. The next edition of GEIGER Impulse appears online.

So please sign up under [www.geiger-impulse.net](http://www.geiger-impulse.net) – so that we keep in touch.



Best regards

Dr. Marc Natusch

■ About us ...

## GEIGER Impulse goes online!

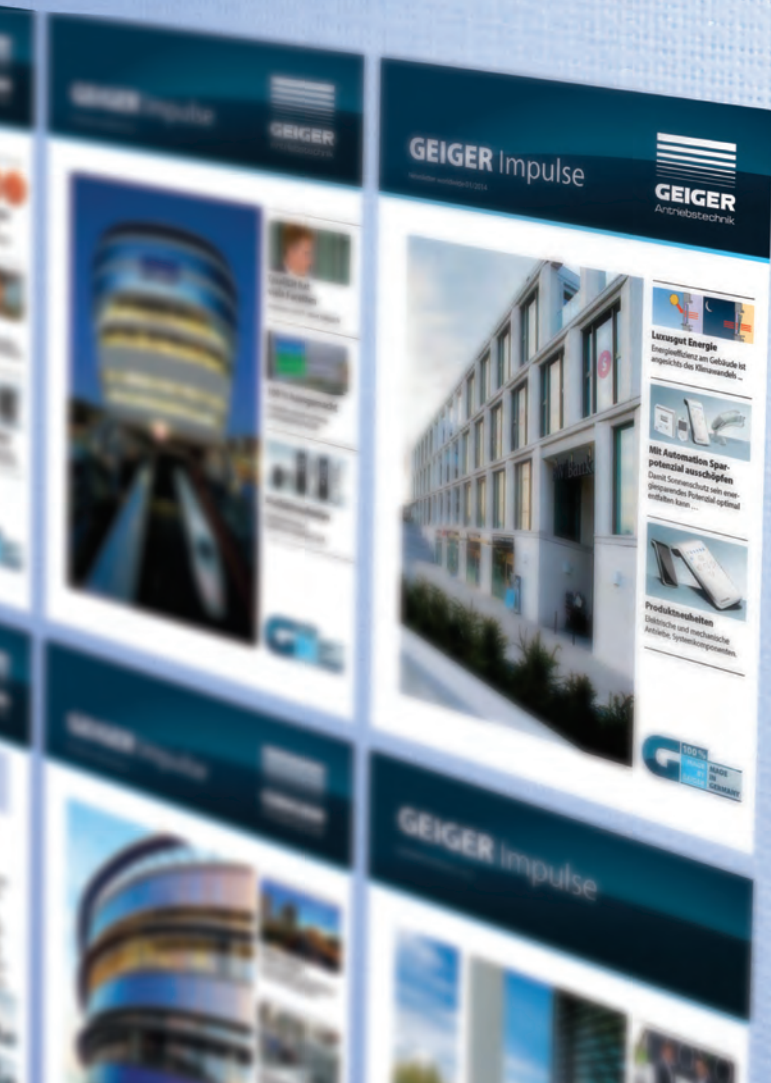
*Seven languages, 62 countries, over 18.000 printed copies per issue: our newsletter has been a big success in the last three years.*

Thank you for your positive feedback and your constructive comments. It is now time to go digital. The next issue of GEIGER Impulse will be exclusively sent as a digital newsletter. With current issues, background information and further service.

**To receive the GEIGER Impulse online, please sign up under [www.geiger-impulse.net](http://www.geiger-impulse.net) or via the QR code.**



ALL DEVICES WELCOME



■ "GEIGER QUALITY DRIVE" – A sign of quality

# Reliability guarantee for sun protection systems

*There are some things in this world you rely on. Without compromise and with the secure feeling that it works when you need it. A few very basic examples in everyday life: running water if you want to wash. Electric light when it's getting dark. Heating when it's getting cold. Poor reliability in these things is most annoying and affects our sense of well-being.*

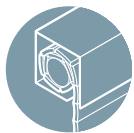
For customers of rolling shutters, awnings or blinds it definitely includes electric sight and sun protection systems. Functioning drive technology is requested by manufacturers, distributors and architects, but especially by the end users. For them, a sun protection only works when it can be controlled at any time by pressing a button.

"That GEIGER motors are a "reliability guarantee", is anything but a promotional message, says GEIGER Managing Director Dr Marc Natusch: 99,9x % documented product reliability demonstrates the quality level of the GEIGER drive technology.

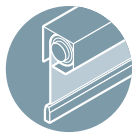
It is not without reason that GEIGER is the market leader of Venetian blind motors. GEIGER attaches great importance to high quality right from the development stage, in the material selection and component design.



Finally, all products are tested by the Quality Assurance before release and even after production start, the GEIGER motors are constantly tested for quality and safety. We therefore have a five-year warranty on all products.



We now have created the quality label "GEIGER QUALITY DRIVE". It represents the GEIGER quality standards, applies not only to the smooth functioning and handling, but is also synonymous of security of supply and high product availability. With over 60 years of experience, GEIGER has established a list of ten quality standards guaranteed by the label "GEIGER QUALITY DRIVE". Just look for it in the next time!



GEIGER drives with a 5-year warranty for all sun protection applications.

## The ten GEIGER quality standards

- 1 | **99,9x % product reliability**
- 2 | **5-year warranty**
- 3 | **Easiest handling**
- 4 | **Final testing of all motors**
- 5 | **Approved test label**
- 6 | **Delivery safety and high product availability**
- 7 | **95 % in-house production**
- 8 | **Over 60 years of experience**
- 9 | **Market leader for Venetian blind motors**
- 10 | **100 % "Made in Germany"**



■ Expert discussion: Sun protection

## GEIGER discussion about demands and expectations



*How does the sunshade industry tick from the planners and users perspective? That was the central issue in the debate GEIGER initiated in April. Architects, planners, engineers and manufacturers of prefabricated houses met with GEIGER CEO Dr. Marc Natusch for an intensive exchange.*

The personal contact allowed GEIGER to see things from the customer's perspective. First-hand information gives the manufacturer a much better understanding of the market as well as the opportunity to promote product innovations for the future. We discussed about:

Sun protection elements contribute to defining an individual façade design and give the architects the opportunity to express themselves. The discussion participants all agreed on that point if following conditions are respected: high-quality and flexible elements with attractive design and a good overall concept that integrates the sun protection in the energy planning.

### Quality means for planners and users:

- **Innovative and variable design**
- **Recognizable quality criteria**
- **Integrated energy concept/planning**
- **High level of advisory competence**
- **More information on customized solutions**

The architects emphasise on the interaction between noise protection, sun screens and privacy screens which definitely requires more consideration. Interior and exterior sun protection systems should be interrelated and planned as a unit. From the interior design perspective, the outdoor view through the sun protection elements is often neglected.

Screens offer new design options and variable elements. Modular solutions are also required that are currently not available on the sun protection market.

A good builder's consultancy in the planning phase was considered as essential by the participants as a sun protection is definitely more than a standard rolling shutter. The price also plays a significant role mainly within the prefab sector. At the same time, electric drives are expressly requested in both residential and commercial properties, albeit with different levels of automation.



*Johann Gerstmann, spokesman of the Austrian Federal Association Sun Protection Technology gave a presentation on "needs-oriented use of sun and light" which was much appreciated by the invited guests.*

# GEIGER ProductNews

01/2016

■ Venetian blind motor GJ56..-DuoDrive

## A perfect combination – The GEIGER motor makes no compromise

*Until now, when operating electric Venetian blind motors with a fixed motor speed, a compromise had always to be found between the precise adjustment of the slats and fast travel movements. GEIGER managed to combine these seemingly contradictory requirements into a single motor: the new GJ56..-DuoDrive.*

This is achieved with an automatic switching gear unit that combines two different speeds.

In the startup phase, the motor slowly rotates with 9 revolutions per minute. The slats can be accurately positioned and precisely adjusted by hand. This is also optimal for the automated daylight control. After a three-quarter turn the motor runs at 39 revolutions per minute. The subsequent fast travel movements not only offer greater comfort, but also greater safety in case of wind alarm. They also allow more driving cycles before activation of the thermal protection.



[www.youtube.com/watch?v=s4uzgrVOMcA](http://www.youtube.com/watch?v=s4uzgrVOMcA)

■ Special GEIGER motors for screens and awnings

## Beautiful much longer: Textile sun protection with sensitive motors

*Whether screen or awning – textile sun protection demands motors with “sensitivity”. Stretchable fabrics are sensitive to tensile forces such as continuous fabric tension in the upper end position, permanent torque shutdowns, wind gusts or obstacles within the travelling range. Therefore GEIGER designed special motors for textile systems.*

Screens with ZIP guidance react sensitive to obstacles. Thanks to Easy ZIP the sensitive electronics immediately stop the screen and protect the system. The Dual-Stop Control can clearly distinguish between a real obstacle or a simple gust of wind and safely moves the screen to the end position – in wind and storm.

A cloth protection in the upper torque shutdown ensures that the cloth of the ZIP screen is not subjected to permanent stress. To protect the cloth, the motor's power can be reduced through locking force reduction, or in case of the awning drive SOLIDline SoftPlus-Qi through a

driving range detection – when closing the sunshade.

At the same time GEIGER also focuses on installers and users: an automatic length adjustment makes the readjustment of the end positions of screens and ZIP screens unnecessary.

The awning drive SOLIDline SoftPlus-Qi operates with Plug & Play which makes it very easy to set or subsequently modify the end positions – without disassembly, adjustment tool or specialist knowledge. Errors excluded!



Photo: J. Paul GmbH



Photo: Fregio AG

*Textile sun protection: here, it's not a question of power. Intelligent drives ensure maximal protection of the sunshade.*



■ Reference

## Modern timeless architecture

On the "Giessen-Areal" – former location of various industrial companies – on the shore of Lake Zurich, an exclusive residential and commercial district has been realized on over 21.000 m<sup>2</sup> by the Max Dudler Architects. Based on innovative architectural and ecological concepts, this new building complex reflects the privacy of former village communities in a contemporary urban form and structure.

The total of 34 residential studios of various sizes is built in accordance with the latest technological developments and fulfils the requirements of the Minergie® standard.



*Textile sun protection is getting more popular.*

The residential estate has been complemented by two monoliths composed of another 13 apartments and realized by the Zurich office Think Architecture. The modern, timeless architecture emphasises the uniqueness of the project that has been geared towards absolute sustainability in all areas.

The sustainability guidelines are implemented in a consistent manner. Heat-insulated, sound-proof windows ensure thermal and acoustic comfort, and energy-efficient devices guarantee minimal energy consumption.

Ceiling-high windows demand a particularly effective sun protection which is here provided by external screens. As privacy screen and flexible protection against sun and wind, they are also design elements for the facade and the balconies. High quality GEIGER tubular motors – series SOLIDline Easy – ensure reliable operation at any time.



*Modern architecture meets rural peace.*



Photos: Storama AG

*From industry location to luxury real estate at Lake Zurich.*