



## Dear Clients & Partners

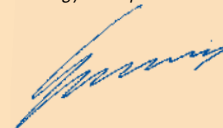
After the crisis in 2009, business in the year 2010 has developed quite well; Kroll is completely used to its capacity, above all in the metal sheet treatment. The Kroll Fully Condensing Technology is becoming more and more in demand, not only in Germany, but also in Europe. There are several reasons for this success:

1. **Technology:** All Kroll-Boilers of the BK range achieve reliably the highest efficiency values.
2. **Our partners:** All Kroll products are so successful because they are installed and maintained by competent professionals.
3. **Advancement:** We do not rest on our laurels but work together with our motivated team for the optimisation of technology and operational sequences.



Alfred Schmid,  
Managing Director

With best regards  
Yours



## High Quality & Precision

● Kroll Metal Sheet Treatment is setting standards



**Kroll is not only known for its fully condensing boilers but also for its high quality metal sheet treatment. Kodra Fischer, the company who specialise in washing machinery for medical devices, rely on it.**

With people getting older and older health and care are playing a more and more important role. While there is a lot of discussion going on about how to finance health care we almost

never think about simple but important technical aspects: How are all the implements, like kidney dishes, urine bottles, bedpans etc. cleaned and disinfected, so that they can be used again?

At this point, the company Kodra Fischer KG, Stuttgart, is coming into play. They have been active in the field of apparatus construction for 70 years. Kodra produces special dish-washers, which are especially appropriate for the care area. Stainless steel is applied, as

it carries excellent material characteristics: indestructible, durable and hygienic.

For the manufacture for parts of stainless steel, Kodra Fischer trusts in Kroll's metal sheet treatment, which for a long time has been



known for its precision, modern production techniques and highest quality. So Kodra's implements do not only render their services perfectly, but also look exceptionally good.

## Multiple tasks

● Kroll project leader Jeanette Steinmetz



**It's only with motivated and well trained employees that a company can be successful long term. This is exactly why Kroll puts**

**strong emphasis on training. Dipl. engineer Jeanette Steinmetz is a great example.**

When Jeanette Steinmetz was looking for ways to finance her studies, she was led to Kroll, where she worked as a leased labourer in the PCB-mounting department. She was soon offered a

position in Service Dispatch with a real contract of employment. Here she could make her experiences in other services, too. During her study in machinery construction in Südwestfalen she continued working as a technical designer at Kroll. In this way, she could familiarise, step by step, with the work of project procedures. Since her final exam – she received the best possible grade – Jeanette Steinmetz has been working as a project leader at Kroll, which requires many variable tasks and an extensive volume of work. In addition, she advises Kroll clients when it comes to metal construction and metal sheet treatment

## And the winner is... Heating umbrella W12VA wins comparison

► Not only with its Fully Condensing Boilers, but also with dehumidifiers and heating units for construction sites Kroll causes quite a stir – latest example:

► The heating umbrella W12VA, which has been judged as "Winner of the Test" by ETM Testmagazin.

► The testers' judgement: "This heating umbrella is not only preserving money with its low gas consumption

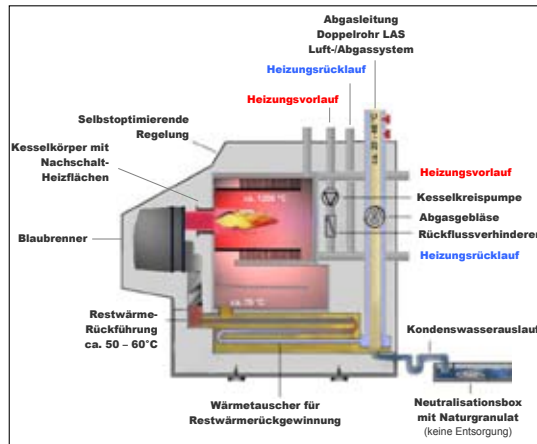


but gives, with its 12,5 kW, strong heat wherever required. The big reflector ensures the best radiant sphere during the test. Whoever wants to heat big surfaces (up to 36 m<sup>2</sup>), you can not make a better choice than this device!"

# Absolutely up to date

● **Less energy consumption thanks to fully condensating technology**

The very positive, even euphoric reaction to Kroll's fully condensating boilers type BK is no surprise to us! Because these boilers offer the best annual energy utilisation! The high-quality heat exchanger of special synthetic material ensures permanent condensation by making the boiler work in steady condensation mode – not only in the laboratory but also in the customer's home! The power range goes from 15 to 250 kW.



The decisive advantage of the fully condensating Kroll boiler lies in the fact that the condensation degree does not depend, as with most of our competitors' condensating-boilers, on the temperature of the heater circuit's water return but on the fresh combustion air. This means that the Kroll fully condensating boiler reaches its optimum efficiency then, when highest performance is demanded during winter-time with highest heat demand when heating under full-charge conditions! By recycling the remaining warmth inside the exhaust fumes, the oil consumption is minimised, and the exhaust fume's temperatures are reduced down to the lowest possible level: 20- 45°C.

## A great twofold solution!

● **Two burners work for optimum energy efficiency**



You need to have the right idea. As company Schmidgall at this project in Leipzig, Germany. The heat demand could

have been covered by one boiler alone, as well. But it was more intelligent to install two boilers in tandem.

A renovated building like in a story book! This corner building on Leipzig's University Ground accommodates, next to an optician, also 25 apartments for students. When it came to the renovation, Schmidgall, a Kroll client for many years, equipped

this nice building with the modern technology of Kroll Fully Condensing Boilers.

The special structure of the house's inhabitants means, that in summer time only little energy is needed for heating, but more for sanitary water. Therefore it was decided



to prefer two BK 50s in tandem – rather than just one BK 100, in order to get the highest possible energy exploitation: One of the two devices is automatically out of use during summer-time.

## Strongly motivated by the client

► The best plaudit is the client's satisfaction. Time after time, Kroll is getting confirmed that its Fully Condensing Boilers of the BK range are doing excellent service and minimise energy consumption and the costs

for it significantly. One example for a client's enthusiasm is the letter shown here, which we received from a landlord.



Bernhard Braun  
Neu-Weißbach

Fa. R. Seeger  
Heizung-Lüftung-Sanitär  
Pommernstr. 6  
76646 Bruchsal

Sehr geehrte Damen und Herren,

Mitte April 2009 bekam ich von Ihrer Firma einen Vollbrennwertkessel BK 20 Kroll geliefert und eingebaut. Danach befüllte ich meine fünf Öltanks. Genau ein Jahr später ließ ich wiederum meine Öltanks füllen und stellte fest, dass ich im vergangenen Jahr exakt 1378 Liter Öl verbrauchte. Der Verbrauch in den Jahren davor lag immer zwischen 2200 und 2400 Litern. Somit sparte ich im ersten Jahr nach dem Einbau des BK 20 ca. 40% Öl.

Ich möchte mich auf diesem Wege bei Ihnen für die ausgezeichnete Beratung und für die sehr gute und schnelle Installation dieses neuen BK 20 Kroll bedanken und kann Ihnen versichern, dass ich Sie jederzeit mit gutem Gewissen weiterempfehlen kann.

Mit freundlichen Grüßen

Bernhard Braun  
Bernhard Braun  
(Oberamtsrat)

## One third less fuel!

● **Landlord sold on Kroll BK 20**



How much an efficient heating system offers can be demonstrated at this home: The fuel consumption has declined significantly thanks to Kroll's Fully Condensing Technology

A bungalow, typical type of construction in the 70's. Living just on a single level: an advantage highly estimated when getting older. This is why today we are seeing their revival.

Even more comfortable it gets when it's nice and warm inside. When thinking about replacing his old heating system, the landlord (see photo) opted for a Kroll Fully Condensing Boi-

ler after counselling with Company Gärtner, Heating Contractor in Waldbronn, South of Germany.

A BK 20 with 20 kW power was installed. What about the landlord's experiences up to now? Is he satisfied? "Yes!" is the answer. The result of his calculation: Already within the first four weeks 33 per cent less fuel was consumed compared to previous years!

# Big boy and his little brother

● Kroll BK 250 and BK 100 support enlarged hall with agreeable warmth

Roller shutter producer Roma has become the market leader in Germany during the last 30 years. Around 600 employees are working in the production halls in five places in the middle of Germany. It's without any doubt, that a market leader has high demands a great deal of his building services engineering of his factories.

Any news?", Lutz Linke, director of sales in middle Germany for Kroll, was asked by the management of Roma. In fact, after the enlargement of the production building, an "old Kroll heater", type 260S, was to be replaced by a



new heating installation. Linke explained the responsible persons the Fully Condensing Technology of the Kroll boilers with their excellent, unbeatable efficiency as



Roller shutter producer Roma trusts in Kroll heating technology.

the optimum solution for the expanded building. The application followed promptly: Specialists of Schneider, a heating engineer placed in the region, built a combination of a BK100 and a BK250, together with Kroll air heaters type LH. Now, enterprise Roma is proud to be in pos-

session of a modern, economic and ecologic heating system! By the way: In contrary to most of the common condensating boilers on the market, the Kroll Fully Condensing Boilers do not need sulphur-free (expensive!), but normal domestic oil, to reach top efficiencies!



More and more heating installers discover the big advantages of Kroll's fully condensing technology. After recently installing our BK 70, **company Scharr, Stuttgart**, intends to intensify their business relationship with Kroll.

## Craftsmen like Kroll

**Company Huko**, located at St. Leon-Rot near Heidelberg, has already several BK's in operation and is very satisfied with our installations. And the story of success goes on: Right now, a new BK20 has now found its new owner.



## Warmth & Wellness

Making holidays in the beautiful landscape of the "Erzgebirge", enjoying nature and clean, fresh air, this is pure pleasure! For making their guests feeling even more comfortable, the managers of Hotel Forstmeier in Schönheide decided to install a new heating system. As they are committed to Kroll's Fully Condensing Technology, they installed our BK 250. Now, the Autumn and Winter holiday makers can enjoy cosy temperatures and the owners can enjoy low heating costs!



## Gaining ground...

● Kroll successful in the UK and Luxembourg

The special advantages of Kroll's Fully Condensing Technology have now become popular with our European neighbours, so Kroll has now become increasingly active in the exportation business. Now the first BK's have been installed in England and Luxembourg.

It was a pleasure for Kroll Germany to receive and to execute the first order from their subsidiary in the UK. A Fully Condensing Boiler BK 70 was mounted into a large house, Aston Hall. Congratulations to the Kroll UK Team: Jeremy Grove, Mick Berry and Antony Cooper!

Also in Luxembourg, the first installation, a BK 250, has been installed into a Volvo car dealership. Congratulations to our colleagues from the Benelux-Team, the company Thema in Belgium. This is just a start. Kroll is looking forward to doing business in more European countries.



# That should set a precedent!

● Less oil consumption in spite of cold winter

Significantly less oil consumption thanks to replacing the heating system. This experience has been made by the Independent School in Schwepnitz, near Leipzig. Two boilers with 250 kW each render their service in a reliable and energy-saving way.

Who does not remember the last cold winter?! With no end in sight, frost was holding on until March. But the teachers and pupils of the Independent School in Schwepnitz felt nice and warm inside, thanks to our Fully Condensing Boilers, which are working together with up to 500 kW heating power. They are



also demonstrably more energy saving than the old heating system.

A comparison of the temperatures below zero shows the harshness of the last winter. If you add all the

differences from the average temperature of the winter from November until March 2009/2010, the result is: -326, 5; in the same period 2005/2006 for example, this value was -240,5.

No problem for: Despite the strong last winter there was less oil consumption at the Independent School in Schwepnitz compared to the previous years.



Despite the harder winter, the Kroll boilers consumed much less oil as the previous heating system during a not so cold winter 2005/2006! To strike a balance: 36 500 litres in 2009/2010 compared to 52 200 litres in 2005/2006! It's impossible to find more convincing facts than this!!

## Old and New united

● Two boilers linked together to get ideal results



Happy about the perfect combination of old and new devices: Kroll-product-engineer Michael Gille, left, and installer Thomas Mörschbacher.

It's not always imperative to get rid of the old boiler. Sometimes it can be used further on – in combination with a new one. Like in this example, where a solution was needed to cover peak loads.

Romai Ltd in the South of Germany is a tool and tool-system manufacturer and with 80 workers one of the leading producers of multiple spindle heads and fast-mode spindles, which are used in the machinery industry. When the existing heating instal-

lation was at its limits during peak loads, Romai owner and manager Roland Maier decided to upgrade.

Maier comes from a background of Process Engineering. This is why he quickly realised Kroll's Fully Condensing Technology and how much precious energy can be saved with this innovative technique. So, the decision was simple, to apply a Kroll BK250. Besides the economic efficiency, also the long experience of heating installer Thomas Mörsch-

bächer has contributed to this decision.

The new BK 250 now carries the main load of heat production; the already existing boiler with 230 kW is put into operation only during periods of peak load. Michael Gille, one of Kroll's product engineers, installed a e-BUS-connection and a lifting of the return water for the old boiler. The old regulation was replaced by a new Kroll conform 6.0. So Kroll BK 250 can work as master (U02) and the Viessmann as slave (U03).

### Staff Info

#### Editor:

Kroll GmbH  
Pfarrgartenstraße 46  
D-71737 Kirchberg/Murr  
Fon +49 (0)7144 / 830-0  
Fax +49 (0)7144 / 830-100  
www.kroll.de  
Responsible: Anita Kroll

#### Editing & Design:

Redaktionsbüro Joachim Hoffmann  
Wilhelmstr. 18, D-72074 Tübingen  
Fon +49 (0)7071 9208-250  
Fax +49 (0)7071 9208-251  
hoffmann.redaktion@t-online.de