# **KWD** globalpipe



Weekly Information Service on Pipes and Fittings

HIX Publishing, Schwelm /Germany

## Contents of KWD-globalpipe 912, March 07, 2024

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#### SANHA: ACR Copper Press & Heavy Steel Press now available in MEPcontent & Stabiplan

Our two newest piping systems are now available in MEPcontent and Stabiplan: Streamline® ACR Copper Press and SANHA® Heavy Steel Press.

SANHA a perfect fit KWD-globalpipe, 07.03.2024. Both systems are designed to meet the highest standards of quality, reliability and performance for various installations,

including cooling, refrigeration, water, gas and industrial applications.

Streamline® ACR Copper Press fittings – Safe pressing up to 48 bar: We have just introduced Streamline® ACR Copper Press fittings to the European market. The press fitting system is well suited for refrigeration and air conditioning applications. What makes it stand out is the high-pressure rating of up to 48 bar. This system uses copper pipes and fittings with not just one but two special O-rings called DualSeal™ which serve to reliably contain even miniscule refrigerant molecules and are able to withstand temperatures from -40 °C to +120 °C. Detailed information can be found here.

**SANHA®** Heavy Steel Press – Reliably connecting thick-walled steel pipes: A press fitting system for industrial and fire protection applications. This system uses carbon steel pipes and fittings with a galvanized zinc-nickel coating that provides excellent corrosion resistance and durability. The SANHA® Heavy Steel Press system can handle temperatures from -20°C to +120°C and pressures up to 16 bar. The system is suitable for various media such as water, gas, oil, compressed air and sprinkler systems.





Both systems are now available in MEPcontent and Stabiplan as BIM objects that you can download and use in your Revit or AutoCAD projects.

Contact: SANHA GmbH & Co. KG, Germany, www.sanha.com / Press release

#### **KWD-globalpipe – Statutory Information:**

HIX Publishing, Dipl.-Ing. Jutta Hix, 58332 Schwelm /Germany, Tel. +49 (0)2336 / 40 66 42, www.kwd-globalpipe.de. **Subscription rates**: 40 issues per year EUR 250,00 (Germany: + VAT). Subscription will be renewed automatically for a further year unless cancelled in writing 8 weeks before expiry date. Up to 5 persons of the ordering company can receive KWD-globalpipe. © **KWD-globalpipe**. All rights reserved. **Editor in Chief**: Dipl.-Ing. Jutta Hix, **Assistant Editors**: Michaela Hamich-Helbrecht, Achim Seydel.

#### EUROTUBI: New press fitting ranges made of AISI 304 stainless steel be shown at MCE

Eurotubi will give a sneak peek at its new pressfitting ranges made of AISI 304 stainless steel at the MCE 2024 Trade Fair: setting a new standard for the optimal installation of heating and cooling systems – as well as some industrial applications where 316L is not strictly required – without sacrificing the stainless element.



KWD-globalpipe, 07.03.2024. At the most important plumbing and heating trade show in Italy, MCE



2024, we will be showcasing our upcoming 1.4301 AISI 304 stainless steel ranges at our Eurotubi Vimoter stand.

#### The strength of stainless steel and the convenience of AISI 304

The fundamental difference between AISI 316L and 304 is that the former contains molybdenum, which increases its resistance to certain types of corrosion, such as those triggered by proximity to marine aerosols or the presence of other chlorides. Since not all environments where we install our supply systems will require AISI 316L steel, many steel press fitting manufacturers have decided to offer ranges made of 304 stainless steel.

Eurotubi Europa has also decided to offer new lines in AISI 304 stainless steel. As a matter of fact, for a number of years now, Eurotubi has advised combining its 316L fittings with unique press fitting pipes made of 304 steel provided by its sister company Vimoter for specific uses like HVAC-R systems and compressed air.

With the introduction of the new 304 stainless steel ranges in the upcoming months, press fitting systems with higher corrosion protection than carbon steel can be



made available at prices that are competitive with those of AISI 316L stainless steel systems.

## 1.4301 AISI 304 stainless steel, a press fitting system dedicated to HVAC and some industrial applications

The new 304 press fitting lines will be most useful in compressed air and heating and cooling systems and certain industrial applications that are less susceptible to corrosion or attack by particularly aggressive fluids.

For air conditioning applications, 304 stainless steel has at least **two advantages over carbon steel**: Condensation that settles on the outside of pipes is not capable of creating corrosion and it can also be used in open circuits without having to worry about keeping air out of the system or eliminating it.

Unlike the 316L press fitting, the 304 range cannot be used for drinking water and VdS-approved fire sprinkler systems.

Contact: Eurotubi Europa S.r.l., Italy, www.pressfitting.it / Press release

#### **VIEGA receives ASME B31 Board approval for ProPress & MegaPress fitting systems**

The American Society of Mechanical Engineers (ASME) has given B31 Board approval to Viega to include ASTM F3226 Metallic Press-Connect Fittings as a listed component. ProPress ball valves are also now rated at 300 psi for potable and hydronic water applications.



KWD-globalpipe, 07.03.2024. ASTM F3226 is a standard that is regarded as having established the highest performance requirements for metallic press fittings on the market today. ASME B31, Code for Pressure Piping, is a standard developed, published and maintained by ASME.

The code covers several sections, including Power Piping, Process Piping and Building Services Piping. It is needed particularly in scenarios involving high-pressure, critical applications and industries with stringent safety standards. Viega's ProPress® and MegaPress® (copper, carbon steel and stainless steel) press fitting systems are now included in B31.1, B31.3 and B31.9 listed component tables.

"Viega's press fittings continue to set the bar for the rest of the press fitting market by meeting or exceeding the highest quality and performance standards on the market today. The inclusion of press

fittings in the listed components tables of the ASME B31 codes provides engineers with the necessary guidelines needed to safely design piping systems that conform to the ASME codes without the need for further engineering analysis," said Jeff Gallagher, Technical Manager of Viega.

The approvals for codes B31.1 and B31.3 are currently in effect and, along with B31.9, are expected to be published in ASME's next print edition.



Viega also announced that the pressure rating on its ProPress ball valves has been increased to 300 psi for potable and hydronic water applications to match the fitting ratings. Viega tests its fittings to the most stringent requirements in the press industry and is the solution for fittings in the world's harshest environments.

More information about Viega's industrial solutions and capabilities can be found here.

Contact: Viega LLC, USA, www.viega.us / Press release

## MOLECOR certifies its energy management system with the ISO 50001 standard

To celebrate the World Energy Efficiency Day on 5 March, Molecor announces the certification of the Energy Management System implemented in its Loeches production plant according to the requirements of the UNE-EN ISO 50001:2018 standard.



KWD-globalpipe, 07.03.2024. This certification, obtained with AENOR, has allowed the implementation of energy efficient policies and actions, and the correct management of the energy aspects derived from our activity, which gives us access to real and quantifiable savings in the energy cost of our activity.

Our small contribution to the planet, becoming ISO 50001 certified. The implementation of the ISO 50001 standard requirements has allowed us to identify the significant energy

uses and consumption of the production plant, whose continuous energy monitoring and review of the energy baseline has provided us with powerful information that has enabled us to establish energy saving measures in the most significant uses and equipment and thus improve the energy efficiency and performance of our facilities.

This energy management system has been included in the Integrated Management System (IMS) for Quality, Environment and Occupational Risk Prevention that the company has implemented in all its domestic plants. This integration will serve as the basis for the implementation of energy management in the rest of the production centers in Spain, located in Alovera, Alcázar de San Juan and Antequera, where the project has already begun.

Contact: Molecor, Spain, www.molecor.com / Press release

## BRUGG Pipes: CALPEX PUR-KING wins DTI test again for the sixth year in a row

Since the introduction of our CALPEX PUR-KING system six years ago, we have not only repeatedly been the test winner of the award, but have also set ourselves apart from the

competition with consistently low values. This highlights our leading position as the only manufacturer to consistently receive top scores in this category.



KWD-globalpipe, 07.03.2024. Every year, the Danish Technological Institute carries out an extensive series of tests on pre-insulated district heating pipes to ensure the quality and efficiency of these essential heating supply infrastructure components. In this demanding and technically detailed testing process, our <u>CALPEX PUR-KING system</u> pulled off an outstanding performance in the flexible PEX pipe systems segment.

The CALPEX PUR-KING continues to set standards in the world of pipe insulation and defend its place at the top with the best insulation value worldwide. Featuring patent-ed PUR foam that not only meets but exceeds stringent Swiss quality standards, this product offers unsurpassed performance in terms of thermal insulation. The key to its outstanding efficiency is closed-cell PUR foam, which continues to trap heat almost as effectively as on its very first day of use – and without the need for an additional diffusion barrier, which is quite remarkable.

The exceptional insulation performance of the CALPEX PUR-KING not only impresses when it comes to the technology, but it also makes a significant contribution to reducing energy costs. With potential annual energy savings of up to 15%, this insulation material is a smart investment for environmentally conscious consumers and businesses, as it both reduces operating costs and makes an active contribution to environmental protection. The savings achieved by the minimisation of heat loss not only help individual consumers, but also make a major contribution to reducing CO2 emissions.

**Graphs of the DTI Lambda results** of new and aged pipes can be found in the <u>press release</u>.

Contact: BRUGG Pipes, Switzerland, <a href="www.bruggpipes.com">www.bruggpipes.com</a> / <a href="Press release">Press release</a>

#### tado° Professional Program expands in Europe after outstanding first year of growth

tado° Professional's first birthday: tado°, the European market leader in intelligent home climate management and smart energy management solutions, is expanding its Professional Program for installers in Germany after a successful first year.

KWD-globalpipe, 07.03.2024. tado° launched its Professional program a year ago as an expansion to its previous cash back scheme after installers said they wanted a service that also offered expert training, dedicated phone support and extended warranties on top of rewarding their loyalty.

"The installer community has really embraced the tado" Professional platform in numbers beyond our wildest expectations", John Steven, tado"'s European Channel Director (Installer), said. "We have big ambitions for the platform for the year ahead, including more lead generation to pair more consumers with professional installers within their locale and expanding more support for those installers.

In 2023, the number of installers increased by 600% and tado° is targeting further strong growth in Germany, the Netherlands, Italy, France, Spain and the UK in 2024, whereby the UK market has the most number of installers signed up to Professional.

**The company will be showcasing** the benefits and its plans for tado° Professional at Mostra Convegno Expocomfort in Milan (Stand M20, Hall 5) between March 12 and 15.

More details are available here.

Contact: tado GmbH, Germany, www.tado.com



## ARBONIA considers purchase offers for the Climate (formerly HVAC) Division

The Board of Directors has received several unsolicited expressions of interest in purchasing the Climate (formerly HVAC) Division, prompted by comparable transactions in the market.

**ARBONIA** KWD-globalpipe, 07.03.2024. The Board of Directors has received several unsolicited expressions of interest in purchasing the Climate (formerly HVAC) Division, prompted by comparable transactions in the market. After careful consideration and with a view to sustainably increasing the value for shareholders, the Board decided to carry out a structured sales process with several strategic prospective buyers. Upon conclusion of a possible transaction, the Board of Directors intends to return a significant share of the proceeds to the shareholders, in addition to reducing debt. At the same time, the remaining Doors Division is to be strategically developed as well as further strengthened through targeted acquisitions.

The Arbonia Board of Directors has received several unsolicited indications of interest in purchasing the Climate (formerly HVAC) Division and has subsequently decided to carefully review them with the involvement of investment banks. The process and the negotiations with several strategic potential buyers are currently at an advanced stage.

The valuation of the Climate Division used for the negotiations is based on market-standard EBITDA transaction multiple for a company operating in the heating, ventilation and air-conditioning sector.

The Board of Directors intends to provide the shareholders with a significant share of the sales proceeds of the Climate Division upon completion (closing) of a possible transaction. When the possible transaction is completed and the proceeds from the sale are received, expected for the second half of 2024, the Board of Directors would invite shareholders to an Extraordinary General Meeting, which would vote on the instruments for returning funds to the shareholders. Due to the ongoing negotiations, the Board of Directors has also decided to request the distribution of an ordinary dividend for the financial year 2023 at such an Extraordinary General Meeting.

**Upon completion of the transaction**, Arbonia would completely focus on the doors business and implementing the adopted strategy. The division continues to work towards the goal of expanding its leading position as a Central and Eastern European supplier of wooden doors and glass solutions. Based on the largely completed, comprehensive investment program for increasing capacity and productivity as well as by increasing market shares in its domestic and neighbouring target markets, the Arbonia Doors group is aiming for above-average market growth in the future. Building on the investments made and with the aid of digital solutions, the Arbonia Doors group is positioning itself as an innovative full-range supplier and cost leader.

The Doors Division would use the sales proceeds that remain following debt reduction and the return of funds to shareholders to accelerate the further development of its business. Firstly, it will continue growing organically and, secondly, make acquisitions that will help it establish a broader position both geographically and with regard to product variety.

**Without currently knowing if and when** the negotiations will lead to a transaction, the relevant IFRS guidelines (IFRS 5) require the Climate Division to be recorded as a discontinued operation in the consolidated financial statement as soon as a sale is classified as highly probable. At the same time, it is important to note that the full holding costs are allocated to the continuing operating activities, which leads to increased expense items and negatively affects the profitability figures.

Contact: Arbonia AG, Switzerland, www.arbonia.com

## TADO appoints Dr Frank Siebdrat as first COO / Unveiling new partnership at MCE

Dr Frank Siebdrat has been appointed tado°'s first Chief Operating Officer as the company continues its journey to become Europe's leader for home energy management solutions / The company will be showcasing the benefits and its plans for tado° Professional at MCE



KWD-globalpipe, 07.03.2024. tado° is the European leader in intelligent home climate management and provider of energy management solutions for residential buildings.

As the only cross-manufacturer platform, tado° Smart Thermostats and services connect with any kind of heating or cooling system.

#### Dr Frank Siebdrat – First Chief Operating Officer (Full article)

Consumer Goods sector expert joins company as it continues its journey as a leader for home energy management solutions in Europe

**Siebdrat will be responsible** for sales, logistics and customer service for tado°'s hardware business. He joins the Munich-based company from BSH Home Appliances Group, where he was most latterly the Global Head of HomeCare, a Senior Vice President position.

**Thirteen years ago, tado**° **embarked** on a mission to make heating and air conditioning systems in private households more energy-efficient, and in doing so created a new market. It has sold more than 4 million smart thermostats and its customers can cut their energy consumption by 22%, on average. In 2022



tado° acquired aWATTar GmbH, a pioneer in the field of dynamic energy tariffs. Combined with energy management solutions from tado°, these dynamic tariffs will automatically shift customers' energy consumption across numerous appliances to times when energy prices are low, allowing them to reduce their energy costs by more than a third on average.

tado GmbH exhibit at MCE 2024: The company will be showcasing the benefits and its plans for tado° Professional at Mostra Convegno Expocomfort in Miles (Stand MOO, Hell 5) between Moreh 12 and 15 Jacobitics, today will be



Milan (Stand M20, Hall 5) between March 12 and 15. In addition, tado° will be unveiling a significant new partnership with a major international brand on March 13 at the fair.

tado° co-founder and CPO Christian Deilmann and Matteo Belardi, tado° Country Manager for Italy, will be available on March 13 between 2 and 4 p.m. at the tado° booth at the MCE for more information about the new strategic partnership and the plans for the tado° Professional program. Matteo Belardi will also be available on the other days of the fair.

Contact: tado GmbH, Germany, www.tado.com

#### ARMACELL: Transition of CEO - Patrick Mathieu decided to step down at end of 3/24

The CEO transition announced earlier this month is well on track. At the end of March 2024, Patrick Mathieu will be appointed as a Non-Executive Director to the Supervisory Board and step down from his current role. With effect from April 2024, Laurent Musy (Terreal Group) will join Armacell as President and CEO.

armacell KWD-globalpipe, 07.03.2024. With effect from April 2024, Laurent Musy will join Armacell as President and CEO. Laurent Musy brings a broad range of know-how and experience in the global building materials industry. Since 2015, he was CEO of the Terreal Group, a global manufacturer of clay building products and photovoltaic solutions, after spending 17 years in the aluminium industry, serving a wide range of customer segments across four continents.

As a multi-material equipment insulation market leader, Armacell's solutions are making a difference around the world by significantly contributing to enhancing global energy efficiency. Under the leadership of Patrick Mathieu, the Group more than doubled its top line and bottom line through innovation, high product performance, external growth and global partnerships.

 $\textbf{Contact:} \ Armacell \ International \ S.A., \ Luxembourg, \ \underline{www.armacell.com} \ / \ \underline{Press \ release}$ 

#### ALIAXIS maintains strong profitability in FY'23 despite challenging market conditions

CEO Eric Olsen comments on the 2023 results: As anticipated, market conditions continued to be challenging throughout 2023, with volumes down globally. We have seen significant

declines in housing starts in most of our relevant markets, ranging from 6% in Canada and 8% in the US, up to 19% in France.

KWD-globalpipe, 07.03.2024. In the face of market slowdowns and the impact of high inflation, we maintained overall solid performance across the Group with robust profitability. Revenues were €4.1 billion with a Recurring EBITDA margin remaining above 15%. Since 2021, we have confirmed a step change, achieving Recurring EBITDA over €600 million for three years in a row.

We were able to adapt to deteriorating market conditions in Latin America and the UK. Meanwhile, we continue to deliver strong results in North America and the Pacific, with excellent commercial management focused on delivering for our customers. It shows the strength of our regional teams as well as the advantage of having a globally diversified portfolio to weather economic challenges.

**Our Growth with Purpose strategy**, centered on sustainability and innovation, continues to progress. On the sustainability front, we achieved a Silver EcoVadis rating, and over a third of our operations are now powered by renewable electricity, against 22% in 2022. We are successfully bringing the new products and systems our customers need, with new-to-market solutions making up 8.6% of our sales.

Strategic acquisitions added to our portfolio: Our strategy remains focused on organic and external growth. In 2023, we added several strategic targets to our portfolio. The acquisition of the manufacturing division of the US based Valencia Pipe Company, completed in June, was the most significant and added two manufacturing facilities and a distribution center to extend our footprint into the western US. In Portugal, we acquired Zypho, an innovative manufacturer of drain water heat recovery units. In New Zealand, we partnered with Waste Management New Zealand in a joint venture which acquired Comspec, a plastic recycler handling over 2000 tonnes of plastic resins each year. Harco and Lareter, acquired in 2022, delivered over and above their business case in 2023, a demonstration of our ability to identify and integrate strong businesses to expand our portfolio.

**Outlook for 2024:** We anticipate market demand to be flat across the group in 2024 but will continue to invest in our Growth with Purpose strategy, while remaining disciplined on cost. We expect to see further return on our investments worldwide, including market share gain in the US from recently added organic and external capacity, increased new product revenue from innovation, execution of our sustainability objectives, and the pursuit of our M&A pipeline.

Contact: Aliaxis Group SA, Belgium, www.aliaxis.com / Press release

## ARBONIA was confronted with historic slump in the construction industry in FY'23

In the financial year 2023, Arbonia was confronted with a historic slump in the construction industry in most of its core markets, which resulted in a volume decrease of up to 30% for its products in individual markets.

**ARBONIA** KWD-globalpipe, 07.03.2024. In addition to inflationary increases in construction costs and sharp rises in interest rates, the construction industry was also subjected to uncertainties in Germany, culminating in the divisive negotiations within the "traffic light" coalition government regarding the German Buildings Energy Act (GEG).

**Revenue of the continuing operations** decreased in the financial year by 9.2%. Without currency and acquisition effects (organic), the decrease in revenue amounted to 8.2%. EBITDA without one-time effects fell by 36.3%. EBITDA with one-time effects fell by 36.2%.

#### **Climate Division**

The Climate Division develops and produces energy-efficient systems for indoor climate for buildings of all kinds. The product portfolio includes ventilation units, fan coils, heat pumps, storage batteries, underfloor heating systems and radiators.

**Market trends:** The Climate Division revenues in the reporting year was down by 10.8%. When adjusted for currency and acquisition effects, revenue was down 9.8% on the figure for the previous year. The EBITDA margin decreased from 9.1% in the previous year to 7.4%. Absolute EBITDA with one-

time effects was 27.0% below the previous year (CHF 58.6 million). Without one-time effects resulting, among others, from the relocation that had been announced for the design radiator plant, from Belgium to the Czech Republic, EBITDA was 7.5% below the previous year.

During the reporting year, the Climate Division updated its mission statement: "We create superior indoor climate solutions for future generations". This sums up the division's strategic direction and, at the same time, demonstrates its exceptional competence profile. The division is focusing on current megatrends and, with its product and system portfolio, is an important pioneer for the energy revolution. This strategy is also reflected in the renaming of the division to "ARBONIA climate".

The division is paying particular attention to growth markets in the area of indoor climate. Expansion investments were made at the Opočno (CZ) production plant in 2023 in relation to heat pumps – a product which is of strategic importance for the future.

#### **Outlook**

Arbonia expects a challenging environment in its core markets in the financial year 2024 as well. Despite improving external factors (decreasing inflation and interest rates as well as lower material and construction costs), Arbonia does not anticipate any increase in new residential building activity in Central Europe in 2024. Only in the renovation sector could a recovery start in the course of the year.

Due to the wide product and country mix as well as a significant share of commercial and public construction, Arbonia expects organic growth in the Climate Division, while the Doors Division should end up at the previous year's level. The profitability (EBITDA) of the Climate Division is set to increase further as a result of revenue growth and additional cost optimizations. In the current year, the Doors Division is benefiting from the consistent implementation of the cost-savings measures it started in 2023 as well as the positive effect of strategic electricity purchasing; as a result, profitability is expected to increase compared to the previous year.

**The detailed reporting** can be found in the annual report 2023 in the chapters "Letter to the Shareholders" and "Divisions" as well as "Sustainability Report"; see <a href="https://www.arbonia.com/report2023">www.arbonia.com/report2023</a>.

Contact: Arbonia AG, Switzerland, <a href="www.arbonia.com">www.arbonia.com</a> / <a href="Annual results">Annual results</a> - <a href="Presentation">Presentation</a> (pdf)

## ARMACELL: Historically successful FY 2023 despite geopolitical tensions

In 2023, Armacell realised net sales of EUR 836.1 million, an increase of 3.7% on 2022 (EUR 806.2 million). This performance was driven by higher volumes in the company's key insulation segments, contributions from new products, additional sales from M&A activities, and sales price increases implemented to compensate for higher input costs.

\*\*Comparison of the wind market and in residential equipment, to which Armacell only has limited exposure.

"For Armacell, it was a historically successful year despite geopolitical tensions and high inflation rates in raw materials, energy and our general fixed costs", commenting on the financial performance of the Group, Patrick Mathieu, President & CEO, said. "Our markets continued to be driven by greater energy efficiency awareness, and we did well in our key destination markets." Regarding the company's financial strength, he added: "With our reinforced diversification strategy we also confirmed Armacell's resilience in the face of tougher macroeconomic conditions."

In 2023, Armacell again strengthened its passive fire protection and acoustic businesses. With innovation an integral part of Armacell's DNA, recent launches such as ArmaGel® HTF have played a key role in reinforcing the company's industrial insulation offering. District heating, also an increasingly important market, is being served by Armacell Austria and Armacell Serbia, both acquired in 2022. In the U.S., the company established Armacell AIS, a joint venture for manufacturing insulation jackets and operating from Armacell's existing facility in Yukon (Oklahoma).

Contact: Armacell International S.A., Luxembourg, www.armacell.com / Press release