

# SOMMERZEITung

No. 41 | Summer 2014



**GIGAseido:** Successful market launch of our industrial door operators

**New products and advancements**

**INSIDE SOMMER:**  
The Quality Assurance Department

**SOMMER:** Trade show review 2013



# ENTRAsys GD

Take advantage of the future today



The "ENTRAsys GD" is a reliable biometric access control system with weatherproof housing. Doors can be opened without keys or access cards; users always have their access authorization on them, namely their fingerprints. The quick and high rate of recognition of fingerprints (dependant on the complexity of the fingerprints) is a plus for users. And easy installation and quick programming is standard for SOMMER products.

## **"ENTRAsys GD" fingerprint system**

FM 868.8 MHz: Art no. 5052V000

“If you are serious about a goal, you will achieve it.”

(Benjamin Disraeli)

## Editorial



Dear business partners,  
dear readers,

Success is not the product of one single person; in the long-term, you can only be successful together as a group. For the SOMMER Group, team thinking is a central aspect in dealing with our employees, customers and business partners. We are glad to have a large network of partners that we can fall back on who also share our enthusiasm and dedication.

Together, we want to keep our customers and employees happy and offer the end customers an optimal product, thereby securing and expanding upon our successful market position.

We would like to welcome a new company to the SOMMER family, namely Doco International. The Dutch company, with its innovative components for industrial and private doors, is one of market leaders in Europe. The SOMMER Group puts a lot of energy into new developments and advancements. We are proud of our products and accomplishments. For this reason, we like going out and introducing ourself at trade shows so we can talk to our customers and other interested parties.

In the current edition of the SOMMER ZEITung, we have summarized the innovations from the world of doors, gates, barriers, and operator and radio control systems. We also want to tell you more about us so you can get acquainted with the SOMMER Group.

Happy reading!  
Your SOMMER team

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## Imprint

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## Successful start for SOMMER GIGAsedo sectional door operators

At the end of September 2013, SOMMER began the market launch of the GIGAsedo sectional door operators. Customer feedback was extremely positive. GIGAsedo is already immensely popular in many European countries, and this trend is growing.

Sectional door operator GIGAsedo with integrated dead man's switch was specially designed for doors with non-demanding requirements. Smooth operation, power and long service life characterize this operator system. Diecast aluminium gear housing, special bronze worm wheels, life-long lubrication with selected lubricants as well as the high-quality electric motor ensures the extraordinary service life of this operator series for sectional doors.

The positive feedback from our customers shows that, in addition to the technical specifications, the simple installation and easy programming are a big hit. The versatile features, such as the standard clear text display, the simple direction of rotation change, the multitude of connection options as well as setting and changing of the functions without having to open the housing, are considered very helpful.

The success of the GIGAsedo sectional door operators and the associated steady increase in the number of customers has also prompted us to make changes in staff. This is why Johannes Becer, Jean-Pierre Tittarelli and Gert Schäuuffele were chosen to join the team. Johannes is responsible for developing and

maintaining the control software. Jean-Pierre is the product manager responsible for industrial door operators. Gert in customer service is available as a contact person for technical questions and service for industrial door operators.



## One control unit for all tasks

Whether it's a sectional, roller or high-speed door operator, with or without a frequency converter, GIGAcontrol is the solution. No matter which door you use, GIGA control will fit. You will not longer need umpteen models on board your service vehicle. Thanks to the menu-driven installation, the universal control unit is easy to set up. Intuitive operation as well as the large clear text display with five lines facilitate work with the unit. Additional security management elements automatically detect and assign the GIGAcontrol.

Safe operation is ensured by two different password-protected operating levels (administrator, installer and operator). Programming is done with the triplex sensing device built into the cover, making it unnecessary to open the control unit.

Of course, we offer customized labelled housing foils on request.





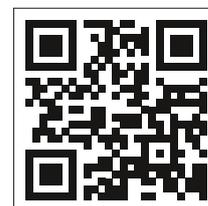


## Certification for industrial door systems

The new certification of the operating forces of our industrial door systems is different from the previous certification process in that there is no force-fit connection between the operator and the complete door panel. The hardware of the door thereby no longer plays a role. For this reason, gate/door types or gate/door manufacturers are no longer listed in our list of references.

Certification at our test facility takes the following information into account: Control unit, operator, type of transfer to safety edge (radio control system or cable), type of safety edge, weight of leaf, speed at the main closing edge.

You can find the complete certification list at: <http://som4.me/giga-en>





## DID YOU KNOW?

The standard electronic limit switch system of the GIGAsedo sectional door operators with integrated dead man's switch can be set using the control unit integrated into the operator by means of any conventional triplex sensing device. Our innovative controlling technology means no logic is required in the sensing device.

The GIGAsedo operator models are as follows:

- Emergency hand crank (H)
- Emergency hand chain operation (C)
- Emergency release (D)

Additional service releases can also be delivered as an option. More information as well as all technical data can be found here: <http://som4.me/gigasedo-en>



### Emergency hand crank (H)

The operators with an emergency hand crank offer a simple and cost-effective way of closing and opening doors in the event of power failure.



### Emergency release (D)

The operators with an emergency release provide the user with a particularly quick way of opening or closing doors in the event of a power failure.



### Emergency hand chain (C)

Designs with emergency hand chain stand out thanks to their particularly long service life and economic construction.



## NEW: "Ruby" 2-command transmitter in the product range

With modern red and black plastic housing, the new "Ruby" 2-command transmitter has everything a entry-level model needs. The reliable radio range with the proven Somloq Rolling-code is 25m. Thanks to the compact dimensions with a length of 81 mm and a width of 24 mm, it is easy to carry.

- (Art. no. 4035V002)

With a separate battery compartment which flips open, changing the batteries (3V type CR 2032) is simple.

The matching holder for fastening in the car or on the wall is perfectly fitted to the transmitter.

- (Art. no. 4642V000)



## 8.2kOhm safety edge for user assembly

Our new Plug´N´Sense system is the innovative system for on-site user configuration of SENTIR edge contact strips with precision down to the last millimetre. The compact form makes it possible to use fully-functional safety edges in the shortest time possible. Even with on-site assembly,

safety at doors, gates and machine systems can be ensured quickly and easily. The Plug´N´Sense system is compatible with our 45, 65 and 85 mm high contact strips. The aluminium profile (Art. no. 5131V000) is the same for all 8.2kOhm-strips. Covered installation of

the safety edges means the aluminium profile is invisible after installation. The new safety edges are replacing articles with numbers 3650/3660/3670.

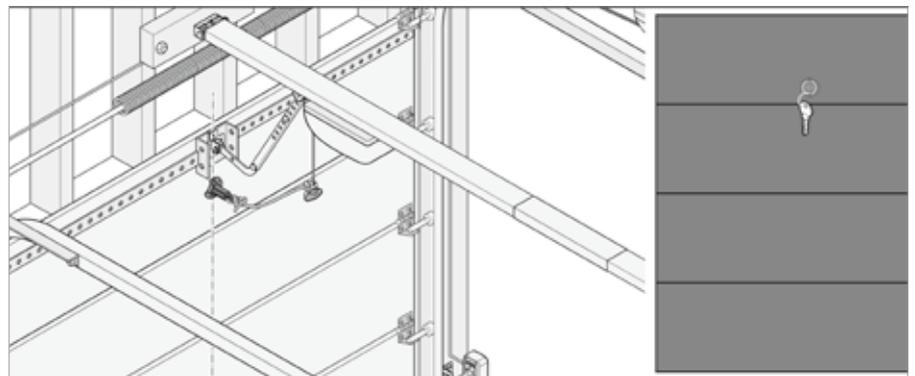
## New installation-friendly release lock

The new 13 mm release lock is a real innovation from SOMMER. The release locks are available in the Standard and Masterkey models.

In addition to the newly designed optics and the small dimensions, the new release lock stands out due to the simplified installation. A step drill is no longer necessary; installation can be done with a conventional 13 mm drill bit which fits in any power drill. This simplifies and speeds up installation. This is also no more risk of drilling holes too large.

Safety is the emphasis of the new release locks. The lock features opening protection for all panel thicknesses. The standard lock (Art. no. 5116V000) is characterised by 1000 different closings. Key blanks can be reordered easily. The Masterkey model (Art. no. 5116V100) features 500 different closings. The Masterkey fits all master locks.

The previous release lock (Art. no. 5036V000) will still be available.



## PRODUCTION HALT FOR SGI SLIDING GATE OPERATOR

Production of the SGI sliding gate operator was discontinued in March 2014. This affects models with the following Art. nos.:

- Art. no 3482V000 (FM 868.8 MHz)
- Art. no. 3485V000 (FM 434.42 MHz)
- Art. no. 3483V000 (FM 868.8 MHz)

Our STArter and STArter<sup>+</sup> operators are optimally suited for sliding gates up to max. 300 or 400 kg and a travel length of max. 6,000 mm or 8,000 mm. A high-performance alternative is our RUNner for sliding gates up to max. 600 kg and max. 8,000 travel length.

- Art. no. 3540V000 STArter; set
- Art. no. 3550V000 STArter, single operator
- Art. no. 3551V000 STArter<sup>+</sup>
- Art. no. 3521V000 RUNner; set
- Art.no. 3520V000 RUNner, single operator

You can find all technical details on our website at: <http://som4.me/sta-en>



## The best for private and industrial fields

Reliable and with an integrated control unit from the newest generation, the RUNner offers the perfect solutions for sliding gate operators up to 600 kg and with a travel length of up to 8 m.

In addition to the fully-automatic force memory and the fully-automatic obstacle recognition, optimally installed safety edges and light barriers offer absolute safety. A battery pack or warning light can also be installed using the available connections. The drive direction can be individually set via a DIP switch.

The motor connections do not have to be changed for this purpose. The drive direction opening and partial opening can be set according to the customer requirement. Thanks to the safety settings,

the individual adjustment options as well as the long service life of the RUNner, this operator is also perfectly suited for industrial door operators.

- Art no. 3521V000 RUNner; set
- Art no. 3520V000 RUNner; single drive





## Chip tuning at SOMMER

We at SOMMER are always working to improve our products. Our entry-level model, the compact STArter sliding gate operator, has proven what it can do and is very popular thanks to its sturdy technology and easy operation. For this reason, we have decided to equip it with chip tuning. The new STArter+ is characterised by the same positive features of the popular STArter, such as the contactless end switch or the robust, non-corrosive housing. Thanks to the higher power, the STArter+ handles doors up to 400 kg with a travel length of up to 8 m.

- Art. no. 3551V000



## The adjustable operator for your individual posts

In addition to the SP 900, with the S 900 model, you can let your imagination run wild. Proven, reliable SOMMER quality with unique post design. No matter which optics and which material you want, the S 900 can be integrated perfectly into every post profile (from 150 x 150 mm).

The technology of the S 900 does not differ from the SP 900 model. The programmable automatic closing as well as the integrated power deactivation upon contact with an obstacle make for the highest level of safety.

The S 900 moves doors up to 400 kg with a travel length of 8 m. The operator is tested up to a 3.5% inclination for inclined gates.

- Art. no. 3702V000



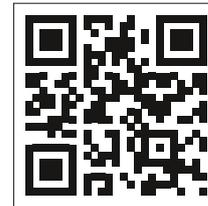
## We can do more

Our goal is to continuously improve and optimise our products, services and documents. This also applies for our product information, which we want to be as transparent and clear as possible.

For this reason, we decided to inspect and revise our technical information. The new information is based on many years of experience as well as improvements in electronics and mechanics. The results show that our operators can do more. That is why we are revising our performance tables and updating our product information.

We have summarized some important factors in the fields of sliding and gates with the new tables. Are there differences between systems with one or two leaves? How much weight can I move with the respective operator? How wide does the door open in different installation situations and how can I design my door concerning the fill?

You can now use the new tables to find answers to these questions. You will find the detailed technical tables online in the main catalogue in the Downloads / Brochures category at: <http://som4.me/brochures>



## Technical tables on swing gate

	Door weight per leaf <sup>2)</sup>	Door width per leaf <sup>2)</sup>	Gate inclination	Operator principle	Storage	Housing	Motor safety device	Motor control unit	Opening time
twist 200 E/EL	Max. 300kg	Max. 2,500mm	0% (up to 10% in connection with special fittings) <sup>1)</sup>	Electromechanical swing gate operator with 8-gear stainless steel threaded spindle and self-locking high-performance worm gear	Maintenance-free slide bearing with very good dry-running characteristics	The housing is made of special UV-resistant and non-ageing synthetic material. It is more resistant against brittle fracture than the same housing made of aluminium alloy	Via microprocessor, power-monitored	DST-A 24, 1- and 2-leaf systems	Approx. 13–26 s (twist 200 E) or approx. 13–40 s (twist 200 EL), depending on fixing point (see installation dimension A+B), opening time and opening angle change
twist 350	Max. 700kg	Max. 4,000mm	0% (-) <sup>1)</sup>	Electromechanical swing gate operator with 8-gear stainless steel threaded spindle and specially developed braking system for reducing high force effects	Maintenance-free slide bearing with very good dry-running characteristics	The housing is made of special UV-resistant and non-ageing synthetic material. It is more resistant against brittle fracture than the same housing made of aluminium alloy	Via microprocessor, power-monitored	DTA-1, 1- and 2-leaf systems	Approx. 12–34 s, depending on fixing point (see installation dimension A+B), the opening time and opening angle change
twist XL	Max. 1,100kg	Max. 7,000mm	0% (up to 10% in connection with special fittings) <sup>1)</sup>	Electromechanical swing gate operator with 8-gear stainless steel threaded spindle and specially developed braking system for reducing high force effects	Maintenance-free slide bearing with very good dry-running characteristics	The housing is made of special UV-resistant and non-ageing synthetic material. It is more resistant against brittle fracture than the same housing made of aluminium alloy	Via microprocessor, power-monitored	DTA-1, 1- and 2-leaf systems	Approx. 10–40 s, depending on fixing point (see installation dimension A+B), the opening time and opening angle change
jive 200 E (underfloor)	Max. 200kg	Max. 2,000mm	0% (-) <sup>1)</sup>	Electromechanical swing gate operator		Silver stainless steel housing	Via microprocessor, power-monitored	DST-A 24 (UF), 1- and 2-leaf systems	1-leaf approx. 10–25 s, 2-leaf 10–30 s

<sup>1)</sup> In compliance with the norms and standards listed in the Declaration of Installation, particularly DIN EN 13241-1. <sup>2)</sup> 300kg or 2,500mm (does not apply to twist 350 and twist XL)



Opening angle	LED-monitored function	Soft start / Soft stop	Connection options	Automatic closing function	Walk-through function	Pulse mode	Close sequence	Number of radio channels	Operating mode	IP protection class	Temperature range
twist 200 E: Max. 120°; twist 200 EL: max. 130°	Network / ON / OFF / safety, warning light	Regulated soft run in ramp form without power loss	For light barrier, safety edge (can only be connected with external evaluation unit), warning light, external consumers (DC 24 V, max. 1 A), potential-free relay contact, TorMinal, electric lock	Can be set via DIP switch, 60s, time change TorMinal programming device	Yes	ON / STOP / OFF / STOP / ...	Self-learning	2	S3 15%	Operator: IP 44 / control unit: IP 65	Operator / control unit: -30° C to +70° C
Max. 121°	Network / ON / OFF / safety, warning light, end switch, electric lock	Regulated soft run in ramp form without power loss	For light barrier (4- and 2-wire), safety edge (can only be con- nected with external evaluation unit), warning light, external consumers (DC 24 V, max. 100 mA), potential-free relay contact, TorMinal, electric lock	Can be set via DIP switch, time can be set via rotary potentiometer, 2- 120 s	Yes	ON / STOP / OFF / defined ON, Defined OFF Defined STOP	Self-learning	2	S3 40%	Operator: IP 44 / control unit: IP 65	Operator / control unit: -30° C to +70° C
Max. 110°	Network / ON / OFF / safety, warning light, end switch, electric lock	Regulated soft run in ramp form without power loss	For light barrier (4- and 2-wire), safety edge (can only be con- nected with external evaluation unit), warning light, external consumers (DC 24 V, max. 100 mA), potential-free relay contact, TorMinal, electric lock	Can be set via DIP switch, time can be set via rotary potentiometer, 2- 120 s	Yes	ON / STOP / OFF / defined ON, Defined OFF Defined STOP	Self-learning	2	S3 40%	Operator: IP 44 / control unit: IP 65	Operator / control unit: -20° C to +70° C
Max. 115°	Network / ON / OFF / safety, warning light	Regulated soft run in ramp form without power loss	For light barrier, safety edge (can only be connected with external evaluation unit), warning light, external consumers (DC 24 V, max. 1 A), potential-free relay contact, TorMinal, electric lock	Can be set via DIP switch, 60s, time change TorMinal program- ming device	Yes	ON / STOP / OFF / STOP / ...	Self-learning	2	S3 15%	Operator: IP 44 / control unit: IP 65	Operator: -10° C to +70° C Control unit: -20° C to +70° C

## Technical tables on sliding gate operators

	Gate weight	Travel length	Gate inclination	Operator principle	Opening velocity	Voltage supply	Limit switch	Accident prevention at the main closing edge	24 V output	Early warning time can be selected
<b>STArter</b>	Max. 300kg	Max. 6,000mm	0% <sup>1)</sup>	24V DC gear motor	Max. 170 mm / s	AC 220...240V, 50/60Hz motor voltage DC 24V	by means of electronic end switch (contactless) with fine adjustment	by means of electronically-regulated force measurement with DPS - Dynamic Power System	Yes (100 mA)	Yes
<b>STArter<sup>+</sup></b>	Max. 400kg	Max. 8,000mm	0% <sup>1)</sup>	24V DC gear motor	Max. 240 mm / s	AC 220...240V, 50/60Hz Motor voltage DC 24V	by means of electronic end switch (contactless) with fine adjustment	by means of electronically-regulated force measurement with DPS - Dynamic Power System, active safety edge necessary	Yes (100 mA)	Yes
<b>SP 900</b>	Max. 400kg	Max. 8,000mm	Max. 3.5% <sup>1)2)</sup>	24V DC gear motor	Max. 285 mm / s	AC 220...240V, 50/60Hz Motor voltage DC 24V	by means of electronic end switch (contactless) with fine adjustment	by means of electronically-regulated force measurement with DPS - Dynamic Power System	Yes (light barrier: 20V / 400 mA; warning light unregulated 24V / 0,8 A)	Yes
<b>RUNner</b>	Max. 600kg	Max. 8,000mm	0% <sup>1)</sup>	24V DC gear motor	Max. 210 mm / s	AC 220...240V, 50/60Hz Motor voltage DC 24V	by means of electronic end switch (contactless) with fine adjustment	by means of electronically-regulated force measurement with DPS - Dynamic Power System	Yes (light barrier: 20V / 400 mA; warning light unregulated 24V / 0.8 A)	Yes
<b>SM 40 T</b>	Max. 600kg	Max. 12,000mm	0% <sup>1)</sup>	Oil bath geared motor in compact aluminium die casting housing	Max. 170 mm / s	AC 230V, 50Hz	by means of magnetic end switch	by means of safety clutch	Yes (24V DC, max. 0.15A)	Yes
<b>DS 600</b>	Max. 600kg	Max. 15,000mm	Max. 5% <sup>1)</sup>	High-performance geared motor with precision worm gear	Approx. 220 mm / s	AC 400V, 50Hz 0.37 kW	by means of end switch	active safety edge necessary	24V AC + 12V DC	Yes
<b>DS 1200</b>	Max. 1,200kg	Max. 20,000mm	Max. 5% <sup>1)</sup>	High-performance geared motor with precision worm gear	Approx. 200 mm / s	AC 400V, 50Hz 1.1 kW	via end switch + eddy current brake	active safety edge necessary	24V AC + 12V DC	Yes

<sup>1)</sup> In compliance with the norms and standards listed in the Declaration of Installation, particularly DIN EN 13241-1. <sup>2)</sup> Max. 250 kg door weight



Soft start / Soft stop	Connection options	Safety connection function	Automatic closing in t (time)	Partial opening	Number of pulse inputs	Number of safety inputs	Operating mode	IP protection class	Temperature range	Gear teeth dimensions
Regulated soft run in ramp form without power loss	1 x warning light, light barrier, safety edges (evaluation for electric (8.2 kOhm) or optical safety edge integrated), potential-free relay contact, 1 x on or impulse button, 1 x off button	Adjustable	Adjustable from 1 - 120 s	Adjustable	2	2	S3 30%	IP 54	-20° C to +60° C	Module 4 / 19 teeth
Regulated soft run in ramp form without power loss	1 x warning light, light barrier, safety edges (evaluation for electric (8.2 kOhm) or optical safety edge integrated), potential-free relay contact, 1 x on or impulse button, 1 x off button	Adjustable	Adjustable from 1 - 120 s	Adjustable	2	2	S3 30%	IP 54	-20° C to +60° C	Module 4 / 19 teeth
Regulated soft run in ramp form without power loss	1 x warning light, 1 x light barrier (2- or 4-wire), 2 x safety edges 8.2 kOhm or optical safety edges, 1 x potential-free relay contact, 1 x on button, 1 x stop button, 1 x off button, 1 x impulse button, 1 x partial opening button, 1 x emergency stop, 1 x battery pack; optional: radio-based safety edge 2 each for ON / OFF, key switch	Adjustable	Adjustable from 0 - 255 s	Adjustable; also from opening position	6	3	S3 40%	Operator: IP 44 / control unit: IP 54	-20° C to +60° C	Module 4 / 18 teeth
Regulated soft run in ramp form without power loss	1 x warning light, 1 x light barrier (2- or 4-wire), 2 x safety edges 8.2 kOhm or optical safety edges, 1 x potential-free relay contact, 1 x on button, 1 x stop button, 1 x off button, 1 x impulse button, 1 x partial opening button, 1 x emergency stop, 1 x battery pack; optional: radio-based safety edge 2 each for ON / OFF, key switch	Adjustable	Adjustable from 0 - 255 s	Adjustable; also from opening position	6	3	S3 40%	IP 54	-30° C to +50° C	Module 4 / 19 teeth
No	Warning light, light barrier, safety edges (electric (8.2 kOhm) or optical) - only possible in connection with evaluation electronics, key switch		Adjustable from 1 s - 15 min	Adjustable	3	2	S3 40%	IP 44	-20° C to +70° C	Module 4 / 18 teeth
No	For emergency stop, outside and warning light, electrical (8.2 kOhm) or optical safety edges	Adjustable	Adjustable from 2 - 196 s	Adjustable	3	6	S3 40%	Operator: IP 44 / control unit: IP 65	-20° C to +50° C	Module 4 / 20 teeth
No	For emergency stop, outside and warning light, electrical (8.2 kOhm) or optical safety edges	Adjustable	Adjustable from 2 - 196 s	Adjustable	3	6	S3 40%	Operator: IP 44 / control unit: IP 65	-20° C to +50° C	Module 4 / 20 teeth





## SOMMER Streetball Cup 2013

The first SOMMER Streetball Cup took place on our company grounds in July of 2013. Players included our employees as well as athletically-minded business partners. The lively competition was followed by a barbecue, snacks and cold drinks.

Several teams took on the summer heat and played to the best of their abilities. Paschi, Paul and Peter took home the tournament win. After the awards ceremony, all participants celebrated together. The streetball tournament was a huge success.



## SOMMER USA: Move to new premises

In 2007, SOMMER opened a subsidiary in Charlotte, North Carolina. It is responsible for the US as well as Canadian and Mexican markets. Due to the strong growth of the last few years, the old buildings were getting to be too small.

An intensive search began for an optimal operating space while taking the transportation options into account. The move finally began in September 2013. SOMMER USA moved into a space double its size only ten minutes from the old hall. The larger storage space made it possible to expand the US product range. Even large orders can now be filled quickly and easily. And now there's nothing stopping further growth.



## Paper-free

Since 2014, we have been offering our customers an additional service, while at the same time setting an example for environmental protection. All invoices can now also be received electronically. The benefits are easier and faster processes and work procedures. Discount deadlines can also be better utilised. And of course, the space requirements for paper storage will also drop

considerably. If you would like to get your invoices in a practical PDF format, write an e-mail with the e-mail address at which you would like to receive your invoices to Inge Kraushaar: [i.kraushaar@sommer.eu](mailto:i.kraushaar@sommer.eu).

## Listening to the customers

Listening to the customer at the regional customer event. Close collaboration and customer experience is important to SOMMER. That is why we put on regional customer events at regular intervals. The Product Management Department, the Regional Manager and the entire sales management are amongst the guests. Lively discussions on products, solutions and service are at the forefront of the discussion. The colleagues take suggestions from the customers and pass them on to the Development, Production and Service Departments. Talk to your regional director for exact dates.



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## Review: BAU 2013

Nearly 2,000 exhibitors presented product innovations, new developments and trends to over 235,000 visitors from all over the world at BAU 2013 in Munich. It's not without good reason that BAU is considered the world's leading trade show for architecture, materials and systems, and it once again lived up to its good name.

On over 300 square meters, SOMMER and Groke presented their products and services to an international audience. Our booth and our products were received with great interest and we also enjoyed much recognition and praise.

Our twist 350 was a particular audience favourite. Our little power pack amongst the swing gate operators with its sophisti-

cated technology and high safety standards was in high demand. Our wireless ENTRAsys GD finger scanner for doors and gates was also a popular product. Our SP 900 sliding gate operator, whose control unit, easy installation as well as the Plug & Play functions for additionally connected safety facilities made a big splash. The sturdy but powerful design of our compact STArter automation solution was particularly impressive.

Our SOMMER Groke customer event in the world-famous Hofbrauhaus was the absolute highlight. We demonstrated the authentic SOMMER feeling to our customers from near and far with traditional Bavarian food and an excellent atmosphere.



### MAKE NOTE OF DATES

19.-24.01.2015:  
BAU in Munich

24.-28.02.2015:  
R+T in Stuttgart





## Small but nice: Looking back at the trade show in Nuremberg

Perimeter Protection is the largest trade show for perimeter protection, fence technology and building safety. The trade show, which takes place every two years, was held from January 14-16, 2014, in the Nuremberg Exhibition Centre. Of course, SOMMER was not going to miss it.

The trade show is very popular. The number of visitors grew by four percent compared to 2012. Nearly 2,500 guests got information about the newest solutions for perimeter protection systems. The atmosphere couldn't have been better at the booths of the nearly 80 exhibiting countries. The extraordinarily high quality of the trade fair visitors made for a successful start to the year.

SOMMER presented solutions for fence builders in the fields of radio control systems, swing and sliding gate operators. The visitors were particularly interested

in the newest developments in electronic or mechanical products and systems for perimeter protection. The exhibits on building security as well as classic mechanical protective measures such as fences, gates and barriers were also well attended. However, the field of video monitoring, intruder alarm systems or access monitoring systems using biometrics is also becoming increasingly important.



MAKE NOTE OF DATES

12.-14.01.2016:  
Perimeter Protection in Nuremberg



## Door conference in Warsaw: Looking back on the successful event

The first SOMMER door conference took place in Warsaw at the beginning of 2013. SOMMER Poland was happy about the excellent feedback. 30 Polish door builders took part in the conference.

Polish certificate centre CECE gave information about current door norms and guidelines. Jędrzej Borowiak (CECE) and Jochen Lude (SOMMER Germany) demonstrated how operating forces can be checked and how safe and reliable our SOMMER gate operators work using a sectional door. The disposal and environmental guidelines were presented in additional talks.

The supporting program was a successful end to the event. The group visited the SABAT dance theatre together. The atmosphere was extraordinary.



## Saie3 expectations fulfilled immediately

The international trade show for manufacturers and suppliers of blinds, windows, doors as well as architecture and construction took place in Bologna for the first time.

SOMMER and Groke were pioneers in participating in this trade show. The shared booth was ideally located at the main entrance. The visitor feedback was overwhelming. The swing and sliding gate as well as the Italian house doors were received with great interest and enthusiasm. A number of existing customers as well as a large number of new interested parties took advantage of the chance to exchange ideas with our experts. Although this was only the first time this trade show has taken place, we are very satisfied and predict a successful future for this event.



Thomas Endler, Axel Nuding, Christoph Kauderer and Frank Kleineisl

## Introducing the Quality Assurance Department

*“The customers whose expectations we exceed come back to us”.*

This old nugget of business wisdom reflects the task of the Quality Assurance Department. Quality Assurance makes sure our high quality expectations are satisfied. These do not only have to do with technical performance features, but also characteristics which we see as self-explanatory:

Does the operator continuously achieve its minimum number of cycles? Was the mounting kit completely full? A number of different features have to be inspected. That is why tests and measurements are conducted at different times during the product creation process. Before a component can be processed during production, a random incoming goods inspection is performed. This prevents

errors during the production process and at the customer site. Correct processing of components is ensured during and after serial production with corresponding tests. In addition, uniform standards are created in collaboration with the Product Management and Development Departments, which are continuously adapted to requirements and improved.

The Quality Assurance Department uses specially-tuned test mediums and test facilities for inspection purposes, some of which automatically store the test results. The development of quality from delivery to delivery can be seen at a glance. Mistakes happen. In order to permanently fix them, however, the Quality Assurance Department coordinates the handling of complaints and in the introduction of measures for improvement. Close collaboration with suppliers and

the Purchasing Department is extremely important in this case. Returned goods are labelled as blocked and are put away in a special blocked storage location. This prevents defective goods from accidentally entering the production process. Quality Assurance uses these measures to ensure that you, the customer, receive perfect, fault-free SOMMER products. Or to put it in other words:

*“It is our job to make sure that you come back to SOMMER, not the product”.*



## NEW FACES AND NEW TASKS AT SOMMER

We would like to give a hearty welcome to the new SOMMER employees. Both the company head office in Germany and the subsidiaries received new staff members.

SOMMER would like to congratulate four new industrial clerks on their successful exams. We look forward to working with them.

Alexander Dangel is Key Account Manager for access control systems and will work towards opening new markets.

Christina Leinweber will support our administrative team in the areas of book-keeping and human resources.

Jenny Jaumann will support SOMMER abroad and is responsible primarily for marketing as well as sales tasks in our English subsidiary in York.

Patrick Schüffele will work in IT. The trained industrial clerk has fun solving problems which confound others.



From left to right: Alexander Dangel, Christina Leinweber, Jenny Jaumann, Patrick Schüffele

## Operators and doors are in our blood: New Chief Sales Manager for SOMMER and Groke in Germany

As Chief Sales Manager, Klaus Hasselbacher has managed company sales in the SOMMER Group since December 2013.

When growing up in a family which produced aluminium house doors, he was always working with operators, doors and gates during his apprenticeship in mechanical engineering. Klaus has a wealth of experience in sales and marketing, but is most knowledgeable about installation and repair. He started working at SOMMER as a freelancer at the age of 28; later became a salaried employee. After working at other well-known com-

panies as a sales manager and managing director, he returned to SOMMER as a product manager and seminar leader.

Smiling, Klaus says about himself: *"I have been infected with the door and operator bug for 27 years".*

SOMMER is looking forward to continuing the good collaboration with Klaus in his new role as Chief Sales Manager.



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## Strong in finance

Marcus Rausch is the new Chief Financial Officer (CFO) of the SOMMER Group. Before changing to SOMMER, Marcus was Chief Financial Officer for nearly ten years in the automotive supply industry in the areas of finance, accounting and controlling. Marcus takes care of the financial issues of all companies in the

SOMMER Group. Essentially, these are issues of financing, annual and consolidated accounts, controlling as well as annual and budget planning.

## Mission in the west

Patrick Moll works in outside sales for SOMMER customers and interested parties in the North Rhine-Westphalia area. The industrial clerk finished his training at LEKI Lenhart GmbH. He worked as a clerk in the Marketing and Sales Departments for two years. He then gained experiences in the Sales Department of a different company. SOMMER is looking forward to the collaboration and welcomes Patrick to the team.



## Support in the south west

Peter Banczyk will be supervising outside sales in the south west together with Wolfgang Rogg. Peter trained as a carpenter and locksmith after training as a wholesale and foreign commerce trader. For years, he worked at Eisen Fischer GmbH in Nördlingen in the field of structural elements. After his training to become a trainer at the Chamber of Industry and Commerce, he became one of the parties responsible for teaching and supervising trainees.

Peter is looking forward to personally advising SOMMER and Groke customers and supporting them in solving their problems and meeting their requirements.



## MAKE NOTE OF DATES

### Trainings at the SOMMER Groke Professional Academy:

October 2014:

01-02. 10. 14: Expert inspection in Dillenburg (D) - #65532 (all day, 2 days)

### SOMMER at trade shows in 2014:

July 2014:

02-03.07.2014: SicherheitsEXPO, Munich

November 2014:

18-21. 11. 2014: EQUIPBAIE in Paris

### SOMMER at trade shows in 2015:

January 2015:

19-24.01.2015: BAU, Munich

February 2015:

24-28.02.2015: R+T in Stuttgart

## Groke doors with Decoral®

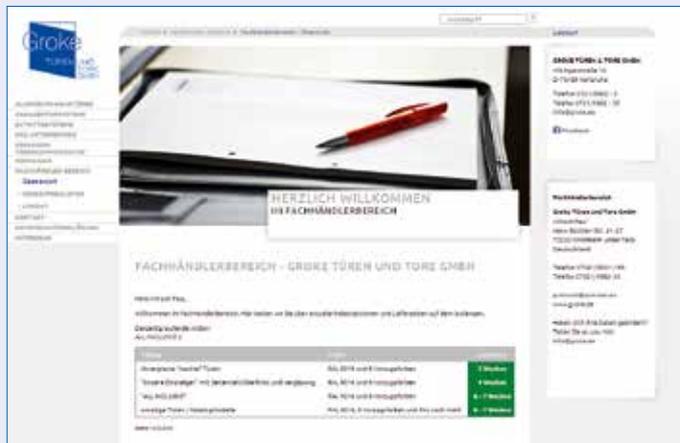
In place of the Renolit foils it has previously offered, Groke will switch to wood finishes with Decoral coating. Decoral is a special power coating process in which decorations are burnt into the powder coat. The decorations are therefore no longer applied on the paintwork, but penetrate into it and make a tight connection with the underlying coat of paint. Decoral coatings are therefore much more resistant than silk screens and foil coatings. The decorations exhibit good abrasive features. They are extremely corrosion-, weather- and UV-resistant. The natural look of the Decoral decorations is also a big improvement compared to other methods.



## Dealers: The new dealer area at www.groke.de

How can we make your life easier and give you a quicker and clearer overview?

To do this, we have introduced a dealer area on our website: [www.groke.de](http://www.groke.de). After a one-time registration, you will have access to a variety of useful tools. You will find information on our special deals and discounts here. Use the price list generator and get price lists specially tuned to your customers. Arrange all Groke products using the KREADOOR door configurator and see delivery times updated on a weekly basis. You can reach the dealer area at: [www.groke.de/fh](http://www.groke.de/fh)



## Door configurator is continuing down

What is an interested party most concerned with when selecting a door? The answer is the design. Only in the next step is information such as technology, heat insulation and security against intrusion of importance.

The Kreadoor configurator is more than optimal for dealing with the design before even the end customer even visits the dealer. The statistics back us up: The door configurator has been

viewed by over 30,000 visitors in the last 12 months. An average visit time of just under seven minutes shows the end customers work intensively with the variety of configuration options and reach their goal in just a few minutes. You can find the Kreadoor online at <http://som4.me/kreadoor-en>



## The big "All Inclusive 2" campaign is being extended

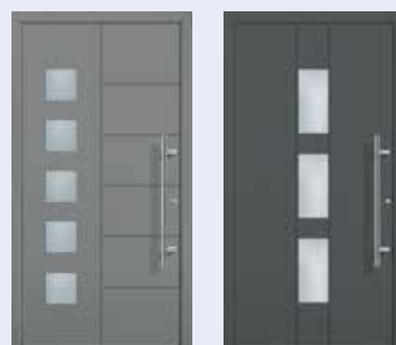
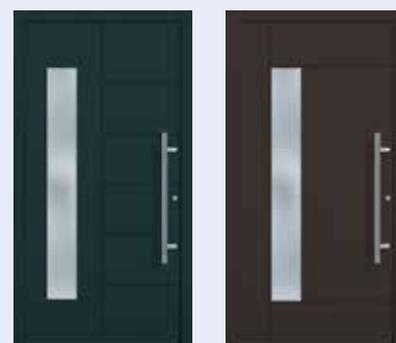
Until 30.09.2014 you can continue to get seven attractive Groke door models with the best equipment at a slightly modified sales price. The selected aluminium doors are characterised by their excellent heat insulation and their modern and practical appearance.

The sales models feature attractive equipment highlights. The leaves are covered on both sides and they have a 94 mm aluminium filling. The first-class heat insulation values make for a warm, cosy feel. The new modern but practical appearance on the outer side makes the door a real eye-catcher.

As usual, the sales models can be delivered in seven fashionable colours: Traffic white (glossy/RAL 9016) and the microstructure colours in stock: White aluminium (similar to RAL 9006), grey aluminium (similar to RAL 9007), dark grey (similar to DB 703), anthracite grey (similar to RAL 7016), brown (similar to RAL 8077), burgundy (similar to RAL 3005). Of course, these sales models are also available in two colours. You can choose one of the six fashionable microstructure colours, with traffic white inside. Two profile constructions with a construction

depth of 90 mm are available. For example, you can choose between ARCADE (flush) and SYMPHONIE (rounded frame). Doors and side parts are triple glazed with argon filling. The VSG/WSG, Mastercarré or Satino as well as Float WSG glass combinations are available.

All prices and the delivery times, updated on a weekly basis, can be found in the dealer section of our website. After a one-time registration, you will have access to a variety of useful tools. You can reach the dealer area at: [www.groke.de/fh](http://www.groke.de/fh). Our sales staff is happy to answer any questions you might have.





## Welcome to the family

Time to get acquainted: In mid-January, the staff from our subsidiary Doco International from Sittard (the Netherlands) visited us as part of a company outing in Kirchheim.

In addition to having time to get to know each other personally, a tour of the SOMMER premises was arranged. There was much discussion and exchange of knowledge about products and solutions.



## They stick together

Sealed windows are now available from Doco. The sealing protects the windows, preventing moisture and dust from getting into the PMMA glazing. This makes for a clear view under all weather conditions.  
<http://som4.me/doco-en>

## New end caps

There are new end caps available to match the most common panels. The new perforated end caps are available in galvanised steel, RAL 9016 traffic white, with integrated finger protection. The different versions of the end caps can be delivered for the following panel manufacturers:

- Epco Torelemente
- Hoesch Paneele
- Tecnopan-Kingspan
- Marcegaglia-Metechno-Italpanelli Torelemente
- Tecsedo

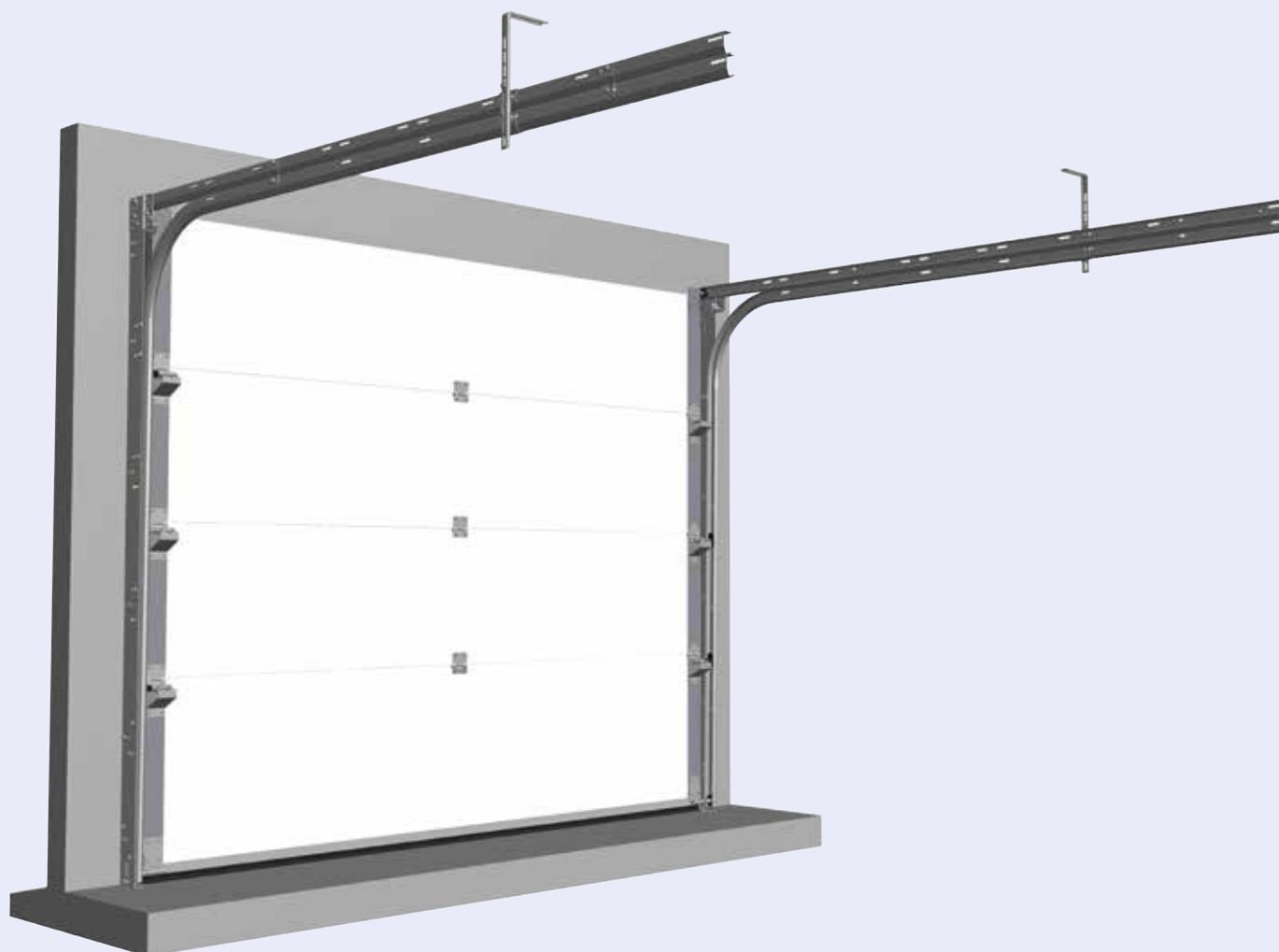
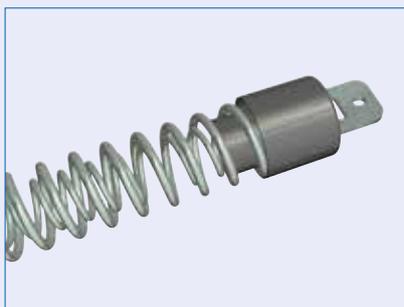
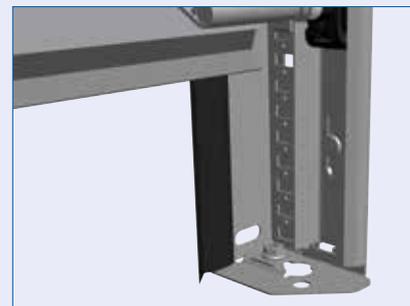
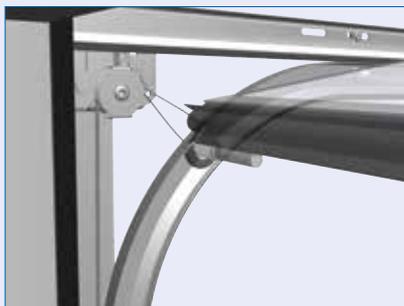
<http://som4.me/doco-en>



## Almost unbeatable prices and services

The EXS-40 is one of the best and most economical extension spring systems on the market. Thanks to its innovative spring-in-spring design with cable length adjustment, it does not take up much space. Only 40 mm lintels are needed for manually-operated doors, only 80 mm lintels for automatic doors. The EXS-40 with 1.2 mm or 1.5 mm tracks are available.

Installers will also be happy that the small number of components and the pre-assembled track sets significantly reduce installation time. In addition to the standard model, the EXS-40R model is available, which is specially made for the renovation sector. This model has a white frame and white lintels.





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