

IN A WORD!

Welcome,
dear readers of the first Krollinsight!



New production hall – Im Gehr 2

I am very happy that you can hold the first Krollinsight in your hands and I can tell you something from the Kroll worlds.

There is a lot to tell about what has happened since I took over the company in June 2014.

Customer satisfactions and the satisfaction of the employees are the most important things for me.

In addition, our **core competences** - at Kroll Energy GmbH:

construction, sales and service.

At the Kroll GmbH:

planning, manufacturing, assembling

are our daily action.

Your needs determine our strategy.

Let yourself be entertained and inspired on the next pages.

I am looking forward to your feedback...

Yours
Marcus Püttmer

„Only those can win customers
who give customers the certainty to win.“



From left to right: Mario Filippelli (Managing Director/COO), Martina Rehm (Managing Director/CFO), Marcus Püttmer (CEO), not in this photo: Johann Hofmayr (Operations Manager)

INHALT

FOREWORD

IN A WORD!
page 01

HIGHLIGHTS

**QUALITY INITIATIVE
ENERGY**
page 02

INFORMATIV

**COMMUNICATION IS
EVERYTHING**
page 03

**MPIRE - THE SERVICE
PROVIDER INTRODUCES
ITSELF**
page 04

RED + BLUE = KROLL
page 05

PROJECTS & ACTIVITIES

**WISAG ENERGY
AWARD 2016**
page 06

**MAJOR PROJECT:
SHW-COVER PANEL**
page 07

**MEYER BURGER
PROJECT**
page 08

**FOOTBALL
INTEGRATION PROJECT**
page 09

EVENTS

OPEN DOOR
pages 10–11

DEALER MEETING
page 12

WE ARE KROLL

**TECHNICAL
CONSTRUCTION**
page 13

IMPRESSIONS

page 14

QUALITY INITIATIVE ENERGY

Quality is our guarantee!

We are the first manufacturer on the market to offer **3 years manufacturing guarantee** in the heating and ventilation sector.

At the conclusion of a maintenance contract for one of the above mentioned devices, we guarantee a **6-year guarantee!**

When buying a new equipment with the conclusion of a maintenance contract, there is a **re-purchase guarantee** after 6 years for rental companies.

This **unique offer** applies to the following equipment in our portfolio:

(Mario Filippelli)

Warm air heater (S)

Warm air heaters mobile (M)

Hot air heaters mobile (HM)

Permanently condensing boilers (BK)

Electric heaters (E)

Hot water heaters (BKM)

Air Cleaner (LR)



S110, HM200, BKM120 (back), BK series (centre), M150, LR5300, E3 (front)

COMMUNICATION IS EVERYTHING!

Who is my contact person?

Dear customers,
The interaction with you as our customer is the heart of our work.

Due to that, we want to inform you about the easy communication channels in the blue and in the red Kroll world:

Kroll GmbH = Kroll blue
Telephone: +49 7144 830-0
Telefax: +49 7144 830-100

vertrieb.bl@kroll.de

Kroll Energy GmbH = Kroll red
Telephone: +49 7144 830-200
Telefax: +49 7144 830-201

vertrieb@kroll.de

Technical Service
Telephone: +49 7144 830-222
Telefax: +49 7144 830-113

service@kroll.de

Spare parts & claims
Telephone: +49 7144 830-357



Always there for you in the red world:



Reiner Vorderbrüggen
National sales director Kroll Energy GmbH



Achim Bolay
International sales director Kroll Energy GmbH

New message in my (electronic) mailbox...

On this occasion, we would like to point out again that since 1st October 2016, the electronic dispatch of invoices has been introduced at Kroll.

For you as our business partner, this means that now, you will not receive the invoices by post as usual, but only by e-mail.

Your advantages:

- Easy dispatch of invoices
- Entire electronic process:
Starting from the invoicing process, to the possibility of electronic archiving

Of course there is still the possibility of receiving the invoice by post (for a small expense allowance)

We are looking forward to a further good cooperation.

The company management / General Manager

Kroll GmbH
Martina Rehm
Prokuristin

Kroll Energy GmbH
Mario Filippelli
Prokurist



Mpire - THE SERVICE PROVIDER INTRODUCES ITSELF

Focusing on the core business by outsourcing the secondary division



The workforce of Mpire



Mpire staff at work



Open-plan office in „Im Gehr 2“

On the 1st of July in 2016 I have founded the company Mpire.

Mpire.

Its corporate purpose is the provision of **commercial services**.

My motive for the outsourcing of the secondary divisions was to form further synergies in the group of my companies.

Thus the so-called Kroll companies, as well as the other companies in my group, are able to **concentrate on their core business**.

Furthermore, by pooling our expertise, my team and I will

fulfill the tasks in question efficiently and "high quality".

The following divisions have been **outsourced** on the above mentioned date:

- Human Resources
- Financial Services
- Marketing
- Purchasing
- IT

This chance is also advantageous for our clients and for Kroll as the strategic alliances may lead to **new business activities**.

I can't hardly wait to see what will happen in the future based on this chance. I am looking forward to telling you...

Yours
Marcus Püttmer

RED AND BLUE = KROLL

We let pictures speak...

Hello everybody,
This is the creative department of Kroll writing.

We are happy to inform you about our new design.

In the future, we will focus on our company colours:

Kroll blue = Kroll GmbH

and

Kroll red = Kroll Energy GmbH

This is the reason why the **logo** of **Kroll Energy** has been **changed**, and the “Energy” has been removed. Now – apart from the colours – we have two identical Kroll logos.

Another recognition value is our work with images from nature. **Nature** is what motivates people, and our intention is to motivate people.

Your creative minds
The marketing department
Nina Hübner & Diana Sammet



Examples for our picture language

PRICE LIST

Valid from July 1st, 2016

Heat is our greatest fortune

Kroll Energy – your specialist for heating and ventilation technology.

PRODUCT RANGE 2016

Energy efficiency in all aspects of life. Construction - Sales - Service

WISAG ENERGY AWARD 2016

Content faces all-around. „The new heating unit is now purring like a kitten”

Since the end of March 2016, the **BSU business park** in Lichtenstein is proud owner of **a new heating unit with modern permanently condensing technology.**

Together with the WISAG building services South-West, domiciled in Stuttgart, we already had developed a concept for the change to an energy-efficient overall solution for the business park, and the heating company MVZ from Kirchberg supported the implementation.

Now, after a three month test run, you can see content faces all-around. “The new heating unit is now purring like a kitten”, says Thomas Ziegelmeier, facilities manager of the business park. He does not



Certificate for Michael Gillé (2nd from left) of the company WISAG



WISAG Energy Award

only appreciate the safe and more silent operation but also the easy and fully automatic control of the unit.

“With the WISAG building services, we have found a reliable and competent partner who has not only developed a **conclusive concept for energy saving** during the intensive pre-proceedings, but who has also respected and implemented our wishes and the special conditions in every step of the project.

The delicate conversion right in the middle of the heating season was done so smoothly that we did not see the provision being in danger at any time”, the fully content conclusion of Roland Ückert, director of the BSU business park.

The old unit with a boiler power of 300 kW (gas) and 1000

kW (oil) was starting to show its age.

Mr. Michael Gillé, service manager at the WISAG branch South-West, explains:

“The power of the two boilers could not be adjusted in a fine way. You either had 300 kW from the gas-fired boiler at your disposal or you had to start immediately the next bigger, oil-fired boiler with 1000 kW, even if there was only a demand of maybe 400 kW. In addition to that, the complete 1300 kW were never needed, the unit was generally oversized.”

Therefore, after visiting the unit and studying the consumpti-

on data of the past years, he recommended a **cascade solution with four permanently condensing boilers BK250** from the company Kroll in Kirchberg/Murr.

The conventional condensation technology was not an option for this project, as the halls are mainly equipped with air heaters which need a high flow and return temperature.

Conventional condensing boilers do not work efficiently any more under these conditions, whereas by using the permanently condensing technology of the Kroll boilers, you can completely exploit the benefit of the condensation technology, even in case of high return temperatures.

This concept pays!

By converting their old system to our technology, the business park was able to reach a **50 % reduction of the consumption** during the first



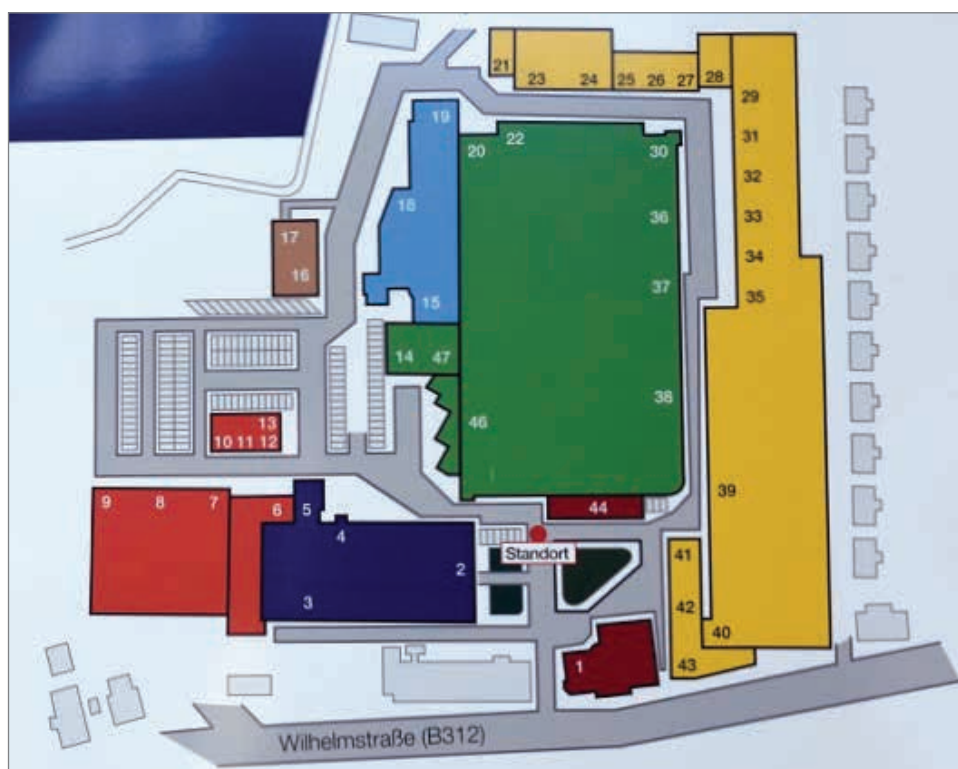
Cascade solution of the BK250's

months of operation, compared to the past years.

Currently, two more BK250's and one BK100 are being installed in the business park.

So the complete unit is supplied with future-proof Kroll heating technology, and we have won another enthusiastic reference customer.

(Editorial department)



...Here, heating will be done by Kroll technology in the future!

MAJOR PROJECT: SHW COVER PANEL

Europe's biggest saw, the RIVA PowerBridge receives our casing

The **SHW** machine tool GmbH from Aalen-Wasseralfingen in Baden-Württemberg is one of the world-wide leading manufacturers of bicycle rack machines and an internationally approved **specialist for metal machining treatment**.

Basis of SHW's competence, which is certainly unique in this sector, are more than 70 years of experience in machine construction and a tradition going back to the 14th century.

The SHW machines represent highest quality – made in Germany.

So this company supplies its customer, the RIVA GmbH Engineering in Backnang, with the RIVA PowerBridge – **the biggest saw in Europe**.

Kroll GmbH received the order to design this unique **cover panel** and then, due to the conclusive overall concept, also the order to manufacture it.

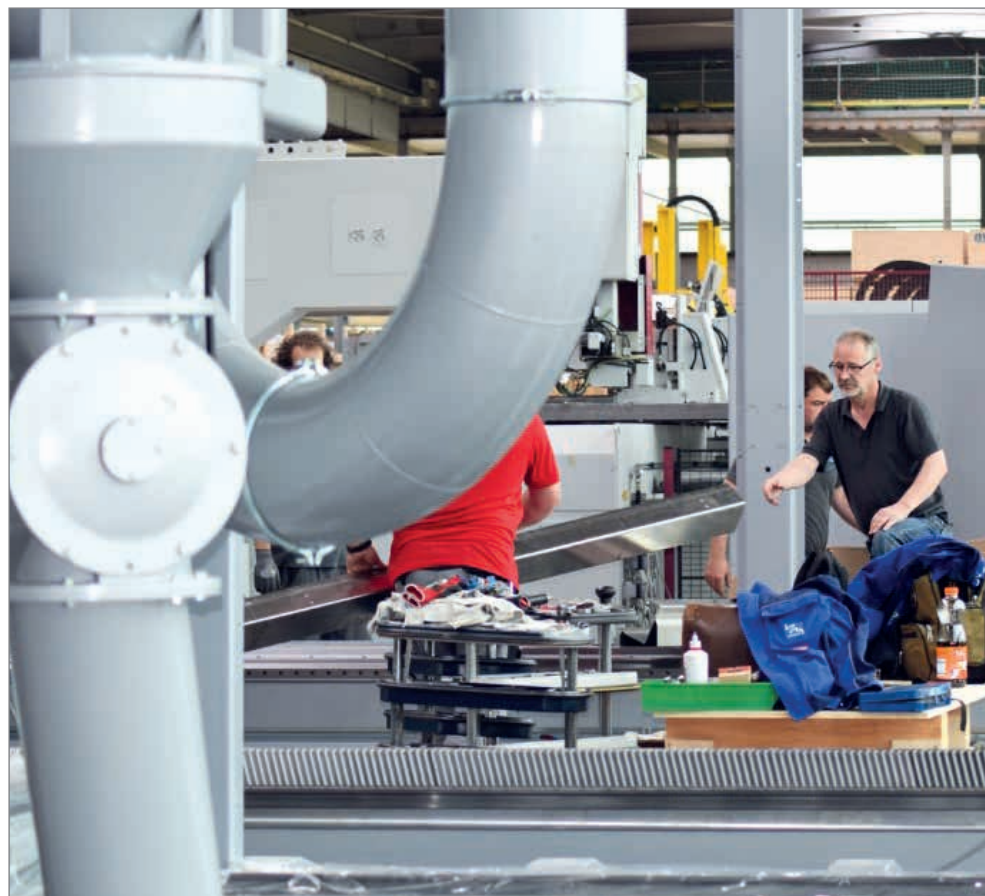
One of the big **challenges** was the **electrically driven sliding door** which had to allow free openings of 6 metres.

This was successfully implemented by the design and manufacturing departments of our Kroll specialists.

This example shows in a remarkable way that Kroll is facing the challenges of the market with their **strategy**, including professional design, manufacturing and assembly.

The professional implementation of this unique order has saved us **further orders** from SHW.

(S. Greff, M. Heckmann)



"Krollers" @ work



Kroll employees mounting the media channels.



Our colleague Kai Schrade mounting the manual sliding gate.



Kroll + SWH = teamwork

MEYER BURGER PROJECT

Silicon somewhat different

The company Meyer Burger, based in Thun / Switzerland is a globally active machine engineering company.

It provides clean energy. With machines, integrated systems and services from Meyer Burger, their customers ensure that electricity is generated from sunlight.

In addition to the solar industry, **Meyer Burger** is also active in other future markets such as the **optoelectronics** and **semiconductor** industries.

The company is particularly well-known for its **silicon wire saws** for the solar industry. This innovative technology in combination with the planning, production and assembly of the Kroll company led Meyer Burger to a concrete inquiry to our company.



Meyer Burger headquarter

For the **MB Wire Saw DW 288 series**, we received the sample order for the machines and door cover panels.

These were manufactured and delivered to the customer already pre-assembled.

Without further effort, these could be mounted to the machine bed directly by Meyer Burger.

Already with this first sample order, we were able to prove the exact depth of our production to our customer.

As a result, we expect a series order for this module in our further cooperation.

For Kroll, this was another major challenge to win **additional market shares** in the field of stainless steel manufacturing. Our two manufacturing plants now enable us to separate our production between stainless steel and black sheet.

This measure is absolutely necessary in order to win new customers in the strategically important sectors of the medical and food industry.

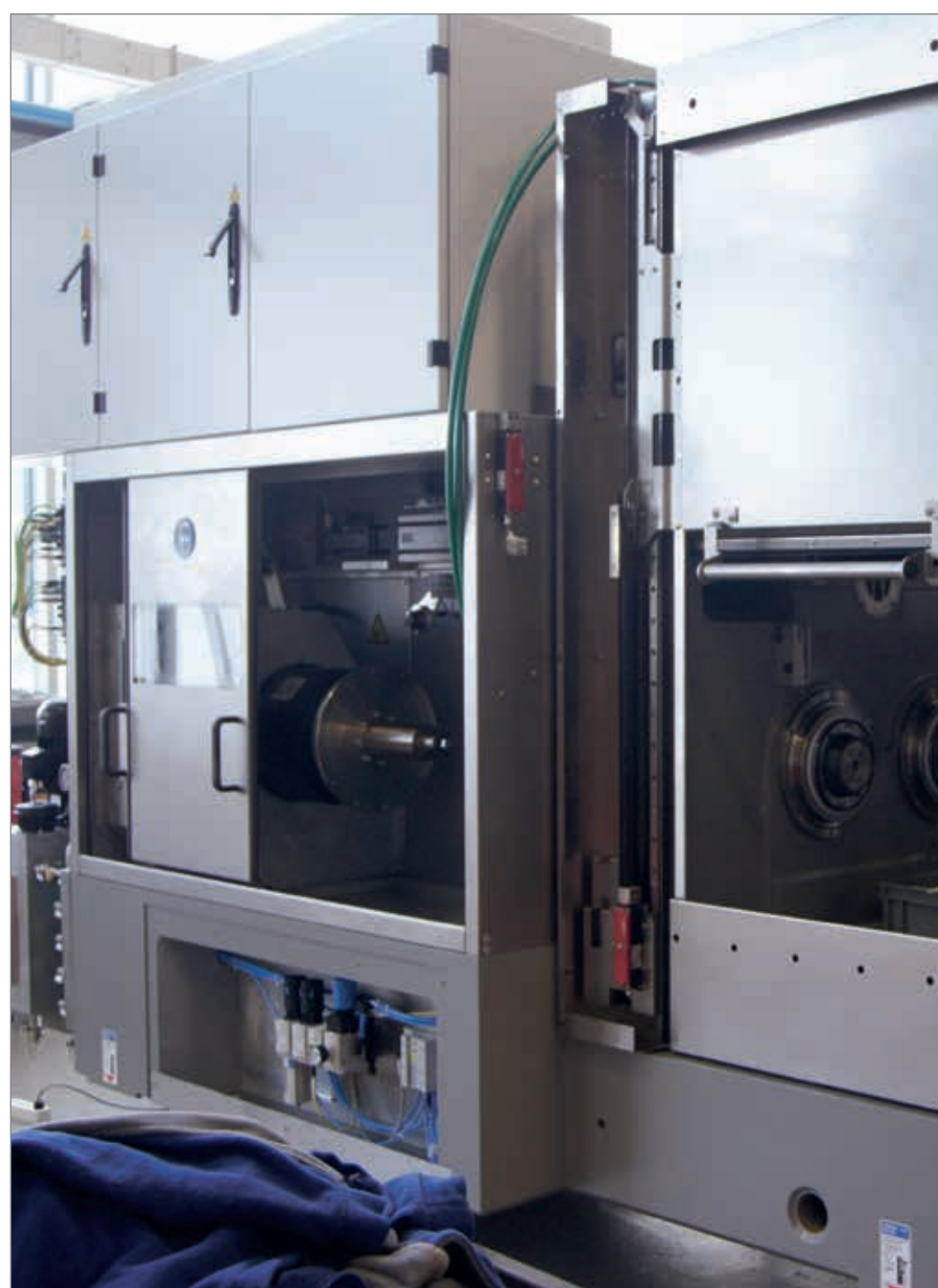
Our **target** for the coming year **2017** is a balanced share of each 50 % in the area of stainless steel and in the field of black sheet.

In this way, we are planning become more independent from the overall economic situation on the market.

(K.-F. Dessecker)



Collective brainstorming: Meyer Burger and Kroll



Casing of the MB Wire Saw DW 288 series, made by Kroll

FOOTBALL INTEGRATION PROJECT

Kick-off event in favours of refugee children

»One, two, three«, the count is taken, and then there is loud applause from the young footballers.

On 12th July 2016, refugee children and students from the primary school in Stammheim (near Stuttgart) both attended a football training.

“Did you have fun?” Jochen Bauer, the organizer of the football integration project, asked. A loud “yes” is the childrens’ answer.

We are talking about refugee children who attend the preparatory class, and students from the primary school in Stammheim. Led by Jochen Bauer and the former German junior staff player Marco di Biccari, they have played together.

“I’ve lived in Stammheim for a month, and after school, I really like playing football. I’ve enjoyed this day”, the twelve-year old Mariyam happily tells us.

“You have played football together very well today, and we have noticed that, even the ones who cannot speak German well could participate, because everyone is helping each other. It’s nice to see that you have so much fun!” Claudia Neulinger, director of the primary school in Stammheim is praising the youth footballers.

“Go one like that. It’s great how you children play together, and who want to, can register the sporting club SC

Stammheim. There, you can play for a real football club” Susanne Korge, Stammheims district leader, said. Andreas Otto from the sporting Club Stammheim also helped to organize this football integration day.

Kroll Energy supported the club with a donation of 500,00- €.

“It’s about supporting the integration on a sustained basis. With such kind of events, we would like to give refugee children the possibility to get to know the local organizations”, says Bauer.

The eleven years old Marvin has lived in Stammheim for one year, and is also attending the preparation class there.

“I’m playing for the youth team of SC Stammheim, and I really have fun. Today I had the chance to help others by explaining things to them. It was great” Marvin said.

The children did not only play football. At the end, every child got his own jersey and also a ball. And they got an autograph from the football players Marco Di Biccari and Benjamin Kern.

This was also sponsored by Kroll Energy with a donation of 4500,00- €.

(Petra Nessel & Editorial department)



They played like the big ones ...



... and listened carefully to what the grown-up said



Everyone enjoyed playing football together



Pure integration!

OPEN DAY

On 24th and 25th of June 2016 it was finally happening ...

We opened the doors of our new production hall in Gehr 2 in Kirchberg.

Under the motto of the European Football Championship 2016, we welcomed customers of the Kroll "sheet metal world" and the Kroll "heating, cooling and ventilation world" to this open day.

There was a lot to see on these two special days.

Thus, parts manufactured for the following customers have been exhibited in the "blue" Kroll GmbH world:

- Codra Fischer: dishwasher
- Exeron: MP7
- Felsomat: control cabinet
- Heidelberg: noise reducing cover
- Index: machine cover C100 and C200
- Schäfer: dough divider

However, we have not just exhibited. A highlight were the freshly baked pretzels, which we baked with the equipment provided by the company Schäfer. The pretzels were "sold" like hot cakes, because there is nothing better than a warm delicious Swabian pretzel.

In addition to our exhibition, our machines were in full use.

- We presented the welding robot TruLaser Robot 5020 in action.
- With one of our metal active gas welding machines, we welded consoles for a facade cladding.
- The bending machine Bystronic/Hämmerle 3P did the final processing step in the manufacture of our Kroll pen holders. Our guests received them together with a Kroll pen and a post it in blue or red as a present.
- Our machine Trumpf Tru Laser 5060 manufactured dinosaur puzzles Tyranno Rex (not original size) for all enthusiasts of dinos. Following this, the parts got deburred and edge-filled.



The Kroll Team

In the "red" world of Kroll Energy GmbH, we presented our product portfolio with the following innovations/new products:

- LR air cleaner LR5300 with its patented dust protection door. It is the only divisible dust protection door on the market. By a specially developed connector system, it can be divided into two parts for an optimal transport.
- Heating/cooling combination HK. Heating and cooling – with an excellent energy efficiency!

Our sales staff, technicians and service staff were at the disposal for questions and were at any time open for suggestions of our guests – in matching coloured Kroll shirts in blue and red.

At this point, we also would like to say thank you to our trainees. They helped a lot and showed how hard-working and motivated they are.

The companies of our business group also presented themselves at our in-house exhibition.



Dinos

- RIVA Lighting GmbH, for example, had a stand, on which it presented its high-quality LED industrial illumination systems. The company develops and distributes professional lighting solutions for commercial, industry and municipalities.

- With its industrial weighing technology, Soehnle Industrial Solutions GmbH is one of the leading companies in the branch of professionally used measuring and weighing technology, some of its products were exhibited at our Open day.

- Amato GmbH produces complex prototypes and serial parts for the mechanical engineering and the automotive industry, some of their prototypes were presented in our new production hall.

In the late afternoon, we went to the cozy part of the day.

Matching the slogan of our open day "the European Football Championship 2016", there was a goal wall shooting at which the 1st,

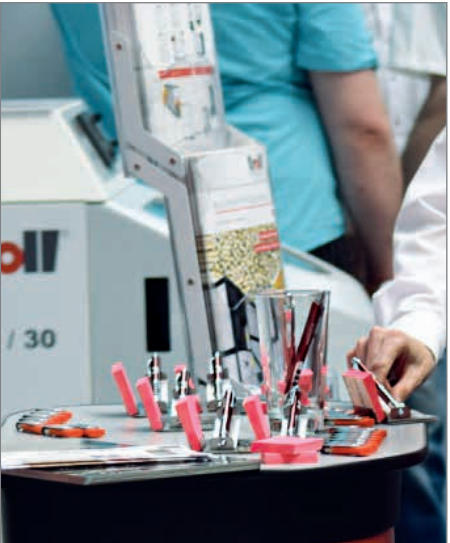
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Thus, parts manufactured for the following customers have been exhibited in the “blue” Kroll GmbH world:

- Codra Fischer: dishwasher



Kroll pen holders



Kroll dino puzzles



Eplation of our new product HK



Selfmade pretzels



The Kroll Energy = red Team



Kroll (is) grill(ing)



Enjoy your meal!

DEALER MEETING

Hallo! Hello! Bonjour! Buongiorno! Hoi! Heisann! Hallå! привет! Dobry den! Alo!

In the course of the inauguration of the new production hall, Kroll Energy GmbH held its dealer meeting on June 24th, 2016 in the parent house **Pfarrgartenstraße 46**.

As in previous years, we were able to welcome a variety of Kroll dealers from all over the world.

After the sect reception, our CEO Marcus Püttmer, Martina Rehm and Mario Filippelli (both directors) opened the **workshop** with a few introductory words. Our export manager, Achim Bolay, then led through the programme.

Our product developer, Bernd Hahn, took over the technical part of the presentation. He and our service manager, Gerhard Buck,

were available for questions and answers in a subsequent discussion session.

In addition to the presentation, the well-known and all new contact persons of the Kroll Energy GmbH were introduced. Especially our **new products**, the air cleaner LR 5300 and the HK heating and cooling system were presented. After the product presentation with discussion round, all participants went to the new production hall.

During the hall visit, the traders (according to the theoretical part in the presentation) received the practical part by means of a small **product training** of the new equipment. This was held by our technical staff.

In the early evening, the

cozy part began together with other business partners and colleagues with delicious suckling pig and lamb. In a cheerful mood and with many good conversations, the evening was very entertaining and harmonious.

The next day, there were also individualized **trips** of the customers together with their Kroll contact partners:

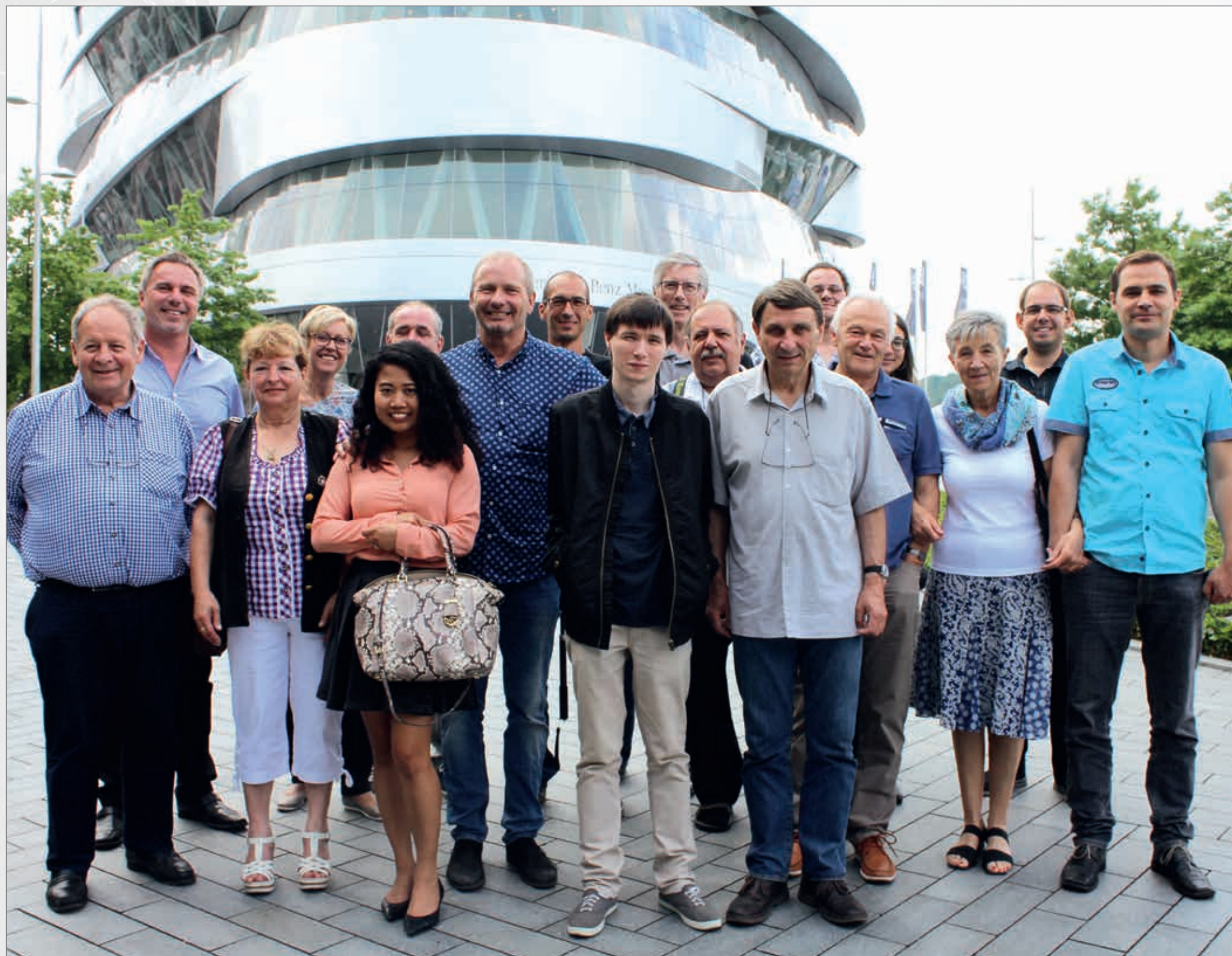
Lorena Fornino, Natalia Lämmle, Franco Lutz and Achim Bolay. A large part visited the Mercedes Benz Museum.

Those who already knew this, had as an alternative programme a visit to the nearby Porsche Museum.

I would like to thank all busi-

ness partners and employees for this successful event, which has made a very positive impression on all participants.

Yours
Achim Bolay



Visit of the Merced Benz museum during the dealer meeting

PRESENTING OURSELVES...

The technical construction (TK)



The Team from left to right: M. Hauser, A. Ramm, A. Rehm und A. Majer (not in this photo: H. Bossert, H. Hartmann)

My Name is Alexander Ramm, I am technical manager at Kroll Energy GmbH and also responsible for the department "Technical Construction – TK".

Currently, there are 5 colleagues working in this department.

Since my entry at first of July 2016, there has been a new structure in the department TK: The current situation of methods and allocation of tasks will be adapted on the **projects planned** for the future.

In cooperation with the company management, we have determined the new projects until 2018.

This results in a need of a competent and powerful department for **construction** and electronics, as well as a testing department in order to **improve** the process of creating a new product.

In result, two of the three developers will be implemented in the field of product construction.

Parallel to the projects, the test department will be built and we are currently searching for new employees for this sector.

Additionally, we are currently looking actively for new external partnerships to install **Know How** in the fields of production, development and products.

In addition to the **development of new products**, the **present series** will get some **new engineering functions**, too.

To the new market interests in accordance with the points of manufacturing costs, functions, normative requirements are to be implemented.

Sincerely
Dr. Alexander Ramm

May I present you, my TEAM:

Heiderose Bossert	Norms and certificates
Harald Hartmann	Serial support and optimisation
Max Hauser	Project mobile welding fume extraction
Alexander Majer	Project development Solid fuel boiler BK500
Andreas Rehm	technical documentation



IMPRINT

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