

Editorial

Whoever invented it, Christmas is a great idea! Let alone the fact that it provides a welcome break, it also gives time to think about the friends and send them the wishes for the coming year.

So, happy new year! And many thanks for your business, your confidence is highly appreciated. We hope 2003 will be full of happiness and will bring success in your business.



We all at the Rubberfuse Division are determined to do our best to help you reaching the target, from production through project completion. The plan for next year includes three major points, which will affect the production, the systems and the field service. 1. To cope with the growing demand for Sintofoil membranes, Imper decided to make

significant investments aimed at increasing the capacity at the Marano Ticino plant while maintaining quality standards at the highest level. 2. The range of accessories will be further expanded to allow for developing operations in new application fields. 3. The implementation of the network of Rubberfuse Authorised Applicators will be pursued. We look forward to working together.

M. Aughuet.

DISTRIBUTORS SEMINAR in Mappano

Last November, a group of managers from Altena (Holland), Ravago (Croatia and Slovenia) and Syco (Switzerland and Germany) who recently joined the Rubberfuse Team got together in Mappano for a 3-day Distributors Sales and Marketing Seminar. The agenda covered a broad range of subjects, such as market review, waterproofing technology, objective & strategy and related key issues.

The practical end was not left aside, as the program included a hands-on session, a visit of a showcase roof together with a tour of both production plant and R&D department. All this took place in a relaxed, friendly atmosphere (the photos reflect the high spirits!). The seminar also provided a great opportunity for exchange of information and the Rubberfuse staff learned a lot about technical and commercial practices in the various countries where visitors are active. It also resulted in everyone being better acquainted with Rubberfuse technology and marketing strategy. And proved to be an excellent way to prepare the '03 operations, indeed.



SNOW RESERVOIR in WINTERBERG

Winterberg-Süschen, located in the Sauerland Mountains (Germany), is a well-known place for skiers coming from the "Ruhrgebiet" and the Netherlands. In order to increase the skiing period, Snow-World Züschen, a local company operating a ski lift and other facilities, decided to invest in an 8.000m² water reservoir for the supply of snow canons.

Syco, the Rubberfuse partner in the area, won the lining contract for the supply and installation of 3.200m² of 1.5mm Sintofoil WP black on a 400g/m² polypropylene protection layer.



Great outset in Croatia and Slovenia

Although Rubberfuse operations were initiated quite recently, Ravago already secured some nice projects, including two Shopping Centres in Slovenia and new KIA facilities in Croatia.

Trgovski Shopping Centre in Lendava

After a 250m² job (call it a trial), Kleparstvo Sinko, a top level contractor with 25 employees operating from Skakovci, a city located near the Austrian border, won the roofing contract of the new Trgovski Centre of Lendava, designed by IZTR. The selected system is Sintofoil ST on 160mm insulation and 0.7mm steel deck mechanically attached with Thermal Shut Rubberfuse fixings.



Kleparstvo Sinko's management believes in new technologies but also feels that when it comes to using synthetic membranes, a key to success is adequate training and constant search for improved quality of the workmanship. The market approach of Rubberfuse, especially the Authorised Applicator policy were major factors when Kleparstvo Sinko decided to include Rubberfuse in their single-ply product range. The project was completed a few months ago, in a record time.

Kleparstvo Sinko also recently completed the new 2.000m² Agromerkur plant in Murska Sobota.

Mercator Centre in Logatec

As part of the development of their network in Slovenia and abroad, Mercator, a most successful company in the sector, opened a new shopping centre in Logatec. Further to contacts with Ravago, Mrs Jelka Solmayer, the Architect in charge for this 4.000m² supermarket, decided to specify TPO/FPA. Sintofoil ST was selected, as let alone outstanding weathering performances, the membrane is totally environmentally friendly. Sintofoil was mechanically secured on the substrate (prefab concrete and 160mm thick Rockwool insulation). SCT, a well established applicator based in Ljubljana, successfully completed the roofing contract in July.



KIA Facilities in Oroslavje

Ravago Hrvatska added a nice reference to their project list, as Sim Gradnja, a Rubberfuse applicator from Zagreb, recently completed the roof of a sailships repair yard, the first phase of a 12.800m² facilities project. KIA-Croatia, the building owner, were looking for a high quality but competitively priced system. They consequently selected 1.2mm black Sintofoil ST mechanically secured on steel deck and 120mm thick mineral wool using Rubberfuse thermal shut fixings.

Let alone a competitive price, a major deciding factor was the complete package as offered by Syco which included complete specifications and installation details.



CERTIFICATION PROGRAM

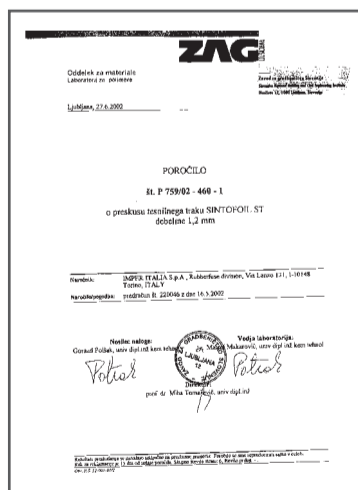
Qualiconsult

This year, the French certification as issued by Veritas had to be renewed. However, since Veritas made the decision not to be active in the field of construction materials certification any longer, we had to obtain a new document from another Authority. Qualiconsult, an independent firm with a good reputation in the construction sector, was approached. After a thorough check of the Veritas document and the visit of various sites installed since '95, a new certificate, valid for 3 years, has been obtained.

S.K.Z. and Z.A.G.

In addition to the renewal of the French document, certification has also been obtained from local Authorities in two countries where Rubberfuse recently started operations: Germany and Slovenia. So far, Approval and/or Testing Certification has been obtained from the following Authorities:

| | | |
|-------------------|----------------|---------------------------------------|
| B.B.A. | United Kingdom | Roofing systems |
| Qualiconsult | France | Roofing systems |
| B.D.A. - Intron | Holland | Roofing systems |
| Factory Mutual | U.S.A. | Mechanically attached roofing systems |
| E.M.I. | Hungary | Roofing systems |
| C.O.B.R. | Poland | Sintofoil membrane |
| C.S.T.C. | Belgium | Wind uplift - UEAtc testing |
| I.G.H. | Croatia | Sintofoil membrane |
| PPC.P. | Russia | Sintofoil membrane |
| S.P.S.C. | Lithuania | Sintofoil membrane |
| H.N.C.N. | Bulgaria | Sintofoil membrane |
| Z.A.G. | Slovenia | Sintofoil membrane |
| T. Ü. M. / S.K.Z. | Germany | Sintofoil membrane |



UBAtc

In addition to the a/m list, a program aimed at obtaining systems certification in Belgium is underway. Most tests have already been successfully completed.

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NEW ACCESSORIES

Fuseprep Plus

Imper Italia's R&D are introducing an improved version of the Rubberfuse Fuseprep cleaner. The product offers a more effective preparation of the weathered or dirty membrane and consequently allows for a stronger welded seam. Fuseprep Plus is supplied in 1 litre metal can for better protection during handling and storage. The packaging (12 cans per carton) remains unchanged.



QUALITY CORNER

Prefab roof drains

Urgent call received at Rubberfuse's Int'l Operations desk : « Hi there, well, looks like we're in trouble here ! Just tried to weld our membrane to some roof drains. Didn't succeed. Tried more and guess what : the drain broke ! Oh, by the way, the drain apparently is a locally supplied item. Not the Rubberfuse type. What do we do now? »



Unfortunately, this type of call still happens from time to time. And revives the question : « why Rubberfuse accessories ? » Answer : for 3 main reasons. First : performance. Moulded items have to be made of Rubberfuse FPA to ensure a valid welded connection. Second : warranty. Would a failure occur, the system warranty obviously will not apply as the responsibility for the failure rests on the supplier. Third : marketing principle. Our strategy is to sell quality systems, which implies complete systems as engineered by Rubberfuse.

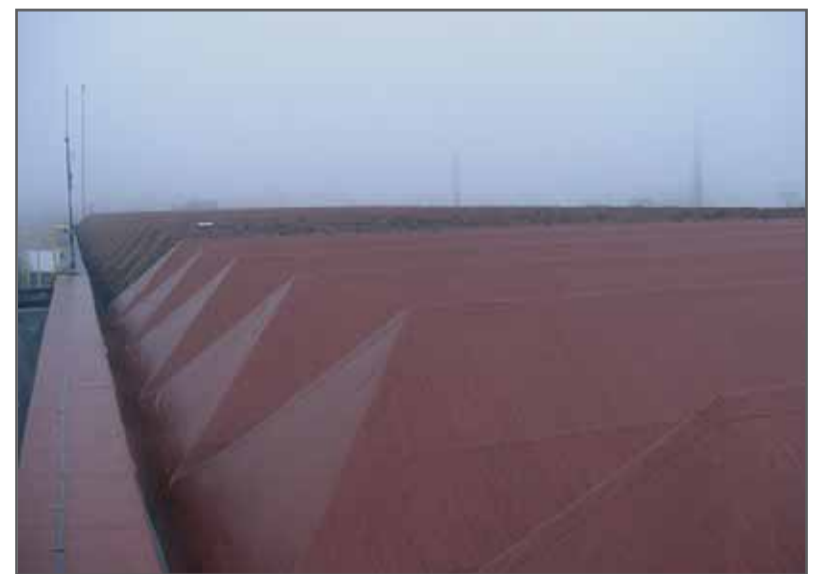


RED SINTOFOIL for LA REDOUTE

Fact is, very little are said in professional magazines and other technical literature about what it takes to successfully complete a re-roofing project. However, it is in that field that total professional expertise is most requested. A good example is the replacement of tiled sheds covering various plants of La Redoute, in Roubaix/Tourcoing (France). The maintenance staff was facing a dilemma: while they liked the red colour of the tiles matching the brick walls, they did not want to keep facing the related costs (ex: replacement after windstorm). A maintenance-free solution was obviously preferred.



SNEI, the selected Rubberfuse Authorised Applicator, came with the appropriate answer: after removal the tiles and examination of the structure, 19mm thick boards were installed and covered with terra cotta red Sintofoil FB, 1.2mm thick. The membrane was either fully adhered or mechanically attached, depending on the situation (wind exposure, weather,...). During a visit of the completed works, Mr Decauchy, La Redoute's manager in charge, made quite an interesting comment: "It is all good and well for us to be offered a good system. But let's not overlook the most important part: quality of workmanship. Look in this case: Bruno and the SNEI gang had to display all various skills required to install the system: masonry, carpentry and roofing. This is the main key to success!"



NEW A/E RUBBERFUSE MANUAL

The 2003 version of the Architect/Engineer Rubberfuse Manual will be available in a few weeks. The overall format is unchanged and includes 6 sections: product data sheets, systems specifications, welded field seam technology, quality control & certification program, references and samples. The main changes relate to sections 1, 3 and 5. Section 1 includes updated technical data relating to Sintofoil ST, FB and RG membranes and to some Rubberfuse accessories, e.g. FB-SF Solvent-Free Adhesive and the new Fixings product line: Standard, Thermal Shut and FM Approved. Section 3 reflects the improvements of the welding technology and Section 5 shows the "top 200" reference list which includes 200 projects totalling about 2 million m² of Rubberfuse systems installed in 20 different countries from 1995 through 2002.