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Sauter: a multiple qualifier for the World Cup.

More or less everything revolves around the World Cup football tournament in Germany this year. Sauter has also qualified for this major event in its own way, as our presence in various World Cup stadiums shows – and in fact we always view our other activities as sporting challenges on the market as well. Our teams undergo suitably intensive training in the training centres, and we pass our knowledge on to our 'audiences' – the operators and users – through a specialised academy, for instance.



Bertram Schmitz, Sauter's new CEO



Sauter in three World Cup stadiums

Three of the most modern stadiums where the World Cup matches will be staged are equipped with Sauter technology: the RheinEnergieStadion in Cologne, the Allianz Arena in Munich and the Commerzbank Arena in Frankfurt. Of course, all the stadiums will have to suspend their sponsors' names for the World Cup, so they will be presented to the public as FIFA World Cup stadiums. In this issue, you can learn some interesting details about these three buildings and how Sauter's presence will help them to 'shine' during the World Cup.

Imparting knowledge – a factor of success

Everything that we achieve on the market is based on knowledge – pooled knowledge that originates from our various activities, such as research and development, production and tests, our projects and our

experience with the products, and also (to a significant extent) from our customers' experience with the applications. Organising this knowledge and passing it on selectively is a key factor of success. This takes place through two channels: on the one hand, we provide training based here in Basle and in Freiburg for our own sales and technology teams and, on the other, we transfer knowledge about a variety of individual subjects to the operators and users of our plants via our national sales organisations.

Energy management for the future

Long ago, Sauter set itself the task of achieving continuous comfort for building users with maximum energy efficiency at the same time. This is why energy management is such a high priority for us in the building automation sector. Stricter regulations and conditions will shortly be coming into force for this sector in a

variety of countries. Anyone who opts for Sauter's building management technology can look to the future with "the best feeling all round". In this issue, you can read about several aspects of this subject, and see for yourself how we approached it at the Light+Building fair.

As always in Sauter Facts, you will find that this issue also contains a selection of new reference projects from different parts of the world.

To conclude on a personal note: with effect from 1st April 2006, I handed over the management of the Sauter Group and of Fr. Sauter Ltd. to Mr Bertram Schmitz. I would like to take this opportunity of wishing my successor much success and satisfaction in his new position!

Rudolf Weber
CEO of the Sauter Group
and of Fr. Sauter Ltd.
until 31st March 2006

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