



Well wrapped up for winter

Bridge pipeline of WKG pipes crosses the Loire



WKG pipes are in pole position when it comes to laying frost proof bridge pipelines. Even when the temperatures are well below freezing and the medium carried is still for quite long periods, the thermal insulation stops it from freezing. A coating of hydrochlorofluorocarbon-free rigid polyurethane (PUR) foam turns ductile cast iron pipes into experts at coping with the rigours of winter. On open-air pipelines the rigid PUR foam is protected against the effects of the weather by a folded spiral-seam outer shell of galvanized sheet steel or, if desired, of stainless steel.

“In the Loiret department”, explains Jeff Benoit, an employee of BGW’s French sales and distribution partner SOVAL, “there was a problem with the pipeline that supplied water from Sully sur Loire to Saint Père sur Loire. It was an open-air pipeline, laid across a railway bridge and dating from 1945, so it had been around for a few decades. The little town no longer had a reliable drinking water supply and there had been outages, especially in cold winters. We therefore decided to propose Buderus’s thermally insulated pipes for the replacement of the pipeline – there was no getting away from the advantages of WKG pipes and we used this to convince people.”

In March 2009, 420 metres of DN 200 thermally insulated pipes and socketed bends were delivered to the site at Sully sur Loire. The vil-

lage is well known for its castle, which was built in the 14th century on the banks of the Loire.

The pipes were laid along the track bed of the railway line. Because the railway service over the bridge had to be maintained, the laying work had to drag on for two months. Sometimes work even had to be done at night to ensure the progress of the laying work. But take your time and the result is usually good or very good, as it was in the case of the WKG site on France’s longest river. The drinking water pipeline was commissioned without any problems and in this coming winter it will demonstrate its advantages to the full.



A winter's tale at Willingen

Snow-making systems at Willingen work to perfection



With an investment of 18 million Euros in the development of its skiing areas, Willingen in northern Hesse has taken its place in the top league of German winter sports resorts. Since the winter season of 2008, the snow-making installation has been running perfectly and has been making this idyllic venue for the Ski-Jumping World Cup in the Waldecker Land independent of Frau Holda, who, according to Germanic folklore, controls the winter weather. The form and scope of the project are unique among German skiing resorts. Snow can be made on all of Willingen's major ski slopes. The infrastructure is designed so that at appropriate temperatures all the main pistes can be given an adequate cover of snow in around 50 hours. "It is our ductile cast iron pipes that see to the smooth flow of the snow-making operation on the ski slopes of the Eitelberg mountain", comments Uwe Strich of BGW's sales office in Thüringen. "We have supplied a total of around 13 kilometres of ductile cast iron pipelines with BLS®/VRS-T® socket joints and cement mortar coatings (ZMU). Together with the operators of the snow-making systems, the community authority at Willingen decided to go for Buderus pipes because there are advantages to them from both the economic and safety points of view. When ductile cast iron pipe systems are being laid, there is no welding work that has to be done out in the field. This means a considerable reduction in installation costs compared with welded pipe systems. The nominal sizes of DN 80 to DN 300 that were used have an allowable operating pressure of at least 64 bars and this means a high level of safety for the snow-making operation." There are five main downhill slopes with a total length of seven kilometres and some 50 modern snow-makers supply them with the coveted snow. Ductile cast iron pipes are also used for snow-making at the big ski jump arena, the Mühlenkopfschanze. This installation showed its reliability repeatedly at this year's FIS Team Tour, which was being held for the first time as part of the Ski-Jumping World Cup. "We took the event as a good reason for demonstrating the high performance of the ductile cast iron pipe system in the snow-making field to representatives of the supply and disposal industry. The systems on the Ettelsberg and at the Mühlenkopfschanze ran like clockwork. These are the most important German snow-making projects north of the Alps and we are proud to have done our bit to enhance the quality of the Willingen winter sports resort with our reliable cast iron pipes and the high standard of our applications engineering advice," declares Karl-Wilhelm Römer of BGW's sales office in Kassel.



The 2014 Winter Olympics at Sochi

TRM is supplying pipes and fittings for the snow-making systems



When Sochi was selected to host the 22nd Winter Olympics on 4 July 2007, the people of this South Russian town on the Black Sea danced in the streets and celebrated with plentiful supplies of "shampanskoye". Two years later, on 20 May 2009, it was TRM's turn to celebrate.

The contract to supply 14.6 kilometres of pipeline and 1414 fittings for the snow-making installations at the Olympics venue in the Caucasus was in the bag: the total value of the order was around 1.5 million Euros.

"It is quite clear that this most prestigious of all the 2009/2010 snow-making projects went to us because we are the technological leaders in this field and because, given the large number of fittings required, we were the only supplier who could promise reliable and punctual deliveries," reports Stefan Sterr, Head of Special Products at TRM, "We can also provide the technical support, and the best references in the market from satisfied customers." This was crucial for the customer because the snow-making systems at the Olympic ski resort of Rosa Khutor are technologically demanding. This is because the contours of the terrain are steep and winding and the long supply runs to the systems cause high pressure in the pipes. More than 12 billion dollars are going into the provision of infrastructure and the development of sports facilities. At first glance it seems rather strange that winter games are going to be held there. Sochi is lavishly adorned with palm trees, orchids and other exotic plants. The climate is sub-tropical and gives Sochi an average of 200 days of sunshine a year. Look upwards however and it becomes clear where the Olympics are going to be held: the snow-capped peaks are part of the Caucasus Mountains, whose highest mountain, Mount Elbrus, lies at a height of 5642 metres. The skiing resort that Sochi has, Rosa Khutor, is some 40 kilometres from the coast in the Krasnaya Polyana region and from 7 to 23 February 2014 it will be the venue for the Alpine competitions of the Winter Olympics. It will take 60 trucks to transport all the pipes and fittings to the point where they are going to be used in the Caucasus. In June, the first of these trucks, loaded with the consignment scheduled for 2009, set off on their journey of some 2000 kilometres to Krasnaya Polyana. The second consignment will be following next year. The timetable that has to be met is a tight one. The laying work has to be completed by 2010 and completion of the entire system is scheduled for 2011. The test runs will be taking place a year later and in 2013 the Universiade is going to be held as a sort of dress rehearsal for the Winter Olympics.

WASSER BERLIN 2009

Growth in all areas

From 31 March to 3 April 2009, innovative products and services from the international water and waste water industry were on show at the 13th WASSER BERLIN exhibition. In spite of the difficult economic environment, the leading European trade fair for the water sector managed to increase the number of exhibitors and enlarge the exhibition space. The cast iron pipes group had a 300 square metre stand on which it presented itself as a global player in the water and waste water industry under the slogan "The future is ductile". It also used the exhibition as a platform for making contacts especially in the Eastern European market, for which the potential growth forecast in the fields of water and waste water is extraordinary.

The main focus of the presentation was "Trenchless Laying". Friedhelm Kleinblotekamp, Head of German Sales at Buderus Giesserei Wetzlar GmbH, summed up this year's fair, and the company's appearance at it, as an industry event of primary importance: "For us, WASSER BERLIN is a springboard into new German states and into many Eastern European countries. We had invited large numbers of customers and potential customers and they came to see us in Berlin. The trade visitors we welcomed were mainly from Europe but also from Arab countries and this enabled us to make and further develop some very promising contacts."

Interalpin in Innsbruck



As suspected by insiders and trade journalists, Inter-alpin 2009 was, after the successful winter season in 2008, better attended than ever before. 18,100 trade visitors from all continents once again turned Innsbruck into an international metropolis for the cable car and winter services industry and set a new record for the number of visitors. From 22 to 24 April, Messe Innsbruck's halls and open-air exhibition grounds were so full that it was almost impossible to squeeze in. 500 exhibitors were delighted with the enormous increase in the number of visitors from France, Eastern Europe, North America and Asia, which made it clear that in spite of the economic crisis there is no let-up in demand in the winter technology sector.

On a 100 square metre stand, TRM showcased the cast iron pipes group's full range of expertise in the construction of pipelines for snow-making systems. Being shown as totally new products were the DN 250 and DN 300 MK single-socket bends with angles of 11°, 22° and 30° and the DN 250/80, DN 250/125 and DN300/80 MMB all-socket tees. The marketing brochure had been completely redesigned in view of Inter-alpin (more about this on page 24).

"Inter-alpin is undoubtedly the most important technological trade fair for winter technology in the Alpine region, and we were able to make a particularly impressive success at it with the completion of the Rosa Khutor snow-making project in Russia. The alpine skiing competitions of the Winter Olympics are going to be held there in 2014", was how Stefan Sterr, Head of Special Products, summed things up (see our article on this subject on page 17).

Left to right: Florian Althaler, Product Manager for Snow-Making Installations, Stefan Sterr, Head of Special Products, Claudia Mair, Head of the In-House Export Sales Staff, Julia Berkmann, Marketing Assistant and Luca Frasson, Product Manager for Snow-Making Installations, show how pleased they are with the company's successful showing at Innsbruck.



The ÖVGW Annual Conference in Graz

The Österreichische Vereinigung für das Gas- und Wasserfach (ÖVGW – The Austrian Association for Gas and Water) is the independent voluntary body representing all the Austrian operators of gas supply networks, and just on 220 water supply companies which supply some 5.4 million people in Austria (67 % of the population) with drinking water.

The 119th annual conference of the ÖVGW was held from 13 to 14 May 2009 in Graz Town Hall. 560 attendees from at home and abroad had come to the capital of the Austrian state of Styria to attend this event, rich in tradition, which brings together gas-supply network operators, drinking water suppliers and other industry representatives. To open the conference, Dr. Werner Beutelmeyer (of Market Research) gave a picture of the general mood of the population against the background of the crisis. This was followed by expert papers on subjects drawn from the fields of natural gas and drinking water which provided an excellent opportunity for exchanges of thoughts and discussions on a variety of subjects relating to the Austrian supply industry. There was also a trade fair where, on 58 exhibition stands, companies from Austria and other European countries showed the latest technical products for use in the fields of gas and water supply.

TRM was present on a joint stand shared with the Hawle, EWT and Krammer companies. As well as the successful new stand design, a mixture of modern and traditional, what made the event a success was above all the contacts made by the members of TRM's field sales force. "We had plenty of discussions which pointed us in the right direction and made some very promising contacts", was how Thomas Schleicher, Head of Sales for Austria, summed up the more than satisfactory way the federal conference had gone.



WETEX in Dubai

True to the “tradition” it has established since it began its business activities in Dubai, Buderus Pipe Systems FZCO again showed there at this year’s WETEX, the most important fair for the water and waste water industry in the Gulf region. The economic crisis has had a perceptible effect even on the Emirates and it was precisely in times of economic crisis like this that it was important to show the service the subsidiary can provide and the proven products of the cast iron pipes group, and to put more effort into making personal contacts, which have traditionally been very important in the region.

The numbers of visitors, which were up on those for the same event last year, underlined the importance of WETEX, which was held for the eleventh time, from 29 to 31 March, at the Dubai International Convention and Exhibition Centre under the patronage of Dubai’s Minister of Finance, H.H. Sheikh Hamdan Bin Rashid Al Maktoum. The largest group of visitors were from the United Arab Emirates, followed by guests from Oman. There were also a number of visitors from Bahrain, Iraq, Jordan, Libya, Saudi Arabia and Yemen.

This year, B.P.S. once again put the emphasis on solutions to special applications problems. It was exclusively BLS® pipes and fittings that were shown. At a seminar that accompanied the exhibition attention was focused on the “Ductile Speciality Pipes” – fire-extinguishing pipes with BLS® joints and BLS® ZMU pipes – and their areas of application such as trenchless laying, sloping pipelines and high pressure pipelines, etc. “Our work was directed to certain target groups and it paid off, because almost 40% of the visitors to the stand were contractors and consultants, and we had detailed discussions with them in which we were able to give them a clearer picture of the advantages of the ductile cast iron pipe system”, was the comment from Paul Jennings, Managing Director of B.P.S.



Leon Bauer, who has been manager of the office in Dubai since the end of last year and is also responsible for the organization of fairs and exhibitions at B.P.S.

WATENVI in Brno

The International Water Management and Ecological Fair in Brno is one of the biggest ecological fairs in the whole of Central and Eastern Europe and the main areas it covers are water management, waste disposal, the use and recycling of waste, and environmental protection. The fair combines two events which complement one another – the International Water Management Exhibition VODOVODY-KANALIZACE (VOD-KA) and the International Environmental Fair ENVIBRNO. More than 300 exhibitors from 10 countries were in Brno in the Czech Republic for the fair from 26 to 28 May 2009 and more than 8500 trade visitors showed their interest. It is a tradition for our subsidiary Buderus Litinové Systémy from Beroun in the Czech Republic to take part and on a splendid 110 square metre stand it spotlighted the subject of “Trenchless Laying”.



WOD-KAN in Bydgoszcz

BGW’s sales and distribution partner in Poland, Tyco Waterworks, showed a wide selection of the range of Buderus pipes and fittings at this year’s WOD-KAN, the International Fair of Machines and Facilities for Water Supply and Sewage Systems. The most important fair of its kind in Poland was staged from 26 to 28 May 2009 at Bydgoszcz’s new fair and exhibition centre. Around 8000 visitors underlined the great interest that there was from the specialist public attending the fair.



Conference in Algiers

On 29 April 2009, Wogapit, a Franco-Algerian group of companies, organized a conference on the subject of sales and trading relationships with Algerian companies in the capital Algiers. Invitations had been sent out to representatives of the Ministries of the Environment, of Water and of Agriculture, to representatives of official bodies such as the German Chamber of Foreign Trade and the German embassy and to consultants working for large construction firms. Representatives of the press and Algerian television also attended. Wogapit sells and distributes products for underground construction on the North African market and handled a project with BGW back in June 2008. BLS® pipes and fittings were supplied for an irrigation system in the Algiers region. Since then the Algerian wholesaler has been interested in long-term collaboration with B.P.S. and BGW. To provide some active assistance in promoting the business interests of the two sides, Wogapit has instituted a series of events, and the first of these on 29 April was very promising. Paul Jennings, Managing Director of B.P.S., and Peter Waßmuth, Marketing Director, gave a presentation highlighting the capabilities of the cast iron pipes group and the emphasis it puts on quality and drew attention to the unique features of the “specialities”, the BLS® joint and the ZMU coating. Other subjects dealt with were the particular suitability of ductile cast iron pipes for trenchless laying and their advantages for high-pressure pipelines. “The event gave us a marvellous opportunity to present our products to an influential circle of decision makers. The Algerian market is important to us because it is a traditional market for cast iron pipes. What is more, Algeria has for some years now been showing steady growth in its economy, it maintains close ties with Europe, and it has a great need for investment in the underground construction sector” explained Paul Jennings. “That is why we are looking forward to further events organized by Wogapit with great interest.”



Trenchless laying

Record attendance at the Site Viewing Day in Berlin

Buderus Giesserei Wetzlar GmbH demonstrated the suitability of ductile cast iron pipes for trenchless laying at 10 show sites in the urban area of Berlin.



Buderus Open Day at Tracto-Technik in Lennestadt

Together with Tracto-Technik, one of the leading manufacturers of equipment for trenchless laying techniques, Buderus Giesserei Wetzlar GmbH sent out invitations to an Open Day held on 4 March.



The 6th International Pipeline Symposium and Site Viewing Day achieved record attendance figures. On 28 sites, practical examples were demonstrated to inform visitors about present-day methods and techniques for the economical renovation, repair and replacement of existing water, waste water and gas pipes and the laying of new ones. The Wasser Berlin exhibition takes place every three years and these special sight-seeing tours organized by the Berliner Wasserbetriebe water supply company have been one of its highlights since 1993. BGW was impressively represented on 10 of the 12 sites by ductile cast iron drinking water and waste water pipes. In the words of Lutz Rau, a member of BGW's field sale force, "Here in Berlin, where almost every second pipe is laid using the trenchless technique, we had the opportunity on the 1st of April not only to demonstrate the installation of our ductile cast iron pipes by the press-pull, auxiliary pipe and pipe relining techniques and as newly laid pipes but also to show our special product solutions such as the ZMU-PLUS pipe. The response from more than 600 interested visitors to our sites was unusually good. This was no surprise because the trenchless installation technique is steadily gaining in importance and its development has already been considerably more productive than could have been imagined three decades ago when the first site in Berlin where the trenchless technique was used caused a sensation."

Show site on the Hauptstraße (main street) in Berlin Schöneberg: DN 800 Buderus waste water pipes with BLS® restrained joints and modified ZMU coatings being pulled in with an annular gap by the relining technique

The main attraction at the event was the practical demonstrations on Tracto-Technik's testing grounds in Lennestadt in North Rhine-Westphalia. More than 70 people attending the event watched with interest the way in which a DN 100 ductile cast iron pipe was pulled in with a directional drilling system of the Grundodrill 25 N type. They were also impressed by the demonstration of the burst lining technique: an old steel pipe was cut open by the roller-carried knife to allow a Grundoburst 400 G type burst lining system to pull in the ductile cast iron pipe. To give the attendees a clearer picture of the technique, an exception was made and the work was done above ground.

"We invited domestic and foreign sales and distribution partners and their customers to Lennestadt because in future we want to push even more strongly for the use of our ductile cast iron pipes in trenchless laying techniques. The size of the response showed us how important open days of this kind are, where people can see the technical possibilities and opportunities with their own eyes", says Manfred Hoffmann, Export Sales Manager, "and we are delighted to have in the Tracto-Technik company a partner that offers both the HDD directional drilling technique and also the burst and plough techniques for the trenchless installation of ductile cast iron pipes and can thus cover the full range of nominal sizes from DN 80 to DN 1000". Björn Freimuth, a specialist in the burst lining technique at Tracto-Technik, is convinced of the advantages of ductile cast iron pipes but there is another thing he is eager to praise as well: "The Buderus Manual from 2007 on the trenchless installation of ductile cast iron pipes dealt with the laying techniques brilliantly and we find it a valuable source of advice."



Madrid: German ambassador gives an assurance of assistance

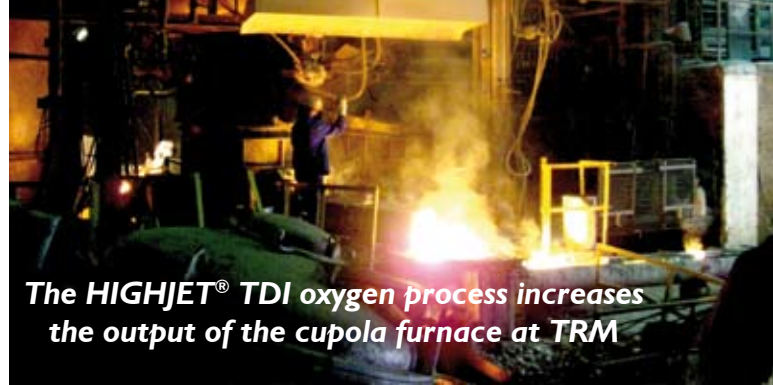
Today, Spain is Europe's largest single-country market in the cast iron pipes field. For BGW and its Spanish sales and distribution partner Construtec, the potential growth of the water and waste water industry on the Iberian peninsula is reason enough to show great commitment in developing the business and intensifying the efforts to make important contacts. As a result Ulrich Päßler, Executive Director of BGW, and Francisco Domínguez, CEO of Construtec, accepted an invitation to a meeting with the German ambassador in Madrid, Wolf-Ruthart Born, on 25 March 2009. Together with the ambassador and his economic attaché Thomas Neisinger, they discussed the opportunities that the cast iron pipes group has to contribute to the sustainable management of water resources in Spain. The ambassador gave an assurance of his full assistance – including with public relations work amongst other things. He suggested organizing a seminar in the autumn on the subject of “The future, and sustainable Made in Germany water management” to which representatives from the water management sector and parties responsible for the investments in infrastructure in Spain are to be invited.



From left to right: Wolf-Ruthard Born, German ambassador in Madrid, Ulrich Päßler, Executive Director of Buderus Giesserei Wetzlar GmbH and Francisco Domínguez, CEO of Construtec

Of the member states of the EU, Spain faces the greatest problems with the supply of water. Although there is an adequate supply of water on the Spanish plateau as a whole, the problem lies in the very uneven distribution of this water. The very place where there is a shortage of this resource is in the regions where the demand is greatest, due to irrigated farming using up-to-date agricultural techniques. As well as agriculture, which altogether accounts for the lion's share of annual water consumption, the amount of water used by Spanish households is also well above the European average.

Added to this is the fact that there has been a steady decline in resources over the past few years. The efficiency of water management is unsatisfactory and the infrastructure is inadequate or antiquated. Because of this, programs worth billions of Euros have now been instituted to allow measures to improve things to be pushed ahead with.

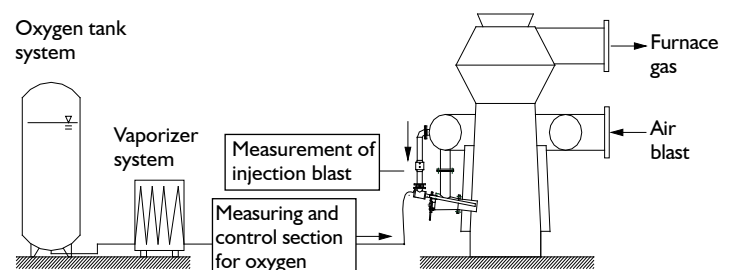


The HIGHJET® TDI oxygen process increases the output of the cupola furnace at TRM

TRM's cupola furnace went into operation in 1972 with an hourly output of 12 tonnes of molten iron/h. After the system was modernized in 1996 it was possible for output to be raised to 15 tonnes/h. The increase in capacity at GKG, which is also supplied with molten iron by this furnace, and the rise in output at TRM made it essential for there to be a further rise in smelting output. “We decided,” says Max Kloger, chairman of the board at TRM, “to use the new HIGHJET® TDI oxygen injection process that was developed by the Linde Group in 2006. In this process, a sub-flow of the primary combustion air is extracted on the injector principle by means of a driving oxygen nozzle using preset amounts of oxygen and is then mixed in the driving nozzle and fed into the cupola furnace at velocities from 40 to more than 80 m/s in an enrichment ratio of between 30 and 60%.”

“In earlier trials involving the blowing-in of oxygen through special lances”, explains Harald Tschenett, Head of Production at TRM, “we did not achieve satisfactory results. In the HIGHJET® TDI process, the small amount of air blast that remains makes its way into the cupola furnace at 12 to 16 metres a second through tuyeres of a new type. The advantage in this case is that the oxygen is not injected as quickly as it was with the lances and this is kind to the tuyeres. Also, the low speeds of the rising furnace gases result in a longer dwell time in the shaft of the furnace and hence in better heat exchange with the material of the charge. The total amount of air introduced into the furnace can be considerably reduced, which means a reduction in the strain on the extraction system – which is always a bottleneck on the cupola furnace.”

During the shutdown at Christmas 2007/08, the tuyeres on the cupola furnace were converted and the new process was installed. The test carried out at the end of the trial run showed a smelting output of 18.5 tonnes/h for the GKG charge and of 18 tonnes/h for the charge for pipes. Oxygen consumption at this peak output was 28 Nm³ of oxygen per tonne of molten iron. “Subsequently, we were able to raise the daily output of our cupola furnace to up to 400 tonnes and in this way to achieve the target we had set. Although the foundries were working at high capacity we did not have any appreciable downtimes” is how Tschenett sums things up.



In the commemorative year of 2009, the federal Austrian state of Tyrol, together with the autonomous provinces of South Tyrol and Trentino, is remembering the events of 1809. In the context of the conflicting demands of tradition and modernity, myths and historical facts are to be seen in their contemporary relevance, attention is to be focused on the present, and impetuses are to be given for future work in the area of social policy.



Andreas Hofer – and what he means to the state of Tyrol

“History meets the Future“

200 years after the population of the Tyrol rose in rebellion under the leadership of Andreas Hofer, a wide range of events looking at what happened in 1809 under the motto “History meets the Future” are taking place throughout the state in the current commemorative year. There can be no question that the historical figure of Andreas Hofer is of central importance in this examination of history, myths and legends.

The man and the myth

Andreas Hofer was a man of his time, a late 18th century Tyrolean who – before he took his place on the public stage – attracted hardly any attention either in the good or the bad sense. He worked as a farmer and innkeeper and tried to earn a little extra as a trader, at which he was not entirely successful. With the honours bestowed upon him by the Emperor and the government, the year 1809 was his time of greatness but it came to an abrupt end. The Tyrolean fought for God, Emperor and fatherland and it was for God, Emperor and fatherland that Andreas Hofer laid down his life – his death however brought almost nothing but misfortune for his family. It was only with difficulty that they were able to gain anything solid from the Emperor to back up his thanks. Peace and quiet returned to the Tyrol and as yet the mythologizing of Andreas Hofer was not a concern. It was only some decades later that interest in the events of 1809 and in the figure of Hofer as a “hero” began to revive.

An innkeeper against the troops of Napoleon

1809: Napoleon wants to rule the whole of Europe. But a Tyrolean innkeeper, farmer and cattle trader resists and becomes - though today his claim to the title is not uncontested – a national hero.

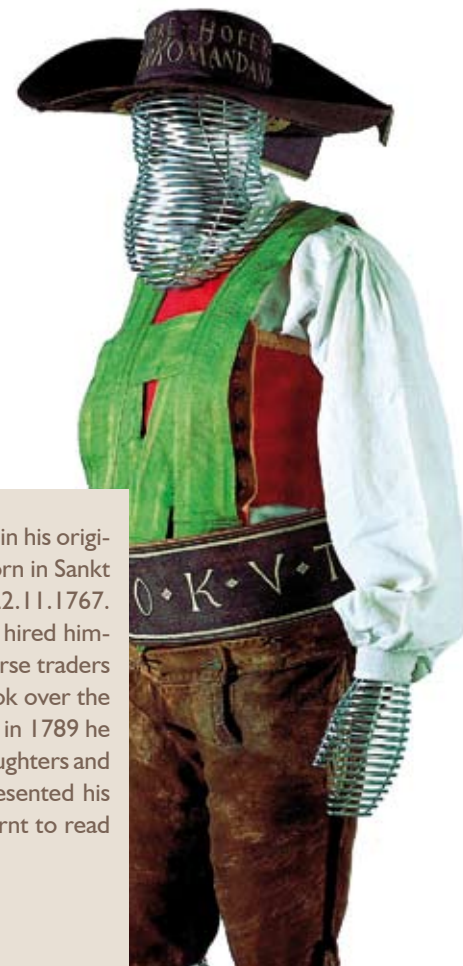
The historical context

Revolutionary France was expanding and while still under the nominal control of Louis XVI (executed in 1793) it declared war on Austria and Prussia in 1792. The people’s armies of the Revolution soon proved superior to the standing armies of Prussia and Austria. By the “Peace of Basel” of 1795, Prussia left the coalition against France – Austria fought on until 1797. Hofer took part in the battles against the French in the years 1796/97 as a member of the company of musketeers from the Passeier Valley.

The War of the Second Coalition against France (1798-1802) was more successful for France’s opponents, but their successes were overturned in the War of the Third Coalition. After its devastating defeat at the Battle of the Three Emperors at Austerlitz (1805), Austria concluded the “Peace of Pressburg”. The Tyrol was now under Bavarian control and this brought with it a series of reforms. What baffled the Tyroleans above all was the interference in the area of religion, such as the ban on the midnight service on Christmas Eve, the abolition of processions and pilgrimages and the prohibition of peasant festivals such as the Feast of the Sacred Heart. However, the final straw was not so much the religious reforms as the disregarding of the old Tyrolean constitutional statute relating to military service and the introduc-

tion of universal conscription. The sons of Tyrol had to serve as soldiers for a period of seven years. The “Landlibell” of Emperor Maximilian I of 1511 had restricted military service to defence of the country and Tyroleans could not be called up for military service outside Tyrol. What the population was willing to fight for and its concept of freedom had already been shaped by the “Landlibell”. It had strengthened their self-awareness, had evened out the differences between the classes and finally, with the defence against enemies from outside, had produced a distinct sense of Tyrolean identity.

In this situation Hofer could not submit in silence. In 1805, Archduke Johann charged him with the organization of resistance to



A stainless steel statue of Andreas Hofer dressed in his original clothes (the Passeier Museum). Hofer was born in Sankt Leonhard in the Passeier Valley in South Tyrol on 22.11.1767. His parents died while he was still young and he hired himself out as an assistant to wine merchants and horse traders and travelled a lot. At only 22 years of age he took over the dilapidated Sandhof inn from his stepmother and in 1789 he married Anna Ladurner, with whom he had six daughters and a son. As early as the days of Joseph II he represented his district at the Tyrolean Landtag. Hofer never learnt to read and write properly.



the Bavarians in the Passeier Valley and Vintschgau. Although the Court in Vienna and the military were not very happy about the idea of a national uprising, in April 1809 rebellion erupted in the “holy land of Tyrol”, as it is sometimes called. With his poorly equipped musketeers, Hofer achieved a first victory over the Bavarian army at Sterzing. In Innsbruck too the rebellion was a success.

Emperor Francis assured the rebels that Vienna wanted permanent unification with Tyrol. A Bavarian and French army of intervention was beaten back at the second battle on the Bergisel near Innsbruck. In the meantime however, Austria had given Napoleon an undertaking to withdraw all forces from Tyrol and Vorarlberg.

Hofer’s followers were thus thrown back on their own resources. Nevertheless they entrapped enemy forces in inaccessible ravines in the country and inflicted heavy losses on them. At the third Battle of Bergisel, Hofer just managed to scrape a victory over the Bavarians and French. Now began his brief rule from Innsbruck as Imperial Commandant. He conducted the business of government from the Hofburg. The deeply religious and strictly conservative Hofer was not much liked by the citizens of the capital of the state of Tyrol – he imposed regulations relating to dress for example on the wives of the easy-going Innsbruckers.

The military defeat of the Austrians at Wagram (5/6 July 1809) resulted in the Treaty of Schönbrunn (14 October 1809) under which Emperor Francis, contrary to his earlier promises, was forced to cede Tyrol again to France and Bavaria.

Napoleon then had 56,000 men march in from different directions. Hofer left Innsbruck. On 1 November Bavarian troops stormed the entrenched positions on the Bergisel. Although some of the skirmishes

ended successfully for the Tyrolean musketeers, Hofer was forced to flee. The uprising, which amongst other things had cost the state around 1000 dead and close on 2000 buildings destroyed, collapsed at the end of November. Hofer hid with his family and his clerk on the Pfandleralm in the Passeier Valley. He was betrayed however by his former friends and the French found him in January 1810. In February 1810 a court martial, acting on Napoleon’s instructions, sentenced him to death. He was executed by firing squad on 20 February 1810 in Mantua. In his farewell letter, he wrote: “Farewell, wretched world! Death seems to me so easy that my eyes are not moistened by a tear.”



Andreas Hofer at his execution in Mantua.

The salvo from the French firing squad did not kill him at the first attempt: he got to his feet again and is supposed to have said to the soldiers: “Oh, what bad shots you are.” The sergeant in charge went over to Hofer and administered the coup de grace from very close range.

The Vienna newspapers did not report the death of Hofer because there was something more important to announce: Napoleon I was to marry Marie-Louise, the daughter of the Austrian Emperor.

The tomb of Andreas Hofer in the Court Church in Innsbruck. His body was exhumed in Italy in 1823 to be buried in Innsbruck.



The words of the Tyrolean national anthem (written by Julius Mosen in 1831) celebrate the death of the national hero. The melody to which it is set was composed by Leopold Kneblsberger in 1844.

*Zu Mantua in Banden
Der treue Hofer war,
In Mantua zum Tode
Führt ihn der Feinde Schar.
Es blutete der Brüder Herz,
Ganz Deutschland, ach, in Schmach
und Schmerz.
[: Mit ihm das Land Tirol,
Mit ihm das Land Tirol. :]*

Customer opinions are important to us!

Customer satisfaction plays an extremely important part in the success of a company on the market. The more satisfied a customer, the greater their loyalty to the company and its products. Customer satisfaction depends on many varied factors. The smaller the difference between the customer's expectations and the degree to which they are felt to be met by the product and the service given, the more satisfied the customer is. Ideally, the customer's expectations are exceeded. Surveys are used as a tool for establishing the degree of customer satisfaction. In November 2008, in collaboration with three regional market research institutes, we surveyed a random sample of our customers including local authorities, planners and operators of snow-making installations in Germany, Austria and Switzerland.

It turned out that our customers take a very positive view of our

products and their high quality and of the expertise that our employees have in applications engineering, even in comparison with the competition. At the same time, the results also showed that there is a need for improvement in some areas. This is where there has to be some further development if there is going to be any sustained gain in customer satisfaction.

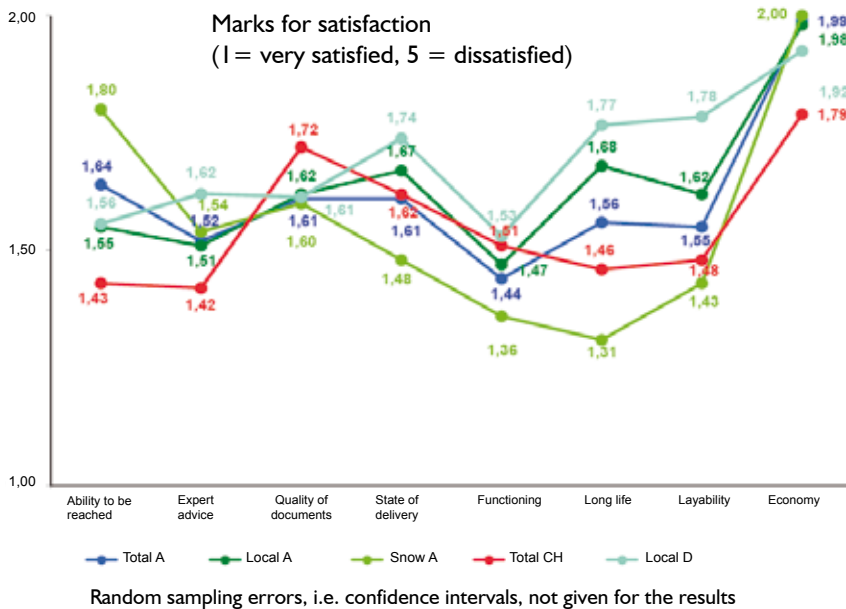
► There is an increase, almost a steady one indeed, in the importance attached to the visual state of our products at the time of delivery. We want to improve the state of our products on delivery (the lining and outer coating), in order to give the customer a feeling of confidence about problem-free laying and long life.

► One of our very special concerns is to give our customers a boost with even greater flexibility and shorter and precise delivery times.

► We want to supply our customers with up-to-date information and better documentation. With this in mind, we shall be devoting considerable effort over the next few months to the following subjects: the internet, catalogues, data sheets and on-line catalogues.

► The view that customers take of the long life and economy of our products is not, as yet, the same as the view we ourselves take. We want to ensure that our customers are better informed about these points and to convince them of the long life and extraordinary economy of our products.

In the future too we want to cast a critical eye on ourselves regularly and to see ourselves as our customers see us, so that we shall continue to be able to find out what desires and suggestions our customers have and to satisfy them. We have therefore decided to repeat the surveys at specified intervals.



Something new for snow-making systems

Under the overall control of the specialists from Hall and in collaboration with their colleagues from Wetzlar, Beroun, France and Italy, new information documents have been produced for the field of snow-making systems.

As well as the product folder entitled "Reliable Snow", which is available in German, English, Italian, Czech and French, folders dealing with reference installations and a technical catalogue have been produced. These documents were presented to a wide audience for the first time at this year's InterAlpin exhibition and were very well received.

To give customers what they want and ensure that marketing documents are informative and expressive, work is currently being done on product and project folders for the field of "Ductile Cast Iron Pipes for Turbine Pipelines".



The FGR elects a new executive board



On 31 March 2009, the Fachgemeinschaft Guss-Rohrsysteme e.V. (FGR – Trade Association for Cast Iron Pipe Systems) elected its new executive board as required by its articles of association. All the member companies took part in the election.

Ulrich Päßler (on the left), Executive Director of Buderus Giesserei Wetzlar GmbH, was elected to the new executive board and Ulrich Hezel (on the right), CEO of Düker GmbH & Co KGaA, was elected to the deputy executive board.

The trade association is a technical and scientific association that brings together companies, only German ones so far, that produce pipes, fittings and accessories made of ductile cast iron. The FGR originated from the Deutscher Gießerei Verband or Germany Foundry Association. It has been active in its present form since 1953.

Its principal tasks include:

- To make known the technical and scientific advantages of the ductile cast iron pipe system for carrying drinking water and waste water and for all the modes and methods of installation.
- To promote and encourage the use of ductile cast iron pipes in the context of planning, installation and operation.
- To collaborate on national, European and international standardization relating to all matters that affect the use of ductile cast iron pipes.

For the future, the FGR will be endeavoring to take its place as a European association representing the interests of the cast iron pipe industry including those of manufacturers of cast iron valves. With an improved budget it will be able to become altogether more targeted and powerful and will be better able to achieve its goals. Päßler and Hezel are agreed that in the long term the only effective way of continuing to build up the FGR and to consolidate its promotional activities for ductile cast iron as a material in a sustainable way is to expand its activities onto the European market.

Andreas Schreitl takes over as manager of TRM's centrifugal pipe casting foundry



On 1 February 2009, Andreas Schreitl took over as the manager of TRM's centrifugal pipe casting foundry in Hall in Tyrol. He was born in the Tyrol and began work at TRM in July 2001 as a machine operator and from the very beginning he stood out for his dedicated application to the job in hand and his strong commitment. Although his previous training had been commercial, this soon allowed him to gain a footing in the production

area. He took numerous training and advanced training courses (including as a work study engineer) and as a result was appointed a quality officer in the production department in January 2005. As time went on, he then took on the very demanding role of coordinator in our TGVS scheme for employee's suggestions for improvement and he has now been appointed the manager of the centrifugal pipe casting foundry. In this function, his attention will now be focused above all on getting the new centrifugal pipe casting machine commissioned as quickly and as successfully as possible, a task in which – for our own sakes as well as his - we wish him every success. After more than 41 years of service to the company, 30 of which he spent in the centrifugal pipe casting foundry, Franz Rühr, the previous manager of the foundry, took his well-deserved retirement on 1 May 2009. We would like to take this opportunity of again extending to him our very grateful thanks for the exceptionally dedicated work he did and his great devotion to the company.

TRM introduces a database for the STOP sign suggestions scheme

*TGVS
Deine Idee zum Erfolg!*

In collaboration with TRM, the new database developed by Mohr-Tools for the STOP sign suggestions scheme has been adapted to suit our special re-

quirements. The database, by means of which all the information and analyses required can be called up "at the press of a button" was introduced in January 2009. The administration, processing and monitoring of the STOP sign suggestions can now be handled more easily and with considerably greater clarity. What is more, the people submitting STOP sign suggestions will have an opportunity of following the progress of their suggestions in a more satisfactory way. There are also plans for access to be organized for BGW so that a comprehensive pool of ideas can be created.

These are some of the things the database can do:

- Automatic calculation of prizes with details of the calculable benefit
- Administration of users including granting of rights
- Administration of the sponsorships
- Coverage of several companies
- A vast variety of analyses (cost/benefit plots, number of STOP sign suggestions in a plot, cockpits)



Ramma Damma cleaning and litter-clearing day in Hall with a record attendance

TRM's Ramma Damma cleaning and litter-clearing day is already an established tradition and was held again on 6 June, this time with a record attendance. More than 100 TRM employees turned up "armed" with cleaning utensils and painting gear to freshen up and thoroughly clean parts of the factory site.

In addition, 16 colleagues from BGW accepted the invitation to the 2009 Ramma Damma, travelling from Wetzlar in groups and giving an enthusiastic helping hand to ensure that the aims set for the day were achieved. They were also given a tour of the works to get to know the sister factory in the Tyrol better and to enable them to make or strengthen contacts outside their home site. "We were delighted to receive this invitation and found the relaxed mood and the cordial welcome we received absolutely super", said Melanie Turek, assistant to the executive management at Wetzlar. As always, the high point came when the work was done in the form of a companionable get-together with plenty of food and drink, during which there was a spontaneous announcement from quite a few of the Hall employees of how they would be interested in giving a helping hand to their colleagues from Wetzlar at a similar day of action.



About us

Welcome



Alexander Bauer

Alexander Bauer, born 1979, has been working as a member of BGW's field sale force for the sales area of Baden-Württemberg since 1 May 2009. After training as a business administrator in wholesaling and foreign trade with Spitzer Handels-Gesellschaft, Alexander Bauer showed his abilities as a sales consultant with the in-house sales force at the Gimbert Hagebauzentrum Mudau company. In July 2000, Gimbert was taken over by Müssig Bauzentrum

Mudau. At this time he was given the job of branch manager of the Mudau branch. In parallel with his work he continued his training to become a graduate in commerce (passing the German Chamber of Commerce and Industry examination) and then a graduate in business administration (passing the German Chamber of Commerce and Industry examination). In 2004 he moved to the Hagebauzentrum Buchen company and took over as branch manager in November 2007. His field of activities covered almost the entire range of commercial activities at a building materials retailer, including customer care, acquisition of new clients, vehicle fleet management and corporate organization. When he is not spending his free time with his wife and two daughters, Alexander Bauer can be found playing squash or skiing.



Anja Scholz

Anja Scholz, born 1959, has been working in BGW's Finance and Accounting department since 15 February 2009. She is assisting the team in Accounts Payable and Credit Control. Anja Scholz successfully completed her training course in business administration in 1978 with Münchener Medizin Mechanik GmbH and gained her initial accounting experience with the Bernd GmbH in Bonn. She worked there both in accounts payable and credit

control. After 13 years as a branch manager with the Russek GmbH, she became self-employed as a corporate consultant. In 2006 she took a post as a trained officer in the financial accounting department of the Boston Medizintechnik GmbH. In her spare time, she continued her training to become a chartered accountant and then moved to the Deutsche Bank, where she worked as a qualified accountant in the Securities Division. Anja Scholz, who likes to spend her leisure time jogging or playing squash, has settled in very well, so much so that she is temporarily heading the Finance and Balance-Sheet Department at the moment.

Anniversaries

Buderus Giesserei Wetzlar GmbH

40 years with the company

Klaus Hahner, on 18.8.

Jürgen Lutz, on 18.8.

Dieter Meissner, on 18.8.

25 years with the company

Dirk Hasselbach, on 20.8.

Imprint

inFORM

Published by:

The executive management of Buderus Giesserei Wetzlar GmbH and the board of management of Tiroler Röhren- und Metallwerke AG

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Design, typesetting and litho plates:

K13 Medien, Wetzlar

Picture credits/sources:

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Printed by:

Druckhaus Bechstein, Wetzlar

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Next issue: 15 November 2009



“Our pipes, with their robust cement mortar coating (ZMU), can be laid even in corrosive or rocky soils without any additional sand bedding. In combination with our restrained BLS®/VRS-T® joints, they are ideal for difficult terrain and all trenchless laying techniques.”

Silke Hackl, Sales Manager Western Europe

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