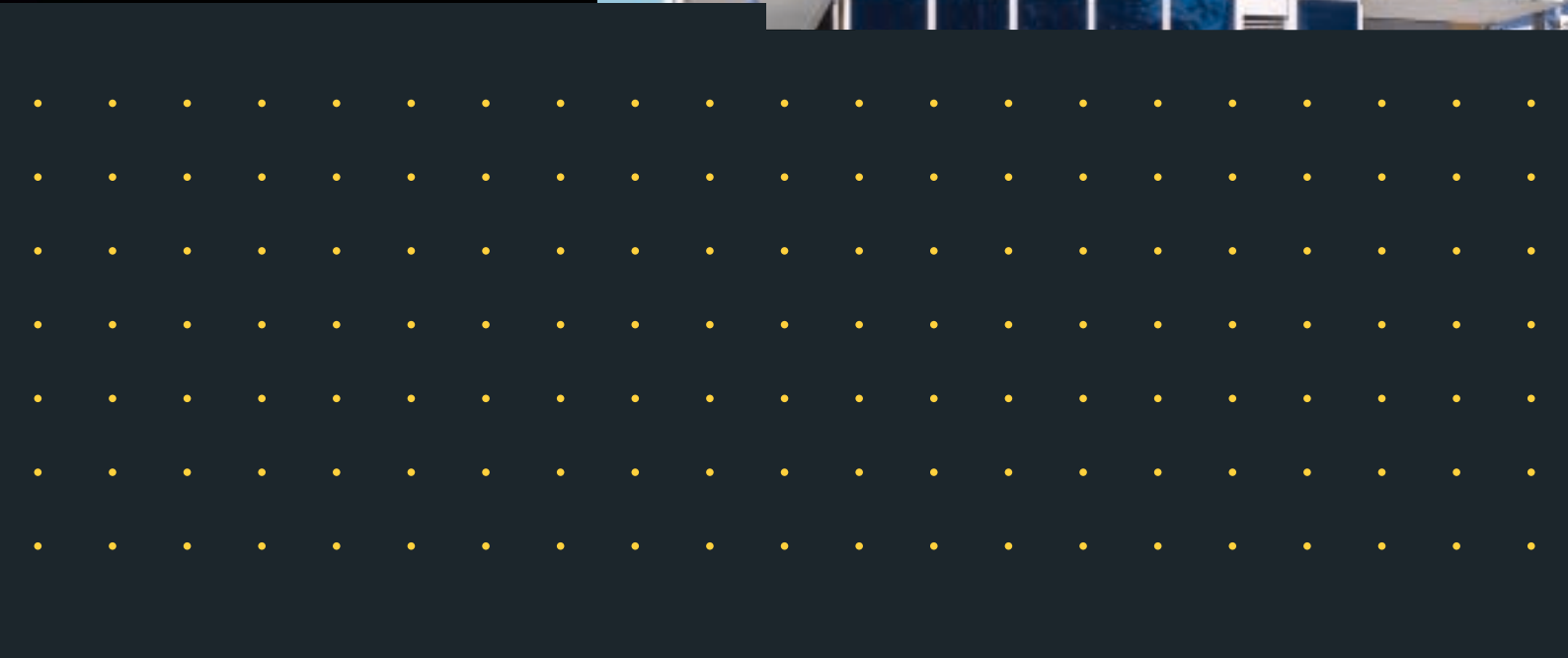


# Solar thermal and photovoltaics from Schüco

Producing heat and electricity with quality and a sophisticated design



**SCHÜCO**

## Win in the solar market of the future with Schüco

### What customers really want

The majority of Germans give solar energy as the number one energy source of choice, above all other sources of renewable energy. As a Schüco partner, you can offer your customers this attractive technology, without having to compromise on quality.

Schüco is one of the largest German manufacturers of solar thermal collectors with over 10 years of solar experience. Schüco is constantly developing innovations in the solar field, both in terms of products and of production processes. This means that Schüco partners can depend on the quality of the product.

### Place your trust in Schüco know-how

Schüco has been active in the field of aluminium fabrication for over 50 years and is recognised by clients, architects and installers throughout the world as a competent specialist in the building envelope.

Schüco windows, doors and façades stand for uncompromising quality and durability. This outstanding reputation is also utilised in the marketing of Schüco solar energy systems. The Schüco name bears the promise of a long-lasting product quality which private customers expect from a long-term investment in a solar installation. Schüco is the guarantee of the right purchase decision.



Industrial collector fabrication

**Combination options**  
The variety and intercompatibility of Schüco solar products is illustrated by this system matrix

Unit	Hot water collector	Photovoltaic module	Hot air collector	Window glazing	Roof vent / window	Transparent thermal insulation
Construction						
Flat roof						
On-roof						
Canopy						
In-roof						
Synergy roof						
Façade						

## The right partner for all solar projects

### Competence is measured by results

Schüco supplies all the necessary solar components such as collectors, substructures, solar hot water cylinders and installation materials. The product portfolio featuring the Premium and Kompakt product lines is constantly being updated and extended. You can fulfil your every desire for an exclusive special solution, be it customised collectors or collector frames in special colours.

Schüco will support you throughout the whole project. There is a competent team at the disposal of all Schüco partners, who will ensure the smooth running of the project, from preparing the tender to support on site.

### Solar thermal products for a wide variety of purposes

By means of five simply designed product packages, the Schüco system with a total of ten size options, allows trouble-free processing of day-to-day business with detached and semi-detached houses. The individual components fit perfectly together and the package installations are hydraulically matched.

Schüco's particular expertise can also offer individual solutions for workshops, clinics, hotels and restaurants, office buildings, the residential market or for agricultural purposes such as heating stalls for livestock breeding.

### Photovoltaics for every need

In the field of photovoltaics, Schüco can cover all applications demanded by the market with flexible solutions, whether it is a large installation with 900 PV modules on the roof of the Schüco Arena in Bielefeld, Germany, or a small PV stand-alone system as a self-sufficient electricity supply for a holiday home. The PV-Light installation system provides secure roof mounting of all PV modules currently on the market.

With inverters, Schüco guarantees an optimum layout and, if necessary, expert support for installation from the Service Hotline.

Family home, Arnsberg, Germany



BGW office building, Bielefeld, Germany



Juwil Offices, Bolanden, Germany



School building, Senne, Germany



Schüco Arena, Bielefeld, Germany

## Clear communication – a decisive key to success

### Clear communication directed at the private customer

As a Schüco partner, you can build your own sales strategies for solar thermal and photovoltaics on top of Schüco activities. The campaign "The address for windows and solar products", aimed at private customers, raises awareness through TV and print media. Concurrently, the Schüco web presence has been revised in order to provide comprehensive answers to potential questions from private customers ahead of a consultation.

### Schüco Solar Truck

It is through the Schüco Solar Truck that private customers are informed of the important consumer exhibitions and attractive events such as the international sailing sporting event "Kieler Woche". Schüco partners can also book another Schüco Solar Truck with exhibits and media technology for their own events.

### Schüco sales promotion

The new sales literature has brought together the important

points for you to enable you to optimise sales discussions. The advertising service offers enhanced support to Schüco partners in their own advertising through a consultancy or planning service and design implementation.

Ready-made suggestions for the attractive configuration of your sales exhibition are available.

Comprehensive information for private customers



TV campaign: "The address for windows and solar products"



Schüco Solar Truck



Schüco Solar Truck, inside

### Clear communication directed at partners

Schüco partners are advised and supported personally in day-to-day cooperation by their area sales manager. The Schüco solar expert advisers are there to support architects, contractors, structural engineers and investors.

As a feature of this cooperation, solution suggestions are worked out which can then be included in the Schüco partners' project

Optimum advice ensures success



planning. Our technical hotline offers support on technical questions and can, if necessary, organise support locally on site. Suggestions from Schüco partners are passed on directly to the product manager. In conjunction with the research and development department, these suggestions directly influence new developments and product enhancements.

### Central advertising service

The Schüco advertising service

is available to all Schüco partners for setting up their own exhibitions and for organising advertising campaigns. Templates, table samples, brochures, promotional gifts or whole showroom designs are ready for use.

### Perfect logistics service

Optimum support for Schüco partners also means perfectly coordinated logistics to deliver the products ordered at exactly the right time.

Brochures for Schüco partners



Collectors are prepared for transporting

## A choice of comprehensive training for solar products. Safety and expertise for Schüco partners

The optimised training of Schüco partners on product features and installation is very important to Schüco. Over 1500 course participants a year are trained on product, sales and installation courses in the safe handling of Schüco products, at the most significant training centre for solar technology in Germany. In the Bielefeld training centre there is also a comprehensive product exhibition from which Schüco partners can obtain an clear overview of the Schüco solar product range.

**Practice makes perfect**  
The partner training courses at Schüco are not just theory. In the installation halls of the training centre it is possible to carry out the installations using the different installation methods for solar thermal collectors or PV modules, on actual roofs, and connect them to the whole system under real-life conditions.

The training programme for Schüco partners is constantly being extended. A second training centre equipped to the same standard, located in the Rhine-Main-Neckar area, will soon be available to Schüco partners.

The largest solar showroom in Europe



Schüco solar training centre



Installation training under real-life conditions



Advanced solar technology course

## The Schüco claim – unique product quality and optimum fabrication

**Over 50 years of quality**  
Schüco International KG has been active in metal fabrication in Bielefeld for over 50 years. For decades, Schüco products, particularly in the façade and window field, have enjoyed an outstanding reputation worldwide. In 2004 Schüco was voted the company with the best image in the building industry.

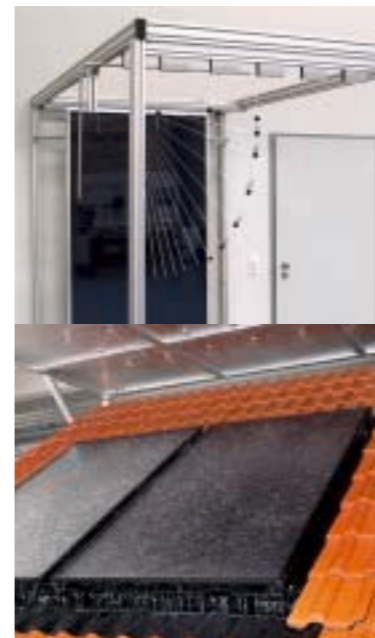
**Over 10 years of solar products**  
Continuing development in the solar sector to produce reliable solutions has only happened in the last few years. Schüco has been significant in driving this

change forwards. Our industrial collector fabrication in Bielefeld sets new standards in fabrication quality, performance and durability. The test procedures to which Schüco products are subjected in our own test centre are widely regarded as the toughest in the industry. The resulting exceptional quality of the products is regularly endorsed by independent bodies.

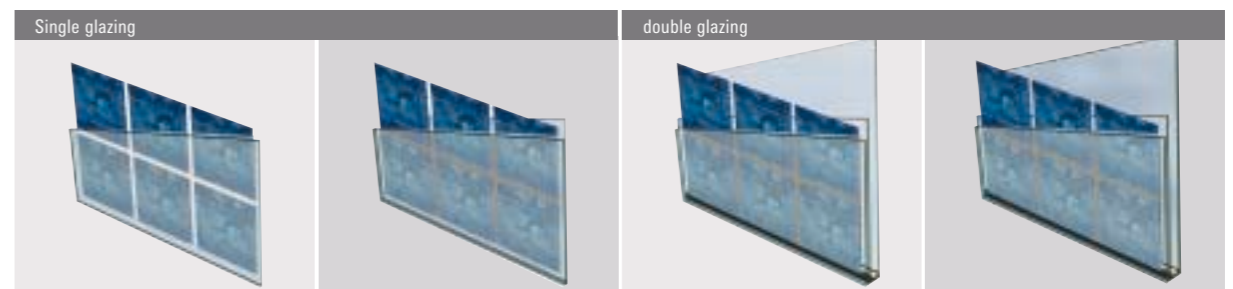
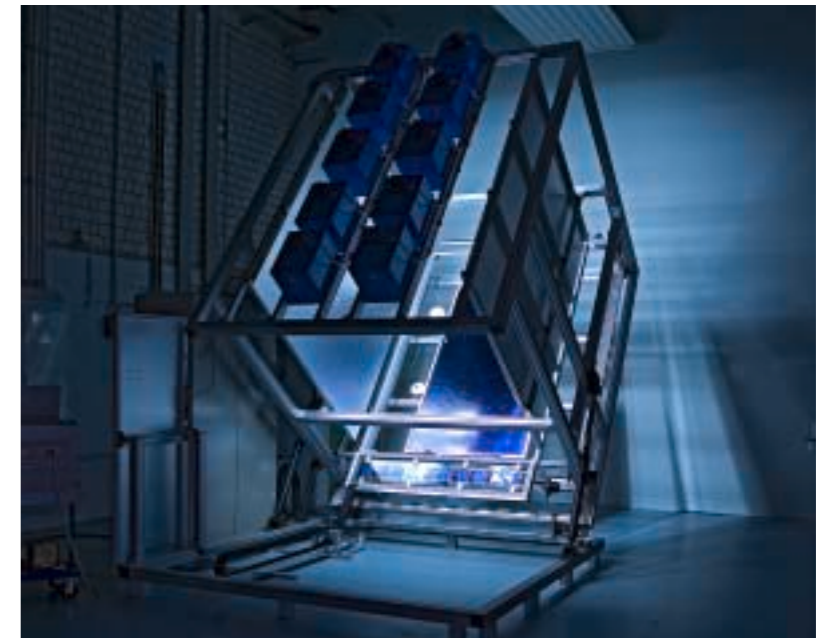
The inclusion of PROSOL in the solar product range has extended know-how in glass/glass special module fabrication.

**Quality determines efficiency**  
Schüco components are distinguished by their easy and efficient installation. For you as a Schüco partner, this efficiency means less risk of reclamation and maximum costing certainty. With Schüco you can be sure that the quality of the solar thermal and photovoltaic components will meet the expectations you have of your own installation performance.

Hailstone test and heavy rain test (below)



Sun simulation



Build-on customised photovoltaic module  
Glass/Tedlar

Glass/glass

Glass/glass – insulating glass

Glass/glass – insulating glass – laminated safety glass

Schüco –  
the address for windows and solar products

As leading innovator in system-based construction, Schüco supplies components for the entire building envelope, including specialised software solutions for design, construction, calculation and fabrication.

- **Aluminium systems** Comprehensive range of profiles for façades, skylights, windows, doors, conservatories, balconies, balustrades, protection and security constructions
- **Steel systems** Individual profile solutions for façades, industrial doors and door technology
- **PVC-U systems** A broad range of products and a wide variety of design options from high-quality PVC-U system technology
- **Standard units** Standard units Prefabricated units for individual building ideas made from PVC-U, aluminium and timber, available for all your new-build or renovation needs
- **Solar energy systems** Photovoltaic and solar thermal transfer units perfectly tailored to one another guarantee a uniform installation system
- **Schüco Design** Advanced aluminium system technology for a broad range of designs

 Schüco International KG  
[www.schueco.com](http://www.schueco.com)



## Schüco solar technology is the solution for the future

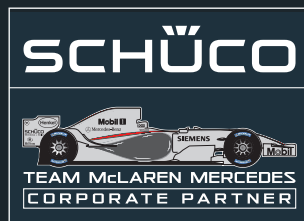
### Partners for climate change

In Germany, the greatest potential for reducing greenhouse gases lies in avoiding heat loss from buildings and producing energy from buildings. For both of these, Schüco delivers top-quality technology and, as building envelope specialist in the field of windows, doors and façade units and solar technology, is one of the leading German manufacturers.

### Energy without CO<sub>2</sub>

Within less than 2 years, a solar thermal collector produces more energy than that which was used to manufacture it.

With a solar thermal installation, energy is generated without producing CO<sub>2</sub>. In this way, solar thermal technology does not contribute to global warming and therefore protects the environment.



All aluminium, steel, PVC-U and solar systems developed by Schüco are characterised by their high level of structural reliability and superior quality. The pursuit of perfection, teamwork and a dynamic organisation ensure success. The corporate partnership with Team McLaren Mercedes is a commitment that symbolises the leading position of Schüco International.

Schüco is involved in the following initiatives:

