



**Herz**<sup>®</sup>

# NEWS

Issue December 2024

## HERZ IN MEXICO

# ENERGY FROM PECAN NUT SHELLS

FROM PAGE 8

## WOOD-HYBRID-CONSTRUCTION

IS THIS THE FUTURE  
OF THE INDUSTRY?

FROM PAGE 4

## HERZ TAPS

THE AESTHETIC BALANCE  
BETWEEN INNOVATION AND  
ACCEPTANCE

FROM PAGE 12

# HERZ NEWS



Dear reader,

Just in time for winter, we bring you a heart-warming last issue of the year. The most requested topic in the industry - hydraulic balancing - should not be missing from this issue. At HERZ, we not only know why this process is so crucial, but also what stumbling blocks often arise in practice. That is why we have put together a technical article with practical examples and easy-to-implement solutions for you.

A construction method that is still uncommon in the industry is being realised in Vienna's second district: wood-hybrid-construction. Together with DI (FH) Christian Bundschuh, project manager at Ortnr Ges.m.b.H., we talked about the new way of building, the use of the HERZ all-rounder HerzCON and much more besides the world of technology - an exciting interview awaits you.

To provide sunny warmth during this cold season, at least in thought, we report on the market situation in the popular island state of the Philippines. If that is not warm enough for you, you can cross the Pacific with us and learn about an extraordinary fuel: pecan nut shells, which are used in Mexico with HERZ technology.

While our products are providing efficient and cosy warmth in rooms around the world, we hope you enjoy an equally pleasant Christmas season with this issue. On that note, we wish you a Merry Christmas, cosy rooms and a successful start into the New Year.

Enjoy reading

Nurgül Akbas  
HERZ News Editorial

PS: Do you have something you would like to share with us, or would you like to be included in the next issue? We welcome all feedback, ideas and suggestions by email to: [herznews@herz.eu](mailto:herznews@herz.eu)

HERZ News  
Customer magazine of Herz Armaturen Ges.m.b.H.

Media owners, publishers and editors: Herz Armaturen Ges.m.b.H.  
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Issue: December 2024

<u>HERZ</u> : The weight on our back	3
<u>Wood-Hybrid-Construction</u> Is this the future of the industry? Interview with DI (FH) Christian Bundschuh	4
<u>HerzCON</u> Direct connection for heating and cooling	6
<u>Graz-Karlau Prison</u> The road back to civilian life	7
<u>HERZ in Mexico</u> Energy from pecan nut shells	8
<u>HERZ International</u> Kazakhstan, Philippines, Romania, Serbia, Spain	10
<u>HERZ taps</u> The aesthetic balance between acceptance and innovation	12
<u>HERZ dynamic thermostatic valve</u> The future of radiator valves	15
<u>Heat smart and save costs with HERZ</u> Hydraulic balancing made easy	16
<u>A Hole-in-One for HERZ</u> HERZ quality hits the mark in the Philippines	18



**Note:** For better readability, the masculine form is used for personal nouns, which of course refers to the feminine as well as to all other gender identities.



# THE WEIGHT ON OUR BACK



**Dear customers, partners and friends of HERZ!**

In a few weeks, we will be inundated with Christmas greetings and best wishes for 2025 – health, happiness, success – from the television to the print media. We can always do with health and happiness, but whether 2025 will be an economically successful year is anyone's guess. 2024 will have left us with a backpack full of problems and the outlook for 2025 is bleaker. A wave of insolvencies and company closures is currently sweeping across the country and an economic recovery – especially in the construction sector, which particularly affects us – is hardly to be expected in 2025.

Massive increases in costs – whether for employees, raw materials or energy – are pure poison when production volumes are falling, forcing the relocation of labour-intensive products abroad. As a manufacturer, we are plagued by increasing reporting requirements: reports that are completely useless to us but are prescribed by Brussels or Vienna and, due to their complexity, can only be prepared with external specialists at considerable cost. Actually, such expenses should be reported under taxes and levies.

Our foreign production plants provide support for HERZ Austria. Insofar as they are located in the EU, they are subject to similar legal requirements, but the national tightening of such rules (gold plating) is a very German and Austrian speciality. The HERZ distribution companies between Great Britain, Kazakhstan and the Emirates are indispensable for securing sales, and ensure continuous and secure sales regardless of Austrian idiosyncrasies.

It is currently easier to find qualified employees due to insolvencies and staff reductions, but is this really a desirable source of employees? It would be helpful to significantly increase the income gap between those in and out of work and to create an understanding that home office is not very popular with export-oriented companies like HERZ and our customers.

Unfortunately, politicians have not realised that prosperity in this country is largely based on industry, which has provided prosperity in this country with attractive wages and salaries for its employees and as a client for numerous industries.

The backpack for 2025 is more than full. As far as HERZ and our employees are concerned, we are working on being able to move forward into 2026 with less in our backpacks. On that note: Happy and relaxing holidays.

Gerhard Glinzerer



**VISIT US**  
IN FRANKFURT AND WELS



17<sup>th</sup>-21<sup>st</sup> March 2025

Stand D32

Hall 9.1

**WE BUILD**

ENERGIE  
SPARMESSE  
WELS

Hall 20

Stand D360

05<sup>th</sup>-09<sup>th</sup> March 2025

07<sup>th</sup>-09<sup>th</sup> March Consumer days  
05<sup>th</sup>-07<sup>th</sup> March Plumbing and heating trade days  
06<sup>th</sup> March Construction trade day





DI (FH) Christian Bundschuh, project manager at Ortner Ges.m.b.H., on the construction site of the LeopoldQuartier.

Photo: HERZ

## WOOD-HYBRID-CONSTRUCTION IS THIS THE FUTURE OF THE INDUSTRY?

A new construction project in Vienna's second district, with around 22,000 m<sup>2</sup> of office space, is using wood-hybrid-construction to overcome new challenges. Around 4,000 solid cubic metres of spruce have been used in the 'green' building. By using wood-hybrid-construction, CO<sub>2</sub> emissions are reduced by up to 80% compared to conventional construction methods. The internationally successful HerzCON is also on board. Behind the scenes, DI (FH) Christian Bundschuh, has been working for 21 years as a project manager for large scale projects at Ortner Ges.m.b.H., a company of the IGO Group. In our conversation, he provides insights into the challenges of wood-hybrid-construction, but the conversation goes far beyond technical details: the shortage of skilled workers, politics, new technologies and the opportunities offered by artificial intelligence.

**HERZ News:** Mr. Bundschuh, could you give us a brief insight into the LeopoldQuartier project?

**Christian Bundschuh:** The project consists of several residential buildings and an office building with ten floors. We, at Ortner, are responsible for the office building services of that office complex. The special thing about the project is the wood-hybrid-construction method. The core is made of reinforced concrete, while the load-bearing components facing the facade are made of wood. It is a me-

thod that is still rarely used in the industry, but it seems to be the future.

**HERZ News:** What challenges does this pose for you in this project?

**Christian Bundschuh:** This construction method is relatively new and requires flexible solutions, especially in building services. For us, the challenge lies, on the one hand, in the details that do not yet exist, such as penetrations in the outer area or fastening. How do I fix the building services, especially the cooling cei-

ling systems, so that they also look good? On the other hand, the wood construction is largely modularly prefabricated and in this size, the wood is not really easy to obtain. It's a tightrope walk, but that's exactly what makes it so appealing.

**HERZ News:** As far as I know, HerzCON was also customised to the individual requirements of the project. Was the solution flexible enough?

**Christian Bundschuh:** In our business, especially when it comes to large scale



construction projects, flexibility is essential. We are constantly making product adjustments to our projects to make commissioning and processes easier. If there are also interfaces, as in the LeopoldQuartier, product customisation is all the more important. I have to solve the interfaces safely and cleanly so that I don't become dependent. HerzCON is used for the cooling panels because it also allows us to solve the interfaces cleanly and work efficiently. In addition, we are doing the commissioning for this project, so it was important to me that it would take only little time. At the end of the day, anything that is time-consuming is also cost-intensive.

**HERZ News:** Due to the shortage of skilled workers in the industry, the time-saving installation of products is becoming increasingly important. How do you view this situation?

**Christian Bundschuh:** The shortage of skilled workers remains a major issue – in office technology as well as on the construction site and even across industries. On the construction site, temporary workers are used to make up for the lack of qualified technical personnel. Therefore, products must be designed in such a way that anyone can assemble them.

Our group has an apprentice academy to get young people interested in the industry at an early stage. I have to give the apprentice tasks and opportunities so that he can develop and feel useful. These are different times, it's a different generation. We need new approaches. But the reality is that access to work has also changed.

**HERZ News:** To what extent?

**Christian Bundschuh:** Prosperity and work-life balance characterise the young generation. They are satisfied with their lives and don't want to build anything more. I miss thinking about the future and the next generation here. I don't blame the youth, it's due to prosperity. Prosperity is at its zenith. They have received everything from their grandparents or parents, why should they work so hard? We have been in a recession for two years and most people don't even realise it. As for the new generation, we are all facing a major challenge.

**HERZ News:** Do you see artificial intelligence (AI) as a way of compensating for the shortage of skilled workers, at least in the office environment?

**Christian Bundschuh:** I think that AI is

being misinterpreted: AI accesses a set of tools that humans have to provide. It can simplify processes, for example by automating accounting or planning. It complements human work, but it cannot replace humans themselves. The person giving the instructions is still the human. If we use AI wisely, I see an opportunity for it to be used for recurring tasks to partially counteract the shortage of skilled workers.

**HERZ News:** What changes do you see in the construction industry in terms of technology?

**Christian Bundschuh:** It is the supply that has changed, so buildings are being constructed and technology adapted accordingly. In Vienna, you can increasingly see that deep boreholes are being planned for geothermal energy or heat pumps. These are topics that arise in the planning phase. In the past, it was the boilers. Basically, more and more work is being done with low-temperature systems, so only surface heating systems are used because the base temperature is not available. If we look behind the scenes, everything depends on funding, and thus on politics.

**HERZ News:** So the changes are more



Safety first: DI (FH) Christian Bundschuh not only shares industry insights with HERZ News, but also his hard hat.

Photo: HERZ

likely to be politically driven?

**Christian Bundschuh:** The technology itself is not changing because someone says they want to heat in an environmentally friendly way of their own accord. There is either a regulation or a subsidy behind it. In recent years, numerous photovoltaic systems or heat pumps have been sold as a result of the many subsidies. I dare to doubt whether the green idea is at the forefront of the individual's mind. It is politically driven and we live with the technical adjustments.

**HERZ News:** How do you see the future of the construction industry?

**Christan Bundschuh:** We are not going to see a return to the good old days when everyone earned well because everyone was kept busy. These are indeed difficult times for the industry, but we have to go downhill to go uphill again. It just takes a little time and new approaches. Difficulties such as labour shortages and the economic situation will be the next hurdles for us to overcome. After all, crises are there to be overcome.

**HERZ News:** I really appreciate you taking the time to speak so openly and honestly about these important issues affecting our industry. Thank you for sharing your perspectives with us.

## Project LeopoldQuartier OFFICE

Construction of the LeopoldQuartier OFFICE began in the second quarter of 2023, with completion scheduled for tenants in winter 2025. The LeopoldQuartier OFFICE offers its tenants flexible office solutions: from individual offices to open space. Ortner Gesm.b.H. can look back on a long history of successful projects with the client UBM Development AG. UBM Development AG is aiming for numerous sustainability certifications for the LeopoldQuartier OFFICE thanks to the sustainable construction and focus on environmental protection. Further information about the project can be found at:

[www.leopoldquartier.at/office](http://www.leopoldquartier.at/office) 

# HerzCON

## *Direct connection for heating and cooling*

The international success model HerzCON is characterised by a particularly compact design and easy access to all service functions as a direct connection. The integrated combination valve volume flow controller keeps the volume flow constant by regulating pressure fluctuations, ensuring that all system components are supplied with the exact amount of energy they need at all times.

### NOW NEW:

HERZ stands for products that ensure smooth installation and commissioning – on any construction site and under a wide range of conditions. To enable installation systems with a pipe spacing of 80 mm to use the internationally successful HerzCON model without additional effort, HERZ now also offers an 80 mm spacing between flow and return in sizes DN 15 and DN 20.

### BENEFITS

- Direct connection for fan coils and other heating and cooling devices
- Models in DN 15 to DN 32 cover a flow range from 20 - 6,000 l/h
- Compact design; all components easily accessible
- Water vapour diffusion-tight insulating shell for DN 15 - DN 20
- Third measuring point for direct flow measurement
- Backflushing of the strainer basket without removal







Presentation of certificates. From left to right: Ing. Gerald Winkelbauer (principal of LBS Graz4 vocational school and apprentice trainer at Graz-Karlau prison), Major Guido Riepl (economic manager at Graz-Karlau prison), district inspector Michael Zauner (responsible for apprenticeship training in the installation company), graduate of the apprenticeship training in installation and building services engineering, Brigadier Gerhard Derler (prison director) and Dr. Gerhard Glinzerer (owner of the HERZ Group).

Photo: HERZ

## GRAZ-KARLAU PRISON

### THE ROAD BACK TO CIVILIAN LIFE

The Graz-Karlau prison is not just about enforcing prison sentences, but also about reintegrating inmates into society. For more than 70 years, the Graz Karlau prison has offered nine apprenticeships for inmates, including installation and building services engineering. The certificates for the successful completion of the apprenticeship as an installation and building services engineer were recently awarded. HERZ supports this educational programme with its products in the field of building services engineering.

The former hunting lodge of Archduke Karl II. of Inner Austria (1540-1590) has been used as a prison for over 200 years. Over the years, it has been observed that the recidivism rate among inmates who have completed an apprenticeship during their detention is significantly lower than among other inmates. 'The training not only provides the inmates with practical knowledge, but also with values such as responsibility, team spirit and reliability, which prepare them for a new life,' explains Major Guido Riepl, economic manager at Graz-Karlau Prison.

#### A step into the future

The apprenticeship programme at Graz-Karlau prison is a successful concept that has an impact far beyond the

prison walls. The inmates have the opportunity to acquire solid vocational skills that will help them lead a self-determined life and reintegrate into society after their release. At the same time, this commitment helps alleviate the severe shortage of skilled workers in the trades sector.

#### A degree as a new start

For the graduates of an apprenticeship in the Graz-Karlau prison, receiving a training certificate is more than just a piece of paper – it is proof of their achievement, their progress and a chance for a fresh start. The certificates were recently handed over. Among those present were, among others, the apprenticeship trainer and vocational school director

of LBS Graz4 Ing. Gerhard Winkelbauer, prison director Brigadier Gerhard Derler, head of finance at the Graz-Karlau prison Major Guido Riepl, school quality manager for vocational schools in Styria Mag. Niklas Lichtenegger and the owner of the HERZ Group Gerhard Glinzerer.

'Every single apprenticeship completion is a success on the path to a better future – for the graduate as well as for society as a whole. In today's world, having a trade is essential to succeed in society. We support the inmates in developing skills that are urgently needed not only by them but also by us in the labour market. We are pleased to be able to contribute to the reintegration of inmates with our products and commitment,' says Gerhard Glinzerer. ☑



Photo: HERZ

Fuel storage of the greenhouse of Hidroponia del Noroeste in Mexico.

## HERZ IN MEXICO

# ENERGY FROM PECAN NUT SHELLS

The sustainable use of biomass as an energy source is gaining momentum worldwide – and in Mexico, this approach is now being implemented in an innovative way. The company Hidroponia del Noroeste in Casas Grandes, Mexico, uses pecan shells to heat its tomato greenhouses. HERZ Bioenergie, a partner of HERZ Energietechnik in Romania, took on the challenge of offering a suitable product solution for the unusual use of pecan nut shells as fuel. The result is a successful combination of sustainable heating for the greenhouses with European HERZ quality.

### An emperor without an empire – Emperor Maximilian I of Mexico

In 1861, after the devastating civil war between the liberals and conservatives, Mexico was financially bankrupt. Mexican President Benito Juárez suspended the repayment of foreign debts, which brought France, Great Britain and Spain onto the scene: to squeeze the outstanding money out of Mexico by any means necessary. The French Emperor Napoleon III had bigger plans: he wanted to transform Mexico into an empire under French influence. He chose Ferdinand Maximilian of Habsburg, the idealistic brother of the Austrian Emperor Franz Joseph I, for the throne.

Maximilian, influenced by the splendour of the Habsburgs, dreamt of a modern, liberal monarchy and renounced his

throne and inheritance in Austria for the Mexican imperial crown. In 1864, he was crowned Emperor Maximilian I of Mexico, convinced that the Mexican people wanted him to rule. This was confirmed to him by Napoleon III in a manipulated plebiscite. However, his reforms – laws against child labour, restrictions on working hours and land reforms – alienated the conservatives, while the liberals rejected the emperor from the outset as a monarch controlled by others. Political



Emperor Maximilian I of Mexico

resistance accompanied him throughout his reign. After the end of the American Civil War (Secession War) in 1865, the USA increased its support for Juárez. Weapons deliveries and military pressure forced Napoleon III to withdraw his troops from Mexico in 1866. Maximilian, deprived of his power base, clung to his rule, but betrayals and defeats led to his downfall: he was sentenced to death and shot on 19 June 1867.

### The pecan nut – From cultural asset to export hit

The history of the pecan nut is deeply rooted in North American culture. Originally native to the Rio Grande region, it was already an important food source for indigenous peoples thousands of years ago. The name 'pecan' means 'nut that



you have to crack with a stone' and comes from the Native Americans. Today, the United States and Mexico produce over 90 per cent of the world's pecans are traded, which generates a great deal of economic income for the countries.

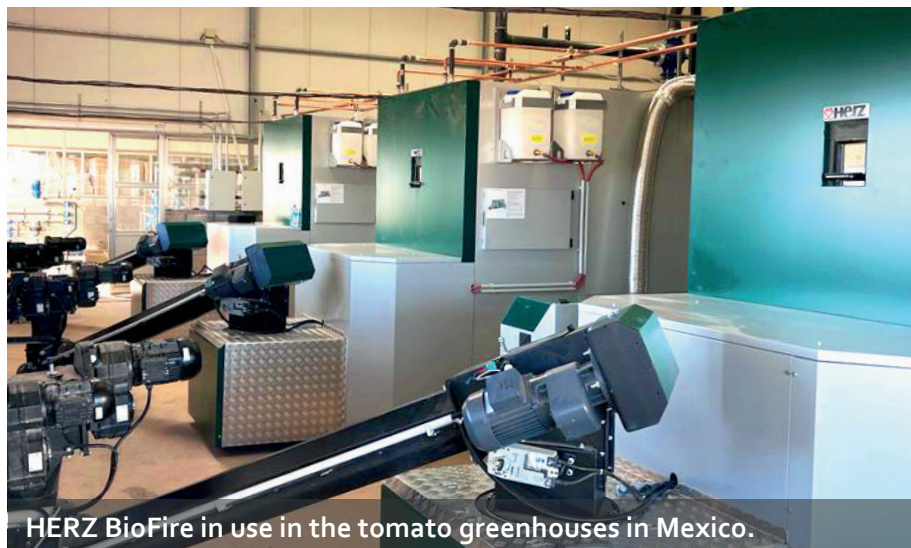
## From waste to fuel

The Mexican company Hidroponia del Noroeste, which belongs to the Mexican pecan nut empire La Nogalera Group, also exploits the unlimited potential of pecan nuts. For heating the 5-hectare property with tomato greenhouses, which is located at an altitude of 1,500 metres, Hidroponia del Noroeste was faced with the challenge of finding an economical and sustainable solution. The solution also had to withstand winter temperatures as low as -9 °C while ensuring a constant heat supply throughout the year.

The company recognised the environmental potential of pecan shells and decided to use them as biomass to heat the tomato greenhouses. This enables the company to achieve both economic savings and ecological benefits by converting waste into valuable energy. Hidroponia del Noroeste chose the Austrian brand HERZ for the heating system.

## Energy from pecan nut shells

HERZ Bioenergie, a partner of HERZ Energietechnik in Romania, supported Hidroponia del Noroeste with a proven heating solution from HERZ that had been specially tested for the combustion of pecan nut shells in order to optimally



HERZ BioFire in use in the tomato greenhouses in Mexico.


Photo: HERZ

meet the requirements of this sustainable energy use and to show how European technology meets local possibilities. "The enquiry put us in an unprecedented situation," says Mihai Nistor, managing director of HERZ Bioenergie in Romania, adding: "We asked the customer for fuel samples to take on the challenge." 600 kilograms of pecan nut shells made the journey from Mexico to Romania, where their suitability as fuel was tested in a variety of ways.

## Shells on the test stand

The combustion tests were carried out with HERZ BioFire systems. At the same time, the fuel samples were examined in various laboratories in Romania and Germany. The calorific value, the melting temperature of the ash, possible chemical components from the combustion process that could pose an obstacle for the boiler, the amount of ash produced

during incineration, and many other tests were carried out. "We came to the conclusion that pecan nut shells have a higher calorific value than wood chips," says Mihai Nistor. The right product was thus found: the HERZ BioFire plant. And so began the journey from Romania to Mexico of three HERZ BioFire systems, each with an output of 1.5 megawatts, along with hydraulic components for the boiler room and chimney accessories.

After installation, representatives of HERZ Bioenergie and HERZ Energietechnik were on site to carefully coordinate boiler operation and underline HERZ's commitment to first-class customer service. The final touches were made to the customised automation solution for screw operation, ensuring smooth commissioning. For more information on HERZ BioFire, please scan the QR code. 



HERZ Bioenergy and HERZ Energietechnik team in Mexico with customer Hidroponia del Noroeste.

Photo: HERZ

# HERZ INTER

**650 Mio**

Annual turnover in Euros

**3.500**

Employees worldwide

**44**

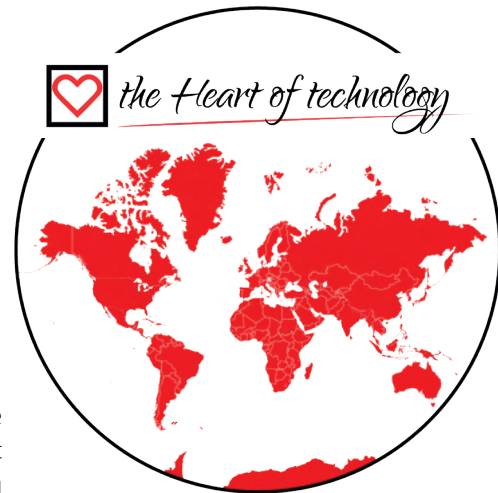
Production facilities

**50**

Subsidiaries

Modern technology means using less energy while maintaining or increasing comfort and without any need to be ashamed of a warm home. For this reason, HERZ is continuously developing innovations and efficient product solutions so that this comfort can remain affordable for everyone. The Austrian HERZ Group, with its focus on energy efficiency and the associated production of biomass plants, heat pumps, valves, district heating stations, control technology and insulation materials, supplies the products for the measures required for efficient supply and is uniquely structured in Europe in this form. As an Austrian company, HERZ is highly successful in the HVAC industry on all continents, with 50

subsidiaries and 44 production plants in 12 European countries. HERZ products are considered indispensable when it comes to efficient supply and long-lasting quality. That is why they are in high demand and successfully used worldwide, from Canada to the Fiji Islands.



## KAZAKHSTAN



Photo: skdev.kz

Almaty, the largest city in Kazakhstan, is a major centre for science and research in Central Asia. From spring 2021 to autumn 2024, the National Research Centre for Infectious Diseases was built in Almaty, combining medical care with scientific research and thus becoming an important institution for the health infrastructure in Kazakhstan and Central Asia. The hospital offers specialised departments for infectious diseases, pneumo-logy, neuroinfections and intensive care units.

HERZ Kazakhstan supplied numerous flanged STRÖMAX balancing valves from DN 32 - DN 100, which regulate the flow in the heating systems and thus ensure an efficient heat supply even in extremely cold Kazakh temperatures.

<input checked="" type="checkbox"/> Capital city:	Astana
<input checked="" type="checkbox"/> Language:	Kazakh
<input checked="" type="checkbox"/> Area:	2,73 Million km <sup>2</sup>
<input checked="" type="checkbox"/> Residents:	20 Million
<input checked="" type="checkbox"/> Currency:	Tenge
	1 € = 526,02 KZT

## PHILIPPINES



Photo: HERZ

At the Solaire Resort North, one of the leading luxury resorts in the Philippines, located in Quezon City, in the metropolitan area of Manila, comfort is not only in the furnishings, but also in the technology. More than 1,600 HERZ products provide a reliable cooling system that offers guests a consistently pleasant room temperature – from the elegant restaurants and rooms to the lively nightclub or casino.

0.14 to 200 m<sup>3</sup>/h and ensure stable operation. More than 1,000 HERZCON units also provide a compact and reliable solution for quickly connecting the cooling system to the fan coils.

<input checked="" type="checkbox"/> Capital city:	Manila
<input checked="" type="checkbox"/> Language:	Filipino, English
<input checked="" type="checkbox"/> Area:	343.448 km <sup>2</sup>
<input checked="" type="checkbox"/> Residents:	109 Million
<input checked="" type="checkbox"/> Currency:	Philippine peso
	1 € = 61,87 PHP



## ROMANIA



Photo: HERZ

In Romania, a detached house is being fully equipped with HERZ. The installer Zelos SRL relies on HERZ products, which have often convinced him of their quality, easy installation and high efficiency. The PUMPFIX system including accessories, ball valves, check valves, strainers, sanitary manifolds, pressure reducers and insulated aluminium composite pipes were used – supplemented by the complete underfloor heating system.

The installer summed up his enthusiasm in a message to HERZ: "I really love HERZ

products." The project underlines how the broad HERZ portfolio covers all the requirements of modern building services engineering – from the boiler room to the living spaces, for an efficient heat supply.

<input checked="" type="checkbox"/>	Capital city:	Bucharest
<input checked="" type="checkbox"/>	Language:	Romanian
<input checked="" type="checkbox"/>	Area:	238.397 km <sup>2</sup>
<input checked="" type="checkbox"/>	Residents:	19 Million
<input checked="" type="checkbox"/>	Currency:	Leu
		1 € = 4,98 RON

## SERBIA



Photo: HERZ

The Prokuplje General Hospital, formerly known as the 'Dr Aleksa Savić Hospital' in Prokuplje, Serbia, was completed this year after extensive reconstruction. With 30,000 m<sup>2</sup> of space and around 730 patient rooms, it is one of the most modern medical facilities in the region. The hospital combines historical significance with state-of-the-art equipment.

Thanks to our partner KEJ from Valjevo, HERZ products are contributing to the aesthetic design and efficiency of this project: Infinity bathroom taps in

washbasins and showers in patient rooms, Fresh Sensor taps in the psychiatric ward and patient admissions, as well as Infinity kitchen taps, which contribute to efficient and reliable water use.

<input checked="" type="checkbox"/>	Capital city:	Belgrad
<input checked="" type="checkbox"/>	Language:	Serbian
<input checked="" type="checkbox"/>	Area:	88.499 km <sup>2</sup>
<input checked="" type="checkbox"/>	Residents:	6,9 Million
<input checked="" type="checkbox"/>	Currency:	Serbian dinar
		1 € = 116,99 RSD

## SPAIN



Photo: Termosun

Flors Noé, a family business specialising in floriculture in Barcelona, Spain, relies on environmentally friendly technologies for the air conditioning of its 15,000 m<sup>2</sup> of greenhouses.

A HERZ BioFire with an output of 1,000 kW was supplied by HERZ partner Termosun, which heats the water in the tanks that serve as buffers via a heat exchanger. The use of the biomass boiler, which is fuelled by wood chips from regional forests, has reduced heat generation costs by around 50%.

HERZ BioFire also allows the flexible use of wood chips or pellets as fuel without having to modify the system elements. Only the configuration parameters are technically adapted according to the fuel used.

<input checked="" type="checkbox"/>	Capital city:	Madrid
<input checked="" type="checkbox"/>	Language:	Spanish
<input checked="" type="checkbox"/>	Area:	505.983 km <sup>2</sup>
<input checked="" type="checkbox"/>	Residents:	48,59 Million
<input checked="" type="checkbox"/>	Currency:	Euro

The new SLIM ELITE line of bathroom fittings is a minimalist version of the ELITE series. The line combines simplicity, adaptability and functionality.



Photo: HERZ

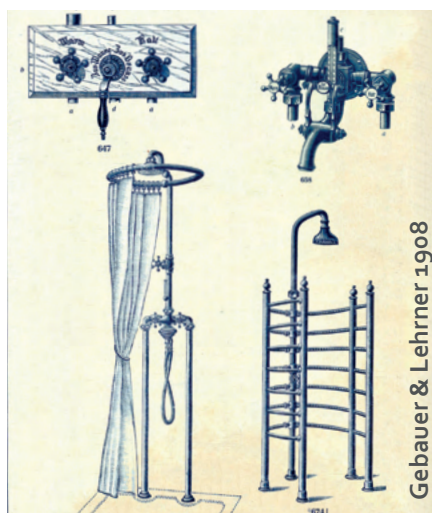
## HERZ TAPS

# THE AESTHETIC BALANCE BETWEEN ACCEPTANCE AND INNOVATION

Kitchen and bathroom taps are elements of every home that have to meet the daily demands of all of us. Every day, they accompany us in the small but essential rituals – from washing our hands in the morning to cooking in the evening. They should be easy to use and aesthetically pleasing, because they are not only functional tools, but also defining elements of a room. 'Fulfilling real expectations' is the slogan of HERZ taps, which are manufactured in the modern development and production centre in Šmartno pri Litiji, Slovenia. Quality, efficiency and aesthetics combined with years of experience have led to the international success of HERZ taps.

### From the monarchy to the whole world

HERZ has been offering kitchen and bathroom fittings since the days of Gebauer & Lehrner. Back in the days of the monarchy, almost every city administration had its own tap models, so Gebauer & Lehrner produced around 60 different taps. With the different dimensions, the number of different taps was around 300. After Gebauer & Lehrner's reorientation and specialisation in heating taps in the 1950s, the fine taps went unnoticed. But once it's in your blood, it's hard to get out.



### Unitas & Kovina become HERZ d.o.o.

In 2004, HERZ took over two traditional Slovenian companies: UNITAS ARMATURE, known for high-quality taps since 1933, and KOVINA, which has been setting industry standards with innovative technology since 1951. This step allowed HERZ to refocus on taps. The combination of many years of expertise and the latest technology has made it possible to revive and further develop the tradition of sophisticated sanitary solutions – and the HERZ brand was born. Since then,



HERZ taps have been represented in 75 countries around the world, impressing customers with European HERZ quality and Austrian design.

### Efficiency from a single source

HERZ d.o.o. covers all production phases of fine fittings in the company's own modern production facility in Šmartno pri Litiji. From forging to machining to surface treatment and assembly – every detail is created on site.

In recent years, the company has invested in automation to make processes more efficient and achieve outstanding results. The company is always looking ahead: HERZ d.o.o. is planning further investments for 2025, particularly in the grinding and polishing process, to take productivity and precision to a new level.

This continuous development underlines HERZ d.o.o.'s commitment to being a reliable partner that fulfils the highest standards in production.

### Certified quality & efficient processing

All materials and components from HERZ taps meet the strictest European requirements for use in drinking water applications. Production also complies with the demanding EU environmental



Robots in use at HERZ d.o.o. in Šmartno pri Litiji.

standards.

The taps are either cast, forged or made from brass rods. After precise mechanical processing and careful grinding and polishing, they receive a long-lasting galvanic coating: first 8–12 micrometres of nickel, followed by 0.2–0.4 micrometres of chrome. This process not only protects the taps, but also gives them their characteristic shine. A promise of quality that can be seen and felt.

### Water-saving devices for efficient water consumption

In the area of water consumption, HERZ taps are characterised by conscious and efficient handling of water and ener-

gy. Water-saving elements are installed as standard in all current series. These fine taps guarantee economical water consumption without compromising on performance.

### Design from Vienna

In terms of design, HERZ is also second to none. "The strategy is not to copy others, but to be authentic and to adapt the products to the history of the brand." says Christoph Pauschitz, managing director and owner of GP designpartners GmbH. GP has designed the Elite, Zen and Lino series for HERZ d.o.o. "Taps must be timeless, incorporate the current trend, but still be compatible with all trends. When designing, we pay attention to the



**Christoph Pauschitz,**  
Managing director and owner

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Schottenfeldgasse 63, A-1070 Vienna  
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Photo: HERZ



The new LINO range of taps has been designed as a combination of complementary straight and round lines, creating an elegant yet contemporary look.

Photo: HERZ

balance between innovation and acceptance. Modern and future-oriented, but still familiar." adds Christoph Pauschitz. Apart from the aesthetics, the design also has the task of communicating the quality to the end consumer and thus also the trust in the brand. "HERZ produces high-quality taps, but the technology is not noticeable to the end consumer, but it is to the plumber. We fulfil this task through proportions and weight. Here, too, a balance must be maintained between function and design." says Christoph Pauschitz.

### From hotel complexes to private individuals

HERZ exports its taps across the globe. Most recently, a hotel complex and a shopping centre in Latvia were equipped with HERZ taps. From hospitals and hotel


complexes to private individuals, people choose HERZ taps because of their quality and the 10-year guarantee.

### In Austria exclusive at UNISAN

In Austria, HERZ taps are exclusively represented by UNISAN in Graz. "We are getting absolutely positive feedback, both from our customers and from service technicians." says Ing. Anton Berger, managing director of UNISAN GmbH. "HERZ has tradition – you don't have to explain this name. Everyone knows HERZ and that is a basic trust in the name." adds Ing. Anton Berger.

He is convinced by the design and technology: "The products are timeless and reflect the state of the art in every respect. When you touch HERZ taps, you feel something that is missing from other

manufacturers. There is definitely "material" here, the fitting has mass and also class and that feels good. As a partner, HERZ also incorporates our suggestions into the range, giving us the unique opportunity to react quickly to changes in the market."

Finally, he would like to share the following with our HERZ News readers: "Trust in these taps – with a 10-year guarantee. Safety is absolutely essential today and feels good. The spare parts guarantee also helps to put your mind at rest, and the price-performance ratio will ultimately convince you. A glance at the HERZ emblem in the morning will get you in a good mood for the day and get you off to a good start in the bathroom!" 



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 Electrical  
 Harter Süd Straße 10, 8075 Hart in Graz  
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A visit to the partner. From left to right: Edith Berger-Hofer (Managing Director & Accounting UNISAN), Anton Berger (Managing Director UNISAN), Damir Rutar (Managing Director HERZ d.o.o.) and Tatjana Veber (Export Manager HERZ d.o.o.).

Photo: HERZ



# HERZ DYNAMIC THERMOSTATIC VALVE

Photo: HERZ

## *The radiator valve of the future*

HERZ Dynamic Thermostatic Valves are mounted directly on radiators and combine the proven functionality of a classic thermostatic valve with a differential pressure controller in a single housing. The integrated differential pressure controller maintains the preset water volume constant in the event of pressure fluctuations. The combination of these two crucial functions is the simplest way to achieve an efficient heat supply.

The integrated differential pressure controller enables the HERZ Dynamic Thermostatic Valve to keep the flow at the radiator constant under changing pressure conditions. It automatically compensates for pressure fluctuations caused by the opening or closing of other radiators in the system. A decisive advantage: neither

system modifications or extensions require readjustment or a change to the setting on the dynamic thermostatic valve, which keeps the effort for hydraulic balancing to a minimum.

The proven HERZ thermostatic valve insert, in combination with the HERZ thermostatic heads, provides highly ef-

ficient and reliable room temperature control. Precision, accuracy and efficiency meet the high expectations of a HERZ Thermostatic Valve. The HERZ Dynamic Thermostatic Valves are available in angle and straight versions in DN 15 and offer a flexible solution for a range of applications.

### BENEFITS

- Optimum energy-efficient room temperature control with HERZ thermostatic heads
- Precise, differential pressure-independent flow control
- No readjustment required when system is modified
- Automatic operation
- Controlled flow range: 10 l/h - 95 l/h (fully open: 120 l/h)
- Differential pressure: 10 - 60 kPa
- Pipe connection: 1/2" female thread for threaded pipe and compression set connection



# HEAT SMART AND SAVE COSTS WITH HERZ



## HYDRAULIC BALANCING MADE EASY

Efficient heating starts with a simple but often overlooked measure: hydraulic balancing. Particularly in renovation projects, hydraulic balancing has the potential to significantly reduce heating costs, save energy and increase living comfort. But what is the easiest way to implement hydraulic balancing in practice – and which HERZ products can help?

### The challenges of old buildings

Many existing buildings have outdated heating systems that are neither efficient nor do they distribute heat evenly. This often results in the problem of so-called 'cold corners': rooms that do not get properly warm, while others are overheated. The cause? An insufficiently implemented or completely missing hydraulic balance. Without it, the heating water does not distribute optimally in the system. The problem is particularly noticeable in single-pipe heating systems, which are common in older buildings. However, the importance of hydraulic balancing is often underestimated. The potential is

enormous: if hydraulic balancing is carried out correctly, energy savings of 20% or more can be achieved, heating costs reduced and living comfort increased.

### Renovating two-pipe heating systems: The issues

In two-pipe heating systems, all radiators are supplied with the same flow temperature because they are connected in parallel to the same flow line. The correct distribution of the heating water between the radiators is the biggest challenge. Especially in larger installations, the differential pressure often fluctuates greatly, making it considerably more difficult

to achieve optimum regulation.

### Renovating single-pipe heating systems: The issues

Single-pipe heating systems often pose a challenge, as the heating water circulates serially through the individual radiators and thus cools down after each radiator. A hydraulic alignment in such a system requires specially coordinated solutions. In addition, such single-pipe systems tend to have pressure imbalances, especially in larger buildings. One major difference between this and two-pipe heating is that, in single-pipe systems, it is often the entire apartment



that needs to be regulated rather than the individual radiators. This is because the heating circuit in single-pipe heating systems works differently: One radiator receives about 60-70% of the volume flow, while the remaining 30-40% is routed to the other radiators via a bypass. If a radiator is closed by a thermostatic valve, the bypass cannot transfer the entire volume flow. This means that radiators in rooms further away do not receive sufficient heat – exactly what you want to avoid.

## THE SOLUTION FOR THE MODERNISATION OF ONE- AND TWO-PIPE HEATING SYSTEMS

### Measure 1:

An easy-to-implement renovation measure for hydraulic balancing in single- or two-pipe heating systems is to use a pre-settable control and regulating valve with an actuator at the 'root' of the flat to adjust the volume flow to the heating load. Supplemented by a room temperature controller, the system can be controlled so that the control valve interrupts the heat supply when the desired room temperature is reached. This helps to get a grip on the frequent problem of overheating and to use energy more efficiently.

### Measure 2:

In the case of two-pipe heating systems, it is also recommended to renovate the individual radiators. To enable the flow rate to be adjusted individually for each radiator, it is recommended to convert to pre-settable thermostatic valves with thermostatic heads. This means that hydraulic balancing can be achieved with little effort. This measure is only recommended for two-pipe heating systems.

### Measure 3:

However, anyone who wants to make the system of their single- or two-pipe heating even more efficient should also look at the circuits. With a circuits regulating valve per circuit, the flow can be regulated. In combination with the differential pressure controller, which monitors and regulates the pressure drop between the flow and return of the respective circuit, nothing stands in the way of successful hydraulic balancing.



### Hydraulic balancing with HERZ: Products and training on the subject


Hydraulic balancing is not an optional extra, but an essential measure for a smoothly functioning heating system and efficient energy consumption. With hydraulic balancing, unnecessary heating costs can be avoided while increasing living comfort. HERZ not only offers suitable products, but also training and practical support for installers, planners and owners on the subject of 'hydraulic balancing' in its own training rooms in the 23rd district. With the help of practical case studies and the opportunity to put the theoretical knowledge they have learned directly into practice at the company's own laboratory stand, both small groups and groups of up to 40 people are trained in theory and practice. Appointments can be made at any time at [herznews@herz.eu](mailto:herznews@herz.eu). 



Photo: HERZ

## A HOLE-IN-ONE FOR HERZ

### HERZ QUALITY HITS THE MARK IN THE PHILIPPINES

Consisting of over 7,000 islands, the country of the Philippines, with a total area of 343,000 km<sup>2</sup>, is the fifth largest island state in the world. The country was discovered in 1521 during the reign of Charles V, Holy Roman Emperor from the House of Habsburg, and named after his son, the later King Philip II of Spain. The archipelago was under Spanish rule until 1898 and only freed itself from the subsequent American colonial rulers in 1946. HERZ has been active in the Philippine market since 2018 and has since enjoyed strong demand for European HERZ quality. HERZ Pressure Independent Control Valves and the all-rounder HerzCON are in particularly high demand in the Philippine market.

#### The new heroes – Overseas Filipino Workers (OFW)

The Philippines has a special economic structure: in addition to the service sector, which plays a major role in the Philippine economy, followed by the industrial sector, labour migration also plays an important role for the national economy. Many skilled workers leave the country to work abroad and send money to their families. It is not for nothing that the government refers to the so-called Overseas Filipino Workers (OFW) as 'the new

heroes'. According to the 2023 survey by the Philippine Statistics Authority on Filipinos living abroad, around 2.16 million Filipinos work abroad. The majority of them are women who, as caregivers and domestic workers, provide for the basic needs of their children, who they leave in the care of relatives or acquaintances.

#### A changing market: the focus on European quality

"After the pandemic-related construction freeze, the Philippine market is on

the move again. Initially, the focus was on civil construction work, but now the mechanical sector is coming into focus, and HERZ is at the forefront with its solutions." says Armando Valo Jr., HERZ Middle East Country Manager for the Philippines.

The Philippines are undergoing a transformation: the change from conventional valves to precise and efficient PICV (Pressure Independent Control Valves) systems is the focus of many projects. The ease of installation, efficiency and



precise control of HERZ products are particularly appreciated.

"In addition to their quality, our products stand out due to their easy installation. HerzCON in particular has been in high demand since the beginning, mainly due to its compact design. This offers a decisive advantage, as space in suspended ceilings is often limited." says Armando Valo Jr. and adds: "The Philippine market is increasingly developing towards European quality standards. While some developers continue to rely on low-cost Chinese products, we have seen increased demand for high-quality solutions in recent years – and this is precisely where HERZ comes into play."

Most recently, more than 1,600 HERZ products, including HerzCON and Pressure Independent Control Valves, were used in the Philippines to ensure precise and efficient control of the new Solaire North hotel complex in Metro Manila.

### Hole-in-One in Networking: HERZ Fun Golf Challenge

In the Philippines, golf is more than just a sport – it is a platform for business contacts. HERZ came to this realisation after attending numerous trade fairs. "We

regularly took part in trade fairs in the Philippines, but quickly realised that the decision-makers in the industry were less likely to be found there. That's why we decided to organise our own golf tournament that specifically targeted executives and decision-makers." explains Armando Valo Jr. in an interview with HERZ News. Positive feedback and lasting contacts confirmed the strategy of establishing golf as an annual networking event. The tournament not only strengthened relationships, but also anchored HERZ in the minds of the participants as a committed partner. To speak in golfing terms: A hole-in-one for HERZ.


### A journey into the world of HERZ

In November, guests from the Philippines had the opportunity to delve deep into the world of HERZ. In addition to the company headquarters in Vienna, they also visited the production facilities in Kemeten, Pinkafeld and Rohrbach. They not only experienced the impressive production processes, but were also able to make their own souvenir out of brass alloy. "We experienced how a foundry works and how valves that ensure comfort and efficiency are manufactured." reported one enthusiastic participant. The oppor-



*Filipino guests experience the 'HERZ kitchen' up close.*

Photo: HERZ

tunity to experience the quality and precision of HERZ products up close left a lasting impression – and the waiting list for similar visits from the Philippines continues to grow. 



Zoran Bankovic,  
HERZ Vice President

Armando Valo Jr.,  
HERZ Middle East  
Country Manager

A visit to Vienna: Philippine guests at the HERZ company headquarters. We provide HERZ warmth.

Photo: HERZ



Happy holidays and  
a successful  
New Year!



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