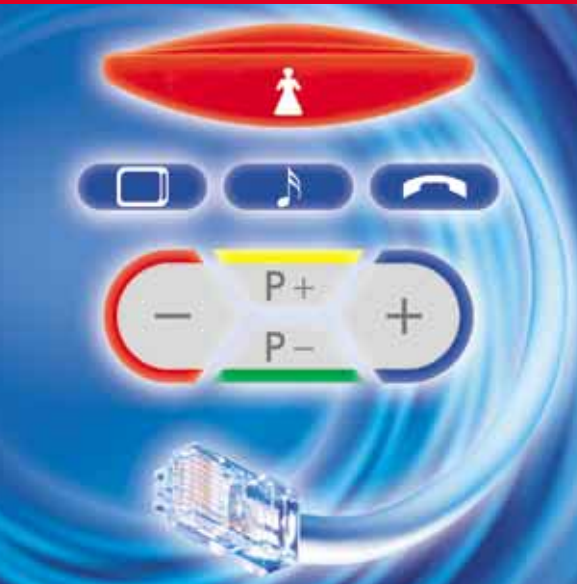


FIRE & CARE

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The Schrack Seconet Book Recommendation



EDITORIAL

Dear customers and business partners of Schrack Seconet AG,



In the past twelve months Schrack Seconet again has been setting new standards in preventive fire protection and nurse-call systems thanks to intensive development work. We have already informed you extensively about the fire alarm panel Evolution, the fire detector MTD 533 and the nurse call system VISOCALL-IP. We will present these systems, as well as our concepts for alarm systems, video systems and access control systems also at our customer-event and during road shows in the Federal Provinces in September. Optimum protection, extensive prevention and the highest-possible convenience, together with a perfect communication output, are the parameters of these systems.

However it is not only important for us to get excellent products on the market but also to be able to offer our customers a satisfactory service package. This service package contains quality of installation and service as well as fast execution of maintenance and repair work. At Schrack Seconet, however, this service package is based on even more aspects. Already during planning and development we are taking into account that product life cycles will end some time. Therefore all our systems have one specific characteristic: compatibility. This means that our system can be upgraded seamlessly to the current state of the art. And this upgrade does not result in a cost explosion. For all our components are designed to safeguard a harmonized interaction of all capacities, whenever one of the components is replaced by a new one. For example: if you want to install the new fire-alarm panel Evolution, you need not replace the peripheral equipment for fire detection. If you want to integrate the new fire detector MTD 533 into your fire alarm system, this can be easily done and the fire alarm panel you have been using so far will still be maintained. And also the new nurse-call system VISOCALL-IP communicates excellently with our various components, which contribute to safety, convenience and a clear communication in nurse-call systems.

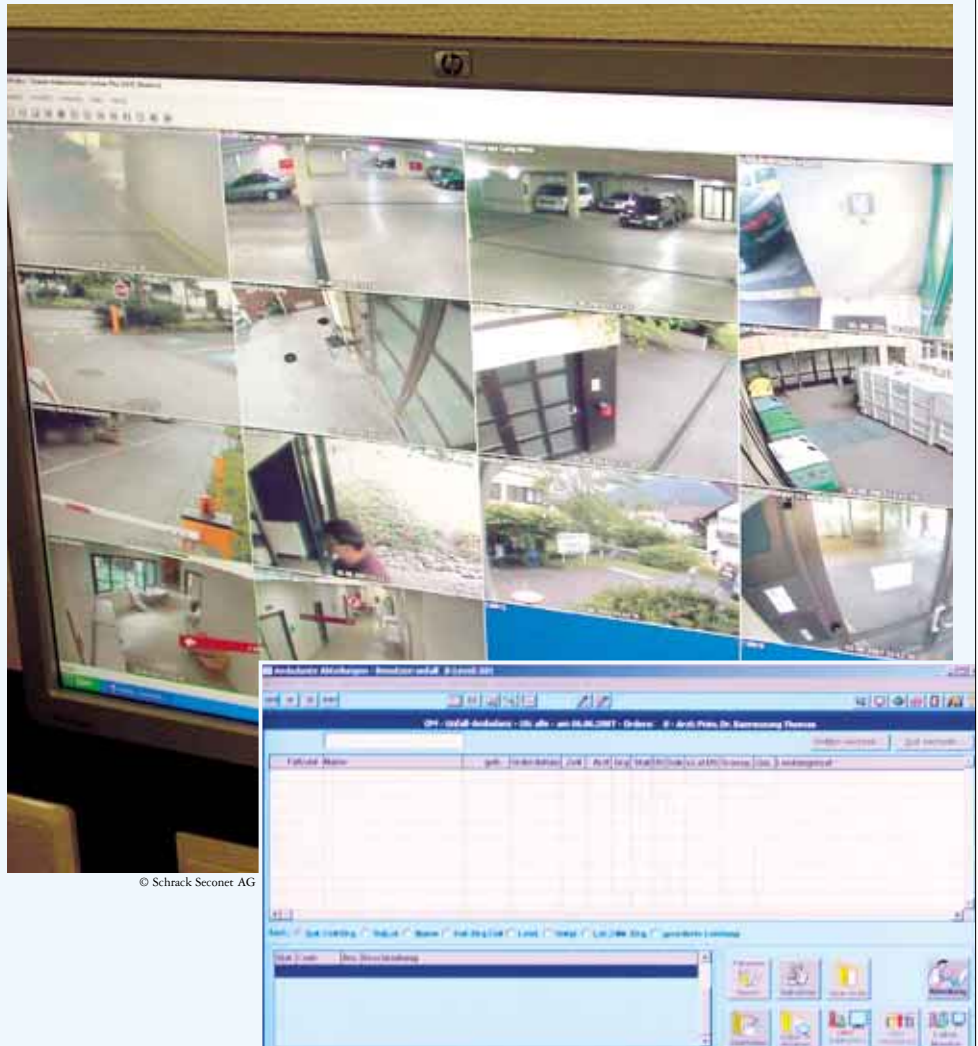
This compatibility makes it possible for us to continuously develop our systems for the best of our customers and makes sure that their financial resources are dealt with carefully. Therefore the systems of Schrack Seconet will offer this quality characteristic also in future.

Yours,

Wolfgang Kern

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Schrack Seconet know-how for the "mountain clinic"



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The Hospital of Bludenz, one of the most important medical facilities of Vorarlberg, is situated amidst the Arlberg, Montafon and Walsertal. About 300 employees guarantee optimum medical treatment of ambulant and in-house patients. For two years now staff and patients have been benefiting from the communications system VISOCALL PLUS from Schrack Seconet and also the hospital, known as "mountain clinic", has been supplied with a video system. 14 networked cameras are equipped with an "ENEO"-digital memory (storage capacity 1.2 terabytes) and supply pictures of the entry area, the ambulance access area, the underground car park and the exterior premises. Two IP cameras are installed in an area where people wait to be examined. The picture signals of these cameras are split and are represented on a

special monitor. Consequently, the hospital staff can always watch on the monitor what goes on in the waiting area. Signals are transmitted all over the premises by means of two-wire transmitters. "Intelligent safety and security systems are indispensable in hospitals and designed to guarantee the protection of patients and making work easier for the staff", Martin Pataky, responsible branch manager of Schrack Seconet in Innsbruck and Dornbirn, explains the characteristics of this project. Thomas Zudrell, Technical Manager of the LKH Bludenz, confirms this successful cooperation. "Thanks to the flexibility of the system, all user-specific requirements can be covered. Once again Schrack Seconet's consulting, supply and execution competence convinced me of this product."

The most important Austrian associations in the sector and a summary of their aims and goals:

Testing centre for fire prevention technology of the Austrian Association of Fire Brigades

www.pruefstelle.at

The testing centre for fire prevention technology of the Austrian Association of Fire Brigades has been one of the leading testing and monitoring centres in Austria for nearly 25 years. The association's expertise is clearly demonstrated by the fact that its members are represented in all European and Austrian committees. It is accredited for the following testing and monitoring activities:

- Inspection of fire detection and fire alarm systems and fire alarm devices
- Inspection of sprinkler and gas-based extinguishing systems.
- Calculations for and inspection of smoke ventilation and pressure-based ventilation systems.
- Homologation of fire alarm control panels, fire detector systems, fire alarm control systems and control systems
- Homologation of sprinkler and gas extinguishing systems.
- Homologation of pumps, tubes, breathing apparatus and personal protective clothing
- Inspection of dry and wet risers and wall-mounted hydrants

Headquarters in Vienna

VB-Cert

www.vb-cert.at

The "Association for the Promotion of Uniform Standards in Preventive Fire Safety" has been



offering specialist companies the opportunity since 2006 to be certified in the planning, construction, commissioning and servicing of fire detection and fire alarm systems.

Headquarters in Vienna

ÖZS

www.oezs.at

"The Austrian Accreditation Centre for Security Technology" is an administrative organisation, founded in 1993, and which aims to promote certification of specialist companies and security technology products.

Headquarters in Vienna

VBÖ Austroalarm

www.austroalarm.at

The Association of Fire Detection system manufacturers in Austria was founded in 1972 to pursue the following aims:

- Standardisation of quality and safety standard of fire detection systems in Austria.
- Representation of the interests of member companies
- To raise awareness for technological and legal developments for fire detection systems
- Information about standards, hot topics from business and trade about fire prevention

Headquarters in Vienna

VSOE

www.vsoe.at

- Association for Security Companies in Austria, founded in 1975, views itself as a platform and advisor for all aspects of security, especially security services and mechanical and electronic security technology.

Headquarters in Vienna

OVE

www.ove.at

- Austrian Electrotechnical Association
- Founded back in 1883
- The OVE views itself today as an independent platform offering its members assistance in electrotechnical and information technology matters.

Premises in Vienna and Graz



Customer Event and Roadshow in the Autumn!

Schrack Seconet will be holding its first customer event at its Vienna headquarters on 5

September 2007, which will provide both a forum for interested customers as well as an enjoyable evening for all partners. The "Las Vegas meets Vienna" theme will see visitors of the event swept away into the thrilling world of shows and casinos. Along with the official market launch of the BMZ Evolution in autumn 2007, guests will also

be given an overview of the entire range of products and be able to talk to those responsible and experts from the company's different business divisions.

Thereafter, there will also be roadshows at the company's other Austrian business premises, which on the one hand give the opportunity to be convinced by the advantages of the latest highlights in the product range, as well as also providing time for intensive discussions. In the exclusive surroundings of casinos in Innsbruck,

Bregenz, Salzburg, Velden, Graz and Linz, Schrack Seconet will be presenting itself between 25 September and 18 October under the motto "A certain winner" ("Mit Sicherheit ein Gewinn"). Security systems constantly require further development, in order to fulfil the needs and technical requirements of customers. Events, like the customer event and the roadshows form a perfect opportunity to be informed about the latest range of innovations.



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All-in solutions with



Since her childhood Susanne F has had a soft spot for beautiful cars. 4 years ago, therefore, she bought a second-hand sports car to act out her passion. But after some thousand miles over smooth asphalt roads and bumpy gravel roads it was high time for Susanne to get a set of new tyres and rims for her sports car. Since she has had some experience in technical work and also wanted to save herself the expenses of a workshop, the car aficionado drove to the next wholesale dealer and bought a state-of-the art set of tyres, which, while not too cheap, could be used for all common brands of cars. At home again and trying to change the first tyre, Susanne F was rather taken aback, when she found that the screw threads were much too large for the holes in the rims. "You should have told me the year of manufacture, Ms. F, then this would not have happened. The new tyre models will never fit on your old car", was the grumpy reply of the seller on the phone. "It was a special offer, which, unfortunately, we cannot exchange for another", the clever business man added to make matters even worse.

This simple story is a telltale example of the problem which thousands of consumers are confronted with every day: New spare parts or system components cannot be integrated into the existing product. If you want to be totally up to date technically, the only thing you can do is to discard your old equipment and acquire the subsequent product for a lot of money. On the one hand this means improved sales for some companies, however for the consumer it spells a lot of trouble, effort and cost.

Schrack Seconet has chosen a totally different approach. The high-tech company, which always has relied on the highest quality and customer service, never develops a new product if it is not 100 percent compatible with its predecessors and the associated systems. Maximilian Strohmeier, Head of Product Management at Schrack Seconet: "Our customers appreciate this outstanding characteristic. After all, compatibility has major advantages!"

100% compatibility in fire protection

What is the use of the best fire alarm systems, if the individual components cannot be seamlessly combined? Specifically in high-tech sectors of safety and security engineering, such as fire protection, the products of Schrack Seconet are continuously modernized and kept on a state-of-the art level. For systems which are to protect human lives and property this approach is a must. However, it would not make sense economically, if the entire fire alarm system of the customer had to be replaced at each innovation. "To safeguard maximum protection in case of a fire, customers of Schrack Seconet have the option to replace only specific parts, for they can be fitted seamlessly into existing systems in any case and at 100 percent and customers do not have to go to great expenditures," Strohmeier explains.

A good example to illustrate the compatibility of Schrack Seconet products is the new combined smoke and heat detector, Schrack MTD 533, because this detector is not designed for a specific application. The product and all

100% compatibility!

its features can be integrated into already installed systems. In other words: the MTD 533 is backward compatible with older fire-alarm panels and system elements. This is, of course, possible also in the other direction. The optothermal fire detector is forward compatible because it can be integrated without problems also in future generations of Integral fire alarm panels. Accordingly, it can be totally ruled out that the high-tech product has to be exchanged one day, because the new panel or the new system no longer supports the detector. In addition, it is also possible for the customer to gradually switch to the new product. This means that not all existing detectors have to be exchanged at once. It is easily possible to just exchange the ones that have to be replaced for maintenance reasons.

This compatibility does not only apply for fire detectors but is a consistent rule for all products in the fire protection sector. What is true of the detectors is also true for the fire alarm panels and for all special solutions from Schrack Seconet.

Perfect interaction in hospital communication

With VISOCALL-IP Schrack Seconet has succeeded in developing a multi-media capable communications platform for hospitals, which outperforms everything else. "For the first time a system has made it possible to provide a seamless communication network between all persons, rooms and equipment, for example in a hospital, says Edwin Fisar, product manager for nurse-call systems. The technological leap, which was induced by VISOCALL-IP, of course raises the question of compatibility with existing elements. "At Schrack Seconet we have focused on being able to make sure that it is not required, for example for an entire hospital to be equipped with the communications platform at once", says Fisar. All wards that have been equipped with the VISOCALL PLUS AND VISOCALL MP2 nurse call systems can be fully integrated into this new IP-based solution without interfering with current operation.

All-in-one solutions from one single supplier

In addition to products from the field of preventive fire protection and nurse call systems, Schrack Seconet also covers the protection of

persons and devices as well as video monitoring, access and intrusion control. This makes the company the number one supplier in Austria, which is able to offer the entire range of safety and security systems. Repair and maintenance work performed by engineers from different companies, the search for the right persons to contact and annoying compatibility problems therefore are no issues for customers of Schrack Seconet Product Manager Harald Kobermann: "The term 'all-in solution' is of decisive significance here. The product managers, developers and engineers of our company place specific focus on the fact that all the products our company offers can be integrated into the overall security system."

The central element of the all-in solution is the control station. It is considered the brain of the system and takes care that all part sectors function with the highest-possible reliability. Kobermann: "Depending on the individual safety requirements of the customers, the requested subsystems can be connected with the control station and managed and controlled centrally from there." The fire-alarm panel, the video-monitoring system, the access-control system, the intrusion detection center, the nurse-call system or SecurWATCH for person and property protection can be combined with

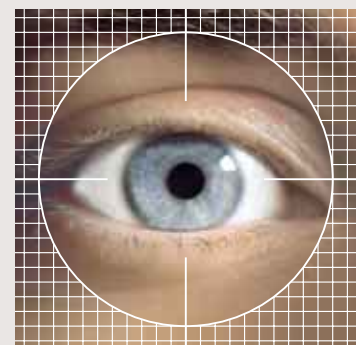
"One for all, all for one"

"The benefits of the all-in solution for customers are obvious. The fact that there is only one person to contact reduces the time effort considerably. The planning of safety and security concepts is simplified and implemented with the highest-possible quality, making use of all the available synergies. "Also maintenance and repair work can be performed in a streamlined and optimized way", Strohmeier points out the advantages. With the smooth upgrading, modernization and renovation of existing security systems thanks to 100 % forward and backward compatibility mentioned above, the products of Schrack Seconet become one entity, which can be summed up by the motto coined by Alexandre Dumas "one for all, all for one".

the system. The control station of Schrack Seconet is designed in such a way that it can be expanded almost infinitely. But to round things off, there are, in addition to the traditional branches fire alarm, nurse-call systems and video, a great number of customized tools, such as evaluation systems, time recording, emergency lighting, software for remote access to the systems or the ComBOX for rapid messaging by SMS to be able to meet all requirements of our customers with the highest quality. However it is not mandatory to integrate all systems in a company. Each subsystem of Schrack Seconet can be both networked but also be used as autonomous single solution.



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Tokuda Clinic chooses VISOCALL PLUS

Schrack Seconet has managed to land a particularly special tender in Bulgaria, the newest country in the EU: In the Bulgarian capital Sofia, one of the largest construction products in recent years, the newly constructed Tokuda Hospital, has been fitted with the VISOCALL PLUS communications system. In two stages of construction, the Japanese investor Tokushukai Medical Corporation, the owner of a global chain of hospitals, built a clinic in the Southern part of the capital city, which will be able to treat approximately 1,000 patients in a total area of 46,000m² once completed.

Bulgaria: An Upturn for Healthcare

The competences and services of the capital city's most modern hospital can be seen: Alongside

twelve operating theatres and a department for radiotherapy, a modern diagnosis centre is also housed in the centre. "This project is an important reference point for Schrack Seconet. Bulgaria is a growth market, with the EU member state however having some catching up to do in the healthcare sector, so there will be investment accordingly," the export manager Richard Pertschy commented. The Bulgarian company New System played a substantial part in the success of this project and proved itself to be a reliable local partner for the installation of the system.

The modern nurse-call system, which permits speech communications between patients and

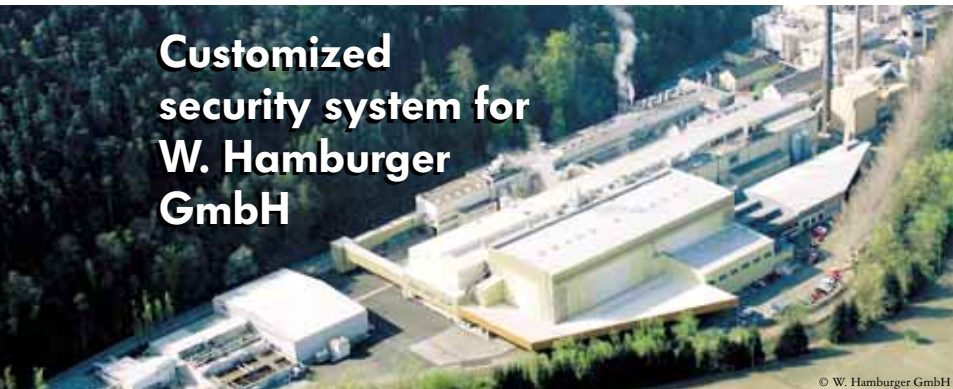


The Tokuda clinic in Sofia is one of the most modern hospitals in Bulgaria

hospital staff, offers a rapid and efficient way to react to urgent calls from patients, in addition to the reliability which is associated with Schrack Seconet products. Consequently the daily workload of the hospital staff is substantially reduced, thereby freeing up more time to attend to the requirements and care of patients.

The Tokuda hospital is a milestone for Sofia and the entire region in modern Europe.

Customized security system for W. Hamburger GmbH



W. Hamburger GmbH in Pitten, Lower Austria

Schrack Seconet equips the manufacturer of corrugated cardboards, W. Hamburger GmbH, based in Pitten, Lower Austria, with high-tech fire alarm systems.

"In the paper industry it is specifically important to protect raw materials and machines which run a high danger of catching fire", says Markus Korunka, Head of the Vienna branch office of Schrack Seconet. "During intensive talks with the management of W. Hamburger GmbH, we have implemented an extensive, state-of-the-art fire alarm system in the company. In addition, an SLZ Integral works as an automatic, electrical control and delay equipment.

In the course of the implementation of fire alarm systems, the two paper machines with their peripheral equipment and administrative departments were included into the overall plan. To interlink all these areas a subpanel ring has been installed. Continuous monitoring can be guaranteed by means of optical smoke detectors, temperature detectors and smoke suction systems. The operations control system SecoLOG monitors and visualizes the overall structure. The highly sensitive paper machines PM 3 and PM 4, called

the site of the company, houses the data center of W. Hamburger GmbH. With BMZ Integral an independent system has been installed in this building, which works autonomously and is not networked with the systems of the parent company. It monitors the entire extinguishing plant of the data system. The extinguishing plant is actuated both via the smoke suction system

for a special treatment, as they process raw materials which have a high risk of fire.

A separate building, which is about 500 meters from

ASD 515 and via optical smoke detectors in cross-zoning.

"After terminating the works at the headquarters, the fire alarm panel network SecoNET, with a total of 15 fire alarm panels and one main fire alarm panel had been installed and all electrical equipment rooms of W. Hamburger GmbH had been equipped with extinguishing plants", says Markus Korunka. And, finally, the entire system was upgraded to an N3 network.

Andreas Eichberger, Project Manager Fire Protection at W. Hamburger GmbH, on the cooperation during the project: "We have been having a longstanding and mutually beneficial partnership with Schrack Seconet for many years. Since the company continuously launches new developments on the fire alarm sector and keeps improving existing systems we know that we are in the best hands when it comes to state-of-the-art technology. Furthermore we want to point out the technical support, which always functions smoothly and effectively."

Philips: fast and flexible problem solution by Schrack Seconet!

The fact that Schrack Seconet is not just a specialist for devising sophisticated and precisely-planned security systems but solves problems at existing systems fast and flexibly could be proved recently at the "Philips Haus", Triester Strasse, Vienna. There was a total failure of the fire alarm panel of the electronics company, which, by the way is no product of Schrack Seconet. To maintain the safety of Philips employees, even firewardens had to be temporarily installed. Fast action was needed –

no problem for Schrack Seconet! Project manager Mario Schwarzmaier was responsible for handling the order – from coordination of dates to detailed talks on site. "Of course it is rather awkward if an important safety component fails in a large company like Philips." Therefore no time was lost during the installation of the fire alarm panel. In less than one month the specialists from Schrack Seconet closed the safety gap and lifted the preventive fire protection of Philips to a state-of-the-art level.

"Customer care is our first priority!"

F&C: Mr. Batista, what is the current market situation in the Czech Republic?

Batista: The Czech Republic currently is in the midst of a major investment and building boom. The entire country is like a large construction site. In the suburbs of the cities logistics centers and warehouses are built as well as production and industry parks. The investors show a lot of responsibility and they are well aware of the importance of the protection and the safety of people and buildings. This trend can be seen also in the establishment and equipment of hotels or office buildings. And we know how important high-quality systems and commodities are. And this, of course, is the reason why the systems of Schrack Seconet are sought after, which we are glad to notice by the increased demand. Low cost thinking is definitely a thing of the past.

F&C: Have there been any changes due to the accession to the EU and, if so, can they be recognised in the daily business?

Batista: Of course our joining the EU has brought about positive changes, also in our branch of industry. The market participants are thinking in terms of Europe and know that a product certified by the EU has to meet other quality criteria. And our joining the EU can also be seen in the logistics sector. Transport to customers or partners has become considerably easier. To keep a delivery time of twelve hours is no longer a problem!

F&C: What, do you think, has been the major factor of success of your branch office, and what development do you expect for the near future?

Batista: The basis of our success is the regular contact with partners and investors. The secret is to observe the market closely, to recognise where new projects will be established and to communicate this information to our partners. This business-to-business cooperation is a game of mutual giving and taking. And there is also our fair price policy. It stands to reason that the investment boom will continue over the next three to five years, until the Czech Republic introduces the euro, which is planned for 2011 or 2012. And I see further potential in the modernization of older systems. Here it is our major advantage that Schrack Seconet reliably offers compatibility within its systems. Consequently, the exchange of a system is no financial problem since other components may still remain in operation and will smoothly function with the new system. Thus upgrading



The team of Schrack Seconet Czech Republic: f.l.t.r. Radek Batista – Managing Director, Lucie Sterbova – Office Management, Jaroslav Jankovsky – Technical Support, Miroslav Recinsky – Sales

becomes easy, and safety for persons and goods can be safeguarded.

F&C: What is the focus for you, in your capacity as a responsible manager?

Batista: I try to work with courage, enthusiasm and resolution and to convey this attitude also to my staff. One of my mottos is: "Who comes second is the first loser". Therefore I consider it important to get the most out of oneself. It is important to define goals and to go for it. And, last but not least, a functioning communication in the company is an important success factor. And I also pay great attention to customer support. It has to function perfectly, only then will it be possible to exploit and expand the

market! I try to set an example when it comes to leadership. Our team is very flexible and the individual competencies are clearly defined.

Radek Batista, 43, has been working at Schrack Seconet since 1995 and has played a major role in the establishment of the Czech branch office. Before his employment at Schrack he worked, among other things, in the electronics business and in the Czech Ministry of Defense. Batista is married, has two children, and has graduated from Technical University. In addition, he completed his master of business studies in 2005. The enthusiastic sportsman lives with his family in Prague.

SECOTIP

The Schrack Seconet Book Recommendation!

Ulrike Ascher

Arun Verlag

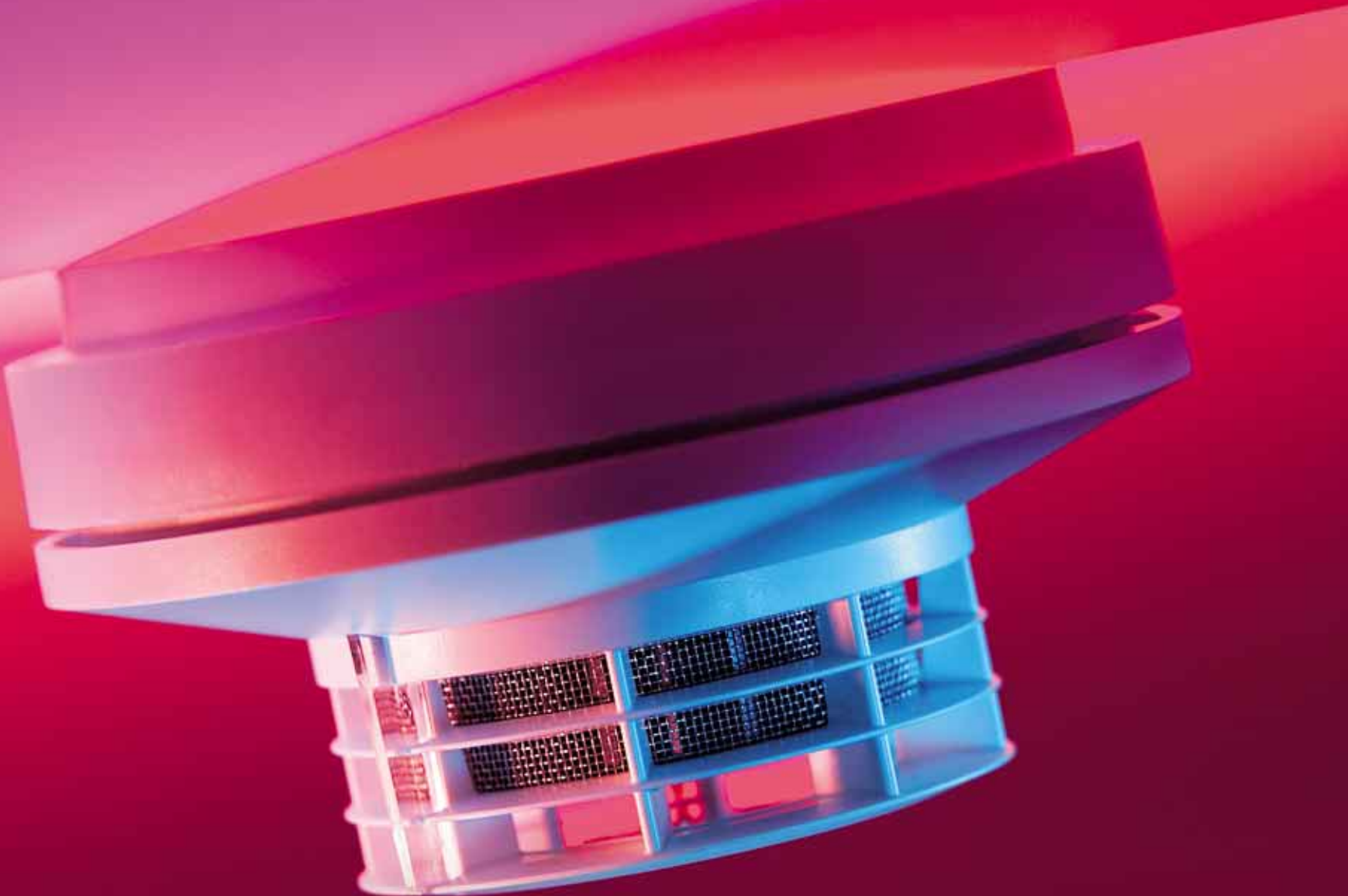
Die Magie der Elemente: Feuer (The magic of the elements: fire)

German author Ulrike Ascher has dedicated a special book series to the elements earth, water and fire. For the readers of Fire & Care the second volume on the subject "fire" of course is the most interesting. On about 160 pages Ascher examines the meaning of the hot element. The author stretches the subject matter even far into the magical aspects of fire. Starting with the world of the "fire essences" and the presentation of various fire divinities, Ascher then turns to the world of magic. Fire is associated with creativity and abundance of ideas, with colour and light. But also the interpersonal spheres family, friendship and, in particular, love can be influenced by fire. According to the author it is not without reason that there is the German expression "to be all fire and flame", which means to be very enthusiastic about something. A number of

exercises and rituals support the theories and can be easily exercised also by non-experienced persons. Also mystical places and areas, as well as certain animals and plants are associated with fire.



And, as Ascher concludes, elements may be important in almost every sector of life, from nutrition to the design of our homes. And those who consider these ideas too esoteric may enjoy the fascinating photographs.



MTD 533 Multiple Sensor Detector. The optothermal fire detector.

The MTD 533 optothermal fire detector relieves you of the decision of whether smoke detectors or temperature detectors should be deployed in the fire detector system. True to the motto of "One for all, and all for one!" the detector can be deployed as required and dependent on application as a smoke detector, as a temperature detector or as a combined detector. Regardless of whoever or whatever is to be monitored and safeguarded, the MTD 533 forms a correct and reliable solution for every task. He conforms to all European standards and exceeds all of the most strenuous currently applicable safety standards. There is a name for security: SCHRACK SECONET.

Fire Alarm

A-1122 Vienna, Eibesbrunnergasse 18, Tél. +43-1-811 57-0*, e-mail: office@schrack-seconet.com
www.schrack-seconet.com

SCHRACK

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