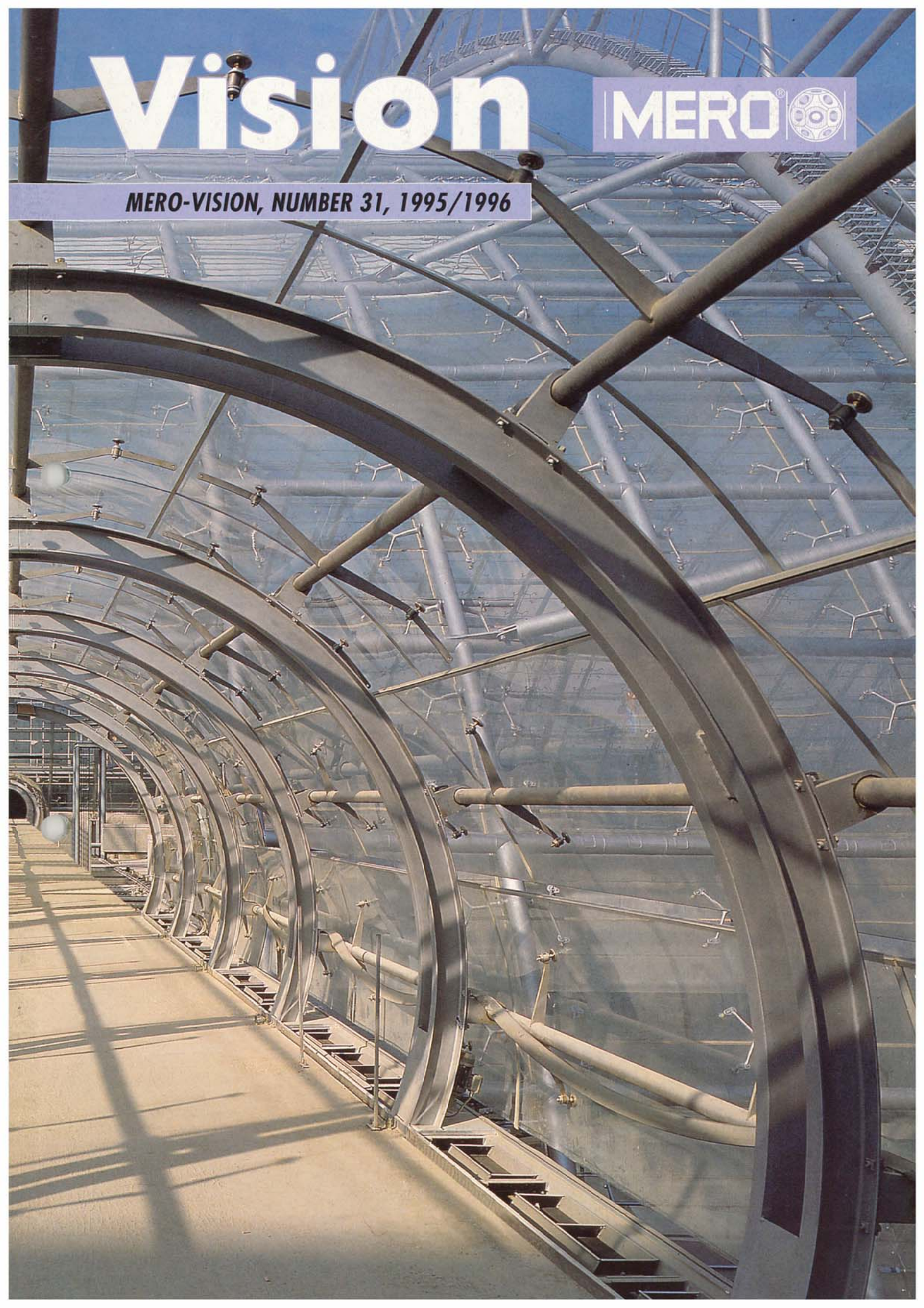


# Vision

MERO® 

MERO-VISION, NUMBER 31, 1995/1996





# MERO Group

## creates a solid Base for further Growth

The MERO Group of Companies which is well known and has a strong standing amongst its competitors, meets the fundamental changes in the market with strategic concentration on its core business.

With the future organization of the Group, MERO will concentrate on the following product divisions:

- a) **Project Business** with the main focus on Construction Systems such as Steel Structures, Glazing Systems, Curtain Walls (especially in Far East) and Airport Docks and Hangars,
- b) **System Business** with the profit centers Raised Floor Division, Sanitary Division and Exhibit Systems

After an increase of capital in July '95 the Holding's name was changed to MERO GmbH & Co. KG and a new Board of Directors was appointed with Mr. Rolf F. Dittrich as Chief Executive and Dr. Roland Klose as Managing Director. The MERO-Geschäftsführungs GmbH released Dr. Horst Klose as personally liable partner, who now holds the position as Chairman of the Advisory Board.

### Rapid Expansion of Far Eastern Markets and International Presence promote Growth

MERO has extended its regional presence in the Far East as new economic opportunities have opened up. The capital of MERO ASIA PACIFIC Pte. Ltd., Singapore (formerly MERO Exhibit Systems Pte. Ltd.) has been doubled and more capital will be made available for future investments.

This company acts as Holding Company and will control all activities in the Far East (subsidiaries and joint ventures). In addition to the support provided by MERO Germany, MERO ASIA PACIFIC Pte. Ltd. will supply project management and project-related engineering.

In Malaysia, MERO has been present through the joint venture company MEROTECH already for several years. Currently we are completing the 115 m high ESSO high-rise building in Kuala Lumpur consisting of 25.000 sqm curtain walling of Italian granite and window elements. To meet the needs of this project, MERO set up its own production facility in Malaysia (comprising approx. 4.000 sqm) equipped with German machinery within a period of only four months. A staff of 25 is currently employed.

In Malaysia and other Far Eastern countries promising negotiations for several large projects are in progress. Within the next few years MERO is aiming at more than doubling its turnover in South East Asia, finding new joint ventures and establishing local offices.

This market as well as our subsidiaries in Europe (Italy, France, Great Britain, Belgium, Switzerland), the USA and our office in Saudi Arabia will guarantee a worldwide presence of MERO in all important economic regions.

### Innovative Technique guarantees Market Shares in a stagnating domestic Market

In the Federal Republic of Germany, particularly in the new States, several important projects are currently under way. Besides the glazed hall of the New Leipzig Fair, the project "Goethe Galerie" in Jena - a big service center with shopping malls, offices and a four star hotel - should be mentioned.



This project with a value of 200 Mio. DEM will create 1.000 new employment opportunities. Various glazed structures such as gallerias, canopies and skylights will cover an area of approx. 4.000 sqm. MERO is in charge of the entire steel and glass construction which shows the wide range of modern glass architecture with innovative designs.

The opening ceremony of this service center is scheduled for January '96. In the European market, MERO concentrates on technically demanding projects where special know-how and engineering is required. These projects will be handled by our experienced Project Managers.

The growing international business demands skilled personnel. Besides working experience in foreign countries and the willingness to work abroad, the knowledge of foreign languages is a requirement for MERO's mid-management. Newly appointed employees must have a good working knowledge of the English language and working experience abroad is considered to be an advantage.

### Demanding Technical Systems increase Customer Benefits

Rationalization and restructuring has improved the efficiency within the different product divisions which has also helped to lower the costs and to release resources which can be used for further growth. This results in the rapid expansion of the Far Eastern markets and further development in all product divisions.

*Skylight roof with dome and barrel vault designed by MERO  
("Goethe Galerie", Jena/Germany)  
Architects: Rödl + Dr. Braschel,  
Stuttgart/Germany*

*Illustration on right: Curtain Walling  
project Menara ESSO, Kuala Lumpur/  
Malaysia.  
Architects: Kumpulan Senireka, K. L.*



The Sanitary Division is on the way to introducing a sound protected pre-wall installation system with a connecting technique developed specifically for this purpose.

At MERO's Raised Floor Division the development of intelligent systems for using the floor as a system component is currently in progress.

The general reduction of fair participation budgets increases the demand for smaller exhibition stands. Therefore MERO has developed and successfully introduced a multi-storey exhibition system (MERO 4D) consisting of fully clad wall elements, integrated installations and an aesthetic cable bracing system from which an attractive design is achieved.

#### **Strategic and Organizational Adaptation as Premise for Competitiveness**

Due to extensive growth of the global markets, the demands of manpower and machinery are changing. Therefore a new organization of our product divisions and the delegation of additional responsibilities to the management was necessary. The Holding of the MERO Group controls all international activities of its subsidiaries, partnerships and joint ventures. This measure and the concentration on the core business will guarantee an international competitiveness of the MERO Group.

Rolf F. Dittrich





# Individual Design with System

*Demand for Transparency leads to a clear Evolution*

It has never been easier to prove MERO's motto "Individual Design with System" through completion of projects showing a variety of different designs. Glass frequently plays a leading role - not only for reasons of its clear improvement in functional characteristics such as energy savings, sound insulation and fire protection, but also due to the increasing demand for transparency which leads to an immense evolution in structural design as well as fixing and sealing techniques. Thanks to multiple application possibilities, long familiar space frame structures appear in a different light.

The Arbaer Swimming Pool Center in Reykjavik/Island is a typical example for environmental-friendly building methods. Besides a planted roof above the changing rooms and a geothermal energy supply, a glazed dome structure offers transparency between the indoor and outdoor area which is connected via a narrow water channel.

## High School Vilshofen, Germany

The lifting of pre-assembled roof construction parts is always an impressive sight. This type of erection process proves to be less expensive and allows for pre-installation of air ducts, sprinklers and electrical wiring.

Architects: Witzlinger, Vilshofen/  
Germany



Arbaer Swimming Pool Center. Architects: Utí + Inni, Reykjavik/Island.



Lifting of space frame structure 24 x 24 m with pre-installed air ducts



## Festival Hall - Al Janadriyah

The cultural village Al Janadriyah is located Northwest of Riyadh, Saudi Arabia. In March '95 a modern arena, holding a capacity of 10.000 spectators, was opened. A free-span MERO roof structure of 102 x 85 m in size was provided for protection against sun and sand storms. For architectural reasons, the space frame structure is suspended from 12 pylons resulting in cable forces of up to 1.200 kN.



# Package Solutions by one Supplier

## Frankfurter Allee 71, Berlin/Germany

This project features a combination of utilization. Offices, shopping areas, restaurants and a hotel are located around an atrium, covered by a glazed roof of 25 x 38 m.

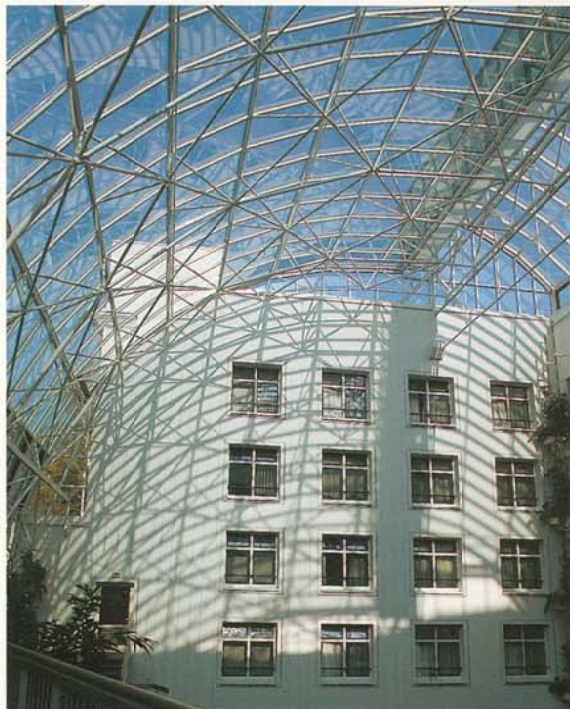
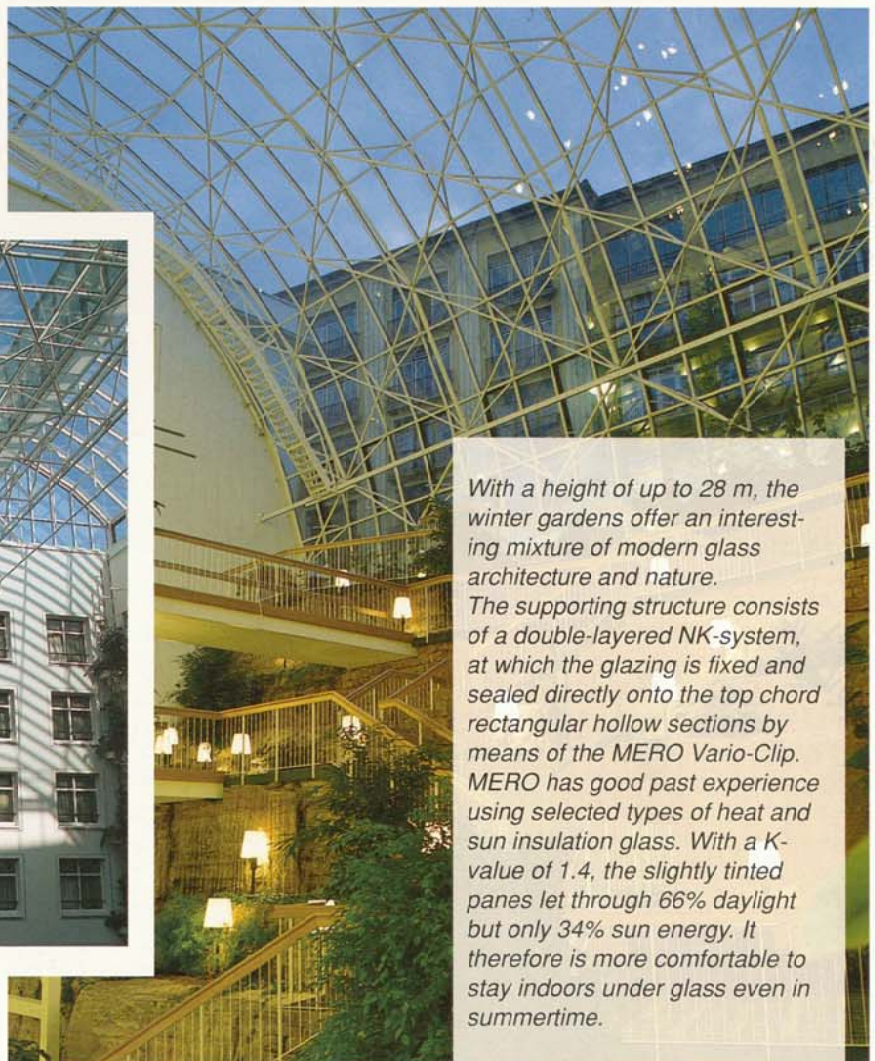
Different types of steel and glass constructions are used according to the respective requirements - a cable-suspended atrium roof, mirror-glazed facades, entrance areas and window displays.

**Everything by one Supplier -  
this is our achievement.**

Architects: Tatic, Berlin

## Bad Berka/Germany

The high-class ambiente of the Zentralklinikum Bad Berka (Rehabilitation Center) is a substantial part of the rehabilitation program. Two winter gardens with a size of 20 x 27 m each containing multi-levelled rock-gardens, allow for a utilization throughout the year.



Architects: Wilhelm, Bad Neustadt/  
Germany

With a height of up to 28 m, the winter gardens offer an interesting mixture of modern glass architecture and nature. The supporting structure consists of a double-layered NK-system, at which the glazing is fixed and sealed directly onto the top chord rectangular hollow sections by means of the MERO Vario-Clip. MERO has good past experience using selected types of heat and sun insulation glass. With a K-value of 1.4, the slightly tinted panes let through 66% daylight but only 34% sun energy. It therefore is more comfortable to stay indoors under glass even in summertime.



# Brought to a point ...

Bringing something to a point means to focus on the essential parts. Therefore with glazing structures, the glass itself is point-fixed and only the joint areas are sealed.

It is not the technical aspect, but its fascinating characteristics such as the separated glass panes from the structure, flush external face and optimum natural lighting, which now also makes this construction method so popular in Germany.

*Single-layered barrel vault construction with suspended glass panes*



*The New Leipzig Fair is moving towards its completion.*

## New Leipzig Fair

In April '96 the New Leipzig Fair opens its gates for the first time with the "Automobil International" fair. As an important link between East and West Germany, the New Leipzig Fair sets new architectural aspects. A giant glazed hall in the shape of a barrel vault (80 x 244 m), located at the center of the fair grounds, reminds us of crystal palaces from past centuries

realized by 21st century construction methods. In respect to tolerances and deflections of wide span constructions, the suspended overhead glazing and point-fixed curved glass panes with a dimension of 5 sqm are on the borderline of current structural possibilities. The realization required a special permission.

Other features are: Consequent standardized constructions, floating elastomeric bearings, separation of facade and barrel vault structure, frameless air ventilation windows

and above all, the feeling of space underneath a suspended glass roof, which can only be enjoyed by a personal visit.

Architects:  
gmp, Hamburg/Germany  
Consultants:  
Prof. Polonyi, Cologne/Germany  
Ian Ritchie, London/Great Britain  
Completion:  
Joint Venture MERO/Seele





**Techno Terrain Teltow,  
Berlin/Germany**

*The transparent design of its entrance area is the eye-catcher of the Techno Terrain Teltow office building in Berlin/Germany. The canopy and the facades which point towards the street and atrium are provided with point-fixed glass panes.*

*Six point-fixing devices were needed for fixing of heat insulation glass panes 2.70 x 1.66 m in size (safety glass 10 mm, spacing 15 mm, safety glass 8 mm).*

*Architects:*

*Aukett + Heese, Berlin/Germany*



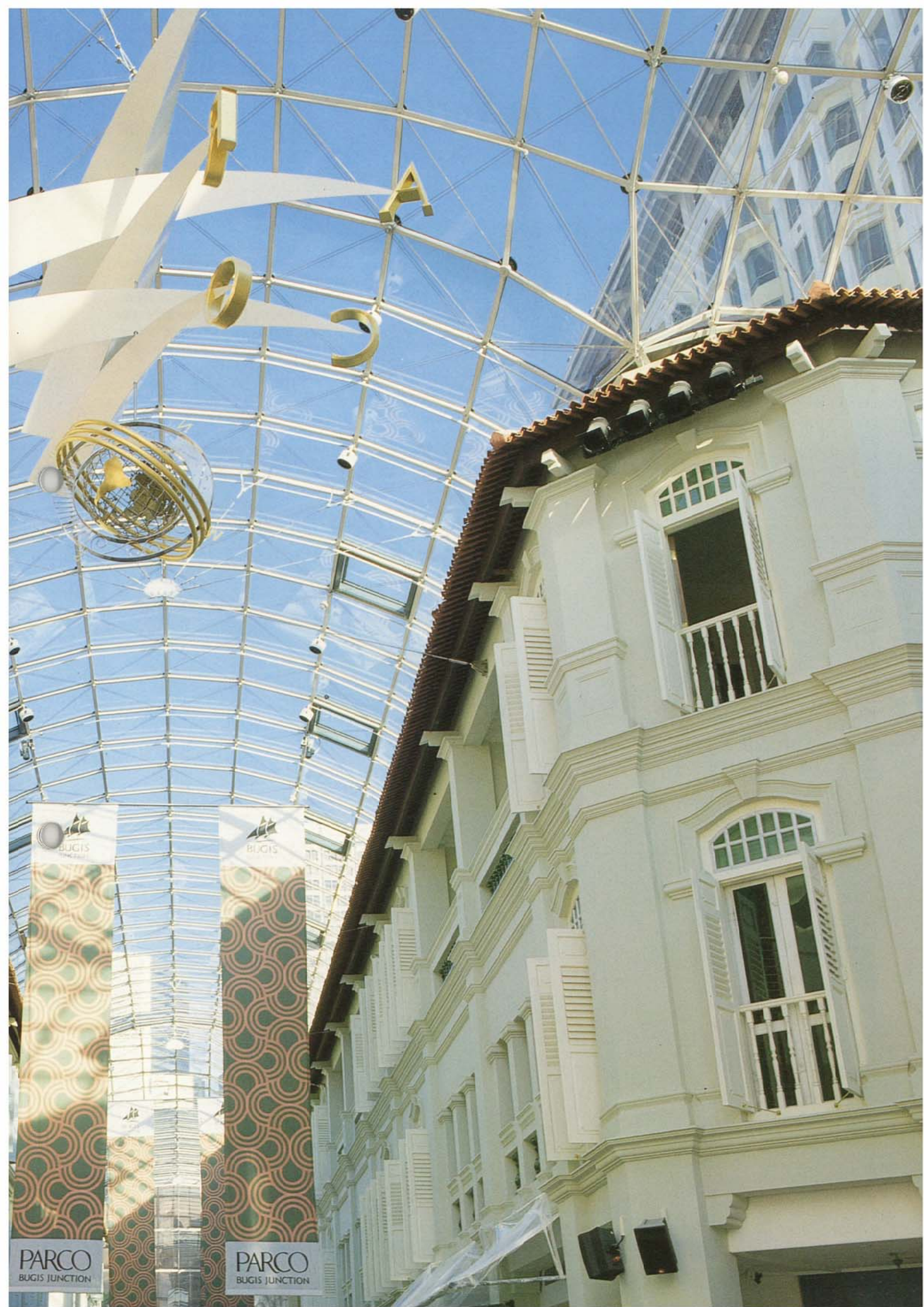
### Bugis Junction – The first air-conditioned Shopping Mall in Singapore

The four transparent entrance areas completed in spring of '95 provide an exiting invitation for a shopping spree. The facade is made up of suspended horizontal girders to which safety glass panes with a thickness of 12 mm are fixed by means of "butterfly" fixing plates. Facade and roof area of 2.200 sqm in size are silicone-sealed. The cable braced roof membrane construction conforms to neighbouring roof structures.

Architects:  
DP Architects, Singapore  
Consultants:  
Schlaich, Bergermann und Partner,  
Stuttgart/Germany







BUGIS  
The Mall

PARCO  
BUGIS JUNCTION

BUGIS  
The Mall

PARCO  
BUGIS JUNCTION



# There are no Limits to Variety

***MERO 4D market introduction. Other than the MERO node, no other product has found such kind of success upon its market introduction. With each new MERO 4D project, the benefits of the 4D system have become increasingly apparent. In developing MERO 4D, our technicians have found the perfect solution, not only for exhibit designers in Europe but also overseas. MERO 4D has turned out to be an absolute winner.***

As the structure is fully hidden it appears as if the wall structure is custom-built. In conjunction with the supporting structure, multi-storey exhibition stands can be constructed. Decisive criteria for the user are easy handling, simple re-configuration (for new designs) and the re-usability of the material.



Computer animation: Loth + Partner, Duesseldorf/Germany



The MERO 4D frame girder still represents a classic alternative for ceiling structures. By comparison, the cable technique structure forms a technically innovative addition to this new product family.

*Exhibition stand FuturShop, Milan/Italy*



Although mainly designed for exhibition construction, the new MERO 4D construction system is also used in the field of interior architecture. VIP-Lounge, Luxembourg Airport, Construction System MERO 4D. Design and realization: Wagner Architects, Luxembourg / Contrast-Expo Norm Belgium.



Double-deck exhibition stand at ISH 1995 in Frankfurt/Germany Design and realization: MULTIMEDIA Werbegesellschaft, Waldbuettelbrunn/Germany



# New Business Field "Company's CI" Outstanding Examples

MERO Exhibit Systems enjoys increasing success with the concept of the "Company's Corporate Identity". Aimed at industrial and administrative buildings, the objective is to provide a single uniform appearance from the outside to the interior.

In the outside area there are decorative advertising towers and signage systems, frames for climbing plants and canopies. Within the interior, meroform is used for ceilings, show-cases and display walls. Thus, the corporate identity is supported from the outside to the interior.



Computer animation:  
Loth + Partner,  
Duesseldorf/  
Germany

## MEROCOM framegirder 42

The MEROCOM framegirder 42 represents another design alternative for external decorative advertising systems. The new components were introduced successfully this summer.



## Outstanding

During 20 years of cooperation with Dipl.-Ing. Christian Uebel Messebau/ Germany, MERO has always been in the position to demonstrate excellent system applications. A pyramid structure realized at this year's Industrial Tradeshow in Hanover, Germany was literally "outstanding".



The internationally operating exhibit contractor STEINMETZ EXPO AG, Volketswil, is the first general contractor in Switzerland to obtain the certificate for quality management (QM) according to ISO 9001.

Exhibition stands landscape  
at the EIBTM Tradeshow in Geneva,  
Switzerland  
Design and realization:  
STEINMETZ EXPO AG, Switzerland



# Significant Increase in the Export Business

*In comparison to the previous year, MERO Exhibit Systems will increase its sales figures significantly.*

## Move of MERO Singapore to the German Centre

In order to be able to cope with the rapidly growing demand of Asian exhibit contractors, our presence has been strengthened. In May '95 the team of MERO Exhibit Systems together with experts of the MERO Structural Department moved to its new premises at the German Centre, Singapore International Business Park. The subsidiary company now trades under the name MERO ASIA PACIFIC Pte. Ltd.



## Performing Magic with Systems

In joint participation with Swiss distribution partners MERO Exhibit Systems presented themselves at the tradeshow "ShopFair '95" in Basle, Switzerland under the theme "Performing Magic with Systems".

At the same time, the International Partner Meeting with more than 100 exhibition contractors from 25 countries took place. This forum offered the ideal setting for the presentation of our new distribution concept "meroform Service & Design Partner".



## New Distribution Concept "meroform Service & Design Partner"

The main objective of this concept is to tighten relations between the international partners of MERO Exhibit Systems. Therefore, our aim is to create a network of full-service exhibition contractors who liaise together to service the needs of system users with the support of the corresponding MERO subsidiary.

The opening of new market regions also increases the demand for exhibition constructions. Export-oriented endusers expect considerable service, even at the furthest points of the globe. To meet this demand, 40 meroform Service & Design Partners have agreed to enter into a cooperation beyond their respective trading areas.

## Development of our Presence in Latin America

Due to the reduction of commercial obstacles and economic stabilization, the product division has increased its market presence in South and Central America.

Latin American distribution partners now offer the same design and quality performance as most industrialized countries in the world.

Coca-Cola exhibition stand  
Design and realization:  
ARPRO, Brasil





# MERO - Your Supplier of Floor Systems

With the addition of new cavity floor systems into our product range, MERO is strongly backing up its position as one of the leading manufacturers of floor systems. At the beginning of '94, MERO decided to further add cavity floor systems to its line of classical raised floor systems. Already in the past, several projects were completed in cooperation with cavity floor suppliers, where a combination of both access floors as well as cavity floors were required.

Within a short time it became quite clear that demand is moving more and more away from the classical monolithic type to multi-layer systems with larger modules of understructure and constant screeding. MERO reacted quickly and successfully by taking over and optimizing an existing system (EBS). The order volume of cavity floors increased rapidly, mostly as multi-layer versions.

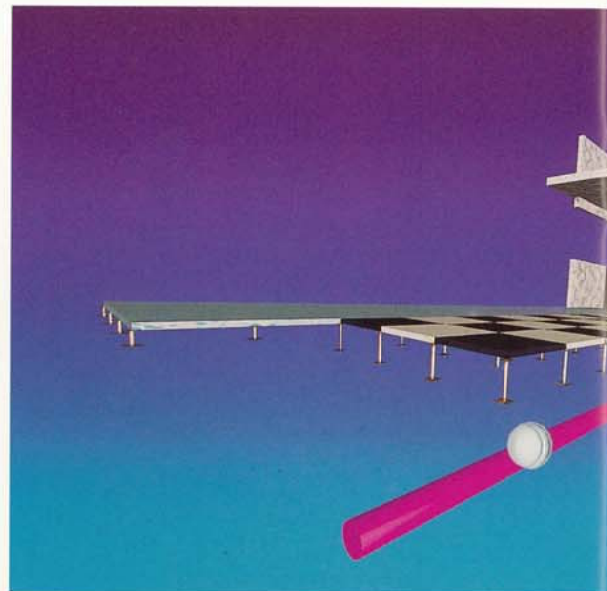
At present MERO can offer two different types of cavity floor systems that meet the rigorous standards of the German Association for Cavity Floors. Together with the proven and effective raised floors and a stone floor canal system the MERO cavity floors type Mono and type Combi complete the range of MERO's floor systems.

## The complete Package

MERO did not only complete its product range in the field of installation floors but also took further steps to meet customers requirements regarding indoor floors designed, delivered and installed by MERO. The large project "IBM Rechenzentrum Askö AG" in Alzey, Germany with a contract volume of more than 1 Mio. DEM has been completed successfully according to these requirements. MERO delivered the complete floor system - from water protecting hard finish sealings of partial areas of the construction floor to different types of raised floors provided with various floor coverings. The new cavity floor with carpet and stone coverings has also been installed.

The "Spree-Forum Berlin" is another major German project on the list of references. For this project MERO provided different floor systems and surface coverings.

Also the demand from abroad is remarkably high. Soon after the introduction of the new systems, a considerable increase in exports has been achieved.



Bundesbildstelle Bonn,  
Bild-Nr. 96 624/4

The Plenary Assembly Hall in Bonn/  
Germany was cleaned by MERO's  
Tep-Top-Clean® system

## Full Floor Service

For MERO the professional service does not stop with the installation of its floor systems but also includes cleaning, maintenance, reconstruction and renewal of floor coverings as well as environmental-friendly disposal. The expert maintenance of textile floor coverings is one important part of this service. Due to the numerous joints of a raised floor, cleaning requires special care.

With use of the awarded thermo-electric Tep-Top-Clean® system, MERO solves this problem efficiently and in accordance with environmental requirements. Compared with conventional wet cleaning systems, the Tep-Top-Clean® system does not only achieve above average cleaning results but also saves more than 90% water and energy. Furthermore, the used cleaner is 100% biodegradable.





ACULEUM, office building in Frankfurt/Niederrad, Germany where 28.000 sqm of MERO Access Floor type 4 were installed. Design and installation: J. S. K. P&W



Dresdner Bank in Frankfurt/Germany



#### Renovation over Night

MERO's motto is the permanent optimization of after sales service. In fact, mobile machinery renovates an office area of approx. 200 sqm during night time without disturbing the daily working process. After clearing the office area, floor panels are lifted and old floor covering is being replaced. Finally, floor panels are re-installed and the office brought into its original condition.

#### Individual Service "à la MERO"

Customer-oriented work is one of MERO's most important principles. In order to guarantee further optimization of production and order processing, the achievement of the ISO 9001 Standard is currently in progress.



MERO Systeme, Sanitary Division - Safety through System Technology

MEROBLOCK Universal / MERO easyTec / MENGERING Couplings

## Sound Protection ex Works

**Anybody planning a new or renovating an old bathroom these days should consider pre-wall installations. Installation noise causes irritation and is annoying to any user. For the installer - if worst comes to worst - it can lead to a lawsuit ending up with high legal fees. Only an installation system which is acoustically separated from the wall, i. e. a non-interacting installation system, prevents this problem.**

MERO as market leader. The technique of our Sanitary Division featured through its high quality products MEROBLOCK Universal offering sound proofness and MERO easyTec providing sound protection according to DIN 4109 (German Standards) for brick walls, metal partitions and lightweight concrete walls, makes us leader in the market. Following trades cannot interfere with our "Sound Protection ex Works".

### What to take into Consideration

To fulfill the minimum requirements for sound protection according to DIN 4109 - even in connection with pre-wall installation systems - a minimum wall weight of 220 kg/sqm is required. To achieve this, all brick walls have to have a minimum thickness of 17.5 cm. The new installation system MERO easyTec meets the required minimum sound protection according to DIN 4109 and its installer-friendly construction enables a quick and safe installation.

More than 80 % of all installation walls are thinner and therefore do not meet above requirements. In this case, an acoustic suitability proof certificate is required for the compliance with sound protection according to DIN 4109.

MEROBLOCK Universal holds this certificate not only for the individual unit but for the entire system. For this type of measurement, noise caused by water pipes, sewage pipes as well as noise arising from fittings, ceramics and the MEROBLOCK Universal itself are taken into consideration.



*MEROBLOCK Universal or MERO easyTec - either one helps you create an individual bathroom design*

### Sound Protection in Combination with Lightweight Partition Walls

Increasingly, buildings are constructed by the "dry method" with gypsum-sheet clad partitions. By its design, free of sound bridges, the MEROBLOCK Universal is especially qualified for installation in combination with lightweight partition walls.



*The label of DVGW certifies the high technical standard of all MEROBLOCK Universal parts*

Regarding product liability, all products of MERO's Sanitary Division are warranted by ZVSHK (German Association for Sanitary/Heating/Air-Conditioning). MERO is aiming for the certification according to DIN ISO 9001 EN 29001 by June '97.





Pre- and In-Wall System Technology  
**MEROBLOCK®**  
 Universal  
 System with certified Sound Protection

**MERO**  
**easyTec**  
 Sound  
 Protection acc. to DIN 4109



*MEROBLOCK Universal makes it possible to achieve perfect sound protection even in combination with lightweight partition walls which do not meet the required wall weight of 220 kg/sqm.*

## Tested and Recognized Quality

*All products of MERO's Sanitary Division undergo a constant extensive quality management from development stage to delivery. In addition, occasional checks are carried out by LGA and MPA (German governmental Controlling Authorities).*



*Each water tank is carefully imbedded into the MEROBLOCK to avoid irritating noise.*

**MENGERING®**  
 Couplings  
 System with certified Sound Protection

*MENGERING Safe - the sound transmission proof plug-type connector for SML/ASE pipes and connecting pieces*





# Increased Demand for Airport-Technik

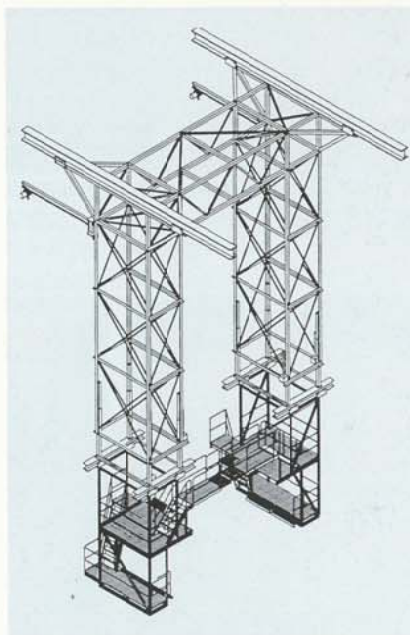
In the aviation industry the willingness for new investments has clearly improved, not only due to the achievement of satisfactory results but also due to a prediction of a constant increase in turnover. This positive development is resulting from the steady rise of passenger and freight volume and will lead to the need for new aircraft and consequently new docking systems.



*Maintenance Dock for B707, Wing Docks and Tail Dock*

Through our subsidiary in the USA we received an order for the supply and installation of two maintenance docks for the airborne warning system AWACS. The aluminium structures were manufactured at our production plant in Prichsenstadt and will be installed at Tinker Air Force Base, Oklahoma by the end of 1995.

With MERO's modular docking elements it is possible to maintain different types of aircraft with only one docking system. Our latest edition is the patent pending "Suspension Bridge Dock" which is designed as a roof suspended structure, thus giving free access to all maintenance areas above the wings. The working levels which are horizontally and vertically adjustable can be adapted as required.



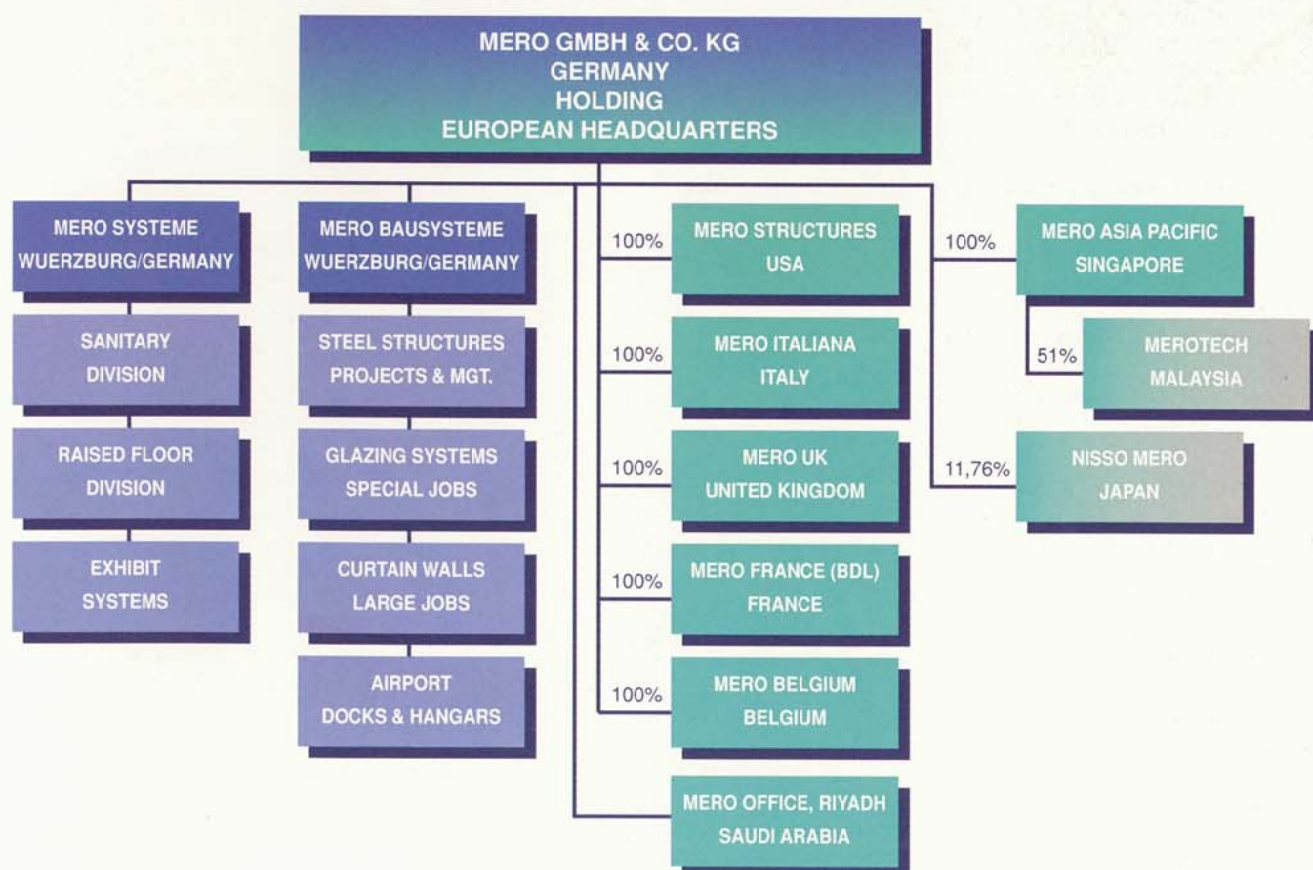
*"Suspension Bridge Dock" -  
MERO's new edition*

The general upward trend of the aviation industry, which was confirmed by the record attendance at the Inter Airport '95 in Frankfurt/Germany gives way for a new take-off. Our know-how gathered through years of designing and manufacturing movable and adjustable systems is being more and more applied towards new techniques. For example, MERO maintenance platforms with special sliding panels are being used for the final assembly of industrial gas turbines (capacity 50-100 MW) at ABB, Mannheim/Germany.

In addition, we have opened corridors to a new market by developing maintenance and cleaning equipment for glass constructions. This product can be purchased as an individual unit or as part of a package solution.



# MERO Group of Companies







The MERO Group:

**MERO GmbH & Co. KG**

Holding Company of the MERO Group

**MERO-Raumstruktur GmbH & Co.  
Würzburg**

Construction Systems

- Steel Structures
- Glazing Systems
- Curtain Walls
- Airport Docks & Hangars

**MERO Systeme GmbH & Co. KG**

Raised Floor Division

- Access Floors
- Cavity Floors
- Services

Sanitary Division

- Pre-Wall Installations  
MEROBLOCK Universal  
MERO easyTec
- MENGERING Couplings

Exhibit Systems

- meroform
- MERO 4D
- voluma
- R8system
- MEROCOM

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