Meet our team

Q. What do you like most about Studor?

A. The people. The work is both varied and challenging but I wouldn't enjoy it unless I trusted and respected the people I worked with. Franz, Steve, Helen and I are pretty much the "old soldiers" of the company.

Q. What is your best achievement in Studor this year?

A. Finally achieving what it says in my job title: National Sales. We now have Studor Systems being designed or installed in projects in every state of Australia.

Q. What is your best memory in life?

A. A hard choice between my wedding (a very memorable event!) or my day in Rome spent on the back of a Vespa!

Q. A book you would recommend and why

A. *The Prize* by Daniel Yergin. It chronicles the discovery, development and production of oil, which in itself is the growth and development of Western Capitalism and in some cases Democracy. If it wasn't all fact, you would think it's fiction. I believe its obligatory reading for all people in modern business.



Marc Williams

Marc has worked for **STUDOR®** Australia for over 6 years, having been promoted to National Sales & Training Manager in January 2006.

Q. What virtue do you appreciate most in a person?

A. Loyalty.

Q. What do you do in your spare time?

A. Spare time? What's that? I do not know this concept of which you speak! I like to be involved, in various forms, with amateur theatre, musical comedy or drama, and I'm developing an interest in audio-visual. Oh yeah... I'm also trying to renovate my house!

Q. An irresistible dish.

A. I like spicy food, a good curry with a thick sauce and Moroccan lamb, a dish my wife makes with cous cous. Yum!

Q. What music do you like?

A. Almost anything except opera and rap.

Q. What is your favorite building?

A. The Eureka Tower in Melbourne, Australia. At 92 floors, it is the tallest residential building in the world and the launch project for Studor Premi-Aire AAVs in Australia which I negotiated.

Q. What would be the holiday of your dreams?

A. A hard choice between walking the corridors of the pyramid of Cheops or the wilds of Antarctica.

Forthcoming events

4 to 6 June 08
Asian Building Technologies 2008

The regionally-acclaimed biennial tradeshow – co-locating with Asian Elenex 2008, Asian Building Interiors 2008 and Asian Securitex 2008 - is back and is set to be the best and the most outstanding exhibition of its kind in Asia. **Studor** will be exhibiting on Booth No. H2 at the Hong Kong Convention & Exhibition Centre.

15 to 18 June 08
Designbuild Australasia as part of the National Plumbing Show

See Studor Australia on Stand J51 at the Melbourne Exhibition Centre showing all their current products including The Studor System approved for use in all "Green Star" projects.

10 to 12 July 08
South Australian Plumbing Expo as part of The Building and Home Improvement Show

Studor Australia is proud to be participating in this inaugural Plumbing Expo in Adelaide and looks forward to speaking with interested attendees about the advantages of the Studor System in all multi-storey and "Green Star" projects.

8 to 10 September 08
34th International Symposium CIB W062 2008 Water Supply and Drainage for Buildings

The Working Commission W062 of the International Council for Research and Innovation in Building and Construction (CIB) holds its 34th annual symposium in Hong Kong. The symposium is open to all with an interest in the developments in the field of water supply and drainage for buildings.

(More information and events on our website)

Your questions answered

Can I install an AAV with a dishwasher or a washing machine?

STUDOR® AAVs (Air Admittance Valves) are the ideal product to be installed on kitchen groups, especially a group incorporating appliances such as dishwashers and washing machines. The reason why **STUDOR®** AAVs are so effective with dishwashers and washing machines is the way in which these appliances discharge the waste into the system after each cycle. The most common size of outlet pipe tends to only be around 32mm. When the appliances discharge, these outlet pipes tend to run full bore and are pumped out of the appliance faster than a kitchen sink, for example. The most common and inconvenient result of this is that you hear a gurgling from the conventional traps connected in the group, a sign that the negative pressure is too great and air is being pulled through the conventional traps, with the result of losing their seal - commonly known as "induced siphonage".

By installing a **STUDOR®** AAV (typically a **STUDOR® Mini-Vent**) to provide the kitchen group ventilation, the AAV will open and allow air through the valve before the pressure can build up and pull the air through the conventional traps. The end result of this is that all the traps on the group are maintained (no induced siphonage) and the gurgling is eliminated. It is also a little known fact that dishwasher and washing machine manufacturers are not regulated on the volume or the speed of how they discharge into the drainage system. There is a wide difference between different manufacturers, and in more complex systems such as high-rise buildings the large variety of different appliances can lead to problems as it pushes the system out of the designed limits. However, this is easily overcome by installing a **STUDOR®** AAV, such as the **STUDOR® Mini-Vent**, to ensure that the system is always kept within the designed limit.



Vinnie the Mini is here to help

STUDOR®
INVENTIVE TECHNOLOGY

www.studor.net

0500-0004

STUDOR NEWS LETTER

INVENTIVE TECHNOLOGY

Issue 4 - APRIL 2008

Mostra Convegno Expocomfort 2008,
a revival for the Italian market

The timing could not have been much better. With the first day of the 36th Mostra Convegno Expocomfort (MCE) in Milan, Studor could also announce their new partnership with BAMPI S.P.A. for the Italian market.

But one after the other!

Studor again exhibited at MCE, which is probably the 2nd most important exhibition in the world when it comes to plumbing and sanitary products (after ISH in Frankfurt). MCE is biennial too, taking place in the even years when there is no ISH.

The show is in the new impressive fairgrounds outside Milan and attracted no less than 2,700 exhibitors, many of them from all over the world. Some 150,000 visitors were expected to visit the fantastic stands, spread out over 350,000 square meters.

We made some major improvements to our stand, namely a focus point as an eye-catcher, the **rotating Maxi-Vent**. This proofed to be a very good idea, as indeed a lot of people stopped wondering what this would be. It did not stop there, but new graphics, improved signage, updated PowerPoint presentations in Italian and English on two screens, a display of a turning image of a valve on the wall of the booth, product stands and a gigantic outside poster of 5 x 6 meters showing reference projects all helped to catch many visitors from every corner of the world, ranging from Cambodia to India, from Scandinavia to Africa, from the Middle East to Chile.

Mostra Convegno Expocomfort 2008
The International Exhibition Devoted to Comfort & Living Technology



From left to right:
Daniel Rath
Studor Europe Sales Mgr.
Franz Arnold
CEO Studor Group
Dott. Paolo Bampi
Sales Manager
Cav. Riccardo Bampi
President
Arch. Alessio Cavazzina
Bampi Techn. Manager







This was the ideal moment and platform to **start the cooperation with Bampi,** Lonato del Garda (BS) to further develop the Italian market. **Bampi S.p.A.** was founded by Riccardo Bampi in 1977 and is today a company with an impressive record, both in developing astonishing new products, producing and distributing them. On March 13, their 25 agents and reps were trained on the stands of Studor and Bampi at MCE in the Studor technology. Strategic plans are in place to expand the Studor market in Italy, introducing the **Trap-Vent**, the **Combi-Siphon** and later also the **P.A.P.A.** and the **Maxi-Filtra** through the Bampi network. Studor products were already exhibited at the Bampi stand. Bampi attracted hundreds of visitors to every one of their 5 daily shows... These shows were part of a completely integrated pre-MCE marketing concept, which obviously worked very well.

Studor is welcoming Bampi as their Italian distributor.

STUDOR®
INVENTIVE TECHNOLOGY

www.studor.net

CUSTOMERS

VENN, Tokyo, Japan.

Business success beyond cultures



The general thinking is that it is very DIFFICULT to do business in Japan. Generally this is true, because Japanese culture is different to that in Europe, in the USA and even that from other parts of Asia. The Japanese are very quality conscious, they want to know every detail of the product and, most of all, they want to be very comfortable with the company and the products they are going to be involved with. There is nothing wrong with this approach, but a lot of foreign companies fail to build a substantial presence in Japan. With all of the above, it is even more important to choose the right partner.



Venn exhibiting in a tradeshow in Tokyo, with the support of Franz Arnold (CEO Studor Group) and Steven White (Technical Manager Studor).



Mr. Tatsuo Fukuzawa (President) and Mr. Kouichi Tanaami (Director) being served by a waitress in beautiful Japanese dress.

STUDOR® became involved with Venn Co, Ltd. some five years ago.

Below follows a few key details about the company, which was founded in 1902(!) as Fujishima Seisakusho Mfg, became Venn Valve Works in 1950 and finally in 1970 was re-named as **Venn Co, Ltd**.

- Manufacturing factories in Morioka, Iwate Province and Sagamihara, Kanagawa Province.
- A Technical Center in Iwaki, Fukushima Province.
- Venn's 17 sales offices in all major towns of Japan.
- 340 employees in total - annual sales: over USD 70 million.
- Major products line:
  - Constant flow control valves
  - Expansion joints
  - Pressure reducing valves
  - Safety and relief valves
  - Solenoid valves
  - Steam traps
  - Strainers
  - **STUDOR®** Air admittance valves
  - Temperature control valves etc.
- Major markets: Commercial, domestic and public buildings, factory plants, hospitals, hotels, schools, etc.
- Most sales are in Japan, but also some export to mostly other Asian destinations.

The relationship between Venn and Studor has been a very pleasant one throughout, mainly due to the friendly atmosphere between the management and staff of both companies, with regular meetings in Japan or at tradeshows.

Sales are steadily growing every year and the outlook for the future is very bright.



Venn Iwaki Technical Centre.



Mr. Shigeru Aoyagi enjoying a typical Japanese dinner.



Impressive view of the 20-million people mega-city Tokyo

PROJECTS

STUDOR in Australia

From Standards approval to blossoming projects





STUDOR® has had an office and people in Australia since the mid-nineties and been working on acceptance of our products within accepted guidelines all that time. Since its approval to the Australian/New Zealand National Standards AN/NZS3500.2.2003 in 2005, the STUDOR® System has gone from strength to strength in the southern continent.

Almost before the ink was dry on the new amendment, the System was applied to the dynamic **Chevron project** then under construction in **Melbourne**. This "cluster" of apartment blocks had a myriad of changing floor plans over their height, making traditional venting a nightmare. The application of **P.A.P.A.**s with **Studor Premi-Aire** AAVs throughout simplified the system dramatically.

Bell City followed; being an ambitious revamp of a previously closed public hospital into student apartments which used 59 **P.A.P.A.**s and **Maxi-Vents**. Since these early days, the Studor System has been applied nationwide with projects now completed, underway or under design in all states of Australia.

Pandanus, the tallest building currently in **Darwin**, Australia's tropical capital has a full Studor System throughout, with 65 **P.A.P.A.** s servicing its stacks. **Reflections**, two matching apartment towers rising up in Australia's Western capital, **Perth** has 50 **P.A.P.A.**s installed. Sydney, Australia's best known city has multiple **P.A.P.A.** projects, including the current **Sofitel Hotel** under construction.





In the larger cities of Australia, there is a system of contracting called Design-and-Construct. This puts the onus on the contractor to quote building a plumbing system to the accepted standard and then, if winning the job, try to build under that quote to increase his profit. This makes for a very dynamic system of contracting, also quickly demonstrating what is efficient and what isn't.

The new **Hilton Hotel** being built as part of the new **Melbourne Convention Centre** will use the Studor System like this, but **the biggest STUDOR® System project being built** this way at present in Australia is **Vue Grande**. This 44-storey apartment block next to the Melbourne Exhibition Centre in the southern state of Victoria will have (at current estimation) around 122 **P.A.P.A.**s with 32 **Maxi-Vents** and quantities in the hundreds of smaller Studor AAVs throughout. Designed as a fully vented modified system, the plumbing contractors, BP Plumbing, decided to simplify the design by applying the complete Studor System, utilizing **P.A.P.A.**s and **Maxi-Vents** throughout, thus removing the need for relief vents on the stacks, group vents on the branch drains and roof penetrations. The building design also had a number of stacks running the full height of the building to atmosphere, but servicing no branch drains after the first few floors. This was due to the commercial and retail elements at the base. Studor **Maxi-Vents** were used to terminate these stacks within the ceiling cavity of the next available floor, saving the contractor countless man-hours and material running needless pipe. This contractor is now considering application of the Studor System on many upcoming major projects.

The benefits of the Studor System are unquestionable. Once more this fact is corroborated by the increasing number of projects that choose the efficiency of the Studor products.