

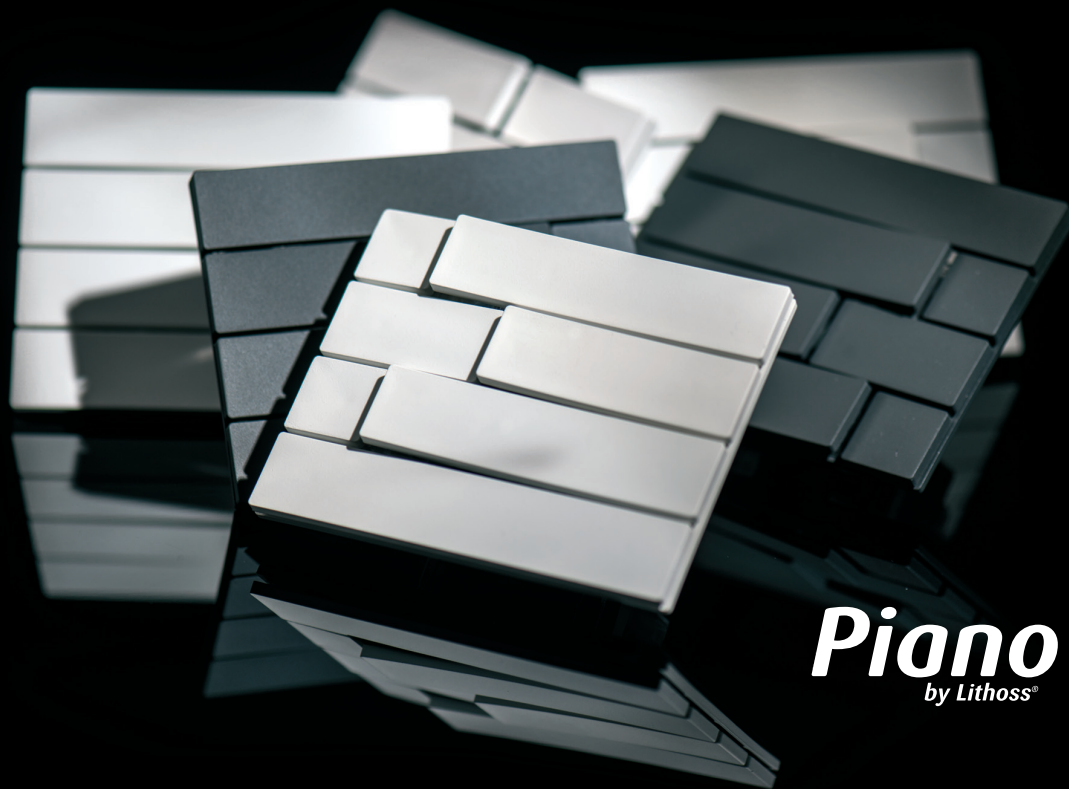
Lithoss® Magazine

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New Lithoss partner _____ P04

The Piano Project _____ P12

NEW Catalogue _____ P20



Piano
by Lithoss®



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04 New partner Belgium:
Domica bvba

10 Interview:
Panchshil Group India

18 Review architect@work

06 Photoshoot Piano

12 Project in the spotlight

20 New catalogue

08 New distributors worldwide

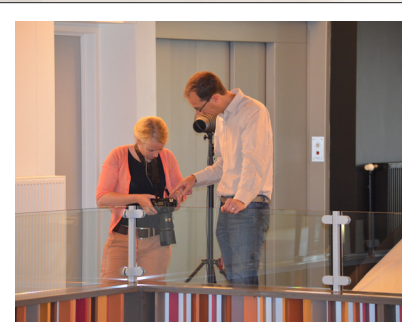
16 Product in the spotlight

In 2013 we launched our first new design switch in over 10 years. The reactions after the launch were overwhelming. Architects from all over the world are asking for samples and our dealers started to work with the product immediately. This has resulted in some really nice projects of which 'the Embryo Clinic in Thessaloniki' won the Global Excellence Award in Chicago for the lights and Piano switches installed! Congratulations to Reflect Lights for this! Pictures can be found back further in this magazine as well as the pictures of a very nice installation done by our Belgian partner Domica.

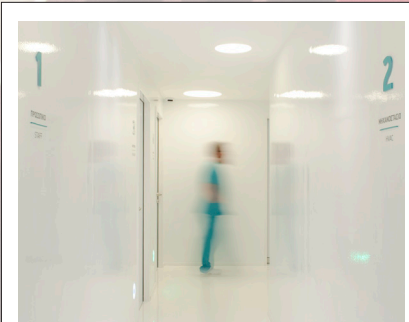
2014 will be a very busy year for Lithoss with lots of excitement. We started in February with our first participation at the ISE show in Amsterdam which was a great success with visitors from over 40 countries! We booked already for next year and hope to welcome you there!

Light & Building the 2-yearly main event is coming up soon. A completely new booth has been designed in order to be able to show our 2 product lines in the best way possible! A brand new Lithoss catalogue including the Piano switch will be ready for you to collect at our stand in Hall 11.1 booth C.93 of which you can see a preview in this magazine. On top of that we have designed a Piano demo case to even better present these unique switches! This new magazine will be also at your disposal. We really hope to meet you at Light & Building to show you our exciting novelties!

Editorial



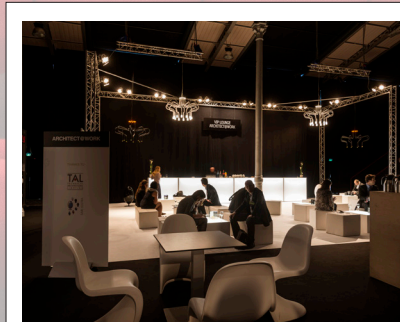
06 Photoshoot Piano



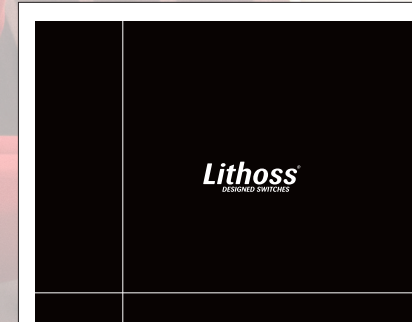
12 Project in the spotlight:
Embryo Clinic Greece



16 Product in the spotlight



18 Review architect@work



20 New catalogue

New Partner Belgium : Domica bvba KNX showroom in Sint-Niklaas (Belgium)

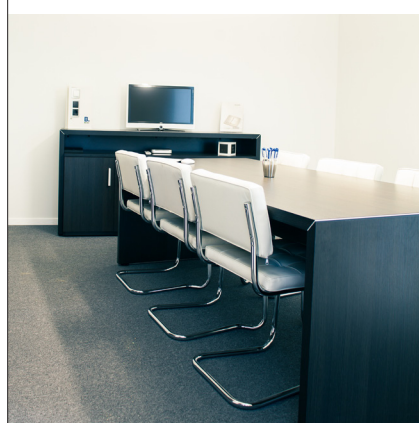
In 2013 “Domica – Silence please” opened their new showroom and offices in Sint-Niklaas. This showroom is used to promote KNX for both the residential as the tertiary market. The showroom has been built together with the help of several KNX manufacturers. Domica displays and demonstrates the latest KNX techniques like constant controlling of: daylight regulation, window blinds for sun protection, heat pump installation, regulation of ventilation taken into account the amount of people in the building, integration of speakers in all rooms and energy consumption monitoring. The meeting room, the offices, the warehouse and other rooms are all included in the KNX installation in order to have a good working example for architects, end-users, engineers and installers. Moreover this enables Domica and its suppliers to constantly evaluate new KNX technologies.

A complete home cinema room is installed for residential use to ensure that a visitor can experience how his living room could be like. In this home cinema room the latest techniques for sound, image transfer and central data storage are used for both music and movie library. Everything is directed by KNX in combination with an AV processor which has got a 2-way communication with the KNX installation.

The owner's house also has been completely installed with the KNX system including display panels visualizing the complete range of installed and coupled products.

Lithoss has a prominent place in the showroom as one of the selected partners. A wide range of the Lithoss classics as well as the Piano are displayed in many different forms and colors. Many customers have visited the showroom (end-users, architects and installers) and have chosen Lithoss products for their projects which resulted in stunning installations and happy customers!

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Grote Heimelinkstraat 204
B-9100 Sint-Niklaas
www.domica.be



Photoshoot Piano @ Piano's Maene (Ruisselede - Belgium)

For the product photoshoot of the Piano switches we were as a guest at Piano's Maene in Belgium Ruisselede that allowed us to use their premises. We were received in an extremely friendly way and would like to thank them for their generosity and hospitality! Piano's Maene is the distributor for the famous Steinway Piano's in Belgium and have their own beautiful brand Doutreligne (www.maene.be). They are a family owned company (third generation already) with a passion for their job, delivering high quality products!





New Distributor: DVACO (China)

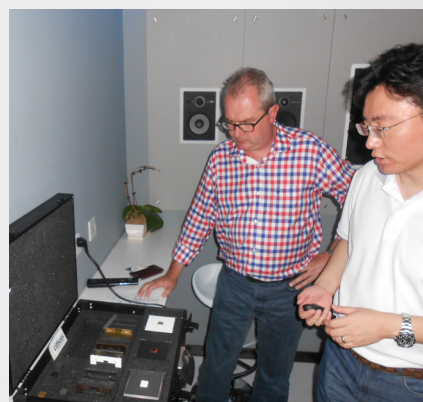
DVACO Group is one of the biggest home automation and home theater companies in China and covers the complete Chinese market. Their headquarters are in Beijing. DVACO Group also has offices in Shanghai, Shenzhen, Chengdu, Hangzhou and Hong Kong. DVACO distributes more than 20 high end quality home automation and home theater brands from all over the world and provides professional & suitable products and solutions to its Chinese customers. In 2012 DVACO completed more than 300 high end projects.

This is why DVACO decided to become a dedicated Lithoss distributor:

'During recent years, we have tried to find a high quality brand for keypads and switches that can meet high-end customers' demands. This is how we came to meet the Lithoss' brand. Lithoss makes selling keypads easier for us. The reasons for this is as follows: In China there is an ancient philosophy that is called hemispherical dome cosmology. The hemispherical dome cosmology is the traditional view of the universe in China. The harmonious beauty of the heaven (represented by a huge circle) and the earth (represented by a square without limits) is perfectly reflected in this way. In this heaven and earth, the ancient China and modern China integrate together and are further refined. The combination of the round radiant structure and the square represents the intertwining of time and space. So in Chinese people's mind, circles and squares are the most classical design. The basic element in a space is squareness. In order to make a unite decoration in a house, all the Lithoss frames and keypads are also square and make everything naturally unified. Lithoss provides many high-quality materials and classical finishes to choose from; which can be used in different interiors blending in with customers' different lifestyles.

We have made Lithoss Chinese version brochures to hand out to customers. And we also give training to our sales staff and dealers to show them the exclusive character of Lithoss design switches. We believe in the following 2-3 years, Lithoss brand and ethos will be popular in the Chinese market.

On the pictures below you can see Mr Peter Wyffels demonstrating the products at the DVACO headquarters.



New Distributor: 2ctrl (Sweden)

In search for constant growth Lithoss is happy to announce our new partnership for Sweden and Denmark with 2ctrl. 2ctrl is a young and dynamic Swedish company with great experience in distributing automation- and system integrations with a subsidiary in Denmark. 2ctrl specializes in KNX-products but also provides other automation systems as well. 2ctrl focuses on sourcing and delivering the right products for each project at the right price and always provides the best support to their customers and partners.

The reason why 2ctrl decided to become a dedicated Lithoss distributor is as follows :

'We chose to work with Lithoss since we find their products and services very much like ourselves. We have visited the factory and that's when you really know this is genuine quality - handcrafted. The design of Lithoss products is unique and timeless.'
Mattias Ericsson, Sales Manager 2ctrl



Piano switch wins Design Award

Last year, after its launch, Piano got positive feedback from different architects on the Architect@work exhibition. Now, Piano also gets recognition from different experts in the design world. Piano was awarded A'Design Award Gold winner. The design switch was selected together with 68 other manufacturers out of 1942 participants! From the German Design Council we received an honourable nomination for our participation at the prestigious German Design Award. The unique character of our switch and the many possibilities our switch offers seemed to have convinced the jury.

David Dos Santos achieves the famed Golden A' Design Award



A' Award and Competitions are pleased to share that the project Piano by David Dos Santos won the renowned Golden A' Design Award in Building Materials, Construction Components, Structures & Systems Design Category selected as one of the winners by the international arbiters of the A' Design Awards & Competitions within numerous works.

The Golden A' Design Award is a prestigious award given to top 3% percentile designs that has delivered an exemplary level of sublimity in design. The designs are judged by a panel of three different jury which is composed of Academic, Professional and Focus Group Members. The designs are evaluated with score normalization to remove any biases and are voted on aspects such as functionality, ergonomics, engineering, presentation, innovation, usability, fun details, technology, and any other specific points that could be considered, each of these points are further weighted for different jury groups.

A'Design Award and Competitions, aims to highlight the excellent qualifications of best designs, design concepts and design oriented products. A' Design Award and Competitions are organized annually and internationally in multiple categories to reach a wide, design-oriented audience.

Panchshil Group

Interview with M.D., Mr. Abhay Chordia for Lithoss magazine.

1. When and how was the Panchshil Group initially founded?

- Panchshil first started as a project management company in 1998-1999 and also developing of residential projects in Pune, India. Panchshil diversified across multi-asset classes in 2002.
- Panchshil Reality is now India's leading premier luxury developer with a portfolio that spans high-end residences, bespoke office spaces, luxury hotels & resorts and retail malls, IT & IT parks, SEZs (Special Economic Zone) and corporate & business parks.
- Recipient of multiple awards in luxury homes and property development, Panchshil is synonymous with premium finish, well-designed floor layouts, innovative solutions, high quality execution and after-sales maintenance.
- As of 2013, we have delivered over 14.5 million square feet & have 17.4 million square feet under development. Panchshil has a commanding presence within India's luxury landscape. Through our distinguished projects and celebrated social initiatives, Panchshil touches lives everyday and is changing the skyline of Pune.

2. What is Panchshil's mission statement?

- "To create wealth and value for the city by bringing the world to Pune".
- "To give the best product to our clients' in terms of quality, design and finish".
- Our commitment to continue excelling in all our projects through innovation and team work.
- Focus on bettering lives throughout our work. Our Panchshil Foundation takes pride in its contribution in the spheres of education, health, sports, art and culture in India.

3. How many people work in total for the Panchshil Group?

- Around 900

4. Can you give us an overview of all pending projects you are currently working on?

Residential

- Yoo Pune by Philippe Starck
- Trump Towers (The first Trump Project in India)
- Panchshil Towers
- EON Waterfront

Commercial

- World Trade Center
- Business Bay
- Cummins - Built to Suit

Hospitality

- The Ritz Carlton

5. If my information is correct, the most real estate investments are being done in the Pune area. Is there any particular reason for that?

- Pune's proximity to Mumbai. Most people from Mumbai prefer to own a second home in Pune.
- Pune is the 2nd largest city in Maharashtra, it is also an Auto and an IT hub.
 - Big automotive brands like Tata Motors, Mahindra & Mahindra, Mercedes Benz, Volkswagen and Renault have their manufacturing plant here.
 - Pune attracts 20% of the total industrial investment in the country and accounts for (approx.) US\$2 billion in IT exports, one of the highest for a single city.
 - The last decade has seen nearly US\$1.3 billion of private equity/venture capital money invested in Pune across many sectors.
- Pune is also known as the Oxford of the East as there are many Universities and over a 100 Educational Institutes here which implies an opportunity for all.
- There is a higher return on investments.
- Pune is a cosmopolitan city with a very high number of expats living here yet it has a historically rich culture. Pune has grown to become a Gamma Global City while maintaining its old world charm.

- Pune has always seen first living, offering its citizens the world at their feet.
- Panchshil is "second to none" in terms of the quality we provide in all our projects.

6. Among the several pending projects you are also working on the prestigious yoo project in Pune. Can you tell more about the yoo concept and philosophy?

- Please refer to the following website:
http://www.yoopune.com/gallery_videos.html

7. In my experience, Panchshil often works with European suppliers. Is there any particular reason for that?

- At Panchshil as we believe that "God is in the details", we find the European designs and aesthetics in sync with our group's philosophy.
- We offer the best of the products in terms of design and quality to our clients'.

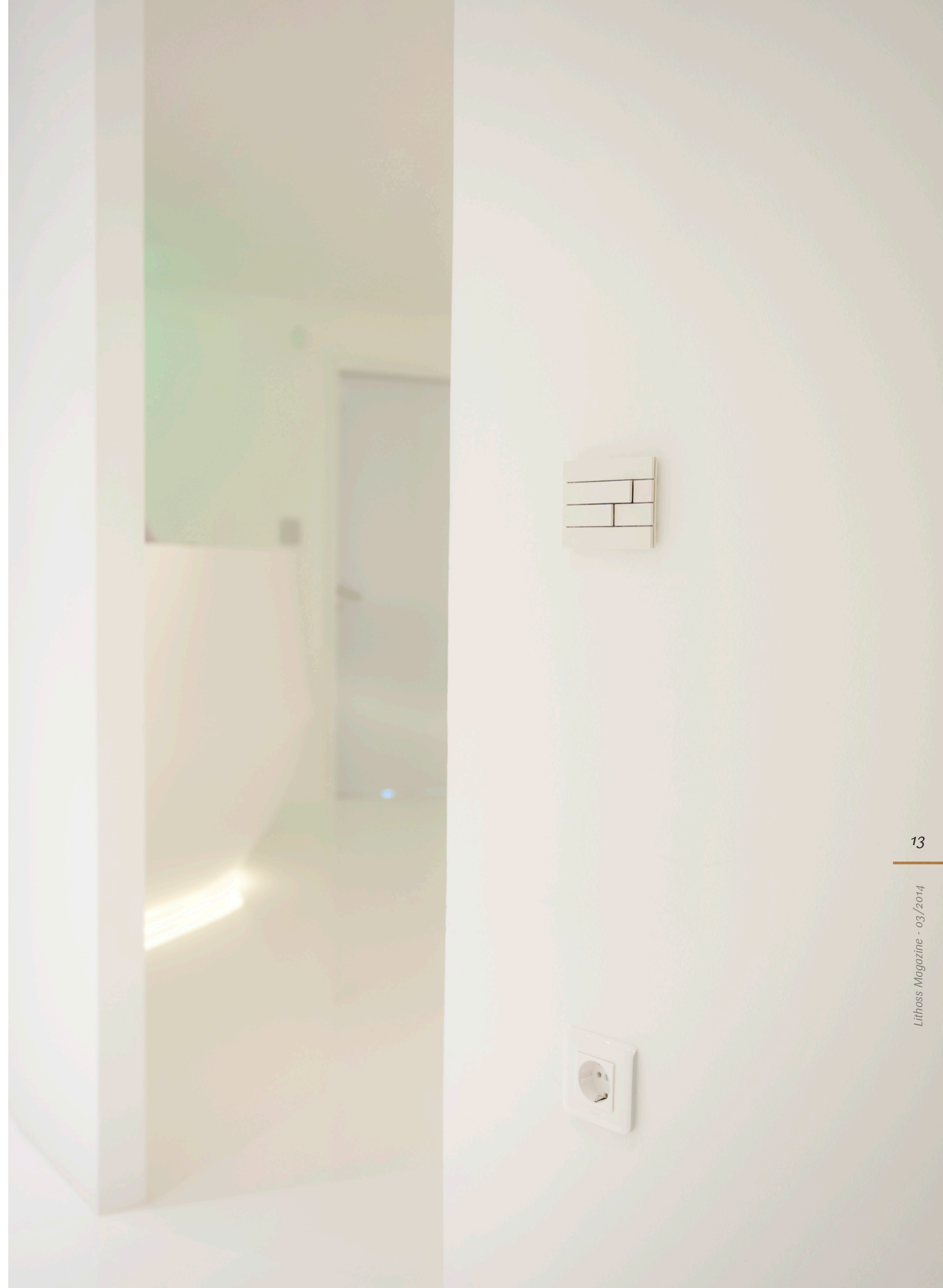
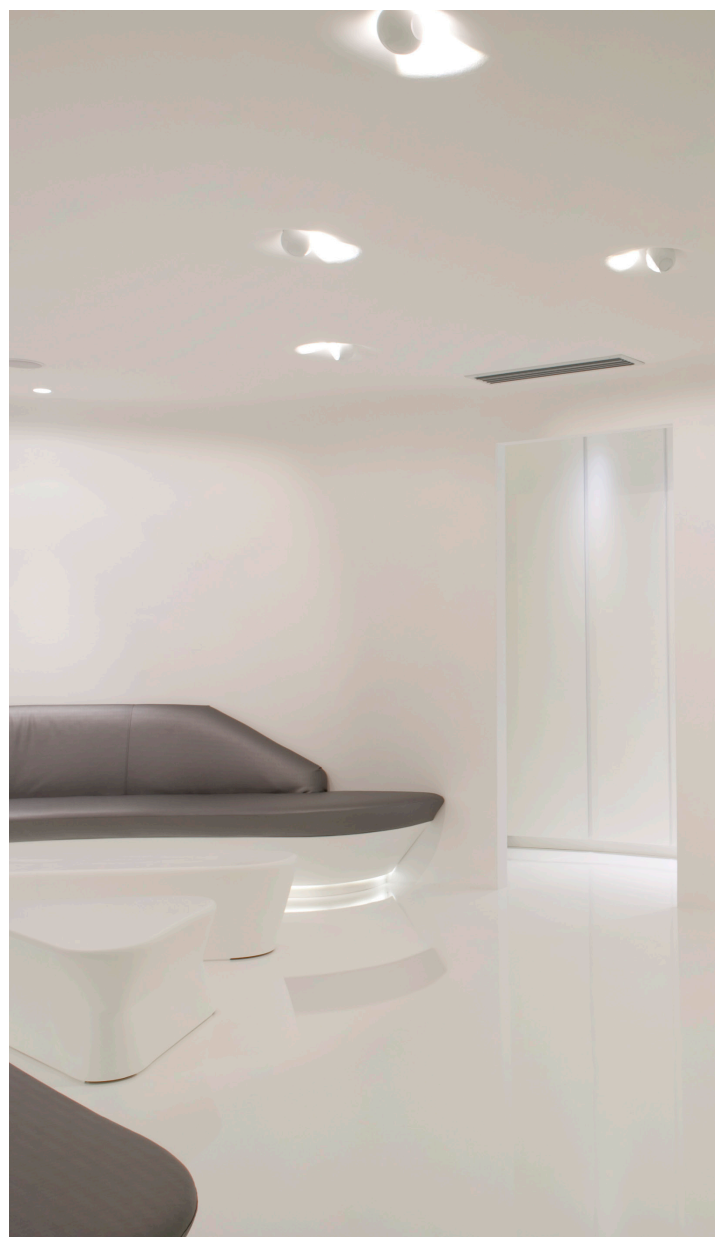
8. As a BRIC country, I guess that the real estate market in India is booming. What are your expectations and ambitions for the near future?

- The real estate industry is always dynamic
- Markets rise and fall regularly. Currently the market in India for luxury real estate is very favorable. Moreover, homebuyers look for value for money and are extremely selective in their purchase.
- Our focus is on our product, which sells by itself.
- On the same lines, a strong product withstands any market fluctuations.
- To continue excelling in and giving our very best to all our projects.
- With Global partners like yoo, Trump, Kelly Hoppen, JW Marriott, Ritz Carlton and World Trade Center, Panchshil has played a significant role in putting Pune on the world map.

Project in the spotlight : Embryo Clinic (Thessaloniki - Greece)

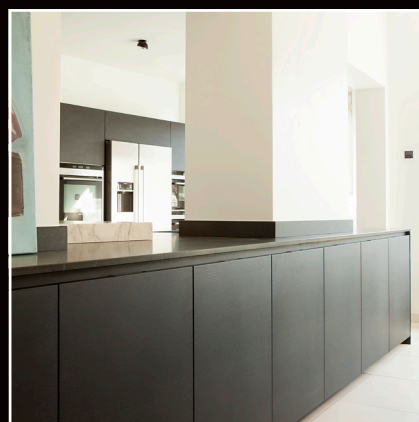
This project has won the annual global excellence award by IIDA and was sold by our Greece distributor Reflect Lights. This international design competition honors and celebrates outstanding originality and excellence in the creation of international Interior Design/Architecture projects in 10 categories. The jury panel judging the submissions from 36 countries worldwide consisted of: Marc Fornes, Architect D.P.L.G. (Principal and Founder of THEVERYMANY); Marlene M. Liriano, IIDA, LEED AP ID+C (Vice President and Director of Interior Design, HOK FLORIDA); Patricia Rotondo, Associate IIDA (Associate Principal, VOA Associates Incorporated); and John Schoenbeck (Director, Design Los Angeles Studio - BMW DesignworksUSA). The International Interior Design Association (IIDA) is a professional networking and educational association with more than 13,000 Members practicing worldwide in more than 50 countries. IIDA is committed to enhancing the quality of life through excellence in Interior Design and advancing Interior Design through knowledge, value and community.

This project was in particular chosen for the original combination of lights and our Piano switches!



Project in the spotlight: Project Cieters (Scheldewindeke - Belgium)

by KOVE interieurarchitecten and Domica



Photograph by Robert Van Dromme



Fotograaf: Robert Van Dromme



Product in the spotlight: KNX thermostat + temp. sensor

The well known 24V pushbutton range (with or without LED's) is available in a KNX/EIB version. The pushbutton frames are delivered with a plug & play wired KNX/EIB pushbutton interface reducing the installation time to an absolute minimum.



Thermostat

Lithoss frames are compatible with different brands: Bticino (Living, Light, Light Tech), Legrand (Mosaic 45), Peha (Concept 45), Vimar (Eikon and Plana).

Possible to integrate into single frame : SBMG, double frame SBMMG, triple frame SBMMM or combination frames : SB1TMG, SB2TMGR/L, SB4TMG.

Parts included:

- frame
- cover plate
- mounting frame
- protection frame

Thermostat module not included

Temperature Sensor

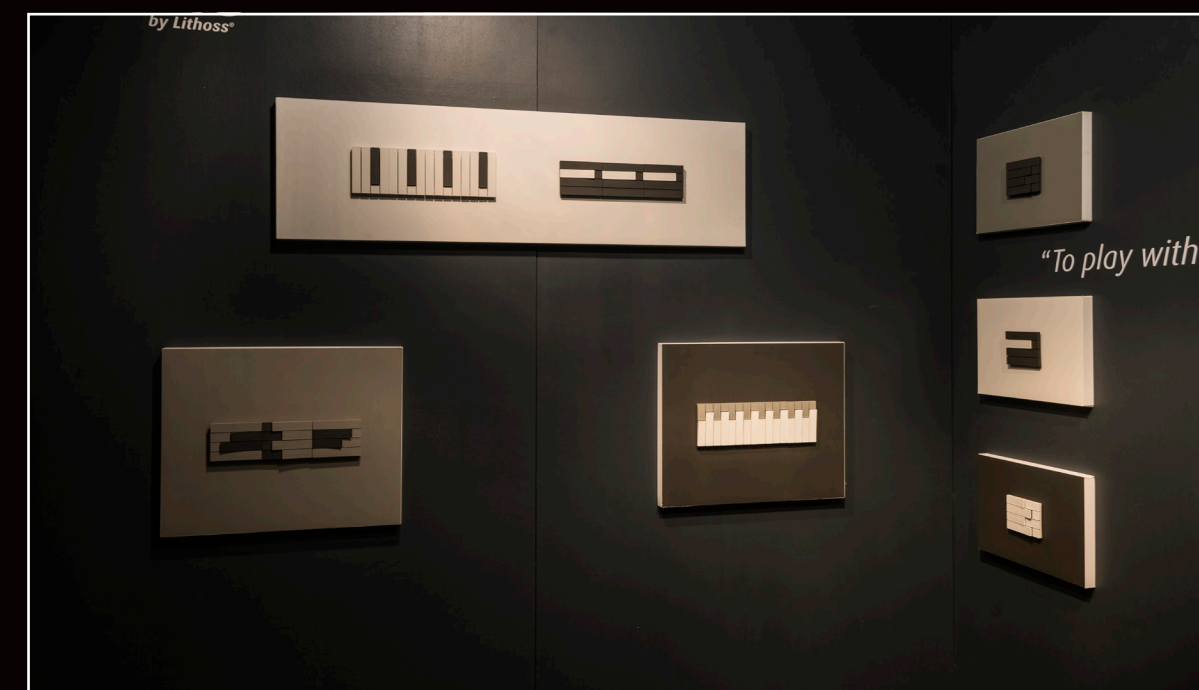
The Lithoss KNX switch (with or without LED) is being delivered with a plug & play wired KNX/EIB pushbutton interface that offers 4 outputs, 4 digital inputs and 4 analog inputs for sensors. The temperature sensor is integrated in the metal frame so it stays in every way discrete.

Available on a single switch (1-4 buttons) and on a double switch (2-8 buttons).

Type of sensor : NTC
Internal tolerance : +/- 3%
Measure range : -20° C till + 100° C



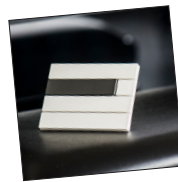
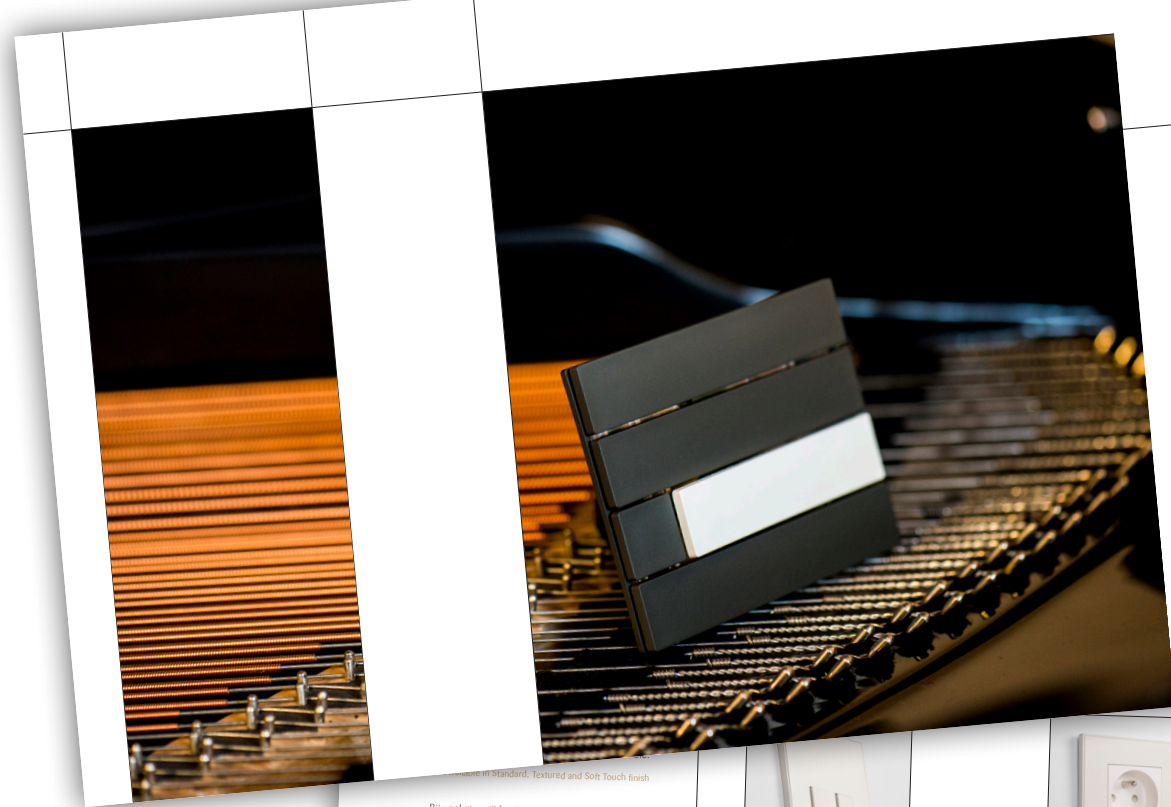
Review Architect@work: Belgium & France



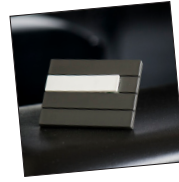
Project in the spotlight : private house / showroom
KOVE interieurarchitecten (Sint-Niklaas - Belgium)



New Catalogue 2014



1. Buttons:RAL 9010 /RAL 9010 /RAL 7022
2. Buttons:RAL 9010 /RAL 9010 /RAL 7022
Parts included:
- Plastic frame
- Plastic cover
- mounting frame with double removable connections



3. Buttons:RAL 9010 /RAL 7022 /RAL 9010
2. Buttons:RAL 9010 /RAL 9010 /RAL 7022
Parts included:
- Plastic frame
- Plastic cover
- mounting frame with double removable connections



4. Buttons:RAL 9010 /RAL 9010 /RAL 9010
2. Buttons:RAL 9010 /RAL 9010 /RAL 9010
Parts included:
- Plastic frame
- Plastic cover
- mounting frame with double removable connections

Piano mixed

Mix different finishes or add new colours to create a true original design object onto your wall.

Mix verschillende afwerkingen of voeg nieuwe kleuren toe om een origineel design object voor uw muur te creëren.

Combinez 2 différentes couleurs pour créer un interrupteur qui peut participer à la décoration intérieure.

Combi RAL 9010/7022: Die klassische Kombination ist nicht nur für Musikliebhaber. Sie verfährt dazu, mit dem Licht zu spielen.

Individual: Piano ist auch in individuellen Farbkombinationen lieferbar. Viele RAL-Töne stehen zur Auswahl.

71

Bij veel eigentijdse interieurs merken we dat witte muren een evidentie zijn. Ral 9010 heeft een mooie witte finish die de plaatjes haast onzichtbaar maakt, ingebouwd of in opbouw. Een perfect deel van het geheel.

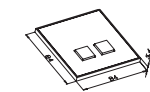
Verkrijgbaar in Standard, Structure en Soft Touch afwerking

Dans bon nombre d'intérieurs contemporains, les murs d'origine sont mis en valeur, sans enduit et sans peinture. Le RAL 9010 est doté d'une finition blanche raffinée qui rend les plaques parfaitement invisibles lorsqu'elles sont encastrées dans un mur en plâtre. Un ensemble qui s'intègre dans la plus grande perfection.

Disponibile in finizioni Standard, Structure et Soft Touch

In vielen zeitgenössischen Inneneinrichtungen, sind die verputzten Wände weder lackiert noch gestrichen. RAL 9010 hat eine feine weiße Oberfläche, weshalb die Blenden, in der verputzten Wand eingelassen, praktisch unsichtbar sind. Ein perfekter Teil des Ganzen.

Erhältlich als Ausführungen Standard, Struktur und Soft Touch.

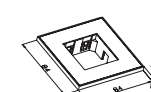


5807

60x60, 30/40°C
2,4 (pl. Max. 25 mA)
2000 (pl. Max. 1 A)

Accessories: Plastic kit
Parts included:
- frame
- cover plate
- mounting frame

Optional parts:
- 500 (pl. protection frame, 0.15m)
- 140 (pl. cover, 0.15m, 0.15m)



5805

Accessories: Plastic kit
Parts included:
- frame
- cover plate
- mounting frame

For mounting into 2 modules.





“To play without passion is inexcusable!”

Ludwig van Beethoven

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