

Therminus

The LAUDA info magazine

Issue 1/2004



The new range of thermostats: LAUDA Proline

■ The use of process thermostats in the life sciences field ■ Modular concept for industrial equipment

LAUDA People

**Rare anniversaries –
congratulations on 45 and 50
years faithfulness to the company**



In 2003, Bernd Irmer (third from left) celebrated an anniversary which the majority of employees these days never see: he has been faithful to the company for 45 years.

Werner Wirsching (fourth from left) can look back at 40 years at the company.

NEWS

- The new price list Thermostats and Circulation chillers is out now
- New brochures: Heating and Cooling systems for industrial applications; LAUDA overall brochure Thermostats and Circulation chillers; available online at: www.lauda.de/download or as a printed version
- For larger sample quantities: 40-litre baths of the Ecoline E 140 and E 240 heating thermostats
- The Ecoline RE 110, RE 210 and RE 310 cooling thermostats offer operating temperature ranges from -40 up to 120/200 °C
- Simply complete the fax reply coupon on the back of the brochure to order further information.

New PRODUCTS

LAUDA DigiCal – digital thermometers

LAUDA now has two professional digital thermometers which are ideal for taking temperature measurements and for calibrating tasks.



This is relevant, for example, when the testing of measuring means is required in accordance with standard ISO 9000. The DCM 2 is a mobile, battery-operated hand-held device which is also easy to use out in the field. The DCS 2, a stationary table-top model with permanent first sensor, is suited ideally for the use in the calibrating laboratory. In order to keep measuring inaccuracy to a minimum, both

models come equipped completely with a Pt 100 temperature probe which has been calibrated and adjusted with the measuring amplifier.



Dear friends of LAUDA...

... it will come as no surprise to you that 2003 was also a difficult year for us. Yet, overall, we are satisfied. Hard work and ambitious projects have meant that we managed to increase our sales volume by 7.5 per cent. As well as the increasingly growing business with the heating and cooling systems, the thermostats and circulation chillers went very well – even better abroad than domestically. We would like to express our appreciation that, even during difficult times, you continue to respect quality and decided on LAUDA equipment.

The star of this year's show will be our new LAUDA Proline. We must admit to a few butterflies in our stomachs as to whether or not the innovative concept would be well received. However, even its introduction at AICHEMIA in Frankfurt was sufficient to remove all doubts. Numerous compliments from our customers and the "Grade A" we achieved as the result of our customer survey, was the reward for all our hard work. The numerous orders also prove that, in the form of the new LAUDA Proline, we really have recognised your requirements and put them into effect!

We also wish to keep you up to date with what is going on with our employees in this issue. The sales team is now complete, and is now in the position to offer you really competent advice. Domestically our sales representative offices and our sales agencies make us effective. We have also exported this model to Latin America. The German Markus Müller, along with our representatives, will advance our activities in Latin America.

Our head of research and development Hans-Hermann Dietermann and our head of production, Wilfried Hund, have retired. Dr. Heinrich Paul has followed in the big footsteps. The experienced engineer is head of technology as of this year, thereby combining the responsibilities of research and development and production. As you can see, LAUDA stands equally for continuity and for change. After all, Thermanus is an instrument by means of which you can participate in the company going-ons.

We are looking forward to an exciting and successful 2004.

Yours

Dr. Gerhard Wobser

Dr. Gunther Wobser

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Tecan is a leading provider of solutions for the fast-growing life sciences industry. The company specialises in the development, manufacture and marketing of automated solutions for the investigation into pharmaceutical active substances as well as for the fields of genomics, proteomics and diagnostics.



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GenePaint: Gene expressions and functional genomics

Tecan has developed up to market maturity a technology for automated in-situ hybridisation. The development of the GenePaint System is based on a collaboration with the Max-Planck Institute for experimental endocrinology in Hanover Germany. Tecan has already placed many of the high-throughput systems at renowned academic institutions, pharmaceutical and biotech companies. It is Tecan's belief that this technology could enable the evaluation of abstract information extracted from the Human Genome Project. It is only once the gene has been made visible in the tissue that we can understand its function.

GenePaint: its name stands for a new technology which enables the "painting" of gene expression patterns in the tissue. Extensively automated, expressed genes in tissue sections and in foetuses can be painted with specific gene probes. The extracted expression patterns are an important step towards understanding the functions of genes. For it is only once genes have been expressed, i.e. transferred to proteins from DNS via RNS, that can assume a function in the organism.

The system is based on a Tecan Freedom EVO sample distributor, which carries out the addition of reagents, the incubation, the washing of the microscopic slide and the colour reaction of the detection. The core of it is a small hybridisation chamber, which consists of microscopic slide and the tissue section, and a glass plate which is pressed against the microscopic slide. Thin spacers generate a capillary gap between the two objects, causing a small flow chamber. This chamber is suspended in a holder capable of being thermostated. The tissue section is hybridised with a probe against mRNA at 55 °C and then washed at 62 °C. The temperature is the critical stage of the hybridisation process, and must be precisely maintained. This requires a great deal of washing stages and additions of reagents; automation is very helpful for this. The LAUDA Integra T 2200 is used for thermostating the flow chambers. The necessary temperature profile is controlled directly from the Tecan Gemini control program via an RS 232 interface. Operation for the user is very comfortable, since the system can run unsupervised day and night.

A wind of change is blowing at LAUDA

Inside LAUDA

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LAUDA took advantage of the retirement of two of its sales employees to restructure the sales department. The objective of this measure is the optimum care of end customers, dealers and representatives. Since May 2003, Dr. Horst Ammon has been responsible as the head of sales in Germany and Vincent Abert has been responsible as the head of sales for Europe. Following his studies in chemistry and his subsequent PhD at the University of Würzburg Germany and further training, Dr. Ammon joined LAUDA in August 2000. Vincent Abert has been at LAUDA since September 2002. He completed his studies in chemistry in France and spent several years working for various laboratory companies, with his last position being that of export manager. Since July 2003, Matthias Sigmann has held the position of sales manager OEM, and Udo Velten has been responsible for the LAUDA Service Center. Matthias Sigmann is a certified engineer and worked at a specialist for ventilation technology for over three years. He has

been at LAUDA since 1998. Udo Velten is now the successor to Matthias Sigmann. He is a certified engineer and held several service positions at a leading laboratory equipment manufacturer from 1985 until the end of 2002.



From right to left: Rainer Hartmann (Director sales), Dr. Horst Ammon, Udo Velten, Matthias Sigmann, Vincent Abert

Another newcomer on board is Ralf Robert Touby. Following a 6-months settling-in period, he assumed the position of sales manager overseas on 1 December 2003. The certified technician spent many years in Asia working on the project management of

process-technical installations, and lived in Singapore and Indonesia for five years.



Left: Ralf Robert Touby became the new sales manager overseas.

Right: Dr. Heinrich Paul was appointed technical director.



At the end of July 2003, the head of development and design, Hans-Hermann Dietermann, started old-age related part-time working. His successor was Dr. Heinrich Paul, who started at LAUDA on 1 January 2003. In August last year, he was appointed authorised signatory. At the end of 2003 Wilfried Hund, the production manager, also started old-age related part-time working. Dr. Heinrich Paul was appointed technical director and, in this position, is responsible for production, development and design.

New contact in Latin America

Since the beginning of the year, Markus Müller has been the new commercial agent for LAUDA in Latin America. His responsibilities include the product groups of thermostats/circulation chillers, measuring instruments and service.



The main duty of the 35-year old certified engineer is to further develop markets in this region. First and foremost, this includes the search for further marketing partners and the acquisition of new clients. The establishment of an international trading representative system was one of the important company objectives of LAUDA in 2003. The cooperation with Markus Müller, the sec-

ond commercial agent overseas after Stuart Cox, is a significant milestone for the thermostat/circulation chiller and measuring instrument product groups. He has decade-long professional experience in international marketing in Latin America. He was involved mainly in the establishment of business relationships for various companies and, as a commercial agent, implemented the objectives of the appropriate com-

pany on site. The marketing expert has worked, amongst other companies, for 3M Laboratories and BASF Latin America. Markus Müller wishes to support the LAUDA objectives in Latin America with a measure of motivation and commitment, his credo being, "Convince by performance".

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Thrilling and refreshing: The fair run with LAUDA

It simply isn't possible to imagine life without it: every year, the Königshöfer trade fair attracts thousands of people



from near and far to the major fair held in the region of Tauberfranken every September. The "fair" – with its tradition dating back over 450 years – is a mixture of funfair, trade show and the ultimate major experience in the central Taubertal. The "fair run" with several running events has been held for 13 years. A grand total of 11 LAUDA employees set off in this year's 10-km run. The thermostating specialist also sponsored this regional sports highlight. Under the motto "LAUDA – we control energy", 1,000 bananas with the LAUDA stamp were handed to the runners at the finishing line.

An approachable painter

Rudolf Neugebauer is a painter who enjoys getting off the beaten track and who is always working on new subjects. He was born in 1947 in the Taubertal, where he still lives and works. There, the artist offers frequent courses in the techniques of watercolour, oil and acrylic painting. He often goes on working trips with his students – he gave a painting course in Piemont last summer, for example. His creativity and joie de vivre are really infectious. "When I feel bad, I sit down at my painting table and the world takes on completely different view. I practise and am delighted when an impressive painting results", according to an admirer from the Odenwald. Neugebauer's art lives from spontaneity. Numerous exhibitions both at home and abroad document his commitment to art.

Contact:

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Active LAUDA

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*Watercolour: "At the Lake",
Rune, 1991*

A look at the settings for the LAUDA trade fair innovations...

On Tour

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For LAUDA, the greatest trade fair highlight in 2003 was, naturally, ACHEMA in Frankfurt/Main, where the secret surrounding of the trade fair innovations was unveiled.

The new LAUDA Proline range of thermostats was the centre of attention. Even the motto of the company's trade fair representation – "For increased expectations, come to LAUDA at ACHEMA" – was a great success. Symbolically represented by appealing sunflowers, the LAUDA motto was visible all over the trade fair. The heating and cooling systems group also had a surprise up its sleeve – it presented its new modular concept for industrial equipment at ACHEMA. Thanks to the new modular system, customer-specific solutions can be implemented even more efficiently in an operating temperature range off from –150 up to 400 °C. A new tensiometer for measuring surface and interfacial tension – the TD 2



ACHEMA gave the go-ahead for the introduction of the new LAUDA Proline.

– was also presented for the first time at ACHEMA. More information on these innovations is included in this issue of *Therminus*. From 6 to 13 September 2003, Moscow/Russia hosted the "Chemie 2003", which was attended by 740 exhibitors from 27 countries. LAUDA was also represented with its own booth. Our representation at the trade fair was supported by employees of our Russian representatives EPAC and ECROS. The highlight was once again the new LAUDA Proline, which was warmly received. The positive

impressions visitors had of the trade fair were confirmed by the general trend rate of growth to be seen in Russia. Russia is currently one of the fastest-growing countries. October saw the Biotechnia, held in Hanover/Germany. The new Ecoline heating thermostats with 40-litre baths for large sample quantities, the Integra process thermostats for thermo-

stating fermenters were received with interest, as were other products. The cooling thermostats of



the Proline range with their operating temperature ranges from –70/–90 up to 200 °C were very popular. Our sales manager overseas, Ralf Robert Touby, had a



long journey to attend a trade fair
– he was at the BCEIA in

Beijing/China from 13 to 16 October. In many respects, China represents a challenge and offers great growth potential. Together with Intermass-Fischer our representative, LAUDA presented its Integra process thermostats plus a selection of devices from the Ecoline range.



Trade fairs and exhibitions

<u>Event</u>	<u>Location</u>	<u>Dates</u>	<u>Hall/booth</u>	<u>Further information</u>
Analytical & Lab Equipment	Ho Chi Minh City, Vietnam	17. - 19. February	New World Hotel Saigon, 1 st floor booth D 01	www.analytical-vietnam.german-pavilion.com
University Course in emulsification technology	Karlsruhe, Germany	2. - 4. March	BFA für Ernährung	www.gtv.org
Pittcon	Chicago, USA	8. - 11. March	McC Chicago booth IL 4354/3320	www.pittcon.org
Forum Labo	Paris, France	23. - 26. March	Marie Curie Hall booth C 22/D 23	www.forumlabo.com
TOTAL Processing & Packaging	Birmingham, England	29. March- 1. April	Hall 1, booth F 66	www.totalpp.co.uk
Hannover Messe/ Interkama	Hanover, Germany	19. - 24. April	Hall 6, booth F 9	www.hannovermesse.de
Analytica	Munich, Germany	11. - 14. May	Hall A 1, booth 280	www.analytica.de

More economical thermostating with the LAUDA Proline



The console of the Command control head is removable and can therefore be used as a remote control, i.e. when the thermostat is to be used for tasks under the exhaust hood.

Particularly in times of tight budgets, users in laboratories and industry are always on the look-out for the most effective solution to their thermostating problems. However, in the past, many thermostating systems couldn't be upgraded to all future tasks. This is where LAUDA has developed a new, innovative thermostat concept named LAUDA Proline. It is the utmost objective to offer the user the best thermostats for professional thermostating tasks. And that without having to compromise its productivity or performance. The range of thermostats – which has been developed in conjunction with users – offers an extensive performance range. The LAUDA Proline range of devices impresses with its extremely large operating temperature range from -90 up to 300 °C. The LAUDA Proline comes as either Master or Command. In the shape of the Proline Master, the user gets a high-performance thermostat with the most important basic functions. The Proline Command version has additional functions which enlarge the area of application and also increase the level of user-friendliness. The finishing touch is the well thought-out upgrading of the Master Version to the Command Version since, if necessary, each Master version device can be upgraded to a Command version at a later date, therefore offering further functions and even greater user-friendliness.

Easy work with EasyUse Operation

A great deal of importance has been attached to the maximum comfort of all our technical highlights. The EasyUse Operation of the LAUDA Proline range is visible in all areas: in the Master version with a simple 3-key operation for all settings and their display on an LED display. In the Command version, the extended functions were taken into consideration in the form of the large, graphic LCD display. It enables an intuitive menu-driven operation, thereby complying with the user's demanding applications. It may also be operated by remote control. In order to modify the ability to communicate in line with requirements, four different interface modules are available for the LAUDA Proline. These ensure the control and supervision of the devices in both analogue and digital form.

Thermostats & Circulation chillers

Heating and Cooling systems

Measuring instrumentation

Save energy with the 3 power-packages

The various Proline power packages lay milestones in the field of thermostating technology. LAUDA Proline devices have a unique Varioflex pump. This high-power pressure/suction pump can be set to 8 different levels, depending on the current performance requirements, thus ensuring optimum circulation of the bath liquid. A newly-developed, digital cooling management system with refrigeration capacities of up to 1.6 kW, the SmartCool System, always provides the optimum refrigerating capacity



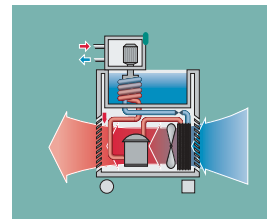
for the required operating condition. The PowerAdapt System from the LAUDA Proline thermostats mobilise all energy reserves. They enable the use of the entire electrical power which can be taken from the mains network. This means that a previously unattainable heater power of up to 3.5 kW can be used for fast heating, even with cooling thermostats. Incidentally, all legal specifications with regard to the loading effect on the mains supply are more than met. For example, with the RP 855 cooling thermostats, it is possible to achieve extremely fast cooling and heating times in a connected, external reactor at a temperature range from -55 up to 200 °C. This is due to the cooling thermostat's extremely high cooling and heating capacity (3.5 kW) in conjunction with its very small bath volume and the powerful pump (1 bar).

Safety engineering in ultimate form is realised in the form of the SelfCheck Assistant of the LAUDA Proline range, the heart of which is the continuous 2-channel protection system, developed in accordance with the latest EC guidelines and standards. Two independent controllers with two temperature probes permanently control their values, and also control each other. This offers a 100% reliable overtemperature protection. Even low-level protection is doubly assured thanks to two independent sensors: firstly, by a float which records the current filling level,

Simple exchange of the interfaces allows adjustment to individual requirements. Four interface modules are available: the RS 232/485, the analogue module, the SUB D jack contact module and a contact module in accordance with NAMUR NE 28.

The EasyUse Operation enables really easy operation – both for emptying the bath liquid and thanks to the easy menu-driven operation of the Command version.

The Smart Cool and PowerAdapt Systems enable optimum refrigerating and heating performances.



LABORATORY dictionary

SmartCool System

The SmartCool System provides more refrigerating capacity, lower temperatures and highest precision. LAUDA Proline cooling thermostats have a microprocessor-driven cooling management system which is unique in this class of thermostats. The intelligent refrigeration control increases or reduces the refrigeration in perfect coordination with the required operating condition. Furthermore, the automatic compressor control only switches on the compressor when it is really needed.

issuing a warning in the case of a too high liquid level, and secondly by means of the electronically-controlled Varioflex pump, whose speed is monitored and which emits an alarm in the case of lack of liquid resistance. The Proline electronics also automatically controls the operating condition for possible malfunctions, informing the user of such, in order to prevent dysfunctions.

In order to comply with the demands made by universal use in research, application technology, production and quality control, the LAUDA Proline range consists of 40 different thermostat types. The first orders for such show that, in particular, the cooling thermostats in the comfortable Command version are developing into fast sellers thanks to their cleverly-conceived cost effectiveness.

LAUDA Proline thermostats come in 40 different models, as heating and cooling thermostats. The photo displays the LAUDA Proline P 8/P 8 C in the Master version (left) and the Command version (right), both of which have a bath volume of 8 litres. The Command version offers a higher level of comfort for the operator.



Further information about the LAUDA Proline range available at:

- www.lauda.de
- Fax reply coupon

The future is modular!

Technical refinements and innovations are standard with LAUDA heating and cooling systems. What you, the customer, also get, is an economic solution tailor-made to meet your needs with sophisticated engineering and a broad modular range of heating and cooling systems – to comply exactly with the specific job to be done. Field-tested individual modules are combined to come up with an adaptable modular system. Since modern methods for manufacturing various products require increasingly broader temperature ranges, modern systems are operated as smoothly as possible with only one heat-transfer fluid – without having to switch over, as it were. Only if the apparatus, method and thermostatting system are coordinated with each other can process times and the use of energy be minimised. Thermostatting systems must also be "smoothly" integrated into the process control engineering. This creates the conditions for high-quality final products – one of the most important

prerequisites for an extensive process validation.

The demands made on the equipment with regard to temperature control, flexibility, automation and compatibility with the environment are constantly increasing. Modern heating and cooling modules must therefore be expandable, capable of having modifications made to them and be capable of being combined with other modules. Compared to the central mono-fluid systems from the 1980s and 1990s, decentralised modules are much more flexibly adapted to the demands of modern production. An important condition for the calibration and qualification of a piece of equipment is, for example, independence. Influences from the centralised power supply networks could have a negative effect on the prevailing availability of the thermostatting modules. Thus, the temperature requirements of a piece of machinery affect the starting parameters of all the others. It is only in the form of a

Thermostats & Circulation chillers

Heating and Cooling systems

Measuring instrumentation

decentralised concept that the increased requirements can be fulfilled with regard to reproducible control results. At LAUDA, all modules form a uniform and integrated whole, as it were, and are manufactured at LAUDA. The closeness of the project, manufacturing, test department and service is LAUDA's particular forte. LAUDA is also your competent partner for all issues pertaining to explosion protection, industrial engineering and plant safety.

Further informationen about the LAUDA modular Heating and Cooling systems available at:

- ➔ www.lauda.de
- ➔ Fax reply coupon

Highly-qualified employees for high requirements

The testing is done by a qualified tester. The radiation of the object enables a precise testing of the materials without destroying them, the uniformity of the systems/components is maintained. The results of the testing show the tester how the welding has been done, such as seam testing, spatial depth or their design, and any possible inclusions. Any irregularities in the welding can cause the most serious of accidents; hence the testing. Due to the areas of application and the use of the LAUDA Heating and Cooling systems, this materials testing is obligatory. In this context, LAUDA ensures that each and every welder has the necessary qualifications.

It is with pride that LAUDA recorded the results of a recently-conducted materials testing of an order. All welding seams comply with the qualified welding certification for companies according to the DIN EN 287-1 standard for certified welders.

The new starter model: LAUDA TD 2 Tensiometer

With the LAUDA TD 2 Tensiometer, the step towards the full automation of tensiometry has been completed with a great deal of user-friendliness. The extremely compact "stand alone" device offers everything required for the use in the laboratory and for mobile use. Interface and surface tensions can be measured, reproduced, printed, stored or transferred to a PC simply, precisely and reproducibly at the touch of a button. The density of liquids as well as small weights can be determined just as easily. The robustness and the high degree of precision mean that the TD 2 is just right for use in quality control.



Simple, uncomplicated entry of the measuring parameters

The measuring console contains the high-resolution power measuring cell and the d.c. motor for the even movement of the measuring table with ten selectable speeds. Standard test glasses with a diameter of up to eight centimetres can be used in the easily-accessible test chamber. The handy control console of the Command version with large graphic display can be operated intuitively without the operator having to have any specific knowledge of it. Complete remote control of the measurement is possible.

Thermostats & Circulation chillers

Heating and Cooling systems

Measuring instrumentation

Further informationen about the new TD 2:

- www.lauda.de
- Fax reply coupon

Artists dreamt their dreams at LAUDA

FactoryGallery

15

Paintings and collages

Petra Goldschmitt exhibited a representative cross-section of her works in the LAUDA Factory-Gallery. The trained technical drawer, housewife and mother, considers painting a dream, a way of escaping reality, of dreaming in colour. Her works offer bright flowers in soft, pastel shades, original constructions in various structures, picturesque places and idyllic landscapes.



light takes a background position, whereas in her husband Wolfgang's work, light is at the forefront. Wolfgang Blechschmidt has a foible for delicate colours. His works are dominated by a warm, elegant grey which tends to progress to white. His wife Regina's works feature religious elements such as church portals, glass windows or aisles in a monastery.



Light in the dark

The artistic couple Regina and Wolfgang Blechschmidt created "Tracks of Light and Life". The couple uses different means to express the subject of light. In Regina Blechschmidt's works,

Lausitz art

Four artists from Neschwitz presented exhibits from Lausitz. Incidentally, the Saxon town is very close to the former home of the Wobser family. Ino Jänichen-

Kucharska presented impressive ceramics, oil paintings and water-colours.

Rosemarie Köster exhibited her "Unique textiles" behind glass. The filigree works of art had already been presented in exhibitions.

Wrought-iron sculptures, candelabras and fantastically-shaped bowls with imaginative surfaces by Michael Kaczmar were on view.

Michael Vogler's atmospheric photographs showed unusual picture details and perspectives.

Please get in touch with us should you like to make contact with any of the artists.

For further information, log on to:

➔ www.lauda.de



PRIZE COMPETITION

How does the unique *SmartCool System* from the new LAUDA Proline work?

- A) The Proline has an analogue cooling management system.
- B) The Proline has a microprocessor-controlled cooling management system with automatic compressor control.
- C) The Proline works exclusively with an automatic compressor control.


Simply write the letter of the correct answer on the coupon below and fax it to LAUDA or send it by E-mail to: info@lauda.de
Closing date for entries: 31 May 2004

The winners will be drawn and notified in writing. LAUDA DR. R. WOBSEY GMBH & CO. KG employees and their families may not participate in the competition. The judges' decision is final. Participation in the competition is independent of the request for information. All information will be treated with the strictest of confidence in accordance with the conditions of the data protection law.

The answer to the last competition in *Therminus Issue 1/2003* was: "LAUDA Tensiometer TE 3".

These are the winners:
Klaus-Dieter Luther,
Frankfurt/M., Andrea Link,
Schwalbach and Markus Pfann,
Mauer

We wish a lot of joy!



FAX reply coupon +49 (0)9343 503-188

Coupon

The solution to the competition is: 

Please use BLOCK CAPITALS:

Forname: _____

Surname: _____

Function: _____

Company: _____

Street/P. O. Box: _____

Town: _____

Country: _____

E-mail: _____

Telephone: _____

Telefax: _____

Please send me the following information:

- LAUDA overall brochure
Thermostats/Circulation chillers 2003/2004
- LAUDA Heating and Cooling systems for industrial applications brochure
- Ecoline RE 110, RE 210 and RE 310 cooling thermostats
- Ecoline E 140 und E 240 heating thermostats
- LAUDA DigiCal digital thermometer
- LAUDA Integra process thermostats
- LAUDA Proline thermostats
- TD 2 ring/plate tensiometer
- Price list Thermostats & Circulation chillers : ____ quantity