

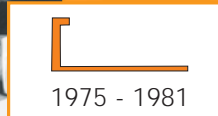


PROFILE OF INNOVATION



Innovative Installation Systems for Ceramic and Stone Tile

By the installer, for the installer.



1975 - 1981



1981 - 2000



2000 - present

It BEGAN with
the SCHIENE...

We are committed to the improvement and promotion of tile installations worldwide through the development of practical, innovative products, educational programs, and personalized service.

A profile of innovation

Based on his extensive knowledge of tile assemblies, Werner Schlüter has consistently met the needs of a rapidly evolving industry by developing practical solutions to tile installation challenges. What began as a modest idea has since evolved into a company with over 40 product lines that are promoted in countries around the world.

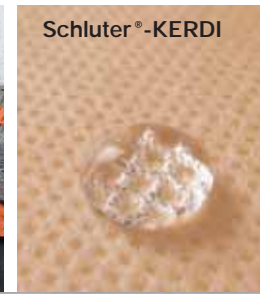
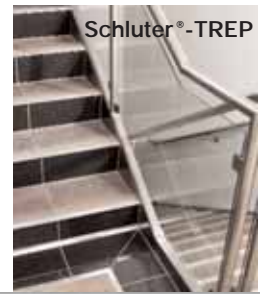
After having observed a tile setter on his way home from school when he was only 12 years old, Werner Schlüter decided to become a Master Tile Setter. Seven years later, he had completed the required training as an apprentice and a journeyman. In 1966, he established his own tile installation company, Schlüter Tile.

While working on an unusual bathroom project in Germany that included four thresholds, Mr. Schlüter came up with a solution to a common problem. Typically, exposed tile edges were left vulnerable to chipping and breaking. Mr. Schlüter concluded that a metal "L" angle, installed prior to placing the tiles, would not only serve as edge protection, but also hide the unglazed edge and provide a straight and clean transition to adjoining surfaces. Hence, in 1975, the Schlüter®-SCHIENE was born, marking the beginning of an entirely new category within the tile industry.

Like many industries that relied on inexpensive energy, the oil crisis of 1973 hit the tile industry hard. Higher fuel costs sent tile prices spiraling upward. This led to yet another major change in the tile industry. Manufacturers discarded kilns that produced tiles using a double-fire process (bicottura) and replaced them with single-fire (monocottura) kilns. This effectively reduced energy consumption and dramatically increased production capacity. This new process was not only faster and more cost effective, but it also produced a denser and stronger-bodied tile, suitable for commercial applications. However, the process also made it difficult to produce trim, or bullnose pieces, and their availability was dramatically reduced. Mr. Schlüter provided the solution to this problem with the development of PVC versions of the SCHIENE for walls, a straight-edge profile (Schlüter®-JOLLY), and a symmetrically rounded profile (Schlüter®-RONDEC).

The tiles produced by the single-fire process were increasingly used for exterior applications due to their stronger, frost-proof characteristics. However, exterior stair edges are more vulnerable to chipping and breaking, and can be slippery. During the early 1980's, Mr. Schlüter developed solutions for exterior installations, including Schlüter®-TREP stair edges, which both protect the tile edges and provide a slip-resistant tread surface.

Temperature fluctuations and the resulting freeze/thaw cycle can cause the gradual deterioration of the mortar bed in exterior tile applications. In 1982, Mr. Schlüter developed water management systems, including the Schlüter®-TROBA drainage matting, and the BARA and BARIN edging and gutter systems. In addition, the early 80's marked the development of the first in the innovative line of DILEX prefabricated movement and control joint profiles.



1000-1960 A.D
Traditional mortar bed technology

1960's
Development of new adhesives and tile setting techniques

1966
Mr. Schlüter establishes his tile setting business

1975
Schluter®-SCHIENE

1980
Introduction of Schluter®-TREP non-slip stair nosing

1983
Schluter®-TROBA

1985
Schluter®-DILEX series

1987
Development of Schluter®-DITRA and KERDI mattings

One of the most influential advancements in the tile industry was the introduction of the uncoupling membrane, Schluter®-DITRA. Developed in 1987, Schluter®-DITRA is the solution to a problem that actually emerged during the 1960's. For thousands of years, tile was successfully installed using a sand strata method. This method incorporated a layer of sand to uncouple the tile surface from the substrate, allowing the two surfaces to move independently. Thin-set mortar was developed in the 1960's, and tilesetting techniques took a new direction. Force conductive bonding, or bonding the tile directly to the substrate, became the standard. As the substrate and the tile react to changes in moisture and temperature at different rates, stresses in the force conductive assembly can produce cracks in the tiled surface. Mr. Schlüter developed Schluter®-DITRA, which replicates the function of the sand strata method, effectively uncoupling the tile from the substrate. This improved version of the sand strata method also incorporates waterproofing and vapor-pressure equalization functions.

Mr. Schlüter's most recent innovation is the Schluter® Shower System. Previously, waterproof membranes and mud-pan liners are placed under the mortar bed. This increases the risk of efflorescence and bacteria and fungus growth because water can saturate the mortar bed.

Attacking this problem head-on, Mr. Schlüter created Schluter®-KERDI, a bonded waterproof membrane, designed to be bonded directly to the top of the mortar bed, thus protecting it from becoming saturated. Another foundational component of the system is the Schluter®-KERDI-DRAIN, which was designed specifically to ensure a simple and secure connection to bonded waterproof membranes, such as Schluter®-KERDI, at the top of the assembly rather than below it, thereby reducing the risk of leakage, efflorescence, and fungus and bacteria growth.

The Schluter®-KERDI-ST (pre-sloped shower tray) and the Schluter®-KERDI-SC (shower curb) are also now available. The Schluter® Shower System can be assembled using the KERDI-ST or a mortar bed. These two prefabricated products, along with the KERDI and KERDI-DRAIN, can be purchased separately, or as a KIT (Schluter®-SHOWER-KIT).

The result of these innovations is a high-quality, watertight shower assembly that is maintenance-free.

Today, Schluter®-Systems' products include transition profiles, prefabricated corner and movement joints, waterproofing, uncoupling, and drainage membranes, floor drain systems, modular screeds, and assemblies for balconies and terraces. Our products, which are available in a variety of sizes, colors, and finishes, are easy to install and virtually maintenance-free.



1990
Schluter®-RONDEC
Rounded edge profile
for wall corners

1991
Schluter®-RENO

1992
Schluter®-DECO

1994
Schluter®-DILEX-KS

1995
Schluter®-RENO-TK

1998
Schluter®-BEKOTEC
Schluter®-SCHIENE
available in radius

2001
Schluter®-DITRA
in new design
Schluter®-KERDI-DRAIN

2003
Schluter®-KERDI-ST
shower tray
Schluter®-KERDI-SC
shower curb

By the installer, for the installer

Like Mr. Schlüter, 60% of our sales and technical staff have a background in tile installation. This assures that their advice is derived from education and extensive hands-on experience.

Education and training

As the industry's source for innovative solutions for ceramic and stone tile installations, Schluter®-Systems is committed to education and training in industry-approved installation methods.

- Registered Continuing Education provider for AIA/CES
- Nationwide on-site seminars and training sessions
- Competent and qualified technical support both in-house and in the field

Customer service and technical support

Schluter®-Systems provides extensive support both in-house and in the field. Call us directly at 1-800-472-4588 to speak with one of our knowledgeable Customer Service Representatives, refer to our informative literature, or visit our comprehensive website, www.schluter.com.

Worldwide offices

Werner Schlüter's constant development of innovative solutions for tiling problems has propelled Schluter®-Systems into becoming a worldwide company. In addition to the main administration facility in Iserlohn, Germany, 10 subsidiaries and representatives in over 30 countries provide local inventory, sales, and technical support. Product information is available in over 25 languages.

North America

Today, the North American subsidiary is the second-largest operation in the International Corporation, the first being the home company in Germany. With offices in Plattsburgh, New York and Montreal, Quebec, and with the support of an extensive distributor network, Schluter®-Systems is available wherever you are.

www.schluter.com



PROFILE OF INNOVATION

Schluter Systems L.P. 194 Pleasant Ridge Road, Plattsburgh, NY 12901-5841, Tel.: 1-800-472-4588 • Fax: 1-800-477-9783
Schluter Systems (Canada) Inc., 5626 Thimens Blvd., St-Laurent, QC H4R 2K9, Tel.: 1-800-667-8746 • Fax: 1-514-336-2410
E-mail: info@schluter.com

www.schluter.com