

## ENERGY

Frequently Asked Questions about our Energy Management

### 1. In General

Energy conservation is more than the latest “fad” or “marketing buzzword”. This trend will never go out of fashion! Energy conservation benefits us all in the long run, not only our budget.

Whenever we switch off the lights after everyone has left the room during a factory visit, it is no longer considered impolite, but welcomed as a far-sighted attitude of a responsible company towards nature.

Next to our mission 2009 “Training, training, training”, energy conservation has become an important pillar of our corporate strategy. Each and every one of us can make his contribution to make a difference. Our first aim is to reduce our carbon footprint – to save our planet for future generations.

Largely unnoticed by the public, Kusch has invested ten thousands of euros in energy conservation measures in the past two years. These investments are a convincing proof of our commitment to ecological sustainability and a promise to remain a pioneer in the field of sustainable resource management.

Sustainability is no hollow catchphrase to us, it is a principle that is at the heart of our company ethos.



### 2. Energy conservation measures: today and tomorrow

#### 2.1. Which measures has Kusch + Co taken to reduce the energy consumption in the production?

We have fitted the entire production department with dimmable energy-saving lamps connected in series to a highly-efficient control system that automatically regulates the lighting depending on the luminosity. Thanks to this system, we were able to reduce our energy bill by approx. € 10,000 in the first year.

The temperature in the entire production is regulated by a computer-controlled heating system that is preset and programmed by the departmental heads in function of shift work. This system enabled us to reduce the total heating oil consumption from 740,000 liters in 2003 by almost 25 % over the past 5 years to 550,000 liters in 2008. In total, we economized 660,000 liters with this system. We are hoping to reduce our energy consumption even more by expanding the control system to other departments.

The dust extraction system of factory 1 was completely overhauled in 2009 in order to adapt their efficiency to the actual shift operation. As a result, we economized round about € 10,000 on our energy bill, equivalent to 90,000 kW/h.

#### **New energy-efficient vacuum drying installation for solid wood**

- A new, energy-saving wood vacuum dryer has been taken into operation during the summer holidays of 2011.
- This installation saves approximately 800 up to 1,000 kW per drying cycle, enabling a considerable energy saving potential when taking the 2 to 3 drying cycles per week into consideration.
- Drying times have been reduced to 2 to 3 days, down from the previously 5 to 6 days. An electronic control unit monitors the drying cycles.



#### 2.2. Which measures has Kusch + Co taken to reduce the energy consumption in the administrative department?

Every PC is equipped with a device that checks the computer’s stand-by energy consumption and cuts it to zero, thus reducing the energy bill by over € 5,000 each year.

Kusch + Co only buys energy efficiency class A electronic devices, computers, displays and laptops.



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## 2. Energy conservation measures: today and tomorrow

### 2.3. Does Kusch+Co use alternative energy?

Yes. The well water of the company's own well nearby the administrative building will be used to cool the servers of the IT department as of 2010. Instead of expensive conventional energy, this innovative system will help us saving approx. € 5,000 yearly.



### 2.4. Is there a long-term strategy to implement regenerative energy sources for the heat production?

Yes. In the long run, it is our goal to stop using heating oil and to switch over to solar or wood energy. We are investing round about € 50,000 every year into the preparation and realization of the switch-over to alternative energy conservation measures.

Furthermore, we wish to obtain an Energy Performance Certificate for our company, even before these certificates are legally mandatory.

### 2.5. Which measures does Kusch+Co take to curb its emissions?

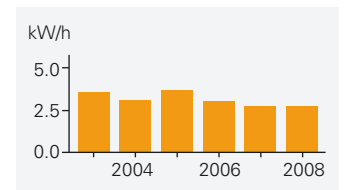
At the beginning of 2010, we will be investing € 150,000 into a state-of-the-art electric filter system in factory 1 in order to minimize respirable dust and waste gas emissions and to stay considerably below the legal limit values.

### 2.6. Which measures does Kusch+Co implement to cut down on its carbon dioxide emissions?

The economization of 660,000 liters of heating oil in the past 6 years since 2003 is equivalent to round about 2 million kg of carbon dioxide. The new dust extraction system alone saves up to 90,000 kWh yearly which corresponds to a carbon dioxide output of approx. 56,000 kg. With our intelligent lighting system, we were able to curb our electricity consumption by 180,000 kWh, equaling 112,000 kg of CO<sub>2</sub>.

The gradual reduction of our electric power consumption from 4.1 million kWh in 2002 to less than 3.4 m. kWh in 2008 means, that we were able to save one entire year of electric power in the past 6 years. This amount is equivalent to a reduction of 2.4 million kg of CO<sub>2</sub>.

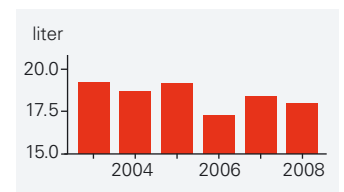
Electric power consumption per chair



Our dual waste disposal system saves up to a 2.5 tonnes of carbon dioxide, just on the basis of the figures provided by Ökoinstitut, equivalent to the CO<sub>2</sub> emissions of a car driving 15,000 kilometers.

(Source: table Ökoinstitut 2007 and CO<sub>2</sub> saving certificate issued by Interseroh)

Heating oil consumption per chair



### 2.7. What are the consequences of these measures on the production of our seating?

Based on our figures, the heating oil consumption per produced chair/table has been reduced from 20 to 18 liters, corresponding to 10%! The electric power consumption has been reduced by nearly 25%, from 3.7 kWh in 2003 to 2.7 kWh in 2008.

