

# KNOW-HOW

CUSTOMER  
MAGAZINE  
MARCH 2018

■ GEBERIT

Twyford

FLUSH PLATE SIGMA21

A **GEM** IN ANY  
BATHROOM

BÜRGENSTOCK RESORT

A **HIGH-END**  
HOTEL



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**PHOTOS**  
Ben Huggler (cover, pages 12–13,  
18–19)  
AELTC/Bob Martin (page 9)  
Keystone/Fabrice Coffrini (page 9)

**ON THE COVER**  
The manufacture of the new Geberit  
actuator plate Sigma21 is extremely  
demanding in terms of material and  
craftsmanship.

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PUSH-FIT DRAINAGE  
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MARK LARDEN  
Managing Director

DEAR CUSTOMERS,  
2018 HAS ARRIVED AND WITH  
LOTS OF NEW PRODUCTS,  
INCLUDING AN EXCITING NEW  
DRAINAGE PUSH-FIT SYSTEM,  
CONTINUOUS SUPPORT ON  
INSTALLER AND CONTRACTOR  
TRAINING, PLUS MUCH MORE,  
WE HAVE AN EXCITING YEAR AHEAD!

Our brand-new push-fit drainage system, Geberit Silent-PP, is due to launch in April. Geberit Silent-PP boasts sound optimising benefits, a fast installation method and is a cost-effective choice in the PVC market, suitable for use in both the stack and floor connections in multi-storey residential buildings, or family homes. We will also be launching a new collection of basins called VariForm. With a wide choice of style and shape options, VariForm will be suitable for public or residential wash-rooms. Finally, in 2018 we will be expanding our flush plate collection by introducing Sigma21, with two circular buttons and a choice of glass or slate – a first for Geberit, see page 12 for a sneak peak!

Installer and contractor training is as important as ever this year, with training days booked in at both our Warwick and Dublin Training Academies. This is supported in the field by 'Geberit On Tour' visits to over 30 merchants UK wide, Installer2018 show and exhibition at the Ricoh Arena in Coventry and a sales force of over 80 delivering on site training. There are plenty of opportunities for renewing yourself, learn more about how you can get involved on page 5.

I wish you an enjoyable read.



NEW

■ GEBERIT

GEBERIT DRAINAGE SYSTEMS

# WE'VE GOT SOMETHING IN THE PIPELINE



**KNOW  
HOW  
INSTALLED**

We're keeping the news about our new push fit drainage system strictly hush hush at the moment. But what we can say is this exciting innovation will be great news for you. It's going to be so easy to install, making your projects a great deal easier. Follow us on social for updates or find out more at [www.geberit.co.uk/silent-pp](http://www.geberit.co.uk/silent-pp)

NEWS



## INSTALLER TRAINING 2018

Geberit plumbing and sanitary systems have proven themselves over many years and are renowned for their ease of installation. At Geberit, we realise the importance in providing expert training on all our products, instilling confidence both in front and behind the wall, which is why we make it such a fundamental part of our day to day operations.

As well as hands-on training in our purpose-built academy, visitors also benefit from our two-storey hydraulic tower demonstrating good and bad plumbing practice, plus our state-of-the-art showroom.

Choose from Sanitary & Geberit AquaClean or Supply & Drainage Systems training days, or why not book both?

[www.geberit.co.uk/training](http://www.geberit.co.uk/training)



## GEBERIT ON TOUR

Geberit On Tour returns again this year, with a trailer bursting with products and information for you to absorb. This hands-on opportunity will be touring around the country and between several merchants. Keep an eye out for dates and locations here ...

[www.geberit.co.uk/services/campaigns/on-tour/](http://www.geberit.co.uk/services/campaigns/on-tour/)



## INSTALLER2018 EXHIBITION

Back and bigger than ever, at the Installer2018 exhibition we will be delivering an action-packed, hands-on wealth of know-how to you. From our dynamic duo where we see the Twyford pan meet the Geberit Duofix frame, to the Geberit Mapress supply system, there is something for everyone!

[www.installershow.com](http://www.installershow.com)



GEBERIT MAPRESS SUPPLY SYSTEM

# PRESSING MATTERS

## CHANGING HABITS



Geberit Mapress comes in 4 different materials; copper, stainless steel, carbon steel and CuNiFe

Press fitting is fast becoming the installation method of choice for installers keen to achieve a professional, speedy and reliable turnaround on both large and small jobs. But despite its simplicity, training is still essential in order to let installers get the best from every application.

Antony Corbett, product manager for Geberit, outlines why press fitting is gaining such positive traction, considers the importance of training and shares some of the most commonly asked questions about the merits of press fitting.

As the famous phrase says, “the seven most expensive words in business are ‘we have always done it that way.’” In an increasingly competitive market, plumbers and heating installers must evolve their working practices as much as any other business. And that means adopting smarter, leaner processes that can improve productivity and profitability.

So often the key lies in the simplicity of the innovation. Take pipe fittings, for example, where an increasing number of forward-thinking installers are switching from traditional screwed or soldered connections to press fitting, attracted by its simplicity and time-saving potential.

### CHANGING HABITS

Traditional jointing methods can be cumbersome and difficult to implement, in many cases simply unsuitable and impractical for the job at hand. Of course, many installers still use solder and screwed pipe – “because I always have.”

The requirement for hot works is often an inconvenience at best, an impossibility in some cases due to the site conditions or safety regulations, not to mention the cooling down period which can add unnecessary time to any soldering job.

In contrast, pressing solutions like Geberit Mapress can deliver a host of installation benefits, with no hot works, and no cooling down period.

Coloured pressing indicators offer easy identification of both material and unpressed joints during the installation process, with reduced flushing time and a cleaner installation process. If that’s not enough, there is also no need for lubrication and joints will leak until pressed to show incomplete pressing during pressure testing, so no need to drain the system as it can be fixed wet.

Crucially, press fit systems have been proven to take 30 % less time to install than their traditional counterparts according to a BRSIA report, helping reduce the cost of jobs by approximately 27 % compared with screwed steel pipework. It’s no wonder so many plumbers and heating installers are changing the habit of a lifetime.

### TRAINING SOLUTIONS

However, despite its simplicity, pressing is by no means a job for the unskilled tradesman. As with any installation method, comprehensive training is vital to ensure that installers get the most from every application and to protect the standard of installations. Which is why leading manufacturers continue to invest in their training programmes for the benefit of those in the trade.

Geberit’s market leading training provision, for example, is a best-in-class demonstration of what can be achieved by working in partnership with your chosen manufacturer. Much more than a product sell, our programme combines best practice methods with the specific product knowledge required to maximise the quality, speed and integrity of every single installation.

A good training course will cover both the supply side and drainage side, giving installers the opportunity to see for themselves the benefit of press fitting over soldering. Often this provides the insight they need to make the leap and change their method of installation.

Ask your manufacturer about the tools required, including ways you can mitigate the inevitable cost of new equipment, as well as the maintenance and calibration requirements to make sure those tools remain fit for purpose.

Once you see the benefits for yourself, it becomes clear why press fit systems are gaining such traction.

TILE-BEARING GEBERIT SHOWER CHANNEL CLEANLINE

# NEW

## DRAIN VERSION



Geberit now offers a tile-bearing version of the tried-and-tested shower channel CleanLine.

Thanks to its timeless design and easy cleaning, the Geberit CleanLine shower channel has been proving very popular among building owners and end users since its market launch. With the CleanLine impressing due to its sophisticated and reliable installation process, plumbers and tilers are also sold on it. Geberit is now adding a tile-bearing version to its range.

The core element of the CleanLine shower channels is the installation set with integrated trap and factory-applied sealing foil. This set is attached to the building shell and connected to the building drainage by the plumber. Thanks to the tile-bearing cover, the customer’s desire for a fully tiled shower floor and virtually invisible outlet can now also be fulfilled with ease. The installation process is very similar to the one for the flat shower channel made of stainless steel.

The cover, which contains a comb insert that stops long hair and the like from entering the drain, can be removed with a flick of the wrist – and cleaning the comb insert is child’s play.



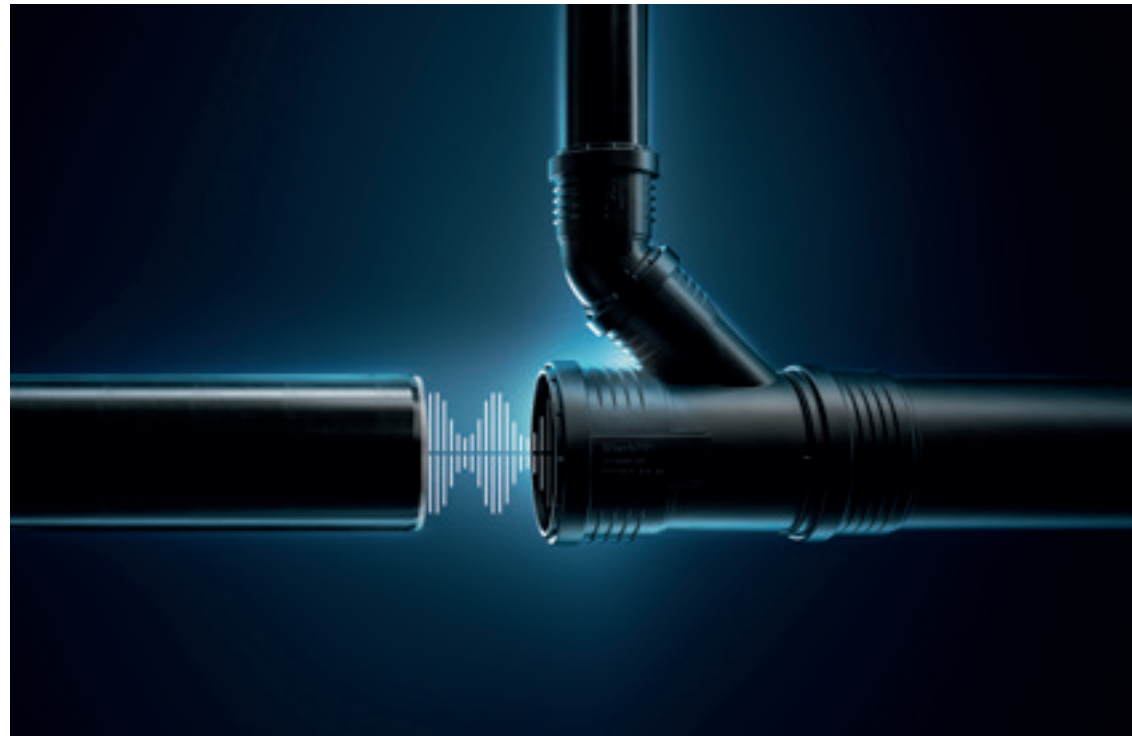
The slope in the shower floor can be designed differently depending on the tile type. The outlet and cover can also be installed right next to the wall.



The tile-bearing water outlet cover is made of stainless steel.



Brand new: Geberit Silent-PP



NEW FOR 2018

## QUIET DRAINAGE EASY PUSH-FIT

The Geberit Silent-PP push-fit drainage system, which is made of robust three-layer pipes, is ideal for use in the stack and for quick, cost efficient and quiet floor connections in multi-storey residential buildings or in family homes. Like other Geberit drainage products, Silent-PP achieves very good sound insulation values.

### SOUND-OPTIMISED CONSTRUCTION

Geberit Silent-PP ensures less sound resulting from waste water. This is achieved by the mineral-reinforced three-layer construction of the pipe material as well as hydraulically optimised fittings that reduce noise.

### AWARD- WINNING DRAINAGE SOLUTION

Geberit Silent-PP received a product design award from iF when first launched on continental Europe. Not only does it have sound optimising benefits, the product has also been cleverly designed. For example in addition to standard single-socketed pipes, some pipes are available double-socketed to enable easier use of the pipe offcuts with a socket already attached. Combined with a polypropylene base material, which is inherently better for the environment than PVC, Geberit Silent-PP not only reduces waste but improves environmental impact too. The robust material also has a great cold impact strength and is UV resistant too.

The whole system offers an extensive assortment including various pipe lengths and over 100 fitting types! With its acoustic benefits, easy installation, robustness and cost-effectiveness, we are confident it will be a popular solution for installers and contractors in the UK.



No. 1 Court at Wimbledon during the installation of the new roof elements.

WIMBLEDON NO.1 COURT SET TO RECEIVE A RETRACTABLE ROOF

## A SHELTERED GEM

In 2009, the world-famous Centre Court in Wimbledon was equipped with a retractable roof. Since then, no tennis match in this stadium has had to be postponed because of the weather. Eight years later, No. 1 Court is now undergoing a modernisation and also receiving a roof that can be closed when it rains. Just like Centre Court, where the tried-and-tested Geberit Pluvia roof drainage system is being used. A total of 64 Pluvia roof outlets and around 2,000 metres of Geberit HDPE pipes are being installed in the movable roof. These ensure that the rainwater is quickly and reliably drained from the roof – even during very heavy rainfall.

### NO. 1 COURT

**Building owner:** All England Lawn Tennis and Croquet Club

**Architecture:** Grimshaw, London

**Completion:** after going to press

### GEBERIT KNOW-HOW

**Geberit Pluvia  
roof drainage system**



Rain delays are a thing of the past on Wimbledon No. 1 Court.



Simple, compact and yet elegant: the Geberit AquaClean Tuma shower toilet.



### THE GEBERIT AQUACLEAN TUMA AT A GLANCE

- WhirlSpray shower technology
- Rimfree WC ceramic
- Continuous flow heater for a permanent supply of warm water
- Compatible with the Geberit AquaClean app
- Fully automatic descaling programme
- Comfort model with additional functions: handy remote control, separate lady wash, heatable WC seat, warm-air dryer and odour extraction unit



## THE GEBERIT AQUACLEAN TUMA CLASSIC AND COMFORT SHOWER TOILET

# COMPACT AND VERSATILE

The Geberit AquaClean Tuma is a compact all-rounder for every home. Thanks to the choice between WC complete solution and WC enhancement solution, the shower toilet offers a high degree of flexibility for consumers. The AquaClean Tuma is now also available as a Classic model.

Thanks to the AquaClean Tuma's elegant and extremely compact design, you can enhance the comfort in small bathrooms and transform them into oases of well-being in next to no time – a perfect solution for anyone who would like to enjoy the advantages of cleaning with water without the need for extensive conversions.

The latest shower toilet from Geberit is now available in the two models Classic and Comfort. The AquaClean Tuma Classic offers the basic functions of a shower toilet, including WhirlSpray shower technology and a Rimfree WC ceramic. The Comfort model boasts additional comfort functions that can be easily controlled via a remote control and that make cleaning with water a unique experience. A remote control app is also available for both models.

As an alternative to the WC complete solution, the Geberit AquaClean Tuma is also available as a WC enhancement solution in the Classic and Comfort models. The enhancement solution can be fitted to various WC ceramic appliances without any problems, thus enabling easy retrofitting. The new enhancement solution therefore represents a perfect, quickly implementable and flexible solution, particularly for tenants who want to enjoy the feeling of cleanliness and freshness.

The Geberit AquaClean Tuma Classic shower toilet is available from your local bathroom retailer from April 2018. The Geberit AquaClean Tuma Comfort is already available.



↑

The Geberit AquaClean Tuma is available as a complete solution and as an enhancement solution. The latter is ideal for rented flats.

### THE REMOTE CONTROL APP

With the AquaClean app, Geberit offers the possibility of operating the Tuma Comfort shower toilet from your smartphone, thus enabling personal settings to be stored and taken with you when travelling. In order to also be able to offer the comfort functions for the Classic model, the remote control app is now also available for this model: spray arm position, spray intensity, shower water temperature and oscillating spray can be set via the app, thus ensuring that this additional comfort can also be enjoyed with the Geberit AquaClean Tuma Classic.





↑

Like its close relative, the plastic Geberit flush plate Sigma20, the glass versions of the new Sigma21 have elegantly curved flush buttons.

The family of flush plates with round flush buttons now has a new addition: the new Sigma21 is available made of high-quality glass or slate – a first for Geberit.

GEBERIT FLUSH PLATE SIGMA21

## THE GEM



Among Geberit's comprehensive range of flush plates, there is something for everyone's taste. Different materials, designs and colours as well as an array of different surfaces open up a wide range of possibilities for giving every bathroom the right emphasis.

The launch of the Geberit flush plate Sigma21 sees the roll-out of the highest-quality flush plate with round buttons to date. The design is based on that of the Sigma20. The versions made of glass (black, white or sand grey) impress thanks to a precise cut that reflects the light in sophisticated fashion. The "Mustang Slate" (Brazilian slate) version represents the first time that Geberit's range of flush plates features a natural material. Furthermore, individual customer wishes can also be implemented.

←

The Geberit flush plate Sigma21 with glass surface is available in the colours black, white and sand grey. The slate version uses a Brazilian slate with particularly fine veins.



Twyford E100 square semi-recessed basin, with E100 square wall-hung WC and Geberit Duofix Kappa frame with Kappa20 flush plate.

If you're of the view wall hung toilets look the part but require a hard to swallow expense or unnecessarily complex installation procedure, it's time to think again.

Wall hung pans are the stuff of bathroom designer and consumer dreams: they offer a sleek aesthetic, a sense of space thanks to their floating effect, and effortless cleaning. The benefits for installers are equally clear.

Twyford's range of wall hung toilets is widely available off the shelf from your local merchant and represent fantastic value for money for the end result they give any bathroom refurbishment.

With six models to choose from – Moda, Galerie Plan, Galerie, e100, e200 and Alcona – there's a Twyford toilet to meet every design ambition.

And when combined with Geberit's Duofix frame system for wall hung toilets, you have the perfect partnership. Duofix is very easy to fit, strong and – thanks to its one-piece blow moulded cistern, guaranteed not to leak – reliable for the long term. Neatly concealed behind the wall, it is the perfect solution for every style, shape and space – from standard installations to under a window or sloping ceiling.

And thanks to the ingenious cistern design and easy access via the flushplate, Geberit is no more challenging to service than a conventional floor standing toilet. Plus, Geberit's free installer training is available to ensure confidence and share best practice.

Twyford toilets and Geberit Duofix: proof you can help your customers have their cake and eat it.



Twyford E100 less-abled solutions and Geberit Duofix Kappa frame with Kappa20 flush plate.



Twyford E100 cloakroom solutions and Geberit Duofix Sigma with Sigma50 flush plate.



Twyford Galerie wall-hung solution and Geberit Duofix Sigma with Sigma30 flush plate.

WHEN TWYFORD MEETS GEBERIT

# DYNAMIC DUO

## THE PERFECT PARTNER

### KEY POINTS

- Six Twyford wall hung styles to choose from
- Water efficient cistern (4 or 2.6 litre flush) with rim free option on some WC models
- Duofix frames available in a wide range of heights, depths and functionalities
- Easily installed frame with only four fixing points
- Adjustable drainage bend positioning
- Duofix frames are tested to withstand 400 kg of weight
- 25 years guarantee on Twyford ceramics



GEBERIT VARIFORM WASHBASINS

# STRUCTURED VARIETY



With a lay-on washbasin, the washbasin area looks elegant and tidy.

The look of a bathroom and its washbasin area is largely determined by the washbasin. Geberit offers appropriate washbasins in all sizes, designs and installation types.

With VariForm, Geberit has supplemented its range with the addition of under-countertop, countertop and lay-on washbasins in a variety of different sizes and shapes. The washbasins are available in a round, oval, elliptic and rectangular design. As a result, the portfolio offers virtually unlimited design variety when it comes to bathroom solutions in public sanitary facilities and washbasin areas in hotels and private bathrooms.

#### ELEGANCE THANKS TO SLIM RIM

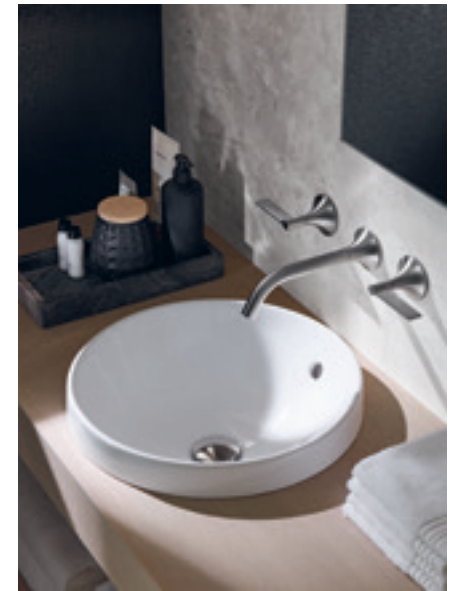
The ceramic basins, with a particularly slim rim are timelessly beautiful and their design suits virtually any bathroom. As not all washbasin areas can be designed the same way, the VariForm solutions are available both with or without a tap hole bench in countertop and lay-on models.

Depending on the requirements, desired design and construction situation, the washbasin tap can be attached to the ceramic basin or the under-countertop plate as a deck-mounted tap or to the prewall installation as a wall-mounted tap.

#### GOOD ERGONOMICS THANKS TO GENEROUS BASIN DEPTH

All VariForm washbasins stand out due to their generous basin depth, which ensures a very comfortable washing experience for the user. Thanks to its use of high-quality sanitary ceramic, the surface of the washbasin is robust as well as easy to clean and remains beautiful for a very long time even with heavy use.

Countertop washbasins are partly inserted into the countertop (right). The under-countertop washbasins offer added shelf surface (bottom).



VariForm washbasins are available in four basic shapes – round, oval, elliptic and rectangular.





This hotel lobby is styled to perfection and offers a breathtaking view.

BÜRGENSTOCK RESORT, OBBÜRGEN, SWITZERLAND

# A NEW LEASE OF LIFE

With the Bürgenstock Resort high above Lake Lucerne, a piece of tourism history is now shining in new splendour. While guests from all over the world can choose from a diverse range of activities, the Geberit AquaClean Sela shower toilet is a permanent fixture in all suites.



↑  
All bathrooms have a Geberit shower toilet.

"I have long thought about installing shower toilets in our hotels. However, until recently I didn't think it was the right time for them. In the hotel business, launching a new trend cannot be your aim."

**BRUNO H. SCHÖPFER, MANAGING DIRECTOR  
OF BÜRGENSTOCK SELECTION**

The Bürgenstock Funicular – which was Switzerland's first electrical funicular railway – continues to master the rise of 440 metres in style. Once you have reached the top, you can immediately see why the origins of the hotel business on the Bürgenstock go back as far as 1873; the buildings nestle against the mountain-side above Lake Lucerne like an eagle's nest, offering a panorama that stretches from Lucerne and the surrounding hills right through to the Alpine peaks.

## DIFFERENT STYLES

Apart from the classically styled Palace, the rest of the hotel resort is now unrecognisable. In the most prominent position is the flagship of the new resort – the Bürgenstock Hotel. A few steps away is the Medical Wellness Waldhotel, whose facade design is based on the Vigilius Mountain Resort in South Tyrol, which was also designed by the Italian architect Matteo Thun.

## THE COMMON DENOMINATOR

Opened in stages from July 2017, the Bürgenstock Resort has something for everyone – whether congress participants, those looking to relax or those looking to engage in more active pursuits. One common denominator is the Geberit AquaClean Sela shower toilet, which can be found in the three main buildings – the Palace, the Bürgenstock Hotel and the Medical Wellness Waldhotel.

## BÜRGENSTOCK RESORT

**Building owner:** Bürgenstock Selection  
**Architecture:** Rüssli Architekten, Lucerne (Bürgenstock Hotel); Lüscher Bucher Theiler Architekten, Lucerne (Palace); Matteo Thun, Milan (Medical Wellness Waldhotel)  
**Opened:** September 2017

## GEBERIT KNOW-HOW

Geberit AquaClean Sela



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