



Sustainable Construction

Sector Group Newsletter

Issue 8



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EDITORIAL

ECOBUILD MATCHMAKING at the centre of the international building industry

Welcome to the eighth issue of our newsletter timed to be available for ECOBUILD!

For the fifth year running, Enterprise Europe Network is organising an International Brokerage event during ECOBUILD, a leading exhibition for the sustainable construction and energy market. 280 organisations from more than 20 countries have registered for the one-to-one meetings. More than 500 meetings will take place on the 9th of March, at ExCel, London.

More than 40 members of the Enterprise Europe Network and the sector groups Sustainable Construction, Environment, Materials, Intelligent Energy have actively contributed in the promotion of the event and make of the Ecobuild Matchmaking 2016 the largest yet. This year, SME Instrument beneficiaries have also been invited to pitch at the event in front of potential investors.

The UK construction industry is enjoying its strongest growth in many years with GB output forecast to reach almost £130bn in 2016 and further expansion predicted thereafter. Infrastructure, industrial, commercial and new private housing are the four key construction sectors expected to represent the biggest drivers of the growth, and each offers significant opportunities to both the industry's suppliers and specifiers.

This event is an excellent opportunity for Specifiers, Suppliers, Contractors, Distributors, etc., to discover new and innovative products and services from the international construction marketplace.

The forum also provides a perfect chance for Product Manufacturers, Service Providers, Sub-Contractors, etc., to meet British-based construction professionals, such as: Architects, Contractors, Distributors, Agents, Builders' Merchants.

This Newsletter is mainly geared to bringing you news related to the ECOUILD event, but regular readers will find some of our usual topics too!



Valerie Pondaven

EEN Business Partnership Consultant

Greenwich Research & Enterprise

University of Greenwich

MEET US AT ECOBUILD!

More than 160 companies from all over Europe will take part in the Brokerage event organised by Enterprise Europe. Here are a few:

Mayr-Melnhof Holz Group, Austria



The Mayr-Melnhof Holz Group (www.mm-holz.com) is structured into sawn timber and the processing divisions. The three sawmills are located at Leoben (Austria), Paskov (Czech Republic) and Efimovski (Russia). Timber processing is carried out at three different locations: in Gaishorn (Austria), Reuthe (Austria) and Richen (Germany). The Mayr-Melnhof Holz timber construction production programme includes glued-laminated

timber and special components, laminated ceiling elements, cross-laminated timber and concrete formwork technology. The Mayr-Melnhof Holz Holding AG is one of the market leaders in the glued-laminated timber segment. It is also the driving force behind the increasingly popular cross-laminated timber trend and is a key player in the successful development of the entire timber processing industry. In order to consolidate its leading position, the company is dedicating significantly more resources to research and investment for the future. The chain are the precise point where developments are both possible customers who benefit from such stands to gain.



innovation and plans further major fringe areas of the value-added new product and process and necessary. It is not only the improvements. The entire industry

Wood is the construction material gained in importance as building availability of entirely new space and height. With modern methods, virtually any it span widths of more than 150 metres or heights way above 20 metres - wood as building material makes it all possible and provides extraordinary robustness. The impressively fast processing times are impossible to achieve with other types of construction material.

of the future and has strongly material and guarantees the dimensions in terms of both useful calculation and manufacturing construction becomes possible. Be

Innovative Energy, France



INNOVATIVE ENERGY designs and manufactures a range of innovative small wind turbines. Starting our operations beginning of 2014, we now have a team of five people working in our drawing office and assembly factory. Based on our very innovative technology, our wind turbines (with nominal power between 1kW and 5kW) have the following advantages:

- they start alone with very weak wind
- they capture more wind energy, because the blades are always in "positive" energy
- they work even with turbulences and erratic changes of wind direction.

Our wind turbines are suited to be placed relatively close to the ground. Indeed they are very efficient to capture a maximum of wind energy even when the wind is instable.



We have started to sell our wind turbines, and we have already contracted two important projects: one for electricity production within Smart Grid network and the other for powering telecom Antennas. In addition we are in discussion with different other companies for potential projects in France and Europe.

CERAA, Belgium

CERAA

CERAA (Centre d'Etude, de Recherche et d'Action en Architecture) is a Brussels non-profit organisation with several years of experience in guidance and practical advice to professionals of the construction sector.

The aim of CERAA is to help the professionals operating in the construction sector to integrate the principles of sustainable development in their everyday practice.

CERAA has developed different types of services that it carry out for public or private organisations. These include: consultancy, setting-up training sessions, seminars, site visits or any other awareness raising event, developing tools to facilitate the implementation of sustainable principles in construction and the assessment and certification of buildings. Those services can be combined to better suit the needs of CERAA's clients, to better serve the search for sustainable architectural and technical solutions and to better share those solutions.



4INCH, Belgium



Founded in 2007, 4INCH is a Belgian company specialized in the development of heating management and optimization systems. This management is made through a web interface, and uses wireless solutions to simplify the hardware installation. The hardware (electronic components...) and software, though using

a standard RF communication protocol, are developed internally.

The target market goes from households to large scale buildings (hotels, schools, nurseries, industrial buildings, retirement homes...).

4INCH has its own solution (branded SNUGR), but can also provide solutions through OEM projects. In sustainable building, 4INCH's activities cover software, heating systems energy saving devices and smart meters.



The company's main innovations and advantages are that their system Allows heating management from any device giving access to the internet, enables heating optimization for each room separately, knows no limit in the number of heating devices and rooms to manage and provides an easy to use interface, optimized for multiple or very large building management, while also suitable for standard homes.

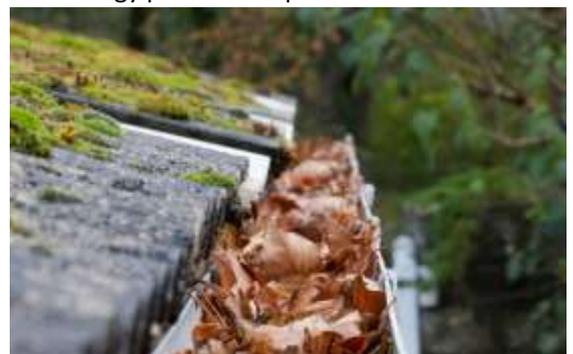
Alpha Nano Solutions, UK



This UK Company designs and manufactures innovative and protective nano-coating solutions primarily for the construction, transport and energy sectors focusing on durable sustainable solutions.

The company strives to provide the best nanotechnology products to protect its client's assets from almost anything which can cause deterioration and damage. They have earned recognition from global companies, leading to them winning an award from the Institute for Sustainability. The nano science solutions provide a hydrophobic, easy clean and low maintenance coating that is unrivalled anywhere in the world.

The products are environmentally friendly and cost effective due to the long-term and easy-care protection they offer. The coatings can be easily applied at original build or as a non-intrusive retrofit solution.



Apollo Insulation Ltd., UK



Apollo manufacture energy saving membranes for export worldwide. Europe, the Middle and Far East and the United States of America are Apollos main markets: exports of wrapping and encapsulating pipe, ductwork and large diameter trunking amount to over four and half million square meters in the last three years.

Apollo Insulation's ranges of reflective foils are solutions to meet the increasingly stringent thermal insulation performance requirements for buildings.

Traditional insulation works by slowing down convection and conduction. However, radiant heat loss is a major factor in a buildings thermal efficiency accounting for up to 80% of heat lost through walls with only around 20% lost via convection and conduction. The more radiant energy is reflected the less heat is transferred – our foil membranes reflect more than 97% of radiated energy hot or cold so they can be used in general construction and cold stores to reduce energy cost depending on the structure by up to 30%.

It is essential that insulation has a good thermal performance in summer and winter. When using Apollo's Heat Reflecting Membranes other qualities such as increased living space, durability, and ease of installation are also achieved



Goldbeck, Germany



GOLDBECK presents its competent network of services for commercial and functional buildings on the basis of modular and systematized building engineering. The company's expertise lies within the design, construction and management of office buildings, industrial parks, warehouses, logistics and shopping centers, car parks, senior residences, schools and gymnasiums. The GOLDBECK Group provides a comprehensive service from project inception over design and turnkey completion up to after-care service. 30 branch offices in Germany and branch offices in the UK, Austria, Switzerland, Poland, Slovakia and the Czech Republic ensure close cooperation with the clients.

The constructed office buildings and halls are certified by the German Association of Sustainable Construction. In this context, company is actively engaged in projects of climate neutral construction and the optimization of existing buildings up to the passive house level.



OUR EVENTS AND MISSIONS



BUDMA 2016

February 2nd- 5th 2016
Poznan, Poland

BUDMA : a centre for inspiration, knowledge and business

More than six hundred exhibitors, hundreds of new products, a series of substantive meetings, gems of construction materials design, meetings with world-renowned architects, master demonstrations and presentations of installation techniques – in brief, that is what the 25th edition of the most recognizable construction industry fair - the BUDMA International Construction and Architecture Fair 2016 looked like (February 2-5). So let's have a look at what you missed in February in Poznań.

INSPIRATION FAIR

New products on the market are always a good reason to visit the Fair. You could see in one place, the latest offer of many manufacturers and distributors. Particular attention should be paid to special products. For the second time already, the Fair organizers launched a **BUDMA Premieres Club** programme, thanks to which absolutely new market products were shown that will start to be available on sale only after BUDMA. Products of such brands as Blachy Pruszyński, BudMat, MOL, Novoferm, Pol-Skone, Renson or Raiko...

The MTP Gold Medallists also deserve special attention, i.e. the products that have been rated as the best by the expert jury that has made the selection based on the winners' innovative character and quality. During the BUDMA Fair, as many as 23 winners of that prestigious competition were announced.

As part of the Fair and the **Strada di Architettura** project, manufacturers' design gems were presented. The products that meet the highest current standards are also characterized by unusual, almost unique design. All such products were presented on a special product island near the special meeting place of architects at BUDMA – **INSPIRATIONS Forum**.

The meetings with world-renowned architects were surely a real treat, especially for architects and designers. As part of the **Architecture Forum**, organized by MTP and the National Chamber of Polish Architects, you could take part in the lecture entitled "**The House as the City**" by an Israeli architect, a Pole by descent – **Zvi Hecker**. Equally promising was the meeting with an extremely talented and one of the most award-winning architects of the so-called younger generation, **Robert Konieczny**, and with a winner of more than 30 awards in national and international competitions, **Tomasz Konior**. More about designer inspirations and custom design solutions was discussed during the meeting with **Justyna Swat** who, as part of the KOMINKI Fair, presented inspiration based on the principles of "going beyond" the usual way of thinking about fireplaces.

KNOWLEDGE Fair

Business meetings for establishing new contacts are one of the most important features of the Fair. An equally important element is the opportunity to gain valuable information and knowledge about the changes e.g. in the construction law, or the most efficient method of window assembly. The four fair days in Poznań "equipped" us with the necessary knowledge in a comprehensive way. One of the most important events was the **Construction Engineering Days**, during which the current changes in regulations or requirements in the field of energy efficiency in construction industry were discussed. The topic of energy efficiency was developed during the **7th Energy-Efficient and Passive Construction Forum**, where such aspects as



passive ecological wooden construction, economic benefits of passive buildings, or the revitalization of existing buildings to passive house standard were discussed.

Good practice for installation of windows, doors, gates and guards using modern techniques of assembly techniques, fastenings and tools was discussed during the interactive **Monteriada** show, organized by the Polish Windows and Doors Association. The contest between young roofers or parquet layers for the Polish Champion title

were also interesting. In both cases, victory means not only the prestigious title, but also the participation in international competition. Young roofers represented Poland at the World Championship, while parquet layers presented their skills during the European Championship. During BUDMA, you would also meet the new Polish carpet installation champion, as well as admire the extraordinary skills of tile setters, who took part in the demonstration of modern techniques for ceramic tiling installation.

BUSINESS Fair

A wide range of products offered by manufacturers and distributors of construction materials in one place and time is an excellent opportunity to gain new business contacts and negotiate attractive pricing. However, direct contact with companies' representatives is also important, through which you can establish long-term, outstanding business relationships. After all, a symbolic handshake is often as important in business as signing a contract. The first day of the Fair, the **Distributor's Day**, is especially dedicated to traders.

Additionally the third edition of the **Hosted Buyers** programme was ensured thanks to which Poznań will be visited by the representatives of purchasing and distribution networks from such countries as **Algeria, Belarus, Belgium, Bulgaria, Croatia, the Czech Republic, France, Kazakhstan, Malta, Moldova, Germany, Russia, Romania, Serbia, Slovakia, Slovenia, Turkey, Ukraine, Uzbekistan, the United Kingdom and Italy.**

Article by Marcin Olszewski, EEN Institute of Mechanised Construction and Rock Mining, Poland: m.olszewski@imbigs.pl



03-05 MARCH 2015
EXCEL LONDON

ECOBUILD 2015

March 4th, ExCel London

Another successful Enterprise Europe Network matchmaking event at Ecobuild!

Note from the editor: This article was already published in our Spring 2015 issue (number 6). This is a reminder of the sector groups regular investment in this major event!

On 5 March 2014, for the fourth year running, the team from Enterprise Europe South East^{UK} made its way to ExCel London for Ecobuild. This year, organisers UBM made space available for the Enterprise Europe Network matchmaking event on the main exhibition floor. Visitors and exhibitors alike were able to make maximum use of their time at this major international sustainable construction trade show and there was a buzz of interest from visitors passing the stand.

The added-value was clear to see, as 169 business people from 18 different European countries signed in, picked up their schedule of meetings for the day and made their way to the numbered tables.



Every company attending the matchmaking event had posted an on-line profile of their business and the kind of business they were hoping to meet. Just a couple of weeks before the event they had made and received meeting requests, which could be accepted or rejected in advance. So the schedules were tailor-made. A total of 430 meetings had been pre-arranged, but impromptu meetings were always a possibility in the networking area and Enterprise Europe Network staff were on hand to assist.

Just ten days after the event, two partnerships have been finalised already with another two in the pipeline involving businesses from Scotland, Portugal, Italy and Germany. Feedback from the participants has been overwhelmingly good to excellent on all counts.

Enterprise Europe Network's primary role is to encourage and facilitate cross-border co-operation between businesses and research organisations. There is no doubt that matchmaking events like the one at Ecobuild are the perfect forum to achieve this goal.

Every year there are dozens of matchmaking (or brokerage) events taking place across Europe at a wide range of international trade shows and events, so there is something for everyone.

Enterprise Europe South East^{UK} also invited Restoration & Protection to their Ecobuild Matchmaking event at ExCeL, London in March, which was an ideal opportunity to meet a number of companies from various European countries. John Ward, Sales Director at Restoration and Protection Ltd, commented on what he sees as the benefits of working with Enterprise Europe Network: "Valerie facilitated seven one-to-one meetings for us at Ecobuild 2014, with companies from all over Europe interested in our business, including Italy, Portugal, Turkey, Latvia and Holland. She also recently arranged for a French business to send four key personnel over to us for two days to discuss ways by which we may gain mutual benefits in working together. Discussions with these various European businesses remain ongoing and are at differing levels of development."



By Valérie Pondaven, Enterprise Europe South East^{UK} : v.pondaven@gre.ac.uk

ecobuild
design | construct | perform

INSPIRATION

Danish SME achieves economic advantages in being sustainable

uno form®
an everyday satisfaction

The Danish SME uno form A/S makes a virtue of being an energy and eco-friendly manufacturing company. They have, through Enterprise Europe Network, received help to review the environmental impact of their products and with relatively few initiatives achieved

significant savings for the benefit of the environment and not least the bottom line. The Danish Enterprise Europe Network partner North Denmark EU-Office was in 2013 and 2014 the coordinator of the EU project EDECON (EcoDEsign for the CONstruction industry). The aim of the project was to offer SMEs within the construction industry the opportunity to incorporate eco-design in their products to reduce their environmental impact. This fitted well with the kitchen manufacture uno form A/S's existing strategy in becoming more sustainable and therefore they accepted to participate in the project.

Continuation of the sustainable track

In 1968, Arne Munch drew the first uno form kitchen (the Cseries, pictured) – a kitchen that today is described as a real classic. The kitchen is characterized by its simplicity, the quality and uncompromising materials as the focus point. The kitchen is produced in Farsø, a small town in Northern Denmark, and the factory has for many years been focused on energy and eco-friendly initiatives. EDECON was therefore an obvious opportunity to obtain a 360-degree inspection of their initiatives. Production manager Steen Skorstengaard Kristensen from uno form A/S explains that they already tried to think environmental and eco-friendly but due to their participation in the EDECON project, they saw new things they could improve. Their products and processes were thoroughly scrutinised and they thought this was a very useful exercise where awareness of new aspects was raised.



Significant energy savings

Some of the new elements concerned uno forms machines and processes. In the production of kitchens the ventilation of wood chips and wood dust are a necessary part and in the 360-degree inspection it was made clear that the ventilation uses a lot of energy.

Different solutions were investigated and by closing down an old ventilation system in the lacquer department as well as extending an existing system with a bigger engine, uno form now saves 42.000 kW in electricity and 30.000 kW in heat per year. At an average cost of about 70 Danish pennies per kW this corresponds to an annual saving of approximately 50.000 Danish kr. (approx. 7.000 EUR).

Steen Skorstengaard Kristensen explains that, to survive as a manufacturing company in Denmark, it is crucial that the costs are kept as low as possible. Therefore, such investments are important to them and when they can be combined with doing something good for the environment uno form sharpen their sustainable profile.



A new engine for the ventilation is not the only initiative in Farsø. At this moment they are working on implementing a new system for surface treatment and, with the visit from some of the partners in EDECON, essential amendments were discussed. This has resulted in the system being equipped with a saving mode which is expected to further reduce the energy consumption while the wood maintains its naturalness.

Uno form hope to continue their green investments in the future. They have with the EDECON project gained greater insight into

where and how they can make a difference.

Article by Julie Ringaard Jensen, North Denmark EU Office: jrj@ndeu.dk



NEWS FROM THE SG

Minutes of the Sustainable Construction Meeting, November 16th & 17th, Brussels

Welcome by Daniel Gassmann (Head of Sector Business Services, EASME):

The SG guidelines have news: every member has to report at least 2 activities and at least to report 1 PA per year.

SG SC got an award 2 years ago, because the SG was so successful with its number of PAs.

The SG has to organize 3 meetings in 18 months: presence at these meetings is important.

Construction2020, Christian Hauke (DG Grow, European Commission)

The sector is facing the same challenges as in the last years. The construction industry has been deeply affected by the financial crisis. The sector will require significant changes for achieving the EU's climate, energy and environmental objectives and has to enhance the sustainability aspect.

Construction 2020 is a network. The EU organises itself in different working groups and involves Member States.

The network has 5 thematic groups, which discuss specific topics (e.g. Skills & Qualification, Sustainable use of natural resources) and receive recommendations from High Level Groups.

Communication on resource efficiency opportunities in the building sector, Josefina Lindblom (DG Environment, European Commission)

- EU average: 40% of energy is used for buildings (heating)
- EU Commission together with stakeholders wants to define core indicators.
- Promote a more efficient use of resources in the construction and renovation of commercial, residential and public buildings.
- The challenge is that there is no common understanding about “green building”, a lack of reliable, comparable and affordable data, methods and tools. There are no guidelines for the realisation.
- The whole Life Cycle should be taken in consideration.
- The EU Commission is working on an assessment framework with core indicators (“common language”). This framework should be flexible (including existing things), simple (easily understandable schemes), free and efficient (increase the number of environmentally assessed buildings).

An idea is also to use buildings better, very often buildings are empty, because there is a noticeable increasing trend towards teleworking -> working on a better utilisation of public buildings

Recycling of building materials has to be taken in consideration. The discussion about an Energy Efficient Agenda started already in the seventies.

Initiative BUILD UP skills (Zoe Wildiers, project advisor EASME)

Carried out under the IEE Programme; aims at adapting the vocational education and training system to skills and qualification needs in terms of energy efficiency and renewable energy sources.

The initiative is dealing with skills for the construction sector and started in 2011. The initiative follows a 2 step approach:

- working on national level, creating a national qualification platform and roadmaps... The initiative involves stakeholders from various sectors like energy, education or construction. The results are summarized in "identifying needs" like slight shortage of building workers by 2020 in most European countries, need of trainings etc.

- implementing the qualification & training schemes; 22 projects have been set up, 12 of them started in September 2014.

C-Energy 2020 project (Anna Casagrande, NCP, Impulse Brussels)

Project duration: 48 months (12/2014 – 11/2018)

Italian coordinator and 18 NCPs fully involved in this project.

Creation of a joint task force which aims to share and exchange information (e.g. rolling plan, partner search)

SG discusses the signing of a memorandum with the project. That means exchanging events, profiles and supporting one of their events. The SG agreed to sign the memorandum and the SG is asked to nominate 3 or 4 SG members. Katerina Tzitzinou (GR), Roswitha Schipfer (AT) and Franziska Bergmann (D) agreed to become contact persons for the C-Energy 2020 project.

Update on the Sector Group Sustainable Construction, Gabriele Hanisch

The SG has 26 members from 16 countries. The SG will try to involve the SG member from India and from the USA more into the SG activities by organizing a video conference etc. Lucy Black (UK, Scottish Enterprise) re-joined the SG. Hans Kamphuis (NLD, MINISTERIE VAN ECONOMISCHE ZAKEN) replaces Tom Reijn. Other new members are: Pavla Matulova (CZ, JIC), Irena Mojsavska (MKD, ECONOMIC CHAMBER OF MACEDONIA) and Pascale Triffoy (B, HD GESTION)

The SG would be very happy to welcome further members (e.g. from Spain, Sweden and Norway). If someone of the members has good contacts to EENs they should ask them if they would like to join the group.

Nancy Herrera Ortiz is the new PO of the SG.

SG ICT, Benjamin Carnec (Impulse Brussels)

2nd largest SG: 65 members from 20 countries, good usage of the Merlin forum; This SG is very cross sectorial and you find them everywhere. They try to touch also sustainable construction, since Benjamin has also clients from the construction sector. The ICT SG has an ICT SG guide and subgroups (e.g. gaming, e-health) due to its high number of members. Benjamin presents some of their profiles (e.g. sales proposal and quotes app for construction sector). A cooperation between the 2 SGs can be done for example within cross sectorial profile dissemination or common events.

It would be good to have a contact person in each SG. For SG SC it will be Elena Angiolini, because she is working for the same organisation as Benjamin.

SG Intelligent Energy, Franziska Bergmann (Steinbeiss Europa Zentrum)

Franziska's colleague Charlotte Schlicke is member of the SG Intelligent Energy. She presents the rolling plan of the SG with main events like Hannover Fair or a CM to Iceland

This SG has a mapping showing members who are in more than 1 SG, in order to create synergies and at every SG meeting they do a quick presentation on profiles in order to collect EOIs (viking table -> collection many EOIs in little time).

This SG already signed the memorandum of understanding of the C-Energy 2020 project.

Cobaty-International, Martin Forst (CCI Limousin-EENSO)

Following a recommendation from EASME, it is decided that the SG should sign a Memorandum of Understanding with an organisation outside the EEN. Cobaty-International would be interested in signing.

Gabriele Hanisch, Handwerk International Baden-Württemberg: Gabriele.Hanisch@hwk-stuttgart.de

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