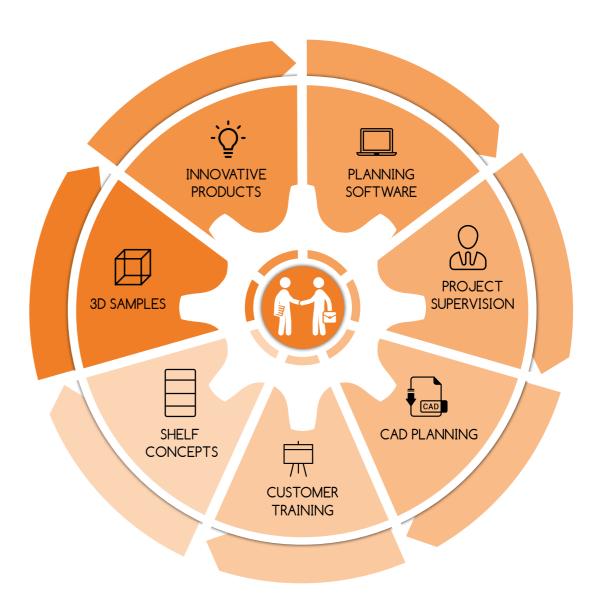
KARLE & RUBNER

The company







The company and its philosophy

Craftsmanship and proximity to wood as a material have been a tradition at Karle & Rubner since 1905 and form the roots of our family-owned company. Where rustic balcony profiles were once planed from solid wood in the past, new ideas for modern patio design are emerging today.

We are one of the most innovative companies in the industry, launching new products and sales support every year. We pay close attention to our customers, listen to them and develop all of our product ranges and services ourselves based on this feedback.

Today, our product range includes accessories for the installation of almost all types of decking, WPC and thermally modified timber boards, ceramic tiles, screening and roofing.

The Karle & Rubner system

The strengths of our product ranges are based on the system concept: everything is coordinated, from the products to all of the sales promotion measures.

When developing our sales systems, the installer and the salesperson are always the main focus of our thoughts. We want to put them in a position to enable fast processing or achieve optimum sales success with highly professional yet easy-to-use products and a supporting marketing package.

Based on this, other important components contribute to the success of the brand: contemporary communication, target group-oriented training concepts, planning aids for architects, CAD programs for project development or Internet planners for daily use, intelligent shelf concepts with customer guidance systems and informative 3D samples for consultations at the POS.







Sustainability through recycled raw materials

Our **plastic products** have been manufactured from regranulate for years. This consists of 98% recycled thermoplastic waste, which comes exclusively from German production. The raw material recovered in this way is comparable with new goods in 1A quality, i.e. the mechanical, thermal and chemical properties are almost identical.

Over 90% of the raw material for the high-quality granulates in our **iso-pads** comes from recycled old tyres and technical rubber materials.

This is processed according to our specifications in such a way that breathable products with high water permeability are created.

Recovered raw materials (recycled label material, plastics from household waste or wood shavings from pallets) are also used in the manufacture of most of our WPC patio decking via technically sophisticated production processes with a share of up to 95%.

All Isopads, plastic products and WPC boards are fully recyclable.

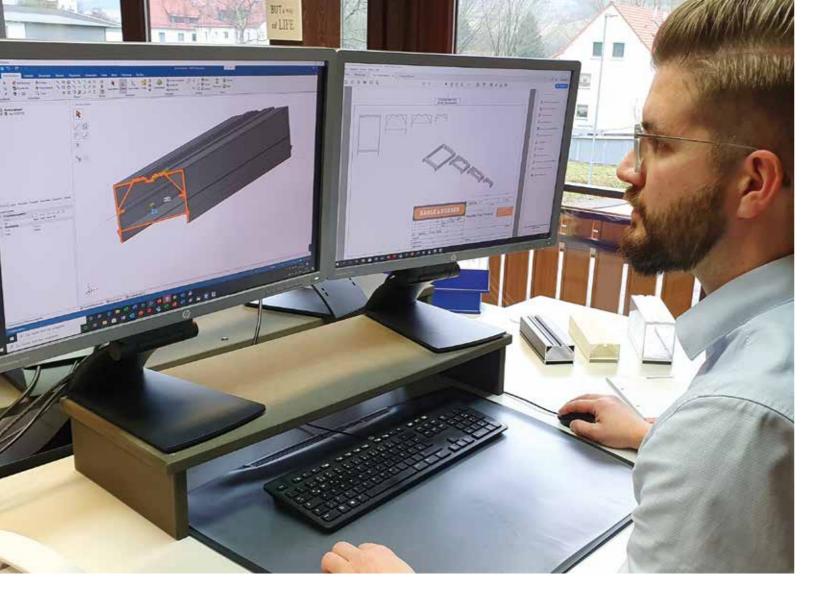






"Recycled material" – BUTTON

We use the "recycled material" button to mark all of the products with the percentage of recycled material used in the production process.

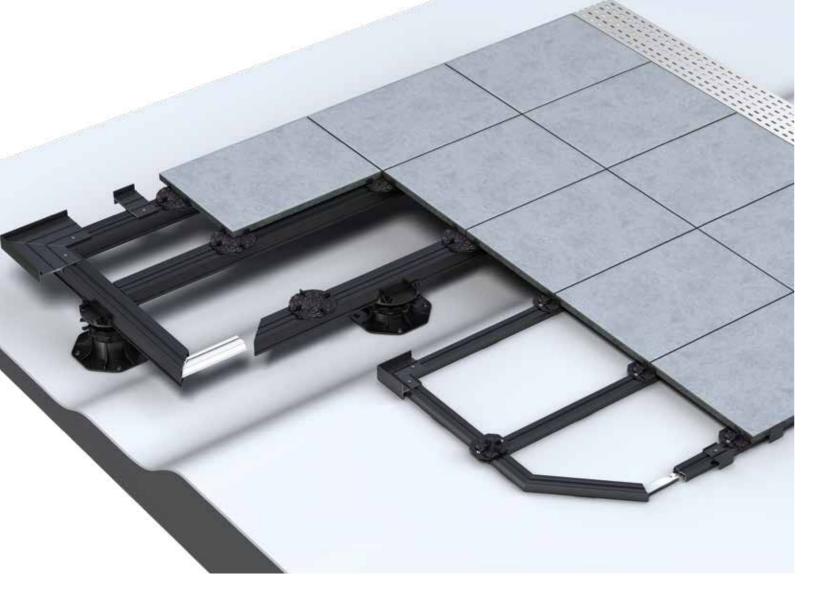


TERRACON® accessories Product development "Made in Germany"

As a specialist in laying decking, we give particular importance to innovative products. Our own product development and cooperation with regional producers enables us to offer trend-setting products that are always state of the art. Our particular focus is on the application and user-friendliness of the articles. At the same time, customer impulses, constant observation of the market and years of experience in our own application are the driving force for new product ideas.

These components make TERRACON® patio accessories a professional and indispensable component in the laying of patio decking. The matched products offer solutions for a wide range of setup situations and facilitate quick and convenient patio construction. Maintenance-free, high-quality materials and structural wood protection guarantee a long service life for your patio.





Substructure systems for patio tiles

The laying of patio tiles on an aluminium substructure offers many advantages over traditional substructures. Difficult construction situations such as balconies with low construction heights, patios on a gradient and roof terraces can be overcome quickly and easily with the installation system. Our system also offers the right components for product combinations (e.g. the laying of wood with ceramic).

- \cdot Optimal solution for difficult construction situations such as balconies or roof terraces
- $\cdot \\ \text{Time-saving and temperature-independent installation, can be walked on immediately}$
- · Permanently uniform laying pattern
- $\cdot \, \text{Simple}$ and fast side facing with gradient compensation







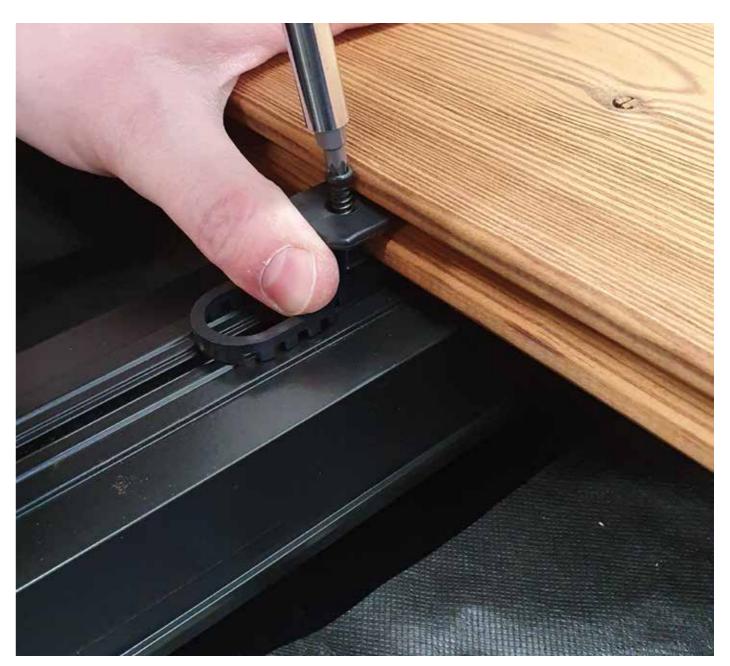


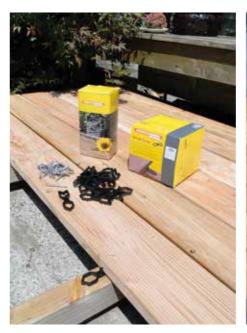


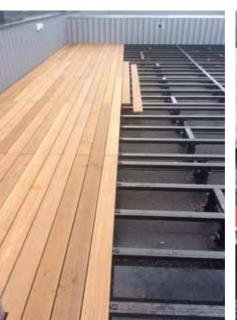
Substructure systems for patio decking

The substructure is essential in order to create a stable construction and give the wooden or WPC decking boards a long service life. The structural wood protection plays an important role in this. Our various fastening systems, which are suitable for wood, WPC and aluminium substructures, ensure perfect hold and sufficient rear ventilation.

- \cdot Ideal solutions for the various boards and construction situations
- \cdot Structural wood protection via underside board ventilation
- \cdot Uniform laying pattern
- \cdot Simple and fast side facing with gradient compensation









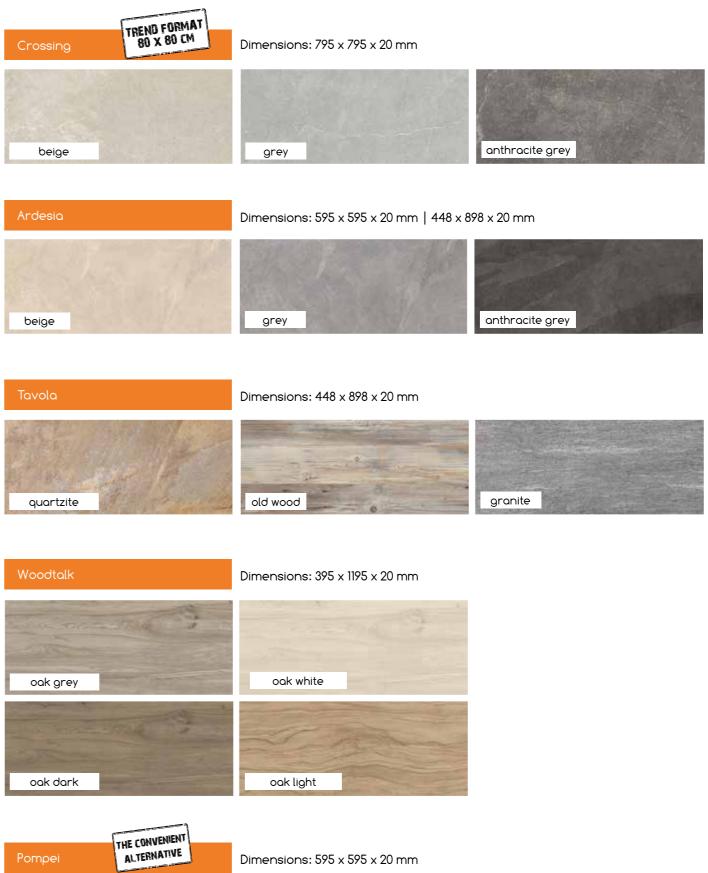


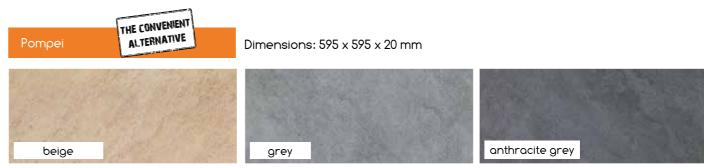
Patio coverings made from ceramic

Ceramic patio tiles in a modern design and with wood decors that are impressively close to the original are the latest trend and offer formats for every taste. Break new ground in patio design and discover the diverse possibilities that exist to plan and build a patio according to your individual needs.

Our current product range offers not only a wide range of ceramic patio tiles, but also all conceivable options to make installing them easy, quick and professional. With the innovative CLIP system and the Isostep rails, you need only one substructure for boards and tiles, giving total flexibility – ONE system for ALL coverings!

- · Permanently impervious to all types of contamination
- \cdot UV-resistant, colourfast and lightfast
- · Salt and frost resistant (water absorption below 0.5%)
- · Large substructure distance possible (up to 60 cm in width)
- · Maximum dimensional tolerance of only 0.3 mm, all edges are rectified
- · Slip-resistance R11 A+B+C (i.e. suitable for wet areas such as showers and swimming pools)







Patio coverings made from thermally modified wood and WPC

As a specialist in substructures for all types of patio coverings, we also have a comprehensive range of thermally modified wood and WPC patio decking. Thermally modified wooden boards, which are the ecological alternative to tropical hardwoods, are thus planed and brushed within our company. Sustainability is also crucially important for WPC boards. A large proportion of our WPC products are thus made from recycled materials.

- · Up to 25-year warranty
- · Produced from up to 95% recycled material
- · Easy care
- · 0% gradient possible
- \cdot Solid material for WPC boards

WPC decking boards



Thermally modified decking boards







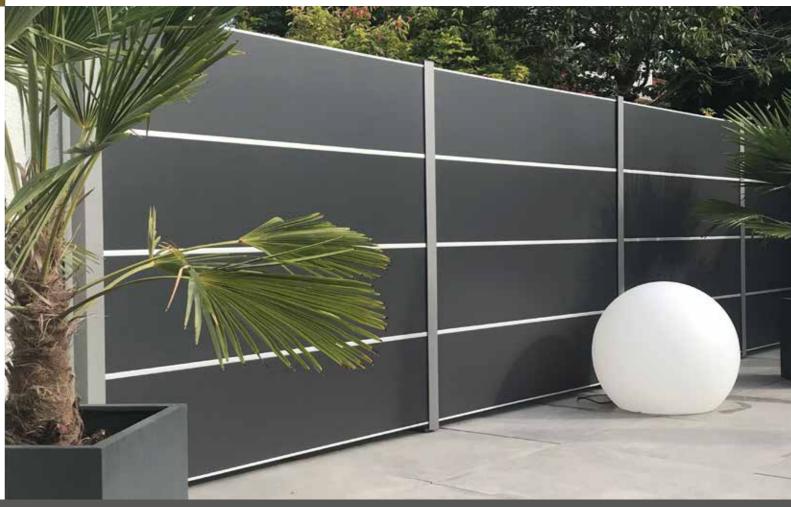


elevato® screening systems

Design your screen individually and uniquely! The elevato® system offers you an infinite number of possible combinations of different colours and materials such as HPL, aluminium, corten or stainless steel, giving your screening project a very special design. The use of frosted glass and original stone veneers is also possible and adds stylish accents to every screening system. What's more, installation is quick and easy.

- \cdot Large selection of materials and colours: HPL, aluminium, stainless steel, corten steel, stone veneer and glass
- \cdot Modular system all of the materials can be freely combined with each other
- · Weather-resistant and durable
- · Top price/performance ratio
- · Easy care
- · High UV and light stability
- \cdot Quick and easy installation







Patio roofing made from aluminium

Our roofing systems made from aluminium feature an elegant design, impressive extension options, high product quality and reasonable pricing. Powder-coating makes the profile perfectly weatherproof and therefore maintenance-free! The roof consists of glass or multiwall polycarbonate sheets, depending on the model.

- · Colour selection for the construction: four standard RAL colours available, additional RAL colours possible
- · Roof covering: polycarbonate, glass roofing and slats
- \cdot Panorama sliding walls, wedge elements, sliding doors and side walls
- · Underroof awnings and lighting
- · Maintenance-free
- · Weather-resistant and durable



SMARTLINE is the convenient alternative and is offered in standard sizes with two colour variants.



PRIMELINE is available in four different colours and is the entry-level product in the varied product range.



SUPREMELINE enables larger spans when only 2 posts are used. The larger dimensions of posts and gutters also allow for greater static loads.



SUROLINE turns a patio roof into a convertible. Sliding glass elements can optionally be used, which ensure pleasant air circulation.



The CUBUSLINE has extremely large spans and has an attractive cubed look all around. This roof has a variable roof overhang.



The outdoor seat under the patio roof. When the slats are open, the clear view of the sky can be enjoyed and, when closed, LAMELLOLINE offers protection from the rain.





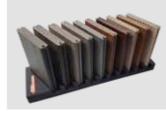














3D samples

We give great importance to the topic of 'samples for all areas of application'. The spectrum ranges from simple samples to installation examples and complete display modules. With our sample programme, salespeople on the sales floor, in the office and in the field are put in a position to explain the technical advantages and system arguments to their customers in a way that is easy to **grasp** in the truest sense of the word. The 3D table, which is manufactured to a high standard in our in-house production, is a real eye-catcher in every display. It shows the complete substructure of a patio for the end customer in a self-explanatory manner and is a vivid consulting aid for specialist salespeople.

- · Display modules
- \cdot Application examples for tiles and boards on consultation tables
- \cdot Displays with original samples of tiles and boards
- · Laying patterns
- · Samples

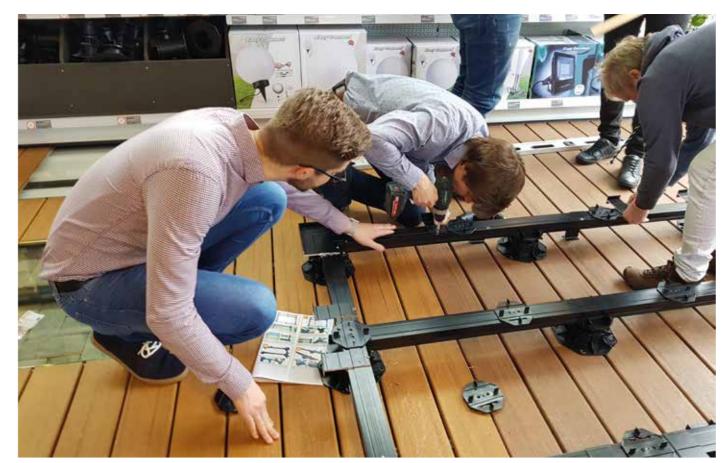




Training courses

Training courses are the basis for expert advice and installation free of problems and complaints. We therefore tailor the contents of our training courses thematically to the respective target group such as salespeople or installers. What may be essential for the salesperson during the consultation with the end consumer may not be relevant for the installer on the construction site. However, the installer needs clear installation instructions and technical explanations. Our training concept is thus structured in such a way that the contents are conveyed in a customer- and application-specific manner, as required.

- \cdot Talks and dialogues for and with salespeople and installers
- \cdot Practical demonstrations and applications
- \cdot Installer training as part of a project
- \cdot End customer training during the Open Day

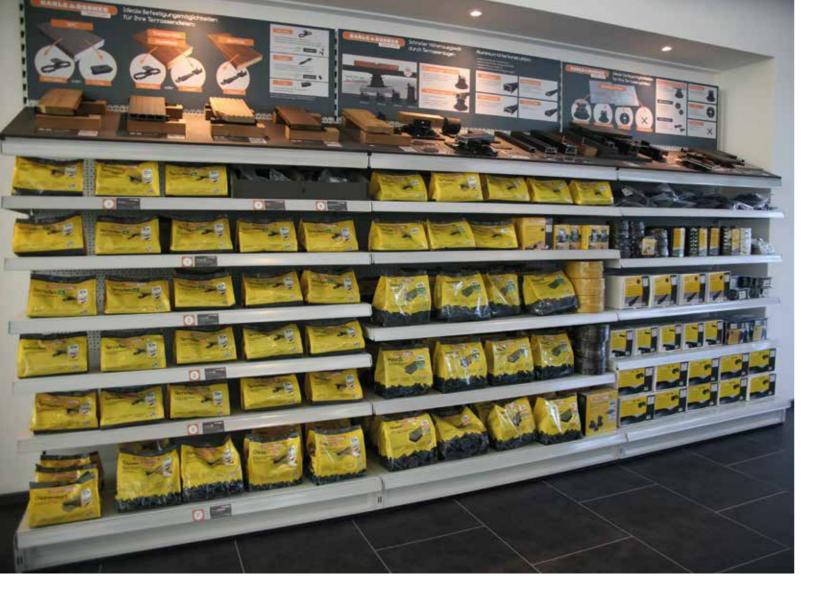












Shelf concepts

The presentation of goods at the POS is an important component in sales success within the modern specialist retailer concept. In addition to an attractive appearance, fast navigation for the customer is particularly important. Our guidance system was developed especially according to these criteria: from the board to the samples and sales packaging, the customer (and the salesperson) should find the right goods as quickly and easily as possible.

- · Themed displays for the shelf panels
- · Sample applications: substructure systems and fastening technology
- \cdot Guidance system/labelling system for sample boards and stock items
- · Placement suggestions and installation plans



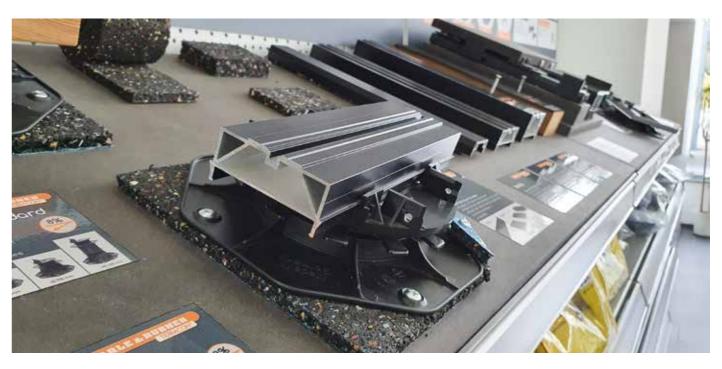
Product selection:

The graphic representation of the fastening variants with the board cross-sections enables pre-selection.



Product presentation:

The combination of description and application facilitates the search for the suitable product.

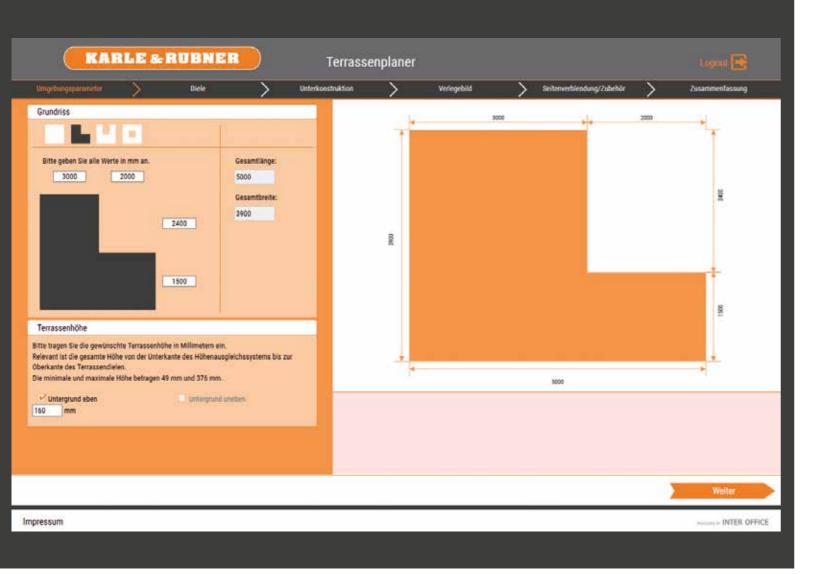






Product search and pricing:

Quick orientation on the shelf thanks to the same numbering of samples and stock items.



Planning software

Is it possible to plan a patio, a roof or screen professionally within a few minutes with just a few clicks and without any great previous knowledge? Yes, it's possible! With the support of our planning tools, you will be guided through your project step by step and at the end you will receive, for example, a quotation template, a parts list, a technical drawing, installation plans and a cutting list.

The basis for the development of our planners is the feedback from our customers. We always strive to adapt the tools to the current requirements and therefore listen carefully to what ideas or requirements the users bring to us for improvement. This constant, practical development is the main reason for the high acceptance of this sales and planning support.

- \cdot Planning tool for retailers and selected installers
- \cdot Quick and easy needs assessment
- · Access via the Internet
- \cdot Quotations can be prepared at any time



Online planner

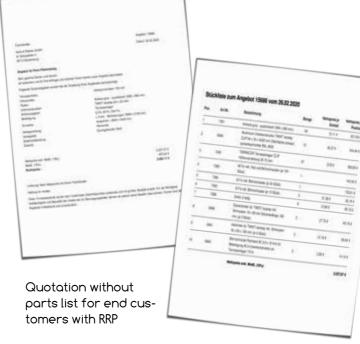
The Internet planner, which is released to support retailers and selected installers, is used for planning, needs assessment and to prepare quotations. The planner is primarily an aid for the classic patio and provides all relevant information within minutes.

The online planner is available for:

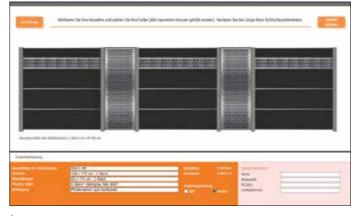
- · Boarded patio
- · Tiled patio
- · Screening
- · Roofing



Plan of the laying pattern and technical drawing of the substructure with exact dimensions for all planned products



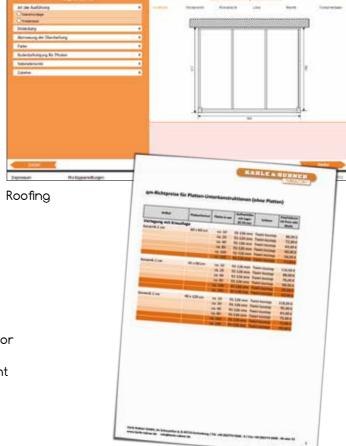
Parts list with individual parts and unit prices



Screening

Budget planner

For budget calculation purposes, the overview provides standard prices per square metre for the substructure. This differs according to tile material such as ceramic tile or concrete slab and tile format, as well as wooden and WPC boards. The type of installation and the construction height also plays a role.

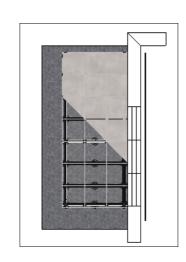


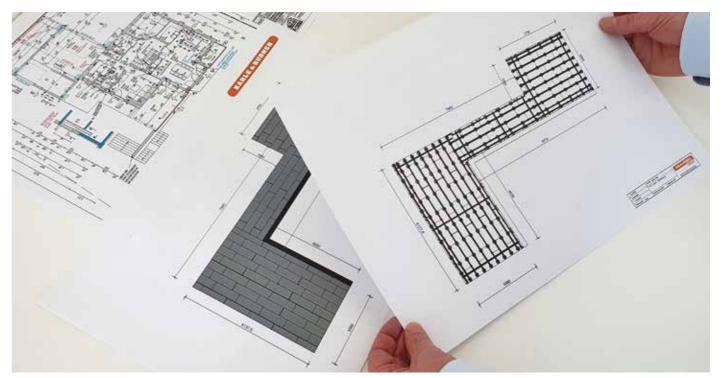


Professional project supervision

Within increasingly complex projects, which have to be realised under extreme time pressure, all of the work steps should be precisely timed. Planning in advance is the decisive criterion for a smooth process later on. With our CAD planning program, we not only realise technically demanding patio constructions but also meet the requirement profiles of construction companies and architects in large projects.

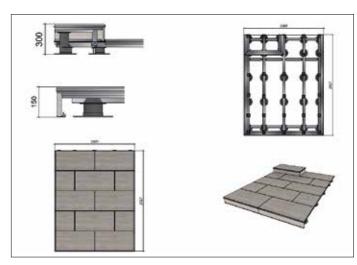
- · Individual patio planning tailored to the properties
- \cdot Special solutions for shapes or product combinations e.g. tiles with boards
- · Creation of technical documents/construction drawings
- \cdot Importing of provided CAD data or PDFs for faster and more accurate planning
- \cdot Specific needs assessment with 3D drawings and parts lists
- \cdot Facilitation of the entire process for retailers, installers and architects in a contemporary and professional form







Tender documents for service specifications and product data sheets



Preparation of detailed solutions and technical drawings for installation.



Training of the installers on the system before implementation.



Instruction on the construction site and support during the construction phase.

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Construction site support

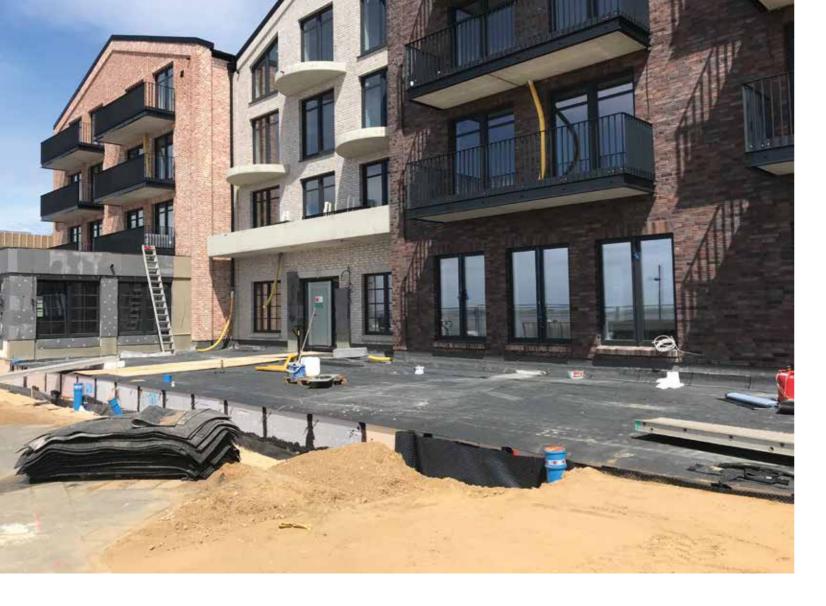
To ensure that the planned systems and solutions can be implemented smoothly on the construction site, we offer professional project supervision both in the run-up to installation and on site. This ensures that the installers are familiarised with the system and that the technical details can be implemented professionally at the start of installation.

- · Development of property-specific detailed solutions and technical drawings with all relevant information for the installation
- \cdot Project discussion and training with installers before the start of the project
- \cdot Instruction on the construction site at the start of the project
- \cdot Professional support during the construction phase















Reference project Lighthouse in Büsum

In the Hotel Lighthouse project, approx. 1,000 m² of concrete slabs and WPC had to be laid in a construction period of just under 7 weeks. The installation had to be carried out during ongoing work on the façade and conservatories. In addition, materials for the interior work could only be supplied via the exterior surfaces.







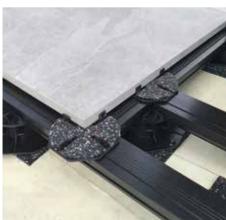




Reference project Apartment building in Traunreut

In this project, penthouse apartments and balconies were installed with square ceramic tiles on an aluminium substructure. Existing drainage channels in the ground had to be partially spanned by cantilevers in the railings area.









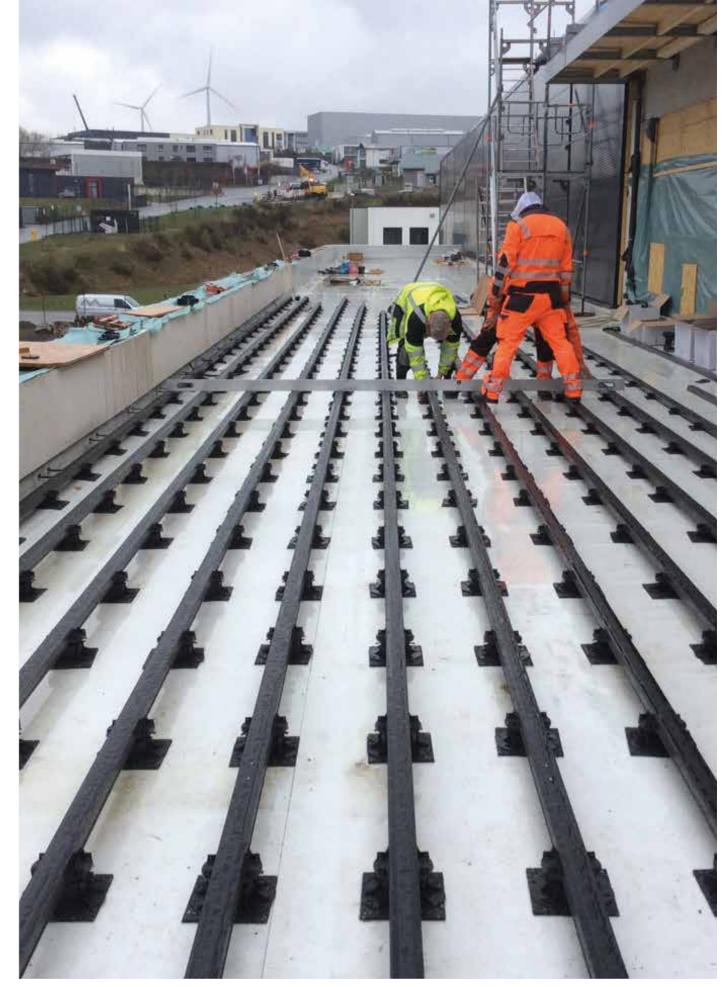


Reference project Genusswerkstatt Burbach

During this project, the challenge was that the patio needed to be covered with ceramic tiles and be accessible to cars during events. Accordingly, the aluminium substructure was reinforced in selected areas with a larger number of decking support pads.







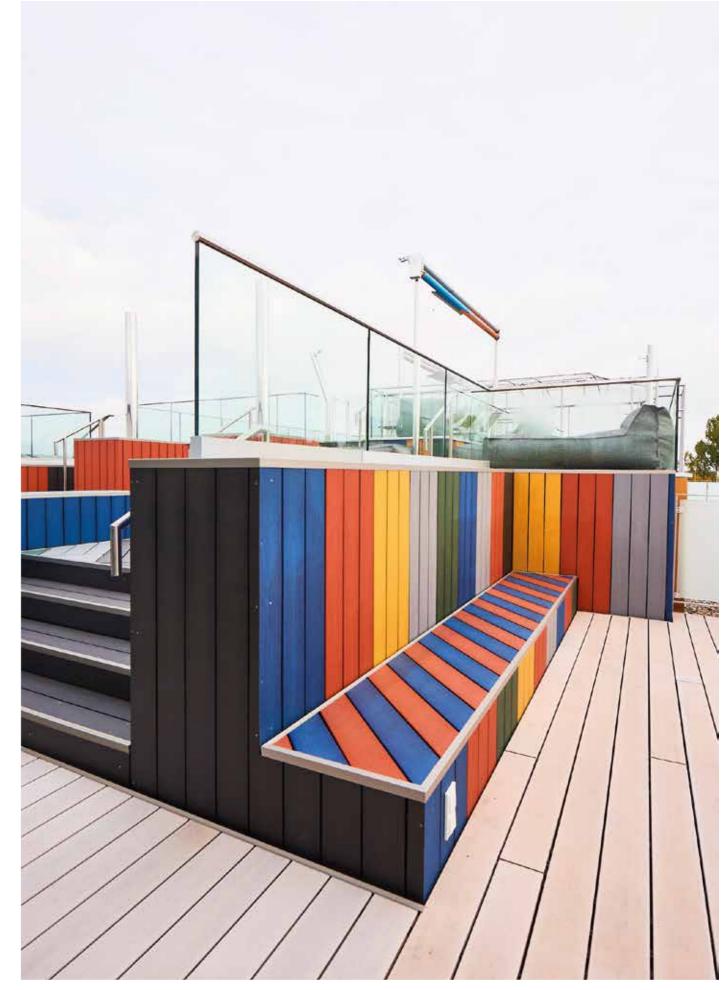


Reference project Student Residence Erlangen

The patios, which were built on the roof of a student residence, were adapted to suit the overall architectural concept. The individual colour scheme according to the planning specifications took priority. This was implemented with the TERRACON® WPC board 21 x 140 mm and the Isostep rail system.







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