

**YOUR LINK TO
INNOVATIVE METERING**

Sontex

A good reason to celebrate

In 1989, the Iron Curtain fell in Europe. The same year, in the Bernese Jura region, Erich Hämmig and Claude Challandes took a big risk and set off together into the unknown with their company, Sontex. The risk paid off.

Sontex has developed hugely, both geographically and technologically, over the last 30 years. It has gained an excellent reputation and become an innovative and reliable partner for metering services, fitters and the energy sector. We are proud of our achievements and of the many products and systems used all over the world today.

We are delighted to celebrate this moment with you. Based on words and pictures, we will look to the past and to the future, to show you how well Sontex has grown since 1989. Not only in Switzerland, but also in Italy and Germany where we recently set up our own companies.

This brochure is a thank you for your trust, your valuable ideas and your long-term loyalty. Without you, we would never have managed what we have succeeded together. We look forward to working together in the future and to spending some pleasant times with you. Long live Sontex!



Olivier Carnal,
CEO





A strong and innovative partner

Like any partnership, successful commercial relationships are based on trust and openness. You can always count on Sontex, yesterday, today and tomorrow. We are always by your side on the pathway to a digital future.

The apartments and buildings of the future will face a range of demands. Consumption rates, energy data and system status should be available everywhere and at any time. Existing stand-alone solutions are therefore replaced and integrated in a single general system to simplify installation and operation.

New radio technologies such as OMS (Open Metering System) and LoRa (Long Range Communication) make

this technologically possible. Sontex is one of the first manufacturers worldwide to produce a compact heat meter using LoRaWAN communication and supports its customers in connecting to the network. Heat or cooling flows can thus be constantly determined and the data can be sent hourly to a supervisory system. Meters no longer just calculate energy use; they are also part of a system that optimises and visualises energy flows.

Management Team 2019
from left to right:
Marie Läderach, Olivier Carnal,
Patrick Grichting, Daniel Loesch,
Lucien Biedermann, Patrick Bucher,
Patrick Bächler, Meral Kaya

Ideally set for the future

Sontex's future rests on three pillars: a clear vision, investment in research and development and high product quality. While our roots are in Switzerland, we are also continuing our international expansion.

Your link to innovative metering

In an increasingly complex and dynamic world, it is a great challenge to keep focused on a few import themes. A clear vision helps to set the right priorities. Besides our proximity to our customers and offering the latest communication technologies, innovation and precise metrology are the core elements of our vision for 2025. The remotely serviced smoke detector we presented recently is the first step towards a complete metrology range. Organic content, atmospheric humidity and carbon monoxide sensors will follow.

Research and development

Even though apartment management and building technology are not seen as particularly innovative fields, many companies are racing ahead towards the digital future. Whereas Sontex primarily used to manufacture products, today we develop portable solutions for mobile readouts, web portals for key management and highly complex systems such as LoRaWAN. Software and programming knowledge are becoming increasingly important. Thanks to our collaborations with specialist external development partners, a medium-sized company such as Sontex can continue to lead the way in the future.

Quality

Our customers expect high quality products and services. Constant external audits (ISO, MID, customers) spur the Sontex team on to improve, again and again. Quality engineering and lean manufacturing training are important for Sontex to continue to meet its own high "Swiss Quality," requirements. In rare cases where something does not completely meet our exacting standards, we solve the problem quickly and simply.





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- 1 Fully automatic assembly of heat cost allocators
- 2 Swiss quality: manufactured locally, used globally
- 3 Sontex engineer optimising a radio system

3



A complete range of products to meet any requirement

Sontex is constantly working to expand its existing product range. Openness and customer focus help us to adapt our solutions even more precisely to the needs of various markets.



Leading products

We develop and manufacture innovative solutions for energy and water metering. We are committed to the possibility of you obtaining everything from one source, while benefiting from the flexibility and functionality of our solutions. Software and system components that guarantee the reliable and flexible readout of consumption rates round off our comprehensive range of products.

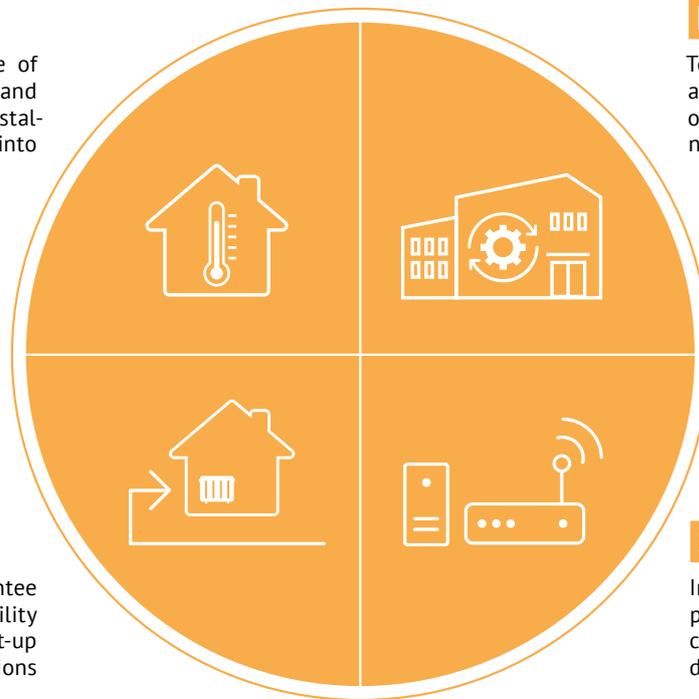
Solutions

With us, you will find the most efficient solution for every requirement. Whether wired for building automation or wireless via public communication networks. Data protection is of the essence for us, whatever the mode of transmission. Our solutions ensure that over the entire life cycle, from manufacturing to day-to-day operation, only authorised persons can access data.

Tailored solutions

Home automation

Our solutions stand out because of their flexibility in communication and installation. New and existing installations can easily be upgraded into modern data collection systems.



Building automation

To make your building even smarter and more efficient, we can integrate our meters using all the usual communication systems in a few, simple steps.

Energy supply

Superstatic heat meters guarantee the highest precision and reliability for years. Extremely simple start-up and numerous installation options simplify work on-site.

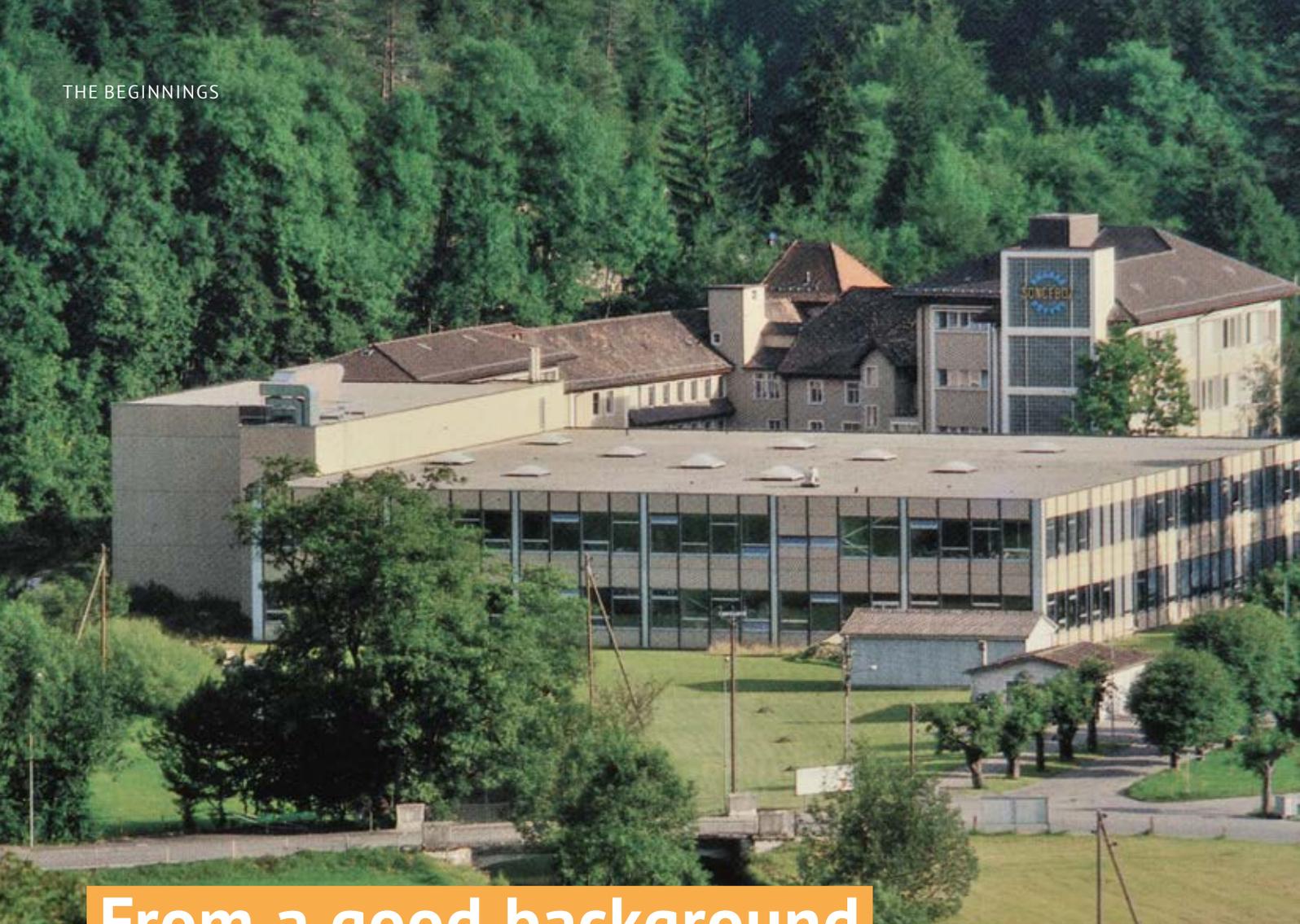
System technology

In our range, you will find tailored, progressive solutions. From site-specific solutions to mobile logging of data consumption.



The very best service

Our customer service team answers your questions in a quick and straightforward manner. You can count on our team to handle both simple queries about current orders and complex technical problems. Contact our competent and experienced staff – they will gladly take the time for you and your questions.



From a good background

1

Technical knowledge, the highest possible precision, continuous innovation and the desire to get ahead were and still are the pillars that hold up the innovative Sontex company.

When Sonceboz SA decided to sell its “calorimetry division,” in 1989, Erich Hämmig and Claude Chalandes decided to take on all its assets at their own risk and founded Sontex SA. Thanks to their courage and flair for the market and technology, this crazy gamble paid off and became a true success.

Today, after the construction (2009) and extension (2014) of the new factory, the whole plant covers an area of over 4000 m². The number of staff grew from 12 to about 150, including distribution companies in Italy and Germany.

The shareholder structure which has remained basically unchanged since its creation and the arrival of the Belgian company Peltzer&Fils Ltd as the main shareholder guarantee a high level of stability and show a readiness to invest long-term in the company and its growth.



1989–2001



Since 2002

- 1 Where it all started (Sonceboz SA, 1982)
Source: Mémoire d'Ici, Fonds Commune
Sonceboz-Sombeval (collection René Rimaz)
- 2 Sontex SA founders:
Erich Hämmig (l) and Claude Challandes (r)



2

In 1989, after a long development period, the heat meters were market-ready, but the era of mechanical integrators was past. Customers wanted electronic integrators that were easier to check and could be read remotely. This was an extremely critical time during the foundation of the company. But just in time, we brought out the new integrators that ensured our success during the first years.

The Sontex SA company grew quickly because existing and new customers ordered large numbers of heat meters. The name Sontex Supercal dates from this time and today is known across the world in specialised circles. Additional products were developed over the years, for example, the Superstatic static flow meter or the electronic heat cost allocator with remote readout.

Sontex today is economically important because we provide many jobs in the region. I am convinced that the company's development will continue in this direction and wish the company and its staff all the best.

I wish to thank the Bernese cantonal business development programme and the Bernese Cantonal Bank in Biel which provided us with assistance, as well as the shareholders who believed in us. I must not forget my wife, who replied "It's no problem, you'll do it right., when I told her I was starting my own business.

Erich Hämmig

Let me start with a customer's metaphor that I have remembered for many years. "You know, Claude, that engineers are the camels that we salesmen ride., It's nice for the camel to finally have their say, 30 years later.

In 1972, the CEO of Sonceboz SA at the time asked me to modernise the 200 heat meter. I asked him what a heat meter was. He answered: "You'll find out., And so I became a camel on the long trip through the desert.

At the time, all heat meters were based on mechanical water meters. Experience showed that a new measurement principle without moving parts was necessary. After studying all known physical principles, I was convinced that fluid flow meters could be the answer. Not very many people believed in it. Thankfully, the camel did not fear a long and thirsty trek through the desert.

At the same time, the 430 integrator came onto the market, an important innovation with its microprocessor, SMD components and battery. The management buy-out started in 1989 during this technological stage. The first Superstatic heat meters were approved in 1994, and we started distribution. During my travels, I have met many camels and riders who accompanied me on further trips. Good luck on the path to the future!

Claude Challandes

Through the ages

From mechanical to electronic systems, from manual to industrial production: the evolution of our products over 30 years.



Heat meter
Model 200



Integrator
Model 323/423



First electronic integrator
Model 43x

1970s / 1980s



Electronic heat cost
allocator SX 499 (with start
sensor, without radio)



Superstatic 440



Compact heat meter
Supercal 439



Electronic heat cost
allocator 502 with
bidirectional radio

1990s



Electronic heat cost allocator Sontex 55x



Superstatic 440



Radio data concentrator Supercom 646

Integrator Supercal 531



Mechanical heat meter Supercal 539



Add-on radio module Supercom 580



Add-on radio module Supercom 581

Smoke detector Supercom 32x



Compact static heat meter Superstatic 789

Electronic heat cost allocator Sontex 56x/868



High-End integrator Supercal 5



Software Tools Supercom & Exchange Platform

2000s

2010s – today



Play 