



When niches become new markets

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Consulting, Engineering and
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 Global Assistance

Exportinitiative Energieeffizienz

URKUNDE

Dieses Unternehmen ist Teil der Exportinitiative Energieeffizienz.
Mit energieeffizienten Produkten und Dienstleistungen im Bereich
Energieeffizienz trägt

Global Assistance

auch international zum Aufbau einer sicheren und kostengünstigen
Energieversorgung bei, die für den Klimaschutz von zentraler
Bedeutung ist.

Wir beglückwünschen Sie zu diesem erfreulichen Engagement.

Ihre Exportinitiative
Berlin, 1. Dezember 2008

www.efficiency-from-germany.info

Federal Ministry of Economics and Technology - Energy
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Export Initiative Energy Efficiency

Certificate

This company is part of the export initiative energy
efficiency.

With energy efficient products and services of matters
in energy efficiency

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internationally also takes part in building up a secure
and low cost energy supply, which is of eminent
importance for climate protection.

We congratulate You for your pleasant commitment.

Your Export Initiative

Berlin, December 1 2008

www.efficiency-from-germany.info/en

Ideas and potentials

Drytronic® is a tool to drive more

- Renovation Industry
 - Handicraftsmen
 - Marketing, Sales
 - Start-ups
1. Water and soil decontamination
 2. Wet and other Electro. chem. processes
 3. Renovation of wet and moldy houses
- => motivation for more R&D and products



Houses will also become sick
when they have wet cold feet.



Christoph Schmidt

Foresight Proposal, 2010

Pragmatic paradigm change



throw together
what we know
and can do best

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Shared joint win win Ventures

- Your country has, as most European countries, a large number of old buildings that have
 - wet feet & walls and other renovation needs
 - that could be tackled in a “classic” mostly unhealthy way over and over again
 - or in compliance with sustainable construction sort of once and for all
 - and then can be insulated for low carbon footprint to complete for comfortable living
- Your country has a motivated handicraft workforce with an international reputation
- State and institutions can instantly create
 - new professions through new processes which can combine old way and new tech
 - that is more effective by lasting longer
 - energy saving
 - simple to use
 - and much cheaper than classic attempts
- Universities, Entrepreneurs and State
 - need to work together in different ways
 - as they do in the far east and the USA
 - to achieve additional / basic knowledge
 - with means of different focus state funding
 - resulting with fast pace of innovation
 - less direct investment from e.g. state side
 - mix R&D capabilities from universities entrepreneurs, companies ... with new ideas
 - return of investment far beyond initial inputs
- Usage of international technologies as
 - Drytronic® Electrochemical Moisture Control Systems
 - that can be installed by any person of any
 - age with even handicapped conditions
 - can be initially / jump start trained in days
 - can improve and adapt knowledge through
 - direct support of inventor / developer
 - the collaborating university and institutions
 - and the growing network of users
 - with lots of potential towards other fields



Alternative calculation

If you got a wet basement of a house it's worth minus 10 to -15 %.

- If you dig in the garden you destroy another 15 % of your property value,
- plus it will not work that way all the time and it costs again around 10 - 20 % of the value.
- But if you invest 5 - 10 % into Drytronic® you increase your value above
- break even point, because you have it dry and also refurbished it down there at the same time so you can use it in a proper/different way. So people can make profit.
- In one example I know of, it was around \$ 43,000 plus in 6 weeks even they spent around \$ 28,600 on Drytronic and "make up" - they liked it.
- Possible profit if you stay in the house is 6% and - now it comes -
- up to 60 % in 6 weeks turn around if you buy, renovate and sell properties.

Drytronic[®] Principal Projects



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Foresight Proposal, 2010

Abstract

A German SME has developed a unique electro-chemical system for permanent protection of buildings against moisture, dampness and water seepage. The system is able to turn a wet room into a dry, stable and healthy condition in a short period of time (without digging, chemicals or heat). It can also be used as a precaution in areas where seepage is high and/or where flooding may occur on regular basis. The SME searches for partners interested in introducing this new technology into new markets.

Description

A German SME specializing in high-tech engineering for environment decontamination of matter and civil works has developed a cost-effective electro-chemical system to control and repel moisture in buildings.

The new process is basically an electro kinetic procedure, which inhibits the capillary action of the wall material (be it concrete or bricks, mixed stone and materials, sand stones), by using a special electronic power supply and control unit as well as unique graphite electrodes and graphite powder that is added to a local standard mortar. A building can be dried/restored within 4 – 8 weeks after installation.

The system automatically adapts to changing conditions and once the unit has dried the area, it automatically switches to a permanent conditioning mode to maintain a consistent level of dryness. Usually it is installed on the inside of a building and preventing moisture from penetrating into the outer walls.

The system is already on the market and the company can name numerous references showing its successful application.

Innovations and advantages of the offer

This method is by no means to be compared or mixed up with osmosis.

The system, can cope with multiple humidity sources and a dripping basement can e.g. be turned into a

storage room for paper.

There is also an energy saving aspect with respect to traditional technologies and thus a fast return of investment in just a few years is possible. At the same time the value of the building increases and the overall conditions improve, e.g. supporting mould remediation.

The system is able to reduce heating costs or eliminate air dryers or constant ventilation. In fact the energy consumption of the standard version of the system per day is very low (1kW).

Moreover the system is:

- easy to install
- automatically adapts to changing moisture conditions
- maintenance free

Assuming that at least one third of the buildings in many European countries have at least a minor problem with moist the technology has a great market potential.

Current and Potential Domain of Application

The system is already applied successfully in several buildings and the company can give numerous references.

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For further information (including IPR status)

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