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## Founding a subsidiary

### - Worldwide focus on heat exchangers -

PAUL Wärmerückgewinnung GmbH (Part of the Zehnder Group) has founded the subsidiary Paul dPoint Technologies GmbH on the 1<sup>st</sup> of January 2017. This new subsidiary is responsible for all heat exchanger- sales and allows PAUL to implement the planned international growth strategy within the heat exchanger market sector

The company's headquarter is situated in Reinsdorf. New Managing Director of Paul dPoint Technologies GmbH is Albertus Harm (Bert) Schinkel. The native Dutchman started his career as Export Manager at EPM in the Netherlands. After different positions within the Zehnder Group he has been Sales Director Ventilation Components for heat exchangers for the last 5 years at PAUL. With this experience he has the knowledge about heat exchanger sales and technology to implement the new strategies ahead

At the Reinsdorf site, the 5-member sales team of the Managing Director Bert Schinkel assists and supports European customers primarily. Besides the European residential heat exchanger market there will also be a focus on commercial heat exchangers and expansion into the Asian market.

At the location in Vancouver, Canada, the sister company dPoint Technologies Inc. is supplying the Canadian and US market. dPoint Technologies Inc. joined the Zehnder Group in 2015.

At Reinsdorf as well as at Vancouver heat exchangers are developed and produced – from small series to mass production. Meanwhile the combined portfolio includes several hundred different versions, which is constantly extending. The company's strategy of PAUL Wärmerückgewinnung GmbH, Paul dPoint Technologies GmbH and dPoint Technologies Inc. is aligned to a significant growth strategy by servicing new customers, expanding the portfolio and establishing new application-fields.

“We are a leading company in the range of comfortable indoor ventilation by heat exchangers. We want to expand this position worldwide. With the start- up Paul dPoint technologies GmbH we are able to present our heat exchangers and enthalpy heat exchangers globally and offer the best service for our worldwide customers.”, says Bert Schinkel.

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