

## **Foundation of the AERZEN Deutschland sales and service company.**

**AERZEN founded the sales and service company AERZEN Deutschland on January 1, 2020 with the target of further centralising business development in Germany. Individual service and expansion of customer proximity are only some of the topics that AERZEN would like to deepen in the future with this step.**

With the foundation of a central sales and service company, the management around the CEO of the AERZEN Group, Klaus Hasso Heller, has given a decisive direction. At AERZEN Deutschland, the focus is now clearly on customer orientation. Important impulses and needs are to be picked up more quickly in the future and transformed into marketable products and services. Precisely tailored to the conditions of the German market. Fewer interfaces, less friction losses, clear contact partners - this is the basis for better cooperation and tailor-made solutions in the future.

“In order to further expand our customer-oriented claim, we have founded AERZEN Deutschland.” A performance community that closely intermeshes sales and after-sales as never before. Short reaction times and more flexibility due to leaner structures. “We will show more face,” says Dirk Koob, head of the sales company.

More than 50 subsidiaries belong to the group of companies which has been growing steadily for 155 years. AERZEN will continue to expand the customer-oriented realignment of the organisation in almost all areas of the company. “Creating a real added value for the customer and finding solutions together - this is the key to success for AERZEN”, summarises Koob.

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## **The Company**

All over the world industrial plants are supplied with gaseous media using AERZEN blowers and compressors. In the innovative AERZEN machine technology there are experience values from over 150 years of company history. The product range includes rotary piston compressors, positive displacement blowers, turbo blowers and screw compressors. The AERZEN product portfolio is flexible and offers besides standard products customised special solutions.

In addition, the AERZEN After Sales Service offers the whole range of services - from full maintenance contracts to repairs and modernisation of existing plants.

AERZEN also offers smart services through the subsidiary Aerzen Digital Systems, which is specialised in innovative and sustainable solutions for digitisation of process air systems.

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