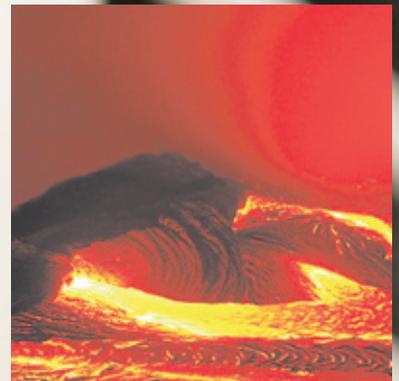


**Focus. Trust. Initiative.**

Fresh Air



Warm Air



Dry Air



# Ideal surroundings in any climate

Making any climate a comfortable one is the very essence of Dantherm Air Handling. Since 1958 Dantherm Air Handling has developed and produced climate control and air handling solutions that ensure optimum conditions for people and sensitive equipment alike. No climate is too extreme for us to handle – from the bitter cold at the North and South Poles to the searing heat of the Sahara.

Our core business areas are dehumidification, heating, air conditioning, heat recovery and electronics cooling. Innovative, durable products have secured us a position as a leading global manu-

facturer of stationary and mobile climate control units. Those that benefit from our competitive solutions are offices, telecom network suppliers and operators, as well as military units and relief agencies working in flash points around the world.

Dantherm Air Handling is globally positioned on all three major economic continents with companies in Denmark, Norway, Sweden, the United Kingdom, the United States and China, and there is an extensive European dealer network. Focus, trust and initiative are at the heart of Dantherm Air Handling – no matter where in the world you meet us.

Dantherm Air Handling is a wholly-owned subsidiary of Dantherm A/S which is listed on the Copenhagen Stock Exchange. Dantherm A/S is the parent company of several companies undertaking development, production, sale and installation of industrial air management.



■ □ □ Focus



## Focusing on what we do best

For almost 50 years Dantherm Air Handling has maintained the same focus: climate control and air handling. Over the years we have expanded into new business areas and continue to do so, but every new product in our portfolio evolves from our extensive know-how within the field of climate control – and from an unrivalled desire to refine and redefine the art of climate control.

Only the most advanced technology is used in our constant efforts to develop and produce top-of-the-line solutions. We cannot change the weather, but we can control the temperature, humidity and dust in buildings, telecom base stations and camps all over the world. And we can make sure that our products set

new standards as regards energy consumption, functionality, performance, durability and maintenance costs. These are the promises we extend to our customers and hold ourselves to every day.

Dantherm Air Handling products are certified according to the ISO 9001 and 14001 standards. Many of them are, however, superior to those requirements – quite simply because we never compromise on quality and focus wholeheartedly on what we do best. Every Dantherm Air Handling employee, from Sales to Production and After Sales Support, works towards ensuring the highest level of quality. For us perfection is not a goal, but a standard that must be maintained – today, tomorrow, forever.



*"When a customer in England approached us a few years back looking for an electronics cooling system for the telecom industry, we immediately accepted the challenge. It was an area in which we had not previously been engaged but straight away we knew that our specialist knowledge and experience within climate control and air handling would prove invaluable. And we couldn't have been more right. Before any of the other companies that had been approached had even returned with an answer, we presented the customer with our first prototype. Today, we are one of the world's leading suppliers of electronics cooling systems for use in sealed enclosures. Simply because we were able to 'think out of the box' – without losing focus of what we do best."*

*Product Development*

Trust



## Customized comfort

*"Between Christmas and New Year the phone rang at my home. It was a customer in dire need of spare parts. Dantherm Air Handling was closed for the holidays, but that wasn't really an issue for me. I focused only on the customer – and I knew without a doubt that I could count on backup from my colleagues. Even though the storemen were in the middle of their Christmas dinners, they came in to work to find the spare parts and ship them off to the customer who received them the following day."*

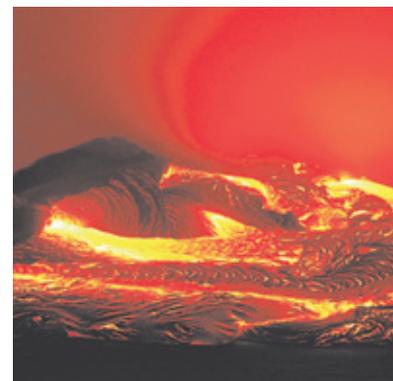
Sales

At Dantherm Air Handling we work hard at making every customer feel special. We want to be perceived not merely as a supplier of components, but as a trustworthy partner with expertise and in-depth knowledge of our customers' needs. Only by understanding the challenges our customers face can we provide them with optimum solutions.

Our goal is to offer peace of mind. Every Dantherm Air Handling employee knows the importance of trust and goes to great lengths to ensure that we keep our promises – before, during and after

closing an order. A means for ensuring we always meet deadlines is a flexible production that allows everybody to effortlessly shift between the different stations, thus facilitating three-shift operations during heavy work loads. Dantherm Air Handling After Sales Support is available around the clock, ensuring that any break down or spare part shortage is taken care of as quickly as possible, preferably within 24 hours. To us a successful sale is not the end but rather the beginning of a professional relationship.

Trust is, however, not something confined to our customers. Corporate social responsibility is taken very seriously at Dantherm Air Handling and is an integrated part of the way we think. Meeting all international management standards, we offer a work environment that not only makes room for new ideas and a share of the responsibility, but also for people with different needs and from different backgrounds. This approach continues to make Dantherm Air Handling a better organisation and a better place to work.



□ □ ■ Initiative



# Things happen because we want them to

Continuously setting new standards is at the heart of Dantherm Air Handling's philosophy. Our customers are always looking for new ways to implement improvements – and we like to think that we sometimes beat them to it, coming up with new initiatives that match customer requests before they've even been properly formulated. Over the years, this desire to innovate the world of climate control and air handling has led to a great number of successful solutions, increasing both our and our customers' competitive edge. Quite a few of our standard products have in fact evolved from customized products developed with a specific customer's needs in mind.

A significant percentage of Dantherm Air Handling's resources is devoted to the research and development of new products. The specialists in Product Development and R&D are constantly assessing and developing the technology used in our solutions and monitoring new tendencies within our field. Their work guarantees our customers cutting-edge solutions that will continue to improve conditions – even in the most extreme of temperatures. R&D also carries out on-going research programmes in close co-operation with technical high-schools and universities. The conviction that everything is possible is what we believe will enable Dantherm Air Handling to remain a first mover within the field of climate control and air handling.



*"In 1998, we received news that high humidity was causing problems with one of our solutions in Singapore. Evidently, water was dripping from the unit – and in Singapore puddles are taken very seriously as high humidity and heat means that they can quickly become a breeding ground for mosquitoes, etc. Specialists at Dantherm Air Handling's headquarters in Skive identified the cause of the problem before flying out to solve it. As it turned out, the problem was not a fault in Dantherm Air Handling's equipment, but in our book it's more important to take action than to discuss details. We have trained local technicians in Singapore to ensure that our client has easy access to service, should a similar or any other problem occur again."*

*After Sales Support*



## At home all over the world

At Dantherm Air Handling we consider the entire world our market. This places great demands on our ability to be present wherever our products are. Consequently, expert support is only a phone call away. In cases of emergencies, our specialists are on stand-by around the clock to travel anywhere in the world to solve the problem.

In order to further facilitate service and support and subsequently reduce

potential downtime of sensitive equipment, Dantherm Air Handling After Sales Support trains local technicians around the world. By sharing our know-how and experience, we make sure that our customers receive the unique Dantherm service and support much quicker and at a competitive price. This is just one of many ways of showing that we are dedicated to providing our customers with optimum solutions – before, during and after the initial sale.



# Dantherm Air Handling

## Ventilation

A ventilation unit from Dantherm Air Handling creates the basis for a comfortable and healthy inner climate. The comfort provided by optimum ventilation means not only greater satisfaction and well-being on the job or at home – it also prevents moisture attacks on buildings and equipment, e.g. in swimming facilities.

## Electronics cooling

Dantherm Air Handling develops and produces climate control units for telecommunication base stations located anywhere in the world. Such base stations contain sensitive electronic equipment that requires stable temperature and air humidity in order to function optimally. Dantherm Air Handling is one of the world leaders in the field of spe-

cialized cooling equipment for tele-communication network suppliers and operators.

## Mobile heating and air conditioning

Dantherm Air Handling's mobile heating and cooling units are specially developed and built for use by military units and relief agencies working in flash points around the world. The units conform to all NATO requirements and norms, and have been chosen as NATO standard equipment.

## Heating

Dantherm Air Handling offers economical, service-friendly and environmentally friendly warm air heaters for the efficient heating of industrial and commercial buildings such as workshops, production

rooms and warehouses. The comprehensive programme of gas or oil-fired units is highly flexible and is backed by an extensive range of accessories.

## Dehumidification

Dantherm Air Handling's stationary and mobile dehumidifiers stabilize the relative humidity at the requested level, effectively preventing the damage that moisture may cause, e.g. in water works, swimming pools, showers/changing rooms, museums, churches, leisure centres, warehouses, store rooms, computer rooms, etc.

For an updated and detailed presentation of our products and solutions, please visit us at:  
[www.dantherm-air-handling.com](http://www.dantherm-air-handling.com).

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