

DWA Breaking News

DWA „business“

New DWA projects in Germany

Business development in Germany after Q2/2016 is very pleasant for **DWA**. After a more or less dulled start in the first quarter 2016 we were able to realize some major projects in Baden-Württemberg and North Rhine-Westphalia in the last months. To this date new projects from Bavaria and Mecklenburg-Vorpommern are good indicators for a continuation of this positive business trend.

New DWA projects abroad

The international sales of **DWA** accelerates rather quickly. We are happy to announce that we already supplied 24 reverse osmosis (RO) systems including accessories for projects in **Kenya** in the last two months. Moreover the order for 15 additional complete RO systems to the East African country is already placed with **DWA**. However, additional orders and installations in various other countries, such as Denmark, Belgium, Israel and the Lebanon indicates a very positive business development in 2016.

DWA „internal“

New DWA image film

Experience a virtual tour through the new **DWA** building in Ubstadt-Weiher and take a peek behind the scenes of the specialists for dialysis water treatment. See how a new product comes to life - from development to production to quality assurance.



or www.youtube.com/watch?v=KzltuHn1t-k

DWA sets the course for the future - new Technical Director and new Marketing Manager on board

DWA is happy to announce that two major pioneering positions in the management could be re-occupied recently. Firstly, Mr. Bernd Gegenhuber could be announced for the position of Technical Director. Secondly, Dr. rer. nat. Sven Kreutel joins **DWA** as Marketing Manager. Both have many years of experience in their areas. CEO Marcel Sauvant: "I'm very happy that we were able to staff both central positions within **DWA** with Mr. Gegenhuber and Dr. Kreutel. I think this is a very positive development with regard to the future and I look forward working together with both of them."

We wish both colleagues every success and a lot of joy with the new tasks.

DWA

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DWA strengthens the international business - New Technical Trainer for partners and distributors supporting the team in Ubstadt-Weiher

In addition to the personal details above **DWA** also strengthens the international business and the support of partners and distributors. We are pleased that Mr. Jan-Niklas Klecker will gradually join the Technical Trainer team during the next months. Steffen Bollheimer, Head of Service and Technical Training at **DWA**: "I'm really happy we were able to find an agreement with Mr. Klecker. For us, the new position as Technical Trainer opens up new possibilities with regard to frequency and efficiency of our trainings".

We wish Jan-Niklas Klecker all the best in his new role.

DWA „review“

25. Erfurt dialysis symposium

On April 28 and 29 the Erfurt dialysis symposium was held in the Kaisersaal of the beautiful historic city center of Erfurt. **DWA** participated this important national trade show with a booth and several employees. As every year, the industrial exhibition was very well attended and we had very good conversations with customers. The also very well established "Technikernachmittag" for technicians and technical users was held on Thursday from 13h to 17h. **DWA** has actively participated in organizing the lecture. The new Technical Director of **DWA**, Bernd Gegenhuber, spoke about the heat-disinfectable single reverse osmosis system "HemoRO 4 ONE".

53. ERA-EDTA meeting in Vienna

Between 21 and 24 May 2016 the majority of people involved in dialysis and renal care met in Vienna for the annual ERA-EDTA meeting. Of course, **DWA** was represented with a booth and several employees at this very important international show. The trade show was heavily used by our national and international customers and distributors and our booth was well attended. The onsite **DWA** staff had a lot of good and important discussions.

DWA „upcoming“

Meet us at one of the next trade shows and exhibitions:



KONGRESS FÜR NEPHROLOGIE
10. - 13. SEPTEMBER 2016 IN BERLIN



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