

# DWA Breaking News

## DWA „business“

### New DWA projects in Germany

In the third quarter 2016 **DWA** continued the positive business from Q2. In addition to the already reported projects in Bavaria and Mecklenburg-Vorpommern, further orders from North Rhine-Westphalia and Baden-Württemberg could be signed. We hope to extend this good stroke of business to the end of the year.

### New DWA projects abroad



After very successful first two quarters 2016 the positive trend of the **DWA** export business continues in the second half of the year. In addition to various world-wide orders for complete water treatment systems ([reverse osmosis systems](#) and [pre-filtration](#)), a large-scale project has also been implemented in Kolding, Denmark. In addition to the reverse osmosis [nephRO TP](#) including the hot disinfection system [HDS](#), more than 60 [nephRO SLIDE](#) media supply panels were installed and put into operation in the recent month.

### DWA starts with delivery of the heat-disinfectable small reverse osmosis system HemoRO 4 ONE



After intensive developmental work, **DWA** starts the delivery of the heat-disinfectable small reverse osmosis system [HemoRO 4 ONE](#) end of November. CEO Marcel Sauvant is sure: "... the new device exceeds the market requirements and therefore will achieve a very good market acceptance...".

The HemoRO 4 ONE provides up to 70 l/h of dialysis water for home and acute dialysis. With the new and innovative decalcification method using **DWA** decalcifier tabs, a hard water operation up to 15° dH (2.45 mmol/l) is possible and guarantees easy handling during decalcification as well as high operational safety during hard water operation.

## DWA „internal“

### New Project Coordinator «export»

**DWA** reacts to the increased volume of international projects. As of 01.01.2017, Mr. Norbert Baumgartner will accompany the position of a Project Coordinator «international business». The tasks range from review of individual project planning to general monitoring of projects in our export department. **DWA** Export Manager Thomas Gischer is very happy about the position: "With Norbert Baumgartner we are gaining an experienced and longtime colleague, who will significantly improve internal processes due to his professional knowledge. This also improves the duration of the projects, which will surely delight our customers".

# DWA

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## New Production Manager at **DWA** in Ubstadt-Weiher

Only a few weeks after presentation of our new Technical Manager and the new Marketing Manager, **DWA** is able to report the announcement of the vacant Production Manager position. Mr. Thorsten Herberger will take up the position on 01.01.2017. Nina Eglin, Head of Materials Management and Production: "With Mr. Herberger, we have been able to find a highly competent and motivated specialist, who will reliably assume our claim of highest quality and standard."

We wish both colleagues all the best and much success in their new positions!

## **DWA** „review“

## 8th anniversary of the German Society of Nephrology (DGfN) in Berlin



As in previous years the German speaking nephrology and dialysis scene met in the Estrel Convention Center in Berlin for the annual meeting of the German Society of Nephrology from 10th to 13th of September. Of course **DWA** was also represented with a stand and several employees. In the most wonderful late summer weather many exciting and informative discussions with customers and co-exhibitors took place.

We would like to thank all our booth visitors and look forward to the 2017 meeting which will be held in the Congress Center Rosengarten in Mannheim.

## Meeting of the Chinese Society of Nephrology (CSN) in Chongqing, China



The Chinese megacity of Chongqing was the meeting point of this year's anniversary meeting of the Chinese Society of Nephrology (CSN 2016). As a matter of course, **DWA** supports the Chinese partner HOTIN at this very important event. As expected, the industry exhibition was very well attended and the HOTIN employees were able to conduct a lot of positive and promising discussions for the future. Naturally social contacts were also made and maintained during the show. At the end of the day we were able to take home many positive impressions from the "Middle Kingdom".

## **DWA** „upcoming“

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



**30 January - 2 February 2017**

Dubai International Convention & Exhibition Centre

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