

# Press Release

Fürstenfeldbruck, July 2018



## Güntner and BITZER: Long-term agreement for Australia and New Zealand

The two German global market leaders will combine their strengths to offer the Australian and New Zealand markets the latest technology and market leading service. Güntner, renowned manufacturer of heat exchangers for refrigerating and air conditioning applications, and compressor specialist BITZER signed an exclusive long-term distribution contract. Both companies' customers will benefit from the close cooperation between Güntner and BITZER, who look back on a long-standing business relationship.

### Güntner manufactures, BITZER distributes

The agreement covers the commercial and industrial refrigeration business lines in Australia and New Zealand. Güntner manufactures the heat exchangers while BITZER ensures the distribution. In the products, both brands will be represented: Heat exchanger units from the commercial refrigeration segment will be marketed under BITZER's Buffalo Trident brand; those from the industrial refrigeration segment under the Güntner brand. Units from the EPC business line (Energy & Process Cooling) are not covered under this agreement and will continue to be marketed by the Güntner Asia organization.

### Improved distribution channels for customers

Customers will benefit by having a broader product range at their disposal, with the combined know-how and expertise of both companies in the background. The units will be manufactured at Güntner's production site in Surabaya, Indonesia, and delivered to a new warehouse; Buffalo Trident's manufacturing operations at Sunshine Victoria will be shut down by the end of 2018. Both partners are looking forward to demonstrate their enhanced competitive powers based on their technological synergies.

### About Güntner

Based in Fürstenfeldbruck near Munich, Germany, Güntner GmbH & Co. KG is a world leader in the manufacture of refrigeration and air conditioning equipment components. With approx. 3,000 employees worldwide and production sites in Germany, Hungary, Romania, Indonesia, Mexico, Brazil and Russia, the company shows a strong presence for their partners in all markets. Decades of experience in the industry and the consistent integration of the latest technologies and research findings ensure the high-quality standard of Güntner solutions. The international areas of application comprise energy & process cooling projects, industrial and commercial applications in the field of food production and storage as well as HVAC applications for buildings and specific applications such as server room cooling.

### About BITZER

The BITZER Group is the world's largest independent manufacturer of refrigeration compressors. With its distributors and production facilities for reciprocating, screw and scroll compressors, as well as heat exchangers and pressure vessels, BITZER is represented all over the globe. In 2017, 3,500 employees generated sales of €740 million.

### Press contact:

#### Güntner GmbH & Co. KG

Anita Jensen

Phone: +49 8141 242-355

Fax: +49 8141 242-5355

Email: [anita.jensen@guentner.com](mailto:anita.jensen@guentner.com)

[www.guentner.com](http://www.guentner.com)