

40 YEARS ON

A LIGHT HEARTED REVIEW OF 40 YEARS OF DK-HEAT RECOVERY

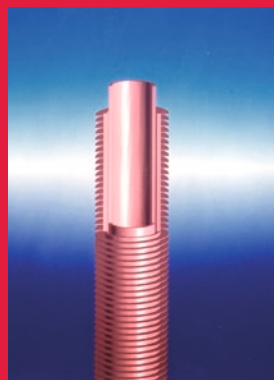
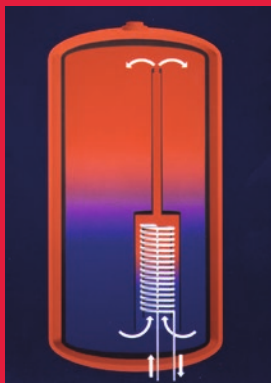


Looking back at our 40-year history, many memories come to mind; achievements of which we are justly proud and some of the little things that went wrong but let you smile afterwards.

We were formed in January 1979 by Manfred Drieling and Bernd Kappenberg, who gave the initials of their surnames for the company name – DK.

The DK system was the first of its kind to offer a single water tank with the option of a multiple number of heat exchangers connected to several refrigeration systems.

From the very start, our customers were completely assured with the efficiency and essential water quality protection provided by the unique double wall heat exchanger design.



Exciting Early Years of Growth

Our production facility began life in a former farm; with the old barn as factory and the farmhouse as the office. Only the arrival of the nuisance summer flies affected our harmonious progress.

Quite a different set up to our production facility that we enjoy today.

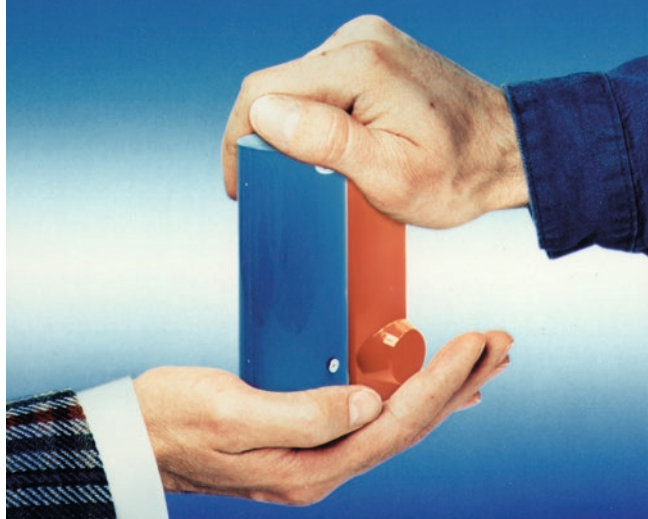
As business increased, new colleagues were hired and many are still here with us today – for example, Mrs Tiltmann who joined DK, initially to provide secretarial duties, and those of us who expected the new employee to make the coffee were in for a surprise; Mrs Tiltmann came with many skills, becoming our authorised signatory and reliably ensuring that our product quality and delivery promises are met.

Alongside Mrs Tiltmann are other long-term colleagues, such as Bernd Schröder and Klaus Kaffille, continuing Bernd Kappenberg's philosophy of innovation and forward looking.

The active sales area was originally focussed in the region to the north of the Main River, although interest in heat recovery technology was gaining interest in other regions, and from our exhibition at IKK in 1980 new contacts were established in Southern Germany and South Tyrol.

Even so the early work was slow to establish due to the end users lack of appreciation for the value of heat recovery and our limited network of distribution partners.





An unusual friend and the fall of communism

To provide you with some idea of Mr Kappenberg's drive and ambition; 30 years ago he accompanied an interesting passenger (a communist opera singer) on a motorbike through Northern Italy – to deliver a presentation on the benefits of heat recovery to the local ham producers businesses and to the environment.

The level of commitment and pioneering spirit of Bernd and DK is best highlighted by our continuing effort to take the message of heat recovery into other areas of Eastern Europe – even when in 1994 at an exhibition in Vilnius, the visitors paid more attention to the food counter on our stand than our heat recovery systems on display.

Determination often pays off. Mr Gregor (VEB Kühlanlagenbau / compact Kältetechnik) recalls a meeting with Mr Kappenberg in the Spring of 1990 in Dresden. "The head of the project planning department at VEB Kühlanlagenbau asked me to come over because a gentleman from the West wants to introduce us to his heat recovery systems. This was the first time I had met with someone trying to sell us something, normally we would beg and borrow if we needed equipment. Then Mr. Bernd Kappenberg welcomed us and told us about his company and their products. No one could have foreseen the development..."

As a result of this meeting a strong partnership developed between DK & compact Kältetechnik, which included an extended commercial agency for the new federal states until 2015 and collaboration until today.

The long-term relationships formed between DK and our customers are the cornerstone of our success and continued business growth. We are proud to have been supporting the German Refrigeration engineers for over 40 years.

Many thanks to our long-standing customers and friends

Successful partnerships have also been established with businesses abroad, with Charles Hasler AG in Switzerland, Electrocool NV and L. Verniest & Fills in Belgium, and DK Heat Recovery Ltd in the UK. In the meantime, a considerable proportion of approx. 40% of the DK systems produced for waste heat recovery are exported abroad.

Working closely with our partners we have received valuable technical and marketing ideas that have led to new products and adaptations, providing further solutions for even more efficient heat recovery and CO2 reduction.

We are particularly proud of our market leading experience with heat recovery for transcritical refrigeration systems.

Following successful work for two major German supermarkets as far back as 2008 for providing potable water from CO2 pack systems, this has now grown throughout Europe to over 700 heat recovery tanks and 2,500 individual heat exchangers, and recently two systems to Australia's largest supermarket group for store heating.

In the early 90's DK extended the product range to include chilled storage tanks with internal direct expansion evaporators, for both water and brine solutions.





The DK Family Business Future

Since the retirement of the co-founder, Mr Drieling, DK has successfully developed as a true family business.

Mr Kappenberg senior has been working since 2004, in joint leadership with his son Michael, and Michael's son, Timo has seven years with the company under his belt. With three generations of the family and many colleagues with over 30 years on the clock, DK is in good hands and ready to celebrate another 40 years onwards.



Cool Solution – Hot Performance – DK

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