



## FabricAir Opens Sales Company in Austria



FabricAir

### **The original fabric duct manufacturer is now directly represented on the Austrian market**

*FabricAir has been supplying air dispersion solutions to the Austrian market for almost two decades and the energy-friendly technology is popular among the Austrian customers.*

When FabricAir installed the world's first textile-based ventilation system in 1973 it heralded a whole new way of thinking within HVAC/R and indoor air quality. This expertise is now directly available through FabricAir Austria GmbH, which opened on January 4, 2021.

Serud Ahmad, our Country Manager for Germany and Austria, has moved his family from Berlin to Vienna to be closer to our Austrian customers. He will be the local point of contact for the market.

*"I look forward to bringing our optimized solutions even closer to the local Austrian market. We are the only manufacturer of fabric ducts with a dedicated direct local sales company in Austria, thus we can offer the market the shortest lead times in the industry without an expensive middleman or distributor involved. This makes us easy and effective to do business with."* Explains Serud Ahmad.

Austria is one of many growing markets for FabricAir dispersion systems. The company is well renowned for its fast delivery, hi-tech product features, easy installation, and unrivaled air dispersion quality. Being the original fabric duct manufacturer means the company offers almost half a century worth of experience in airflow designs and fabric-based dispersion technology.

*"For FabricAir the Austrian market is a priority. With this move, we aim to further strengthen our already existing position as the market leader within fabric ducting in Austria – now with a strong local presence."* Says Brian Refsgaard, CEO of FabricAir.



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#### ***FabricAir – The original manufacturer of fabric-based air dispersion solutions***

*FabricAir designs and produces custom air dispersion & air distribution solutions for a wide range of applications. In 1973, we installed the world's first fabric ducting system, which heralded a whole new way of thinking within HVAC/R and IAQ.*

*We continue to be at the forefront of innovation and proudly deliver superior air dispersion across the globe through sales companies and a substantial distributor network. Our experienced engineers ensure ideal air flow regardless of project complexity. We are headquartered in Denmark and all systems are produced to measure at our facility in Lithuania.*

Having a local subsidiary, with direct customer communication, provides the Austrian market with unique access to our large experience pool and expert air engineering knowledge.

*“We aid in all phases of a project including installation service and maintenance programs. By opening this subsidiary, we are closer to the Austrian customers, allowing us to provide better and quicker service.”* Says Serud Ahmad.

The new subsidiary offers the Austrian customers an assurance that they will receive the best Air Dispersion Systems on the markets with unrivaled service and engineering design, coupled with the professional service and engineering expertise associated with the FabricAir brand through a local point of contact, that understands the market and market needs thoroughly.

**To learn more, please contact:**

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**Sobre FabricAir**

*FabricAir diseña y produce soluciones personalizadas de dispersión y distribución de aire para una amplia gama de aplicaciones. En 1973, instalamos el primer sistema de ductos de tela del mundo, lo cual anunció una nueva forma de pensar dentro del mundo HVAC/R e IAQ. Continuamos a la vanguardia de la innovación y con orgullo ofrecemos una dispersión de aire superior en todo el mundo a través de empresas de ventas y una importante red de distribuidores. Nuestros ingenieros experimentados garantizan un flujo de aire ideal independientemente del proyecto. Tenemos nuestra sede en Dinamarca y todos los sistemas se producen a la medida en nuestras instalaciones en Lituania.*