



Guido Wolfs, Commercial Marine Product Manager, Dometic

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Dometic - Seawork International: Dometic Introduces New Commercial Marine Product Manager at Seawork

***Note to editors:** Guido Wolfs is available for media meetings during Seawork on Stand PG131. Please contact Jules at j.riegal@saltwater-stone.com to schedule an interview.*

Further press information and images for Seawork are available in 'Related Material' at the end of this email.

Seawork International, 3rd to 5th July, Stand PG131

At this year's Seawork International, HVAC specialist Dometic is introducing a new Product Manager for its commercial marine business as part of plans to enhance its capabilities as a trusted supplier and partner for customers in the OEM and commercial divisions.

In the newly-created consultancy role, experienced marine industry project and operations manager Guido Wolfs has been appointed to work closely with boat builders, owners and fleet operators to better understand and meet the needs of Dometic's clients and to research market opportunities throughout EMEA for the company's range of customised air-conditioning solutions and other equipment.

Dometic is also launching a new commercial area within its [website](#) and creating re-styled targeted branding for the sector to further strengthen its communication with current and potential customers in tandem with channelling the latest consumer feedback and market intelligence.

Paul Hickinbotham, Product Director - Marine EMEA, Dometic, said: "Dometic's global, in-house expertise, reputation for engineering excellence and innovation, and capability to customise equipment for a variety of applications ensures that our OEM and commercial divisions throughout EMEA are maintaining a strong position in the industry, with demand for our products and installation services continuing to increase.

"With the appointment of Guido, we can offer a new level of dedicated service for our current customers, as well as ensuring we are predicting regional needs and generating new business. We are already seeing the results of his research in the Dutch market which he is now expanding to the UK and throughout EMEA, so we are looking forward to using this information to become an even more valued partner for all our clients. We hope that an increased focus on the commercial sector on our website and branding will also help to clarify the range of solutions, equipment and services we can offer for the commercial market, including smaller vessels and RIBs."

Wolfs' background includes project management roles in the marine industry in the electrical and HVAC sectors. Based in the Netherlands, he will be attending Seawork to meet with customers as he prepares to conduct the next round of market research and customer interaction.

"My focus is on reinforcing Dometic's reputation as an important partner by

visiting clients to understand what they want and marketing Dometic products to match their needs,” added Wolfs. “I will also be highlighting to boat builders and fleet owners that Dometic can help with any problems or information about HVAC and explaining the benefits of our global service, with in-house engineers and factories to customise equipment for individual applications.”

Dometic is demonstrating its capabilities for incorporating the latest variable speed chiller technology, titanium condensers, chilled water and air-cooled units within its customised systems for commercial vessels, as well as focusing on its high-performance reverse-osmosis watermakers and new coolbox models at this year’s Seawork.

To meet Guido Wolfs or to see Dometic’s latest products, visit Stand PG131 at this year’s Seawork or go to <https://www.dometic.com/commercial-marine> for more information.

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About Dometic

Dometic enriches people’s experiences when away from home by providing smart, reliable products with outstanding design for mobile living in the areas of Climate, Hygiene & Sanitation and Food & Beverage. Dometic manufactures and sells products within these areas for use in mainly recreational vehicles, trucks and premium cars, cruisers and work boats, and for a variety of other uses. Dometic operates 22 manufacturing/assembly sites in North America, South America, Europe and Asia-Pacific. Dometic products are sold in more than 100 countries. Dometic has 6,500 employees and is listed on NASDAQ Stockholm.

For more information on Dometic, please visit: [dometic.com](https://www.dometic.com).