



Eurovent membership necessity or not

Anyone who manufactures air handling units or associated components in the EU and Switzerland needs a membership of Eurovent to be successful, one can often hear. This raises the question, why you can't find under [Members - Eurovent](#) companies like www.sevenair.com, www.mountair.com and www.weger.it, which dominate the Swiss market or why a company like www.howatherm.de left years ago, all legitimate questions or not? Well, on the other hand, Eurovent is said to be poorer than a church mouse and writes:

Von: Igor Sikonczyk (Eurovent) <igor.sikonczyk@eurovent.eu>

Gesendet: Dienstag, 4. Februar 2025 16:24

An: info@zcs.ch

Betreff: AHH software

Dear Mr. Zeller,

I am technical manager at Eurovent association and I am responsible for our ventilation-related product groups. We publish many industry recommendations and papers which reach out to the broad HVAC industry community (see <https://www.eurovent.eu/publications/>). Currently, we are preparing a new recommendation on moisture recovery in air-conditioning systems where I will have to demonstrate several processes on the mollier-diagram. I was wondering if you would be interested to offer us a free-licence copy of your AHH software to produce these diagrams. Of course, in return they would be properly marked (e.g. diagrams courtesy of Zeller Consulting) as the form of advertising for you. In my previous job I was using your licensed AHH software, which I still find as one of the best on the market. Unfortunately, as a non-profit organization we cannot afford to buy such software, especially for occasional use. Thank you for your feedback.

Kind regards,

Igor Sikonczyk

We have often been in contact with people from Eurovent, who wanted free software from us, an unparalleled imposition from a club that has a budget of millions and yet complains pitifully, which is why our answer was immediately as follows:

Dear Mr. Sikonczyk,

We are sending you some of our published reports on the subject of air dehumidification with the attachments. You can find more on our homepage. We have been in contact with people from Eurovent several times and they always said, that you can't spend money on software, what a macabre joke! All of these people, who work for this association, receive princely salaries and expenses! So, it must still be possible, to get a network license for 1 client // for CHF 1,800, as far as I'm concerned, under expenses or out of petty cash!

Kind regards,

Marin Zeller

Of course, this meant, that the interest in our software at the Eurovent Beggars' Association once again died out abruptly, which we don't care about, but rather **don't give a shit**. For this purpose, we support small engineering offices, consisting of only 1 air conditioning expert, who would like to have our AHH software installed on the office PC and on the field service laptop. Such people get 2 and pay only 1 license. Coming back to what is really necessary, which is of some use to the air handling unit customer: Complete an exam at the TUEV and get the stamp **type tested**, which is sorely needed not only for finned heat exchangers.

